

LigTech International, Inc.

Q1 in line. Company focusing on expanding distribution through partnerships. Maintaining PT of \$5.15

COMPANY UPDATE

Rating: BUY

Ticker: LIOT

Price: \$2.66

Target: \$5.15

6%, in line with our estimate. EPS came in at \$(0.41), versus our estimate of \$(0.43), and consensus of \$(0.29). Total operating expenses for the quarter were \$2.3 million, well below our estimate of \$2.7 million.

Q1 FY24 revenues up 6% yoy: Q1 FY24 (Mar) revenues of \$4.2 million were up

Ceramic membrane sales were robust: LiqTech's ceramics segment grew 28% yoy, driven by higher demand for DPFs from the EU transportation sector, as well as backup power plants for data centers, i.e. Al infrastructure build. Other highlights included swimming pool filtration systems (8 systems delivered in Q1 versus 20 in FY23) and oil and gas pilot projects. Overall sales growth was impacted by a tough compare in the plastics segment, due to a large one-time order in the prior year period.

Guidance remains tempered: Management guidance for sales in Q2 FY24 is \$5-\$5.5 million, representing yoy growth of 0-10%. Though the company indicated design win activity is healthy and affirmed its 'optimism for Q2 and the full year', tepid Q2 sales guidance and lack of a full-year target suggests the company remains somewhat cautious.

Company continues to focus on system sales and new verticals: Management continues to emphasize the development of new target verticals and geographic expansion through distribution partners. The idea is to reduce the portion of lower margin business and cultivate recurring revenues through sales of complete filtration systems. In particular, the company is bullish on oil and gas opportunities, especially in the US market.

New distribution deals announced: Earlier in May, LiqTech announced a deal with Franman to market marine scrubber systems to the Greek shipping market (the world's largest), as well as a deal with Dan Marine Group to distribute marine scrubber systems in China. These partnerships highlight LiqTech's ongoing initiative to expand its market footprint through distributors.

Adjusting estimates: Given slower-than-expected revenue growth and lower gross margins, we are lowering our FY24 EPS estimate to \$(1.53), versus \$(1.47) previously. Our FY25 estimate is now \$(1.46), versus \$(1.21) previously. We are lowering our FY24 and FY25 revenue estimates to \$19.5 million and \$22.4 million (from \$19.9 million and \$23.9 million previously).

Improving fundamentals should catalyze stock-price appreciation: While LiqTech has continued to make progress in improving its business fundamentals, the stock is trading not far off its all-time low of \$2.55. Provided the company can translate its distribution agreements and pilot projects into new orders and deliveries, we believe operational performance will provide ample catalysts for a stock-price re-rating.

12 month cash runway: Exiting Q1 FY24, LiqTech had \$7.7 million in cash. With cash burn currently running at \$1-2 million per quarter, we expect cash to last well into FY25, depending on sales growth.

Maintain PT: We are maintaining our 12-month price target of \$5.15 based on an NPV analysis. This represents 94% upside from the current share price. We believe this valuation appropriately balances out the company's moderate risk profile with the company's high growth prospects and large upside opportunity.

Company Description

Based in Ballerup, Denmark, LigTech International, Inc. is an industrial company specializing in systems and components for environmental filtration.

United States Technology

May 22, 2024

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Stock Data

Exchange:	NasdaqCM
52-week Range:	\$2.55-4.20
Shares Outstanding (million):	5.8
Market cap (\$million):	\$15.5
EV (\$million):	\$16.1
Debt (\$million):	\$8.3
Cash (\$million):	\$7.7
Avg. Daily Trading Vol (\$ millions):	\$0.021
Float (million shares):	NA
Short Interest (million shares):	0.069
Dividend, annual (yield):	NA

Revenues (US\$ million)

	2024E (Cur.)	2024E (Old.)	<u>2025E</u> (Cur.)	2025E (Old.)
Q1 Mar	4.2A	4.2E	4.9E	5.1E
Q2 Jun	5.4E	5.6E	6.3E	6.7E
Q3 Sep	5.5E	5.7E	6.4E	6.8E
Q4 Dec	<u>4.3E</u>	<u>4.4E</u>	<u>4.9E</u>	<u>5.3E</u>
Total	19.5E	19.9E	22.4E	23.9E
EV/Rev	0.8x		0.7x	

Earnings per Share (pro forma)

	2024E	2024E	2025E	2025E
	(Cur.)	(Old.)	(Cur.)	(Old.)
Q1 Mar	(0.41)A	(0.43)E	(0.43)E	(0.33)E
Q2 Jun	(0.38)E	(0.37)E	(0.36)E	(0.29)E
Q3 Sep	(0.36)E	(0.34)E	(0.31)E	(0.26)E
Q4 Dec	(0.37)E	(0.34)E	(0.35)E	(0.32)E
Total	\$(1.53)E	\$(1.47)E	\$(1.46)E	\$(1.21)E
PE	NA		NA	

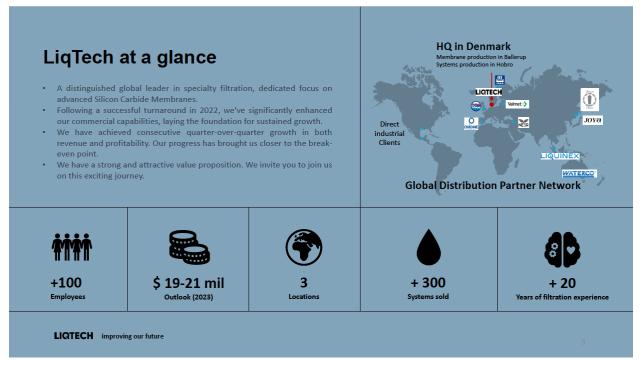
Important Disclosures

Ascendiant Capital Markets LLC seeks to do business with companies covered by its research team. Consequently, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making an investment decision.

For analyst certification and other important disclosures, refer to the Disclosure Section, located at the end of this report, beginning on page 13.



Exhibit 1: LiqTech International, Inc. at a Glance

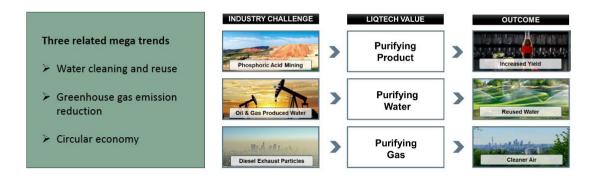


Source: Company Reports

Exhibit 2: Trends Driving LiqTech's Business

Mega trends driving LiqTech's business

LiqTech contributes to saving the world's scarce resources and protecting the environment

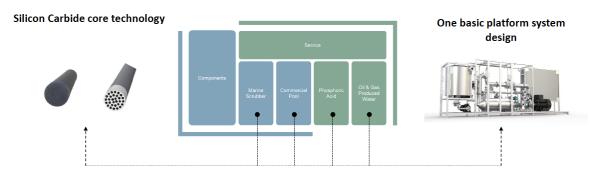


LIQTECH improving our future



Exhibit 3: LiqTech International, Inc. Core Technology and System Design

Our core technology and system design enable us to prioritize commercial development



Core technology is adaptable across multiple markets

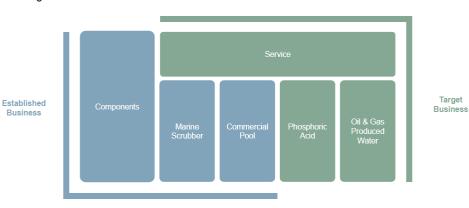
LIQTECH improving our future

Source: Company Reports

Exhibit 4: LiqTech International, Inc. New Commercial Strategy

New commercial strategy is implemented

Focus is the key word – **Delivering revenue** on established business and **Driving growth** through expansion into additional target markets

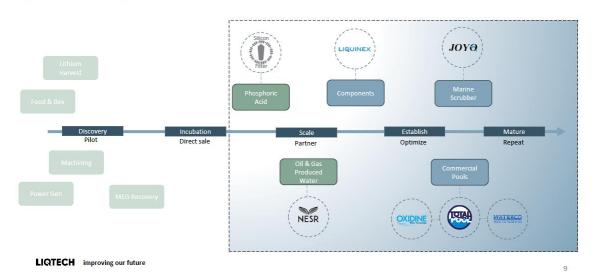


LIQTECH improving our future



Exhibit 5: LiqTech International, Inc. Strategic Distribution Partnerships

Commercial scale up by strategic distribution and partnership collaborations



Source: Company Reports

Exhibit 6: LiqTech International, Inc. Revenue Mix Goals

Transforming into a balanced business including system, service and component sales

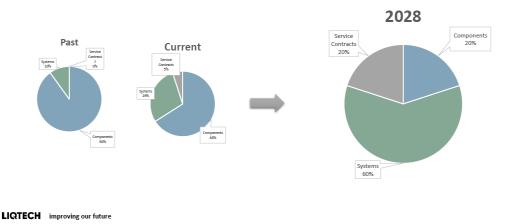




Exhibit 7: LiqTech International, Inc. Recent Design Wins by Segment

Recent wins Our new commercial strategy is showing good results Our new commercial s

Source: Company Reports

Exhibit 8: LiqTech International, Inc. Senior Management Team

Revitalized leadership team to lead the journey



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Source: Company Reports

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Exhibit 9: LiqTech International, Inc. Recent Design Wins

Recent wins

Our new commercial strategy is showing good results







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Source: Company Reports

Exhibit 10: LiqTech International, Inc. Case Studies

CASE STUDY

UK Commercial pool market benchmark made by our partner Total Pool Vs. Payback ~ 3 yrs \$ 26,260 Annual Electricity Cost \$ 10,980 \$ 6,690 Annual Water Cost \$ 1,352 \$ 8,711 Annual Heating Cost

Sand filters are commonly used in Swimming pool filtration and they are usually expensive and very manual to operate

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Phosphoric Acid

Major Phosphoric Acid producer for the soft drink industry in USA

Leaf filter	Vs. Payback ~ 0.5 yrs	PurePhos
24 days	Annual Downtime	0 days
> \$ 10 mil	Annual Downtime cost	\$ 0
> \$ 1.8 mil	Annual Carbon filter cost	\$ 300k

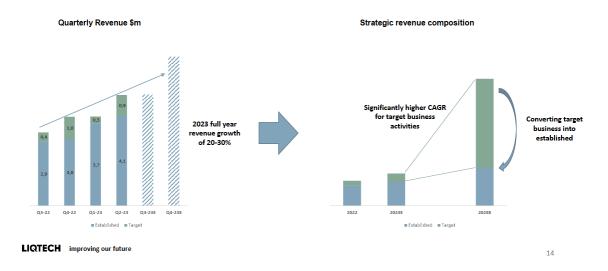
Leaf filters are commonly used in phosphoric acid purification and they are usually the bottleneck in plants due to high maintenance frequency

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Exhibit 11: LiqTech International, Inc. 2023 Revenue Guidance and Goals

Our positive development leads to a full year revenue growth of 20-30% in 2023



Source: Company Reports

Exhibit 12: LiqTech International, Inc. Margin Guidance

A gross margin range of 15-20% in 2023 brings us closer to achieving near-term breakeven

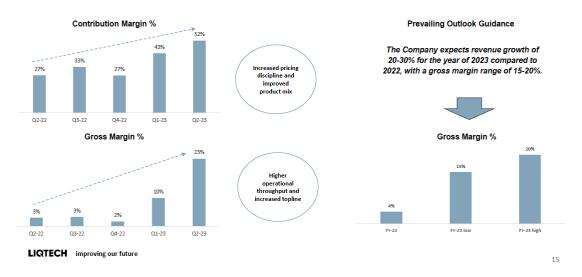
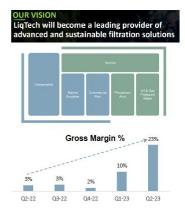




Exhibit 13: LiqTech International, Inc. Key Takeaways

Key takeaways

- Investments have been made to transform LiqTech.
- Our new commercial strategy has already yielded positive outcomes.
- We have a new leadership team in place.



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Source: Company Reports

Exhibit 14: LiqTech International, Inc. Consensus Revenue and Earnings Estimates

5/18/24

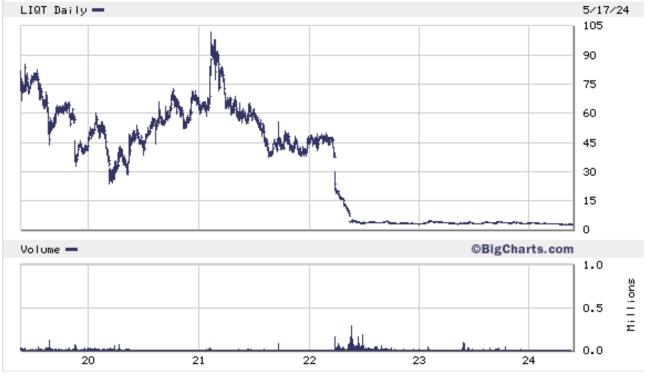
Revenue (USD r	million)	
	FY2024E	FY2025E
Q1 Mar	\$4.2A	\$5.5E
Q2 Jun	\$5.5E	\$6.9E
Q3 Sep	6.0E	\$8.3E
Q4 Dec	\$5.7E	\$8.2E
Total	\$21.2E	\$28.8E

EPS (USD)		
	FY2024E	FY2025E
Q1 Mar	\$(0.47)A	\$(0.22)E
Q2 Jun	(\$0.37)E	\$(0.17)E
Q3 Sep	(\$0.34)E	\$(0.10)E
Q4 Dec	\$(0.34)E	\$(0.10)E
Total	(\$1.47)E	\$(0.59)E

Source: Company Reports, Capital IQ, Ascendiant Capital Markets Estimates







Source: https://bigcharts.marketwatch.com/



FINANCIAL MODEL

LiqTech International, Inc. (LIQT)

Water revenue (as % of tendo)	Income Statement (\$ mils)	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024	Mar-25	Jun-25	Sep-25	Dec-25	2025
Commission encome (as Not glorally) 2504 478 3388 268 278	Fiscal Year End: December 31																	
Commission encome (as Not glorally) 2504 478 3388 268 278																		
Public serverse for 8 of shelph 256 228 288 281 380 208 218 228 258	Water revenue (as % of total)	39%	33%	36%	41%	52%	40%	43%	37%									
Water revenue (pris growth)	Ceramics revenue (as % of total)	39%	43%	35%	36%	32%	36%	35%	43%									
Wite revenue (psy grount)	Plastics revenue (as % of total)	20%	22%	29%	23%	13%	20%	21%	21%									
Commercement (programment)	Other revenue (as % of total)	2%	2%	0%	0%	3%	4%	2%	0%									
Committed resource (proposed) 276 -38 -2																		
Treatment (programm) 72	Water revenue (yoy growth)	-47%	-26%	142%	-3%	235%	-12%	45%	8%									
Water (systems and service) 7.2	Ceramics revenue (yoy growth)	27%	-5%	-25%	-1%	-13%	10%	-9%	28%									
Countic Diff 2 and Membranes 7,2 6,8 1.4 1.8 1.5 1.4 6,2 1.8 2.0 1.8 1.6 7,1 2.1 2.2 2.0 1.8 8.1	Plastics revenue (yoy growth)	37%	-2%	3%	9%	-1%	14%	6%	-25%									
Countic Diff 2 and Membranes 7,2 6,8 1.4 1.8 1.5 1.4 6,2 1.8 2.0 1.8 1.6 7,1 2.1 2.2 2.0 1.8 8.1																		
Plastict (Components)	Water (Systems and service)	7.2	5.3	1.4	2.1	2.6	1.6	7.7	1.5	2.3	2.9	1.7	8.4	1.8	2.6	3.3	2.0	9.6
Other food reverse 13 3 16.0 4 0 50 62 0.1 0.3 - 0.0 0.2 0.2 0.1 0.3 - 0.0 0.2 0.2 0.2 0.4 - 0.0 0.2 0.2 0.2 0.4 4.9 5.0 15.3 1.9 0.4 1.0 0.4 0.5 0.5 0.5 0.5 0.5 0.5 0.5 0.5 0.5 0.5	Ceramics (DPFs and Membranes)	7.2	6.8	1.4	1.8	1.6	1.4	6.2	1.8	2.0	1.8	1.6	7.1	2.1	2.2	2.0	1.8	8.1
Total revenue well 18.3 16.0 4.0 5.0 5.1 1.3 1.8 1.5 1.5 4.1 3.1 1.5 1.5 4.1 3.5 1.5 4.2 1.5	Plastics (Components)	3.6	3.5	1.2	1.1	0.7	0.8	3.7	0.9	1.2	0.7	0.9	3.7	1.0	1.4	0.8	1.0	4.2
Trout coact gloods sold 15.7 15.4 3.6 3.8 4.1 3.7 15.2 4.0 4.9 5.0 3.9 17.8 4.3 5.5 5.5 4.2 19.5 Torse profit (sol) 1.6 0.6 0.4 1.2 0.9 0.3 2.8 0.3 0.5 0.5 0.4 1.2 0.5 0.8 0.9 0.7 0.7 Torse profit (sol) 1.6 0.6 0.4 1.2 0.9 0.3 2.8 0.3 0.5 0.5 0.4 1.2 0.5 0.8 0.9 0.7 0.7 Torse profit (sol) 1.6 0.6 0.4 1.2 0.9 0.3 0.3 0.5 0.5 0.4 1.2 0.5 0.8 0.9 0.7 0.7 Torse profit (sol) 1.6 0.5 0.5 0.8 0.9 0.7 0.7 0.7 0.7 Torse profit (sol) 1.1 1.	Other	0.3	0.3	-	0.0	0.2	0.1	0.3	-	0.0	0.2	0.2	0.4	-	0.0	0.2	0.2	0.4
Description (Section Control C	Total revenue	18.3	16.0	4.0	5.0	5.1	3.9	18.0	4.2	5.4	5.5	4.3	19.5	4.9	6.3	6.4	4.9	22.4
Description processes 4,6 3,7 1,2 1,0 1,1 4,3 0,5 1,0 0,9 1,1 3,5 1,5 1,0 1,1 1,2 5,5 1,0 1,1 1,2 5,5 1,0 1,0 1,1 1,2 5,5 1,0 1,0 1,1 1,2 5,5 1,0 1,0 1,1 1,2 5,5 1,0 1,0 1,1 1,2 5,5 1,0 1,0 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2 1,1 1,2	Total cost of goods sold	16.7	15.4	3.6	3.8	4.1	3.7	15.2	4.0	4.9	5.0	3.9	17.8	4.3	5.5	5.5	4.2	19.5
Selfie geopenes 4,6 3,7 1,2 1,0 1,0 1,1 4,3 0,5 1,0 0,9 1,1 3,5 0,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 1,3	Gross profit (loss)	1.6	0.6	0.4	1.2	0.9	0.3	2.8	0.3	0.5	0.5	0.4	1.7	0.5	0.8	0.9	0.7	2.9
Selfie geopenes 4,6 3,7 1,2 1,0 1,0 1,1 4,3 0,5 1,0 0,9 1,1 3,5 0,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 3,5 1,0 1,0 1,1 1,3																		
General and deminstrative expenses 5,8 5,7 1,1 1,4 1,3 1,2 4,9 1,5 1,3 1,2 1,1 5,2 1,6 1,4 1,3 1,2 5,5	Operating expenses																	
Research and development expenses 19 18 0.3 0.4 0.4 0.3 1.4 0.3 0.3 0.4 0.3 1.3 1.3 0.3 0.4 0.4 0.3 1.4 0.3 0.3 0.4 0.3 1.3 1.3 0.3 0.4 0.4 0.3 1.4 0.3 0.3 0.4 0.3 1.3 0.3 0.4 0.4 0.3 1.3 0.3 0.4 0.4 0.5																		
Restructuring costs									_					-				
Total operating expenses 12.3 3.1 2.6 2.8 2.6 2.6 10.6 2.3 2.7 2.6 2.5 10.1 2.4 2.8 2.7 2.6 10.6		1.9		0.3	0.4	0.4	0.3	1.4	0.3	0.3	0.4	0.3	1.3	0.3	0.4	0.4	0.3	1.4
Company Comp		42.2		-	-	-	-	- 40.6	-		-	-	-	-	-		-	-
## Differ income [expenses] O. 4	l otal operating expenses	12.3	13.1	2.6	2.8	2.6	2.6	10.6	2.3	2.7	2.6	2.5	10.1	2.4	2.8	2.7	2.6	10.6
## Differ income [expenses] O. 4	l and from an analysis and	(10.7)	(12.5)	(2.2)	(1.0)	(1.7)	(2.2)	(7.0)	(2.0)	(2.2)	(2.1)	(2.1)	(0.4)	/1 0)	(2.1)	(1.0)	(1.0)	(7.7)
Interest and other income 0.4 0.4 0.1	Loss from operations	(10.7)	(12.5)	(2.2)	(1.6)	(1.7)	(2.3)	(7.8)	(2.0)	(2.2)	(2.1)	(2.1)	(8.4)	(1.9)	(2.1)	(1.8)	(1.9)	(7.7)
Interest and other income 0.4 0.4 0.1	Other income (numeros)																	
Gain on condification of earn out liability interest expense (0.7) (0.4) (0.0) (0.0) (0.0) (0.0) (0.0) (0.1)		0.4	0.4	0.1	0.1	0.1	0.1	0.4	0.1	0.1	0.1	0.1	0.4	0.1	0.1	0.1	0.1	0.4
Interest expense (0.7) (0.4) (0.0) (0.0) (0.0) (0.1) (0.2) (0.1) (0.2) (0.1) (0.2) (0.1) (0.2) (0.1) (0.2) (0.1) (0.2) (0.1) (- 0.4	- 0.4	0.1		- 0.1	- 0.1	-		- 0.1	- 0.1	- 0.1	- 0.4		- 0.1	- 0.1	- 0.1	- 0.4
Fair value adjustment of warrants Gain (cos) on currenty transactions 0.7 0.4 (0.2) 0.0 0.3 (0.5) (0.4) (0.3) 0.3 0.3 0.3 0.3 0.3 0.3 0.3 0.3 0.3 0.3		(0.7)	(0.4)	(0.0)	(0.0)	(0.0)	(0.1)	(0.2)	(0.1)	(0.0)	(0.0)	(0.1)	(0.2)	(0.1)	(0.0)	(0.0)	(0.1)	(0.2)
Gain (Loss) on currency transactions of all of the content of the	Amortization discount on Notes	(0.8)	(2.4)	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)	(0.1)	(0.1)	(0.1)	(0.1)	(0.5)	(0.1)	(0.1)	(0.1)	(0.1)	(0.5)
Gain on lase termination - 0.1 - - - - - - - - -		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Gain (Loss) on assets held for sale Gain or sale of fined assets (11.2) (14.4) (2.4) (1.6) (1.4) (3.4) (8.8) (2.4) (2.2) (2.1) (2.2) (8.9) (2.5) (2.1) (1.8) (2.0) (8.5) (7.5) (1.1) (1.8) (2.0) (8.5) (1.2) (1.4)		0.7		(0.2)	0.0	0.3	(0.5)	(0.4)					0.3					
Gain on sale of fixed assets 0.0 0.0 - - 0.0 0.5 - 0.0 0.5 - - 0.0 0.5 Taxes (1.1.2) (14.4) (2.4) (1.6) (1.4) (3.4) (8.8) (2.4) (2.2) (2.1) (2.2) (8.9) (2.5) (2.1) (1.8) (2.0) (8.5) Taxes (1.1.1) (14.2) (2.4) (1.6) (1.4) (3.2) (8.6) (2.4) (2.2) (2.1) (2.2) (8.9) (2.5) (2.1) (1.8) (2.0) (8.5) Weighted average shares out 2.7 4.4 5.7 5.7 5.7 5.7 5.7 5.7 5.8		-	0.1	-	-	-	(0.4)	(0.4)	-	-	-	-	-	-	-	-	-	0.0
		0.0	0.0	_					(0.5)	_		0.0	(0.5)	(0.5)	_		0.0	(0.5)
Taxes				(2.4)	(1.6)	(1.4)										(1.8)		
Net loss (11.1) (14.2) (2.4) (1.6) (1.4) (3.2) (8.6) (2.4) (2.2) (2.1) (2.2) (8.9) (2.5) (2.1) (1.8) (2.0) (8.5) (8.5) (8.5) (8.5) (8.5) (2.1) (1.8) (2.0) (8.5) (8.5) (1.1) (1.4) ((2.2)	(2.2)	(2.2)		(2.5)	(2.2)	(1.0)	(2.0)	
Weighted average shares out 2.7 4.4 5.7 5.7 5.7 5.7 5.7 5.7 5.7 5.7 5.7 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8																		
Shares, Diluted 2,7 4.4 5.7 5.7 5.7 5.7 5.7 5.7 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8	Net loss	(11.1)	(14.2)	(2.4)	(1.6)	(1.4)	(3.2)	(8.6)	(2.4)	(2.2)	(2.1)	(2.2)	(8.9)	(2.5)	(2.1)	(1.8)	(2.0)	(8.5)
Shares, Diluted 2,7 4.4 5.7 5.7 5.7 5.7 5.7 5.7 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8																		
Shares, Diluted 2,7 4.4 5.7 5.7 5.7 5.7 5.7 5.7 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8 5.8	west-hand a constant of	2.7																
EPS Basic (pro forma) (4.13) (3.20) (0.42) (0.27) (0.25) (0.56) (1.51) (0.41) (0.38) (0.36) (0.37) (1.53) (0.43) (0.36) (0.31) (0.35) (1.46) Margins Gross margin 96 4% 10% 23% 19% 7% 15% 6% 9% 9% 10% 9% 11% 12% 14% 14% 13% 5ales and marketing 32% 36% 26% 28% 25% 30% 27% 36% 25% 22% 26% 27% 33% 22% 20% 24% 12% 13% 36% 25% 22% 26% 27% 33% 22% 20% 24% 13% 1374 25% 14% 14% 14% 1374 25% 14% 14% 14% 14% 14% 14% 14% 14% 14% 14																		
Margins General and admin	Silares, Diluted	2.7	4.4	3.7	3.7	3.7	3.7	3.7	3.0	3.0	3.0	3.0	3.0	3.6	3.0	3.6	5.0	3.0
Margins Gross margin 9% 4% 10% 23% 19% 7% 15% 6% 9% 9% 10% 9% 11% 12% 14% 14% 13% General and admin 25% 23% 29% 21% 19% 29% 24% 12% 18% 17% 25% 18% 11% 17% 15% 23% 17% 36% 25% 22% 26% 27% 33% 22% 20% 24% 25% 30% 27% 36% 25% 22% 26% 27% 33% 22% 20% 24% 25% 0.0perating margin 5.88% -7.88% -5.55% -3.2% -3.44% -5.99% -4.3% -4.88% -4.0% -3.7% -4.88% -4.33% -3.99% -3.33% -2.88% -3.99% 3.34% -3.88% -3.99% -3.44% -3.88% -5.15% -4.68% -5.2% -3.3% -2.8% -3.99% -3.44% -3.88% -3.1% -3.88% -5.1% -4.68% -5.2% -3.3% -2.8% -3.9% -3.48% -3.88% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.88% -3.1% -3.89% -3.3% -3.3% -3.9% -3.3% -3.	EPS Basic (pro forma)	(4.13)	(3.20)	(0.42)	(0.27)	(0.25)	(0.56)	(1.51)	(0.41)	(0.38)	(0.36)	(0.37)	(1.53)	(0.43)	(0.36)	(0.31)	(0.35)	(1.46)
Gross margin General and admin General and General General General and General General General and Admin General and General General General and General General General and General G	EPS Diluted (pro forma)	(4.13)	(3.20)	(0.42)	(0.27)	(0.25)	(0.56)	(1.51)	(0.41)	(0.38)	(0.36)	(0.37)	(1.53)	(0.43)	(0.36)	(0.31)	(0.35)	(1.46)
Gross margin General and admin General and General General General and General General General and Admin General and General General General and General General General and General G																		
Gross margin General and admin General and Agmin General and Agmin General and General General General and Agministrative expenses Total operating expenses General and General General Genera																		
General and admin				40-1	22-1	4001		45	ec.	051	oc:	40-1		****	4001	4.4-1		
Sales and marketing 32% 36% 26% 28% 25% 30% 27% 36% 25% 22% 26% 27% 33% 22% 20% 24% 25% 25% 20perating margin -58% -75% -32% -34% -59% -43% -48% -40% -37% -48% -43% -39% -33% -28% -39% -33% -34% -38% -34% -38% -39% -34% -38% -39% -34% -38% -39% -34% -38% -39% -34% -38% -39% -34% -38% -39% -34% -38% -39% -34% -38% -31% -38% -39% -34% -38% -31% -31% -31% -31% -31% -31% -31% -31		-,-												_				
Operating margin														-				
Tax rate, GAAP 0% -1% 0% 0% 0% -4% -1% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%																		
Net margin																		
V/V % change Revenue -1.9% -1.3% 10% -1.9% -2.9% -2.8% 1.9% 9% 9% 9% 9% 9% 15%																		
Revenue 1.9% -1.3% 1.0% -1.% 5.3% -2% 1.3% 5% 9% 9% 9% 9% 1.5% </td <td></td> <td>31/0</td> <td>0370</td> <td> 55%</td> <td>32/0</td> <td>20/0</td> <td>32/0</td> <td>-070</td> <td>30/0</td> <td>/0</td> <td>3070</td> <td>31/0</td> <td>-1370</td> <td>32/0</td> <td>33/0</td> <td>2370</td> <td>-1270</td> <td>3670</td>		31/0	0370	55%	32/0	20/0	32/0	-070	30/0	/0	3070	31/0	-1370	32/0	33/0	2370	-1270	3670
COGS -1-8% -3% -7% -2-1% -29% -8% -1% -10% -29% -22% -5% -17% -9% -11% -9% -10% -10% -10% -10% -10% -10% -10% -10																		
Gross Profit - 2-7% - 6-64% - 5-9% - 6-85% - 78.4% - 31.3% - 38.9% - 31.% - 5-8% - 4-88% - 5.7% - 3-9% - 98.% - 5.3% - 79% - 61.% - 70% - 5.6% - 3.8%																		
Selling expenses 56% -20% 12% -14% 43% 52% 17% -56% -3% -3% -18% 5%																		
General and administrative expenses -6% -2% -45% 9% -12% 7% -15% 46% -3% -3% -3% 8% 5% <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>																		
Total operating expenses 18% 7% -28% -42% 11% 8% -19% -10% -3% -3% -3% -3% 5% 5% 5% 5% 5% Operating Income 29% 17% -34% -65% -25% -1% -38% -7% 37% 22% -1.0% 7% -7% -6% -13% -7% 8% Net income 13% 27% -36% -76% -19% 49% -40% 0% 42% 48% -32% 4% 5% -6% -13% -6% -13% -6% -5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5% 5																		
Operating Income 29% 17% -34% -65% -25% -1% -38% -7% 37% 22% -10% 7% -7% -6% -13% -7% -8% Net income 13% 27% -36% -76% -19% 49% -40% 0% 42% 48% -32% 4% 5% -6% -13% -6% -5%																		
Net income 13% 27% -36% -76% -19% 49% -40% 0% 42% 48% -32% 4% 5% -6% -13% -6% -5%																		
2.2 0.0 0.0 2.0 0.0 0.0 0.0 0.0 0.0 0.0													.,.					
	=: =	12/0	/0	, 5/6	3370	22/0	-370	5370	5/0	55/0	5/0	33/0	1/0	370	370	13/0	370	370

Source: Company reports , Ascendiant Capital Markets estimates



LiqTech International, Inc. (LIQT)

Balance Sheet (\$ mils)	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
Fiscal Year End: December 31	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2E	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
<u>Current assets</u>													
Cash	16.6	14.3	12.6	11.8	10.4	7.7	4.7	3.0	3.2	0.2	(3.5)	(5.2)	(4.9)
Accounts receivable, net	2.3	2.7	3.0	3.9	3.2	2.7	4.4	4.5	3.5	3.9	5.0	5.1	4.0
Inventories, net	4.1	4.4	4.4	4.6	5.3	5.5	6.5	6.6	5.0	5.7	7.2	7.2	5.5
Contract assets	2.3	2.4	2.4	2.6	2.9	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8
Prepaid expenses and other assets	1.7	2.1	2.8	1.3	0.3	0.6	0.5	0.5	0.4	0.4	0.5	0.5	0.4
Other current assets	0.7	0.7	0.7	0.4	-	-	-	-	-	-	-	-	-
Total current assets	27.7	26.7	25.9	24.6	22.1	19.4	18.9	17.4	14.9	13.1	12.1	10.5	7.9
Property and equipment, net	8.3	7.9	7.5	8.6	9.0	7.3	6.6	5.9	5.3	4.8	4.3	3.9	3.5
Operating lease right-of-use assets	3.3	3.2	3.0	2.8	4.1	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8
Deposits and other assets	0.5	0.5	0.5	0.4	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Goodwill	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Other assets	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total assets	40.1	38.7	37.3	36.8	36.0	31.4	30.2	28.0	24.9	22.5	21.1	19.1	16.1
Liabilities and Stockholders' Equity													
Current liabilities													
Accounts payable	1.4	2.2	2.0	2.2	2.4	2.2	3.3	3.4	2.6	2.9	3.7	3.7	2.8
Accrued expenses	3.1	2.7	3.0	3.8	3.6	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
Current portion of finance lease obligations	0.4	0.4	0.4	0.6	0.6	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Current portion of operating lease liabilities	0.6	0.6	0.6	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Contract liabilities	0.6	0.7	0.9	0.5	0.4	0.6	0.5	0.5	0.4	0.4	0.3	0.3	0.2
Other current liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Total current liabilities	6.1	6.6	6.8	7.7	7.5	6.6	7.7	7.7	6.9	7.2	7.9	7.8	7.0
Finance lease obligations, net of current portion	2.4	2.3	2.2	2.9	2.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9
Operating lease liabilities, net of current portion	2.7	2.6	2.5	2.3	3.5	3.3	3.2	3.1	3.0	2.9	2.8	2.7	2.6
Senior promissory notes payable, net	5.5	5.6	5.7	4.5	4.7	4.8	4.8	4.8	4.8	4.8	4.8	4.8	4.8
Other liabilities	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total liabilities	16.8	17.3	17.3	17.6	18.7	16.8	17.8	17.7	16.8	17.0	17.6	17.4	16.4
Stockholders' Equity													
Preferred stock	-	-	-	-	-	-	-	-	-	-	-	-	-
Common stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Additional paid-in capital	97.0	97.1	97.3	98.7	98.8	99.0	99.0	99.0	99.0	99.0	99.0	99.0	99.0
Accumulated deficit	(67.4)	(69.7)	(71.3)	(72.7)	(75.9)	(78.3)	(80.5)	(82.6)	(84.8)	(87.3)	(89.4)	(91.2)	(93.2)
Deferred compensation	- '- '		- '- '		- '	- 1	- '- '	- '- '	` <u>-</u> `	- 1	`- '	` <u>-</u>	' <u> </u>
Accumulated other comprehensive loss	(6.3)	(5.9)	(6.0)	(6.7)	(5.6)	(6.1)	(6.1)	(6.1)	(6.1)	(6.1)	(6.1)	(6.1)	(6.1)
Total stockholders' equity	23.3	21.5	20.0	19.3	17.3	14.5	12.3	10.2	8.1	5.6	3.5	1.7	(0.4)
Total liabilities and stockholders' equity	40.1	38.7	37.3	36.8	36.0	31.4	30.2	28.0	24.9	22.5	21.1	19.1	16.1
1													

Balance Sheet Drivers

	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2E	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Book & Cash Value (per share)													
Book Value per Share (diluted)	4.2	3.8	3.5	3.4	3.0	2.6	2.1	1.8	1.4	1.0	0.6	0.3	(0.1)
Cash per Share (diluted)	3.3	2.9	2.7	2.3	1.9	1.5	0.9	0.6	0.6	0.1	(0.5)	(0.8)	(0.8)
Net cash per Share (diluted)	2.0	1.5	1.2	1.3	1.0	0.5	(0.0)	(0.3)	(0.3)	(0.8)	(1.5)	(1.7)	(1.7)

Source: Company reports, Ascendiant Capital Markets estimates



LiqTech International, Inc. (LIQT)

Cash Flow Statement (\$ mils)	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024	Mar-25	Jun-25	Sep-25	Dec-25	2025
Fiscal Year End: December 31	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1E	Q2E	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
i ista i cai ziiai peteriisei sz		427.	Щ	цо.	<u> </u>		— —	~	402	<u> </u>		٦		402	<u> </u>	
Cash flow from operating activities																
Net Income (Loss)	(14.2)	(2.4)	(1.6)	(1.4)	(3.2)	(8.6)	(2.4)	(2.2)	(2.1)	(2.2)	(8.9)	(2.5)	(2.1)	(1.8)	(2.0)	(8.5)
Adjustments:											10%					10%
Depreciation and amortization	2.6	0.8	0.8	0.8	0.8	3.1	0.5	0.7	0.7	0.6	2.5	0.5	0.5	0.4	0.4	1.8
Amortization of discount on convertible notes payab	2.4	0.1	0.1	0.1	0.1	0.4	0.1				0.1					-
Non-cash compensation	-	-	-	-	-	-	-				-					-
Stock-based compensation	0.9	0.2	0.2	0.1	0.1	0.6	0.2				0.2					-
Amortization of right-of-use assets							0.1									
Change in fair value of warrant liability	-	-	-	-	-	-	-				-					-
Gain on modification of earn-out liability	-	-	-	-	-	-	-				-					-
Change in deferred tax asset / liability	(0.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)				(0.0)					-
Gain on lease termination	(0.1)	- 1	-	-	-	-	-				-					-
Loss on disposal of assets held for sale					0.4	0.4	0.5									
Gain on sale of fixed assets	(0.0)	-	-	-	(0.0)	(0.0)	-				-					-
Reserve for obsolete inventory	-	-	-	-	-	-	-				-					-
WC changes	-	-	-	-	-	-	-				-					-
Accounts receivable	(0.5)	(0.4)	(0.2)	(1.0)	0.9	(0.8)	0.4	(1.7)	(0.1)	1.0	(0.4)	(0.5)	(1.1)	(0.1)	1.2	(0.5)
Other receivables	- 1	_ `_	- '	- '	_	- '	-				- '	, ,				_ ′
Inventory	1.0	(0.3)	(0.0)	(0.3)	(0.5)	(1.0)	(0.4)	(1.0)	(0.1)	1.5	0.1	(0.6)	(1.5)	0.1	1.6	(0.5)
Deposits	- 1	-	-	-	-	-	-	(- /	(- /		_	((- /			-
Contract assets	(0.5)	(0.2)	0.0	(0.5)	(0.2)	(0.8)	(0.0)	-	-	-	(0.0)	-	-	_	-	-
Prepaid expenses and other current assets	(0.4)	(0.3)	(0.7)	1.5	1.0	1.4	(0.4)	0.2	(0.0)	0.1	(0.1)	(0.1)	(0.1)	(0.0)	0.1	(0.1)
Accounts payable	(0.2)	0.8	(0.2)	0.3	0.1	1.0	(0.2)	1.1	0.1	(0.8)	0.2	0.3	0.8	(0.0)	(0.8)	0.3
Accrued expenses	(1.6)	(0.4)	0.3	1.2	(0.4)		(0.5)	_	_	-	(0.5)	_	_	-	_	_
Operating lease liabilities	(0.5)	(0.1)	(0.1)	(0.1)	(0.1)	(0.6)	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)
Contract liabilities	(0.2)	0.0	0.0	(0.2)	(0.2)	(0.3)	0.2	(0.1)	(0.1)	(0.1)	0.0	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)
	(0.2)		0.0	0.3	(0.2)		0.2	(0.1)	(0.1)	(0.1)	0.0	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)
Assets held for sale	(0.7)	0.0	0.0	0.3	(0.0)	0.3	-	-	-	-	-	-	-	-	-	-
Income taxes payable	(12.0)	(2.2)	/4 F)	0.8	(4.2)	- /4 2\	(2.0)	(2.0)	(1.7)	0.1	(7.0)	(2.0)	(2.7)	(4.6)	0.3	(7.0)
Net cash used in operating activities	(12.0)	(2.3)	(1.5)	0.8	(1.2)	(4.2)	(2.0)	(3.0)	(1.7)	0.1	(7.0)	(3.0)	(3.7)	(1.6)	0.3	(7.9)
Investing Activities																
Purchase of property and equipment	(1.7)	(0.0)	(0.3)	(2.0)	(0.6)	(2.9)	(0.4)				(0.4)					
Purchase of other intangible assets	(1.7)	(0.0)	(0.3)	(2.0)	(0.0)	(2.5)	(0.4)				(0.4)					
Proceeds from sale of fixed assets	0.0	-			0.0	0.0	0.9				0.9	_				-
Net cash paid for acquisition	0.0	-	-	-	0.0	0.0	0.5	-	-	-	0.5	-	-	-	-	-
Net cash used in investing activities	(1.7)	(0.0)	(0.3)	(2.0)	(0.6)	(2.9)	0.6				0.6	-				Ė
iver cash used in investing activities	(1.7)	(0.0)	(0.3)	(2.0)	(0.0)	(2.5)	0.0	-	-	-	0.0	_	-	-	-	-
Financing Activities																
Payments on finance lease obligation	0.1	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)	(1.0)	-	-	-	(1.0)	-	-	-	-	-
Proceeds from Sale and Leaseback Agreements	-	-	-	1.0	(0.0)	1.0	-	-	-	-	-	-	-	-	-	-
Proceeds from issuance of Common Stock and prefu		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds from issuance of Senior Promissory Notes	6.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payment of stock offering costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payments on Convertible Note	(16.8)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest payments on convertible note	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds from exercise of stock options	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	<u> </u>
Net cash provided by financing activities	13.7	(0.1)	(0.1)	0.9	(0.1)	0.6	(1.0)	-	-	-	(1.0)	-	-	-	-	-
<u> </u>						1	١,				l					1
Gain (Loss) on Currency Translation	(0.9)	0.1	0.1	(0.5)	0.6	0.3	(0.3)	-	-	-	(0.3)	-	-	-	-	-
	L					L					L					<u> </u>
Net cash increase (decrease)	(0.9)	(2.3)	(1.7)	(0.8)	(1.4)	(6.2)	(2.7)	(3.0)	(1.7)	0.1	(7.8)	(3.0)	(3.7)	(1.6)	0.3	(7.9)
Cash balance at beginning of period	17.5	16.6	14.3	12.6	11.8	16.6	10.4	7.7	4.7	3.0	10.4	3.2	0.2	(3.5)	(5.2)	3.2
Cash balance at end of period	16.6	14.3	12.6	11.8	10.4	10.4	7.7	4.7	3.0	3.2	3.2	0.2	(3.5)	(5.2)	(4.9)	(4.9)
	<u> </u>	<u> </u>														<u> </u>

Source: Company reports, Ascendiant Capital Markets estimates



ANALYST CERTIFICATION

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Total return is defined as price appreciation plus dividend yield.

Ratings Distribution and Investment Banking Disclosure (As of April 15, 2024)

Investment Banking Services Past 12 Months

	Count	Percent	Count	Percent
Buy	55	98%	18	33%
Hold	0	0%	0	0%
Sell	1	2%	0	0%
Total	56	100%	18	32%

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