TSX-V: TMG
OCTOBER 2016

THERMAL ENERGY INTERNATIONAL INC.

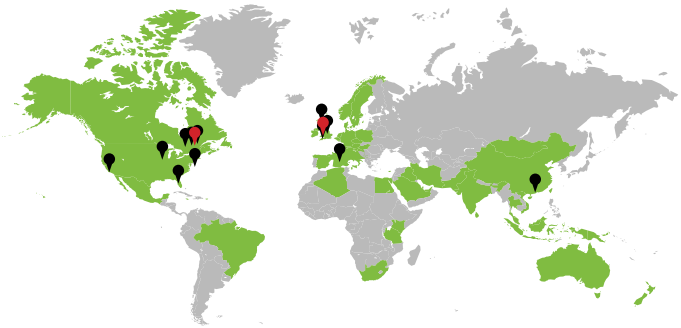
INVESTOR FACT SHEET

THERMAL ENERGY INTERNATIONAL INC. is a global provider of proprietary energy efficiency solutions for industrial and institutional applications. We save our customers money and improve their bottom line by reducing their fuel use and cutting their carbon emissions. Our products deliver 10%-30% energy savings, providing a high return on investment combined with a short, compelling payback period.

INVESTMENT HIGHLIGHTS

- Enormous, fast-growing global market with strong fundamentals
- Proprietary products sold to leading companies in many sectors
- Poised to continue strong track record of growth

LOCATIONS



HEAD OFFICE
Ottawa, Canada

REGIONAL OFFICE
Bristol, United Kingdom

Countries where Thermal Energy International has sold product

PRODUCTS

FLU-ACE®
Heat Recovery

GEM®
Steam Trap

INDUSTRY APPLICATIONS

Customers include Fortune 500 and other leading multinationals across many sectors.

HOSPITALS

PULP AND PAPER

FOOD AND BEVERAGE

PETROCHEMICAL AND CHEMICAL

PHARMACEUTICAL

AND MANY MORE

WWW.THERMALENERGY.COM
@GOTHERMALENERGY

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GROWTH OPPORTUNITIES

- Continue to develop and execute a corporate account sales and marketing strategy
- Capitalize on significant cross selling opportunities with existing customers
- Continue to grow sales and distribution in key markets of North America, Europe and the Middle East, which still remain largely untapped markets
- Development and acquisition of complimentary energy efficiency products and businesses

STRONG FUNDAMENTALS

$21.8 trillion

Expected investment in end-use energy efficiency from 2015 to 2040[1]

20-50%

Amount of industrial energy consumption lost as waste heat[2]

6.8% CAGR

Projected for the global waste heat recovery market from 2016 to 2022[2]

[1] 2015 International Energy Agency. 32% of the $68 trillion world energy sector investment

[2] P&S Market Research Report on Global Waste Heat Recovery Market

FINANCIAL RESULTS

In thousands except % data	3 months ended May 31, 2016	3 months ended May 31, 2015
Revenue	$4,123	$2,525
Gross profit	$2,047	$1,194
Gross margin	49.7%	47.3%
EBITDAS	$377	$(257)
Net income (loss)	$268	$(338)
Operating cash flow	$465	$(126)

In thousands except % data	Fiscal year ended May 31, 2016	Fiscal year ended May 31, 2015
Revenue	$12,402	$6,800
Gross profit	$6,974	$3,628
Gross margin	54.8%	53.4%
EBITDAS	$564	$(2,049)
Net income (loss)	$259	$(2,155)
Operating cash flow	$710	$(1,404)

STOCK OVERVIEW

Listing	TSX-V: TMG
Recent price	$0.13
52-week range	$0.03 - $0.195
Shares outstanding	157.8 million
Market capitalization	$20.5 million
Cash on balance sheet	$1,038,425
Total debt	Nil.

* Trading information as at October 11, 2016; Cash on balance sheet and total debt as at May 31, 2016.

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