

# DIRTT<sup>®</sup>

## DIRTT'S JOURNEY TO EXCELLENCE

2024 APRIL\*



(\*) This deck was updated on April 27, 2024 to correct typographical errors on slide 6

# ADVISORY

## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

Certain statements contained in this presentation are “forward-looking statements” within the meaning of “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934 (the “Exchange Act”) and “forward-looking information” within the meaning of applicable Canadian securities laws, (collectively, “forward-looking statements”). All statements, other than statements of historical fact included in this presentation, regarding without limitation DIRT Environmental Solution Ltd.’s (the “Company”) strategy, future operations, financial position, estimated revenues and losses, projected costs, prospects, plans and objectives of management are forward-looking statements. When used in this presentation, the words “anticipate,” “believe,” “expect,” “estimate,” “intend,” “plan,” “project,” “outlook,” “may,” “will,” “should,” “would,” “could,” “can,” “continue,” the negatives thereof, variations thereon and other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. In particular and without limitation, this presentation contains forward-looking statements pertaining to the benefits of DIRT solutions, the accuracy of DIRT’s forecasting, the effect of our strategic priorities on increasing value creation; the application of our processes and technology and the benefits therefrom, forecast operating and financial results, including 2024 revenue, and the impact of certain cost-saving measures including anticipated proceeds from the sale of assets at our Rock Hill, South Carolina facility (the “Rock Hill Facility”), the development, timing and success of strategic accounts, the outcome of non-dilutive strategy initiatives, the competitiveness of the Company’s solutions, the liquidity and capital resources of the Company, the effects that current claims against the Company and expiring patents will have on the Company’s business, financial condition, results of operations and growth prospects; our executive management team and the effect the rating systems established by the U.S. Green Building Council will have on demand for products, systems and services in the U.S. market. Forward-looking statements are based on certain estimates, beliefs, expectations and assumptions made in light of management’s experience and perception of historical trends, current conditions and expected future developments, as well as other factors that may be appropriate.

Forward-looking statements necessarily involve unknown risks and uncertainties, which could cause actual results or outcomes to differ materially from those contained in or expressed or implied by such statements. Due to the risks, uncertainties and assumptions inherent in forward-looking statements, you should not place undue reliance on forward-looking statements. Factors that could have a material adverse effect on our business, financial condition, results of operations and growth prospects include, but are not limited to: general economic and business conditions in the jurisdictions in which we operate; our ability to implement our strategic plan, including realization of benefits from certain cost-optimization initiatives undertaken since 2022 and into 2024, and the ability of our board of directors to successfully implement its transformation plan; inflation and material fluctuations of commodity prices, including raw materials, and our ability to set prices for our products that satisfactorily adjust for inflation and fluctuations in commodity prices; volatility of our share price and potentially limited liquidity for U.S. investors due to our common shares being quoted on the “OTC Pink Tier”; the availability of capital or financing on acceptable terms, or at all, which may impact our liquidity and impair our ability to make investments in the business; turnover of our key executives and difficulties in recruiting or retaining key employees; our history of negative cash flow from operating activities; our ability to generate sufficient revenue to achieve and sustain profitability and positive cash flows; our ability to attract, train and retain qualified hourly labor on a timely basis to increase overall productive capacity in our manufacturing facilities to enable us to capture rising demand in the construction industry; our ability to achieve and manage growth effectively; competition in the interior construction industry; our two largest shareholders are able to exercise a significant amount of control over the Company due to their significant ownership of our common shares, and their interests may conflict with or differ from the interests of our other shareholders; competitive behaviors by our co-founders and former executives; the condition and changing trends of the overall construction industry; our reliance on our network of construction partners for sales, marketing and installation of our solutions; our ability to introduce new designs, solutions and technology and gain client and market acceptance; defects in our designing and manufacturing software and warranty and product liability claims brought against us; the effectiveness of our manufacturing processes and our success in implementing improvements to those processes; the effectiveness of certain elements of our administrative systems and the need for investment in those systems; shortages of supplies of certain key components and materials or disruption in supplies due to global events; global economic, political and social conditions affecting financial markets, such as the war in Ukraine and the Israel-Hamas war; our exposure to currency exchange rates, tax rates, interest rates and other fluctuations, including those resulting from changes in laws or administrative practice; legal and regulatory proceedings brought against us; infringement on our patents and other intellectual property and our ability to protect and enforce our intellectual property rights, including certain intellectual property rights that are jointly owned with a third party; cyber-attacks and other security breaches of our information and technology systems; damage to our information technology and software systems; our requirements to comply with applicable environmental, health and safety laws; the impact of increasing attention to environmental, social and governance (ESG) matters on our business; periodic fluctuations in our results of operations and financial conditions; the effect of being governed by the corporate laws of a foreign country, including the difficulty of enforcing civil liabilities against directors and officers residing in a foreign country; the availability and treatment of government subsidies (including any current or future requirements to repay or return such subsidies); future mergers, acquisitions, agreements, consolidations or other corporate transactions we may engage in; and other factors and risks described under the section titled “Risk Factors” in our Form 10-K for the year ended December 31, 2023 filed with the U.S. Securities and Exchange Commission and applicable securities commissions or similar regulatory authorities in Canada.

These risks are not exhaustive. Because of these risks and other risks and uncertainties, our actual results, performance or achievement, or industry results, may be materially different from the anticipated or estimated results. New risk factors emerge from time to time, and it is not possible for our management to predict all risk factors nor can we assess the effects of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in, or implied by, any forward-looking statements. Our past results of operations are not necessarily indicative of our future results. You should not place undue reliance on any forward-looking statements, which represent our beliefs, assumptions and estimates only as of the dates on which they were made, as predictions of future events. We undertake no obligation to update these forward-looking statements, even though circumstances may change in the future, except as required under applicable securities laws. We qualify all of our forward-looking statements by these cautionary statements.

## CURRENCY AND PRESENTATION OF FINANCIAL INFORMATION

Unless otherwise indicated, all financial information relating to the Company in this presentation has been prepared in U.S. dollars using accounting principles generally accepted in the United States (“GAAP”) and the rules and regulations of the SEC.

# NON-GAAP FINANCIAL MEASURES

## NOTE REGARDING USE OF NON-GAAP FINANCIAL MEASURES

Our consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”). These GAAP financial statements include non-cash charges and other charges and benefits that we believe are unusual or infrequent in nature or that we believe may make comparisons to our prior or future performance difficult.

As a result, we provide financial information in this presentation that is not prepared in accordance with GAAP and should not be considered as an alternative to the information prepared in accordance with GAAP. Management uses these non-GAAP financial measures in its review and evaluation of the financial performance of the Company. We believe that these non-GAAP financial measures also provide additional insight to investors and securities analysts as supplemental information to our GAAP results and as a basis to compare our financial performance period-over-period and to compare our financial performance with that of other companies. We believe that these non-GAAP financial measures facilitate comparisons of our core operating results from period to period and to other companies by removing the effects of our capital structure (net interest income on cash deposits, interest expense on outstanding debt and debt facilities, or foreign exchange movements), asset base (depreciation and amortization), the impact of under-utilized capacity on gross profit, tax consequences, reorganization expense, one-time non-recurring charges or gains (such as gain on sale of software and patents), and stock-based compensation. We remove the impact of all foreign exchange from Adjusted EBITDA. Foreign exchange gains and losses can vary significantly period-to-period due to the impact of changes in the U.S. and Canadian dollar exchange rates on foreign currency denominated monetary items on the balance sheet and are not reflective of the underlying operations of the Company. We remove the impact of under-utilized capacity from gross profit, and fixed production overheads are allocated to inventory on the basis of normal capacity of the production facilities. In periods where production levels are abnormally low, unallocated overheads are recognized as an expense in the period in which they are incurred. In addition, management bases certain forward-looking estimates and budgets on non-GAAP financial measures, primarily Adjusted EBITDA.

Government subsidies, depreciation and amortization, stock-based compensation expense, reorganization expenses, foreign exchange gains and losses and impairment charges are excluded from our non-GAAP financial measures because management considers them to be outside of the Company’s core operating results, even though some of those receipts and expenses may recur, and because management believes that each of these items can distort the trends associated with the Company’s ongoing performance. We believe that excluding these receipts and expenses provides investors and management with greater visibility to the underlying performance of the business operations, enhances consistency and comparativeness with results in prior periods that do not, or future periods that may not, include such items, and facilitates comparison with the results of other companies in our industry.

Adjusted Gross Profit, Adjusted Gross Profit Margin, EBITDA, Adjusted EBITDA and Adjusted EBITDA Margin are presented in this presentation. More information on each such non-GAAP financial measure, including a reconciliation to the most directly comparable financial measures under GAAP for the respective period, can be found under the heading "Non-GAAP Financial Measures" in the Company’s management discussion and analysis for the applicable period, each of which is available on the Company’s SEDAR+ profile at [www.sedarplus.ca](http://www.sedarplus.ca) and each such reconciliation is incorporated by reference herein. In addition to the foregoing non-GAAP measures, Adjusted Operating Expenses as a percentage of Revenue, a non-GAAP financial ratio, is included in this presentation. Adjusted Operating Expenses is calculated as Operating Expenses excluding goodwill impairment, stock-based compensation, reorganization costs, impairment on Rock Hill Facility and related party expense. See Slide 17 for a reconciliation of Adjusted Operating Expense to Operating expenses, the most directly comparable financial measure under GAAP.

You should carefully evaluate these non-GAAP financial measures, the adjustments included in them, and the reasons we consider them appropriate for analysis supplemental to our GAAP information. Each of these non-GAAP financial measures has important limitations as an analytical tool due to exclusion of some but not all items that affect the most directly comparable GAAP financial measures. You should not consider any of these non-GAAP financial measures in isolation or as substitutes for an analysis of our results as reported under GAAP. You should also be aware that we may recognize income or incur expenses in the future that are the same as, or similar to, some of the adjustments in these non-GAAP financial measures. Because these non-GAAP financial measures may be defined differently by other companies in our industry, our definitions of these non-GAAP financial measures may not be comparable to similarly titled measures of other companies, thereby diminishing their utility.

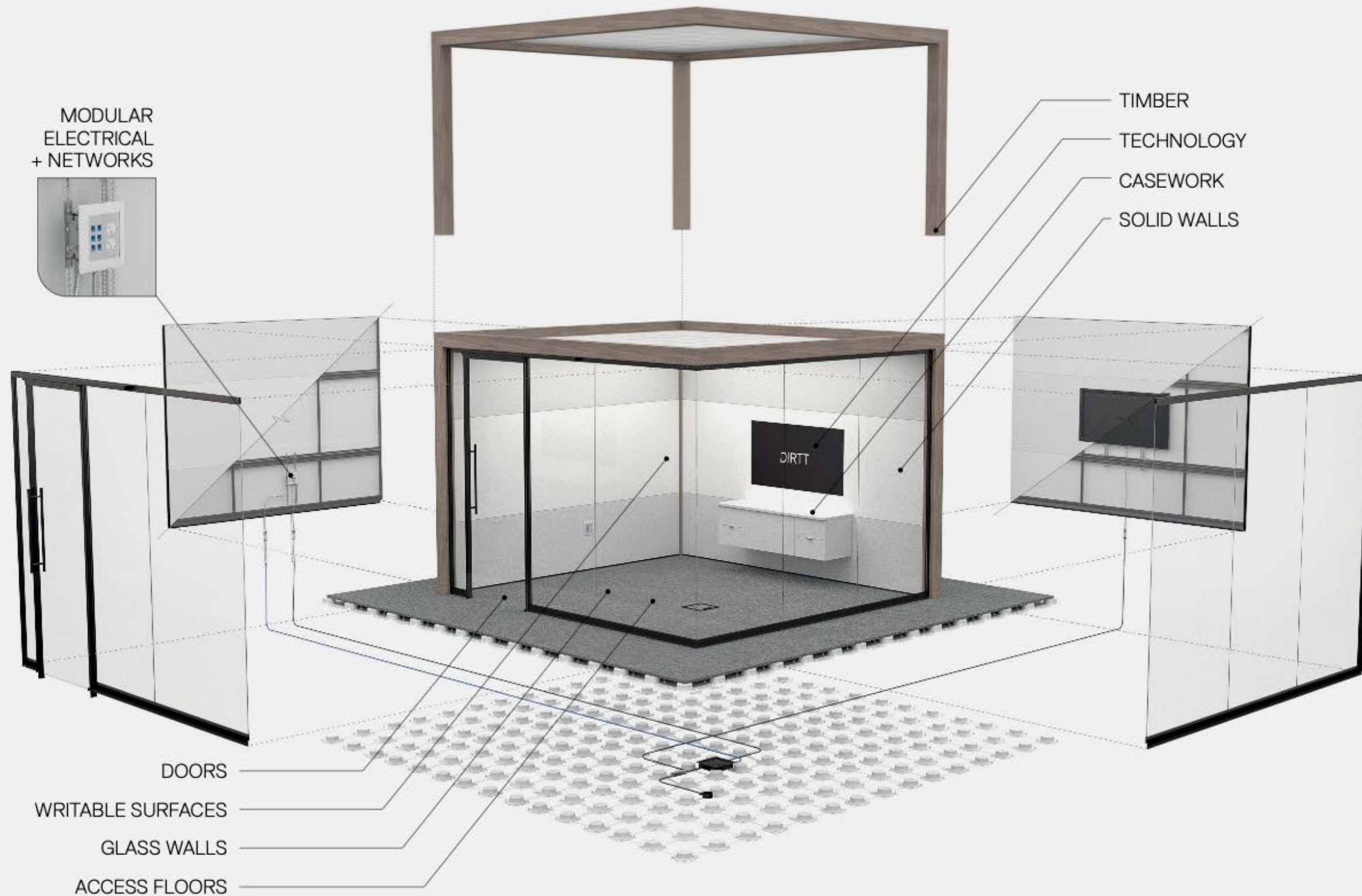


# NOT JUST BUILT FOR TODAY. BUILDING FOR TOMORROW.

Through custom prefabrication, DIRT T translates unique visions into compelling, adaptable spaces where people work, learn, and heal.

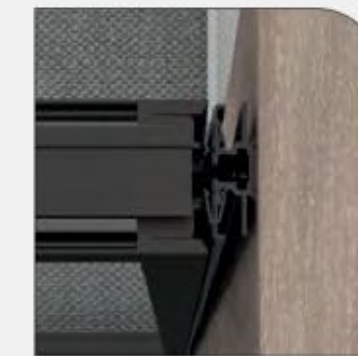


# THE DIRTT CONSTRUCTION SYSTEM FOR ALL ELEMENTS OF AN INTERIOR SPACE.



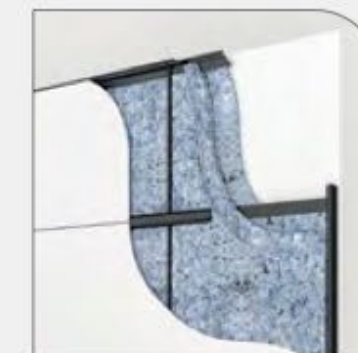
## Removable wall panels.

Easy access to the wall cavity for new technology integration or maintenance.



## Simple architectural connections.

Custom manufactured solutions precisely fit existing base building conditions.



## Integrated acoustical performance.

Sustainable, noise-reduction via recycled denim insulation.

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BACKGROUND

DIRTT'S JOURNEY  
TO EXCELLENCE

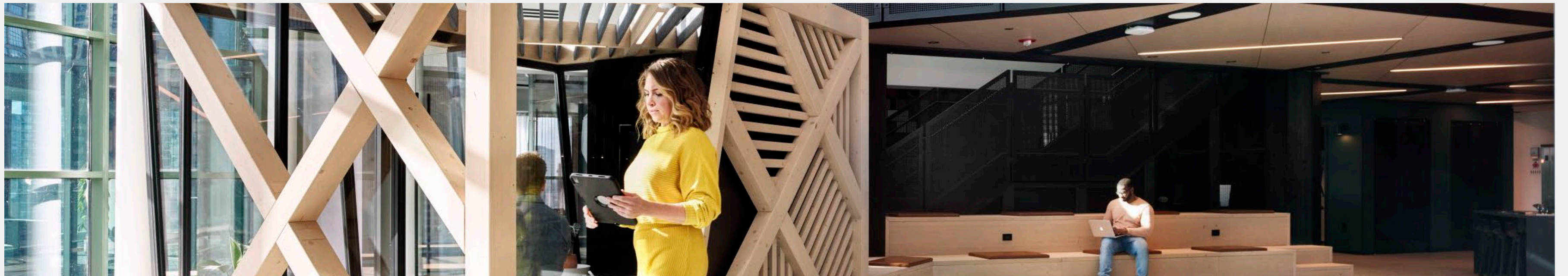
NEW  
LEADERSHIP

REFOCUSED  
COMMERCIAL  
STRATEGY

OPERATIONAL  
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MANAGEMENT

2023 FINANCIAL  
RESULTS





# TIMELINE OF LEADERSHIP CHANGES + FINANCIAL RESULTS

January 2022

- CEO departs
- Chairman of the Board serves as Interim CEO

April 2022

- 22NW LP nominees are elected to the board with over 70% of votes in favor of nominees

August 2022

- New Executive Leadership Team

September 30, 2022

- \$6.7M net loss in Q3\* after tax and \$26.8M adj EBITDA loss<sup>(1)</sup> year to date

December 31, 2022

- \$5.9M net loss after tax and \$0.6M adj EBITDA<sup>(1)</sup> in Q4

December 31, 2023

- New leadership completes full fiscal year
- DIRTT generates \$14.6M net loss\* after tax and \$7.9M in Full Year adj EBITDA<sup>(1)</sup>

(1) See "Non-GAAP Financial Measures" on Slide 2 and reconciliation on Slide 17. Readers should refer to DIRTT's unaudited interim condensed consolidated financial statements for the three and nine months ended September 30, 2022 and the management's discussion and analysis thereon, and DIRTT's audited consolidated financial statements for the years ended December 31, 2022 and December 31, 2023 and the respective management's discussion and analysis thereon, each of which is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca) and EDGAR at [www.sec.gov](http://www.sec.gov).

\* This slide was updated on April 27, 2024 to clarify the figure provided under September 30, 2022 was only Q3 and to correct a typographical error under December 31, 2023 where the word 'income' was inadvertently used instead of 'loss'.

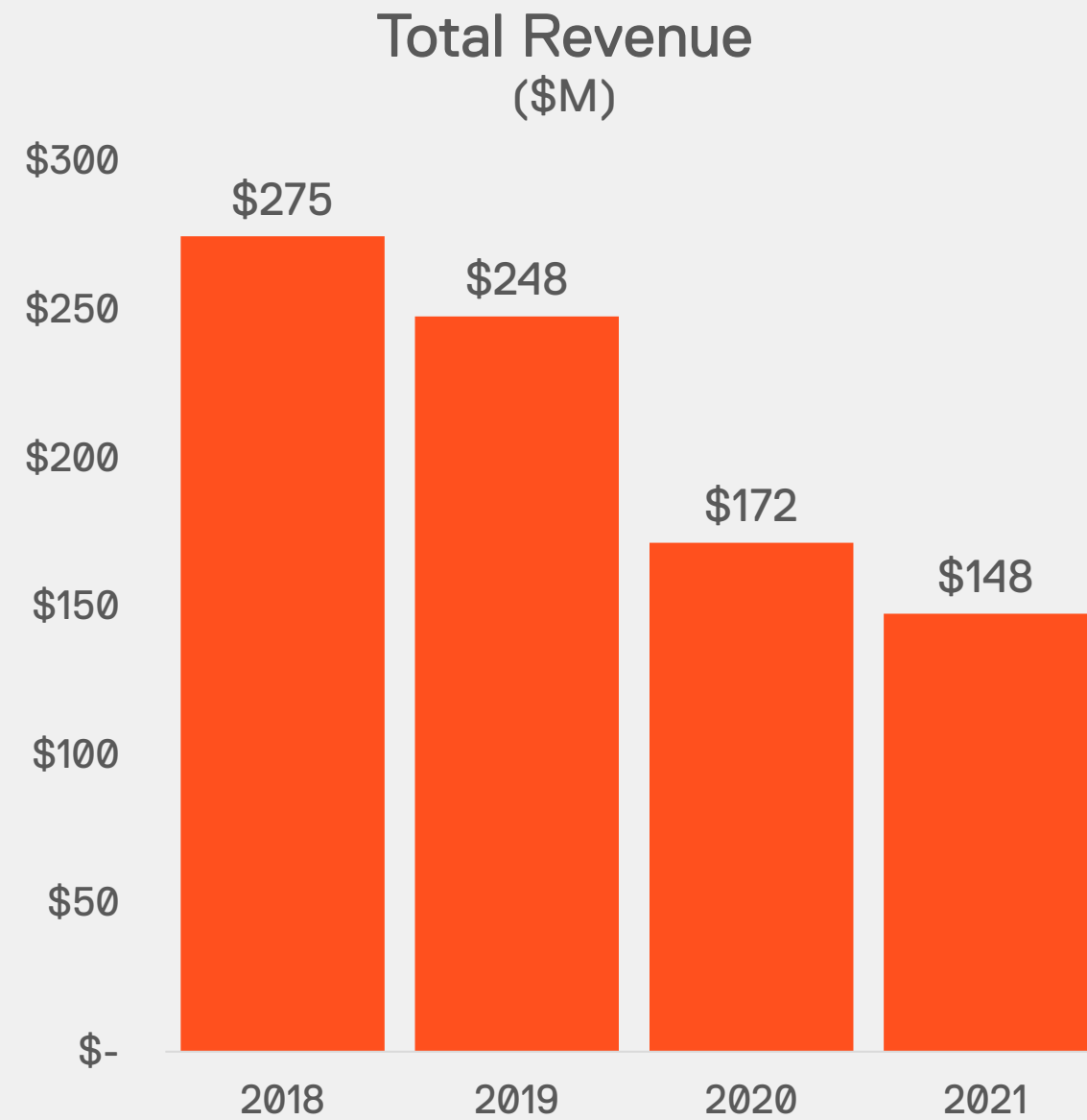
# DIRTT'S PERFORMANCE PRIOR TO 2022 LEADERSHIP AND BOARD CHANGES

- Under DIRTT's prior leadership, financial performance significantly deteriorated.
- While revenue declined and margins contracted, DIRTT leadership did not adequately reduce its fixed costs
- DIRTT's business was impacted by the COVID-19 pandemic beginning in March 2020
- DIRTT's balance sheet and shareholders suffered significant losses
- In April 2022, the 22NW LP director nominees were elected to replace the Board of Directors
- In August 2022, DIRTT appointed a new executive leadership team



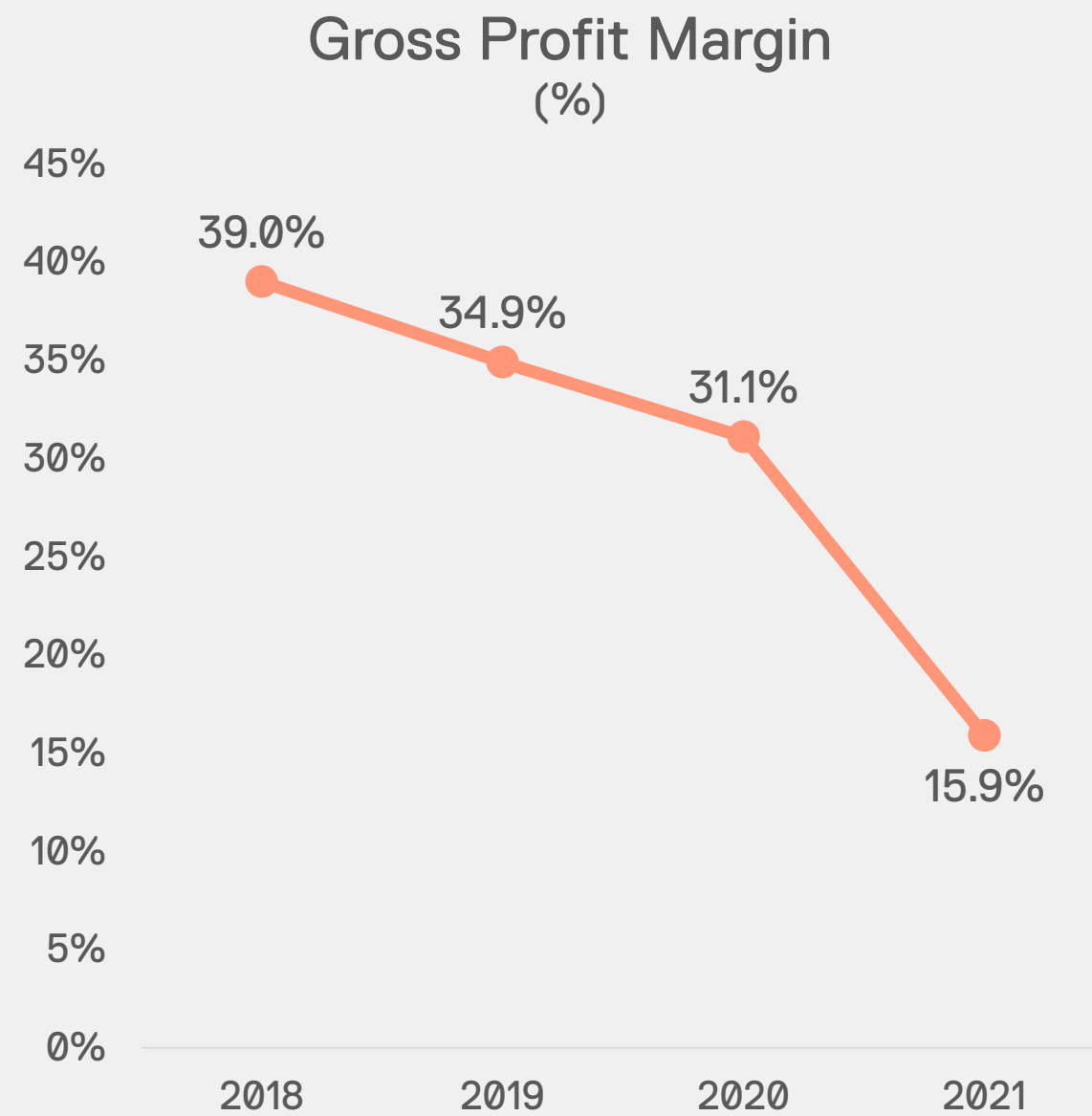


# DIRTT'S PERFORMANCE PRIOR TO 2022 LEADERSHIP AND BOARD CHANGES



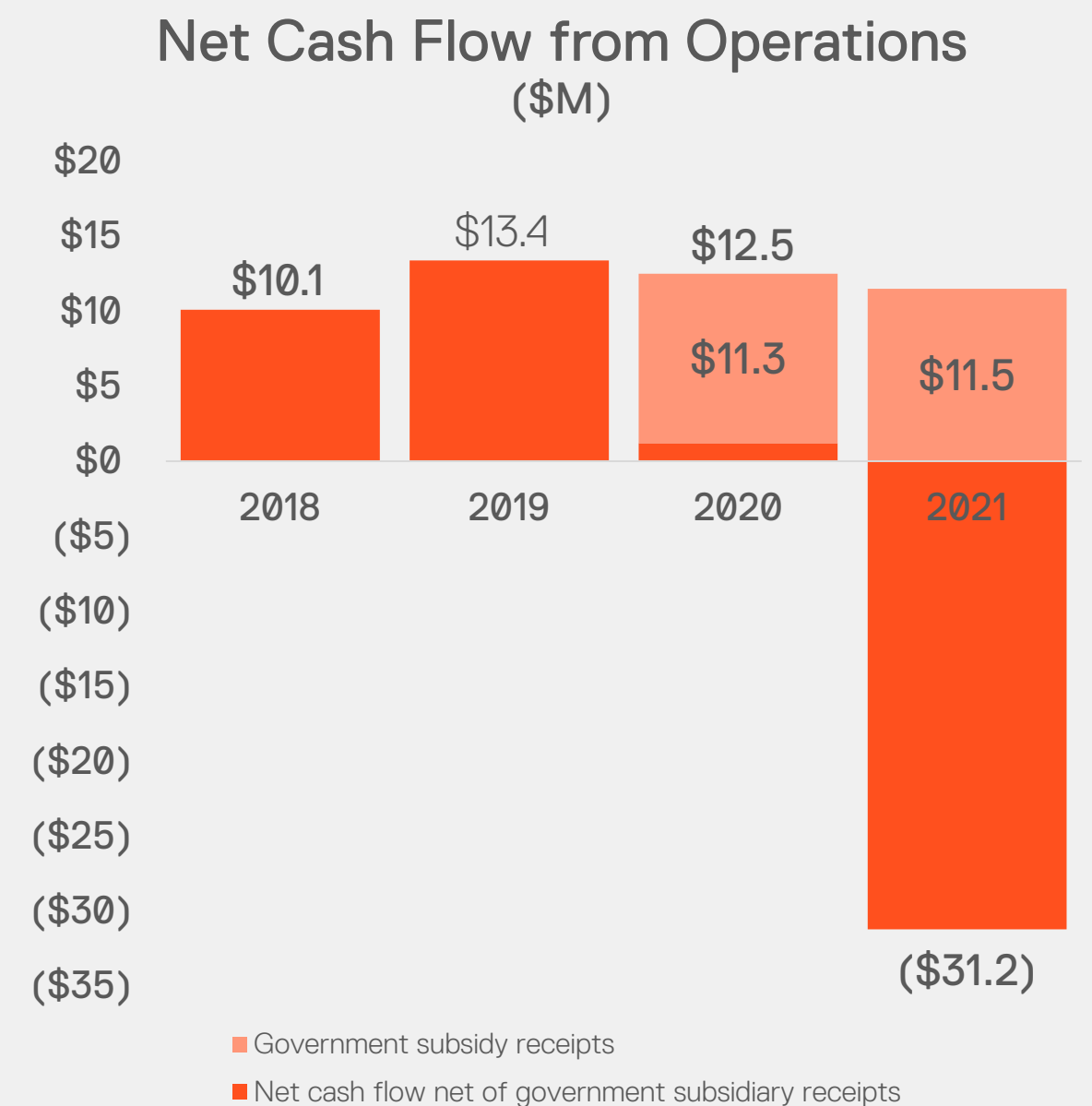
#### REVENUE DECLINE

- Revenue decreased by 46% between 2018 and 2021
- Former leadership was unable to fully retain partner network
- Commercial real estate experienced a slow down due to COVID-19 pandemic and work-from-home policies



#### GROSS PROFIT MARGIN CONTRACTION

- No price increases as material input costs rose by 50%-100% in late 2022.
- Production overhead not rationalized to lower revenue levels



#### NEGATIVE NET OPERATING CASH FLOWS

- Leadership did not adequately respond to deteriorating revenues and operational inefficiency
- Lack of SG&A reduction generated significant cash losses

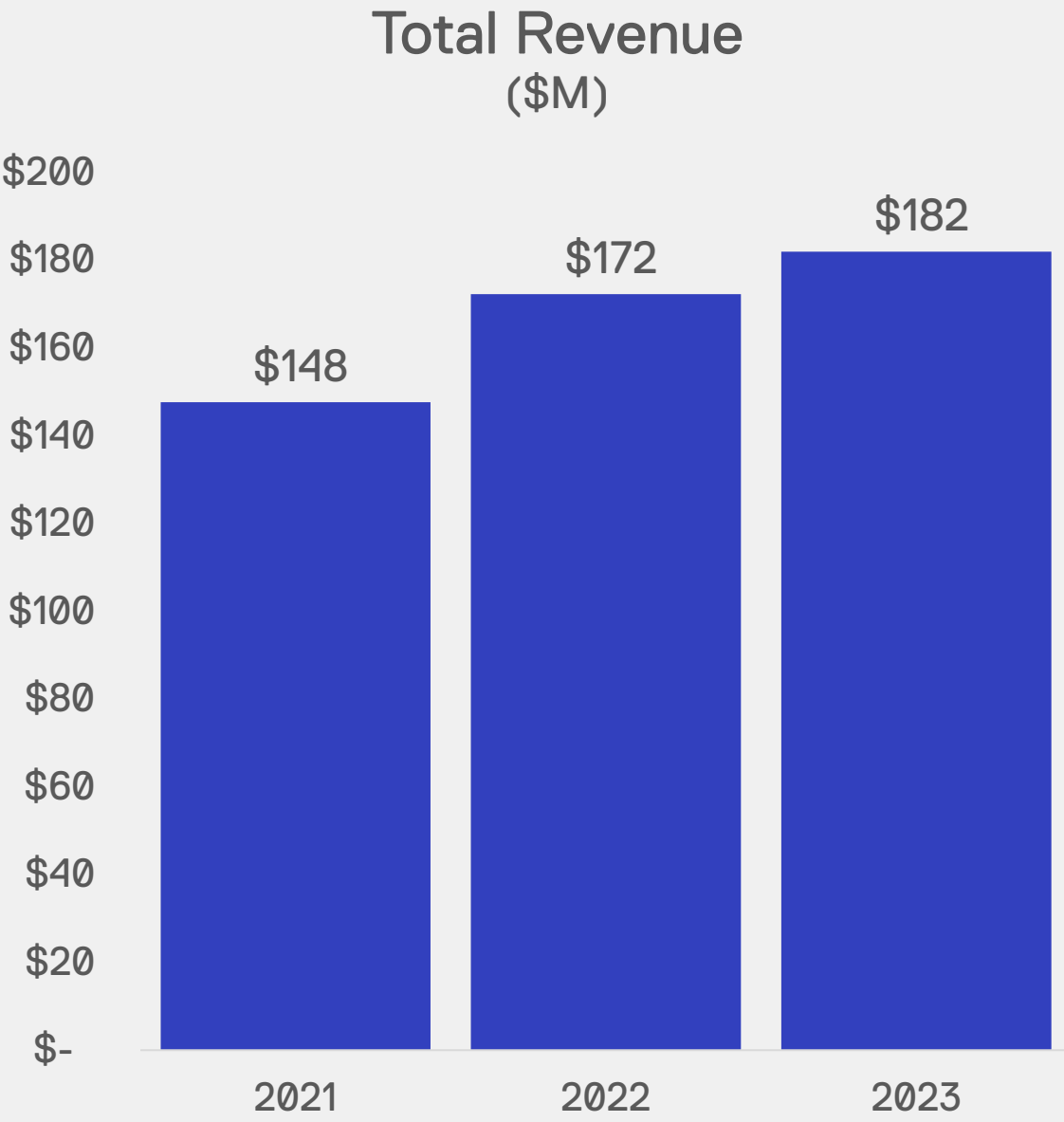


# DOING IT RIGHT THIS TIME: DIRTT'S JOURNEY TO EXCELLENCE

- Under the new Board of Directors, a comprehensive turnaround strategy of the business is underway
- Since the 2022 Board change DIRTT has:
  - **Recruited** a best-in-class executive leadership team
  - **Refocused** commercial strategy to DIRTT's competitive advantages
  - **Implemented** best practices in lean manufacturing
  - **Reduced** fixed costs and SG&A

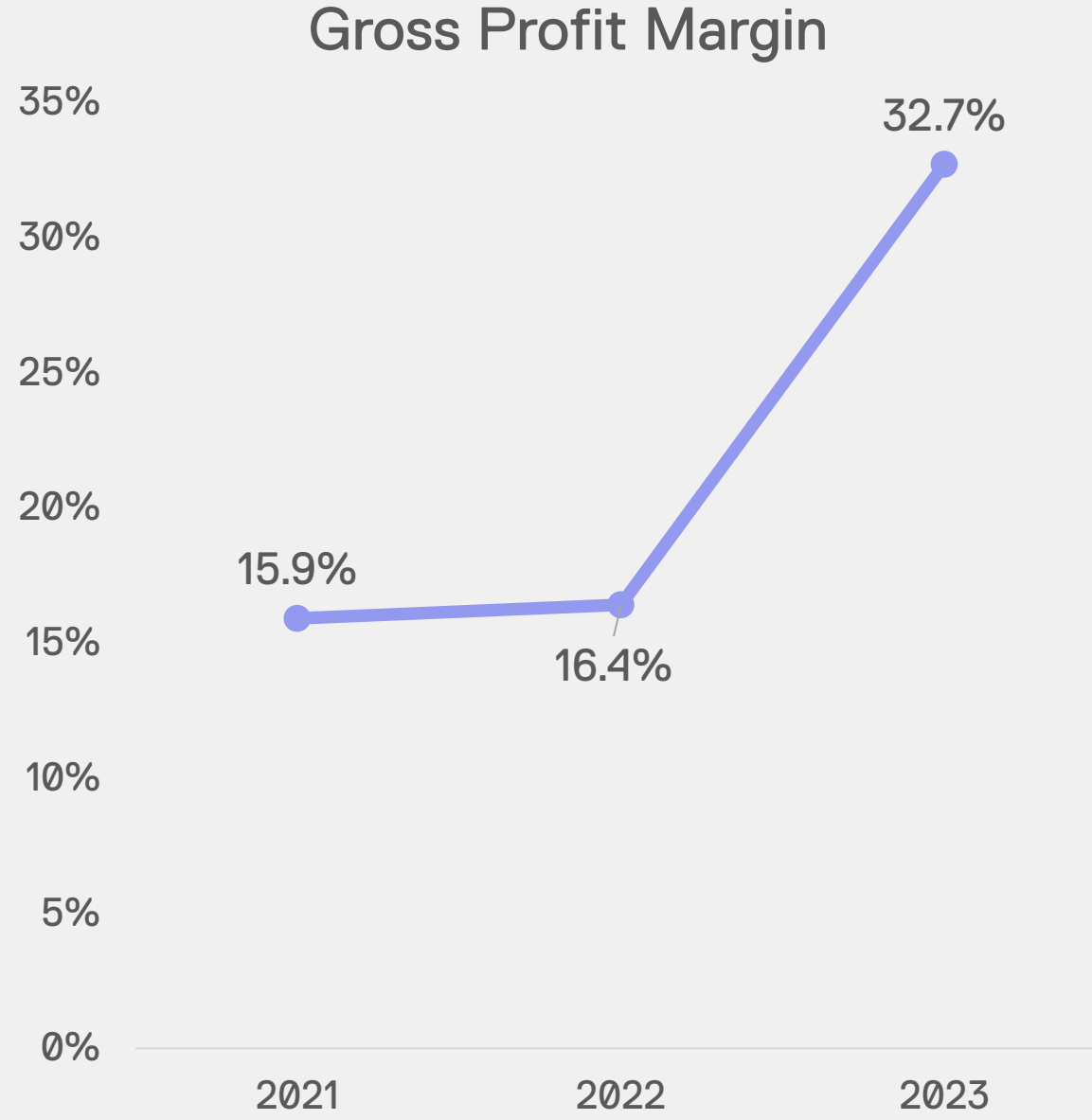


# DOING IT RIGHT THIS TIME: DIRTT'S JOURNEY TO EXCELLENCE



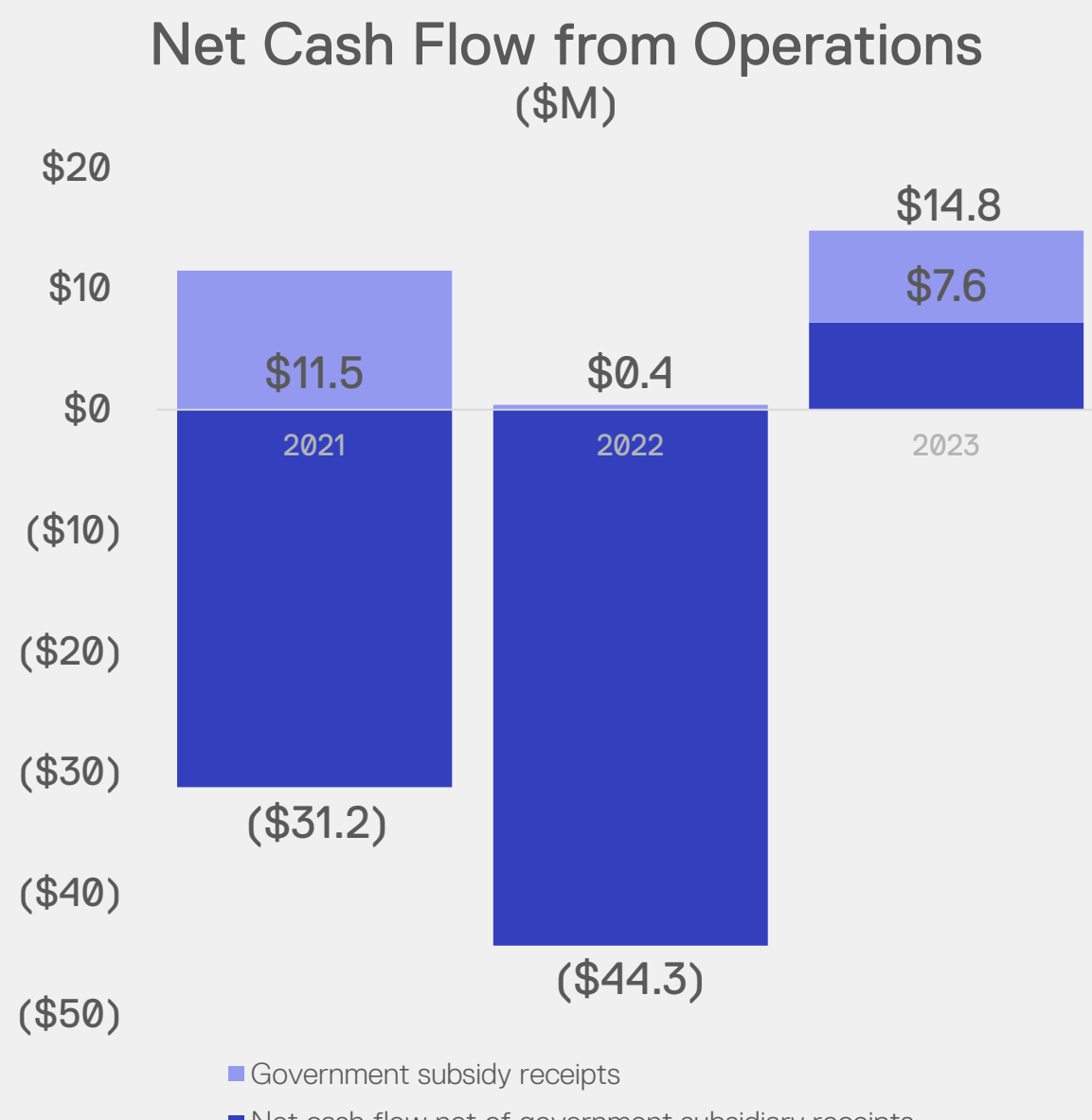
REVENUE GROWTH

- Revenue continues to rebound from COVID-19 decline
- Added 5 Construction Partners between 2022 and 2023 and expanded 7 Construction Partners into new markets
- 23% revenue growth achieved between 2021 and 2023



GROSS PROFIT MARGIN EXPANSION

- Gross margins have improved by 16.8% on annualized basis due to:
  - Manufacturing efficiencies
  - Fixed cost reduction
  - Price increases
  - New sales and operational planning methods
- DIRTT achieved 37.8% gross profit margins in Q4 2023



NET CASH FLOW GENERATION

- Cash flows from operations turned positive in 2023 due to a material recovery in net income, reaching DIRTT's highest level since 2017
- \$59.1M improvement in net cash flows in one fiscal year (2022 vs 2023)

# EXECUTIVE LEADERSHIP



## Benjamin Urban

– Chief Executive Officer

Benjamin joined DIRTT as our Chief Executive Officer in June 2022. He brings extensive interior construction and business development experience with him from Agile Interiors, one of DIRTT's largest Construction Partners. There he helped grow and diversify the business, expand into new market areas, develop strategic distribution partnerships, and deliver innovative interiors for large global clients.



## Richard Hunter

– Chief Operating Officer

Richard joined DIRTT as our Chief Operating Officer in August 2022. For decades he worked at manufacturing and service companies on the Fortune 500 including GM and Danaher where he was mentored by experts in reducing costs and increasing efficiencies. With a focus on efficiency, team building and sustainable growth, his inclusive approach creates a collaborative workplace empowering continuous improvement.



## Fareeha Khan

– Chief Financial Officer

Fareeha became DIRTT's Chief Financial Officer in August of 2023 after four years with the company. Having started as a director of internal controls in 2019, she then spent a year as the financial controller before taking over the role of CFO. Her two-decade-plus career in finance has seen her travel the globe, with a considerable tenure at PricewaterhouseCoopers LLP in Canada and Pakistan after starting her career at Deloitte LLP in Zimbabwe.

# BOARD OF DIRECTORS

## Ken Sanders†

– Board Chair, Corporate Governance and Committee Member

Ken Sanders has served as Managing Principal of DesignIntelligence, an organization that provides strategic consulting services, thought leadership and an interconnected network for leaders in architecture and engineering, since January 2019. Prior to that, Mr. Sanders served as Managing Principal and on the board of directors of Gensler, a global architecture, design and planning firm. Mr. Sanders has served on the board of directors of Nelson, an architecture, interior design, graphic design and brand strategy firm, and Clarus, a leading design and manufacturer of writable glass boards.

## Douglas Edwards†

– Audit Committee Member and Corporate Governance and Compensation Committee Member

Douglas Edwards serves as Senior Vice President, Enterprise Associate + Business Solutions of Humana Inc. (NYSE: HUM), a for-profit American health insurance company. With Humana since April 2015, he previously served as Senior Vice President, Workplace Experience from July 2019 to May 2021, Vice President, Workplace Solutions from 2016 to June 2019, and Director, Workplace Solutions from 2015 to 2016. Previously, Mr. Edwards held various roles at Jones Lang LaSalle Incorporated (NYSE: JLL), a global commercial real estate services company, including Managing Director, Regional Director from 2013 to 2015, Senior Vice President, Retail Project Management Platform Director from 2011 to 2013, Vice President, National Transition Team Lead from 2009 to 2011, and Senior Project Manager, Project Lead from 2006 to 2009.

†Independent Board Member

## Aron English†

– Corporate Governance and Compensation Committee Chair

Aron English is founder and has served as the Portfolio Manager of 22NW LP, a Seattle-based value fund specializing in small and microcap investments with a multi-year investment horizon, since August 2014. Previously, Mr. English served as the director of research at Meson Capital Partners LLC and RBF Capital, LLC. Mr. English currently serves on the board of directors of Anebulo Pharmaceuticals, Inc. (NASDAQ: ANEB), a clinical-stage biopharmaceutical company developing novel solutions for people suffering from acute cannabinoid intoxication and substance addiction.

## Shaun Noll†

– Corporate Governance and Compensation Committee Member and Enterprise Risk Management Member

Shaun Noll is manager of WWT Opportunity #1.

# BOARD OF DIRECTORS

## Scott Robinson†

– Audit Committee Chair, Enterprise Risk Management Committee Member

Scott Robinson currently serves as Managing Director and Co-Head Real Estate Investment Banking at Oberon Securities LLC, an investment bank, since 2013, and Clinical Professor at New York University, a private university, since 2008. Mr. Robinson previously served as Interim Chief Executive Officer and on the board of directors of FullStack Modular LLC, a merging offsite volumetric modular construction company, and held roles at Macquarie group Ltd. (OTCMKTS: MQBKY) and Citigroup Inc. (NYSE: C).

## Scott Ryan†

– Audit Committee Member, Enterprise Risk Management Committee Chair

Scott Ryan is a Founding Partner and Managing Member of FR Law Group, PLLC, a boutique litigation and commercial transaction law firm based in Arizona, which he co-founded in 2017, and has served as an Arbitrator, Construction Panel of the American Arbitration Association, a not-for-profit organization in the field of alternative dispute resolution. Previously, Mr. Ryan served as the Senior Vice President and General Counsel of Tutor Perini Corporation, Building Group (NYSE: TPC), a contractor for large scale commercial construction partners. Mr. Ryan served on the board of directors of PCR Insurance Company from 2008 to 2012.

## Shally Pannikode†

– Enterprise Risk Management Committee Member

Shally is an accomplished healthcare technology executive who has led large healthcare organizations through complex technology transformation for the past 25 years. Throughout her career, Shally has built and led technology, data, and digital teams at large payer and provider organizations, starting from her early technology leadership role at Amerigroup and progressing to Vice President of Information Technology at Anthem Inc., Senior Vice President, Chief Information and Digital Officer at Wellstar Health System, Senior Vice President and Chief Information Officer of Healthcare Services at Humana Inc., and EVP and Chief Information Officer of Liberty Mutual’s Global Commercial business. She is currently a Chief Technology Officer at Zelis. As CTO, she leads a global technology organization spearheading the revolution of the healthcare financial experience through technology, data-driven insights, and innovation.

## Benjamin Urban

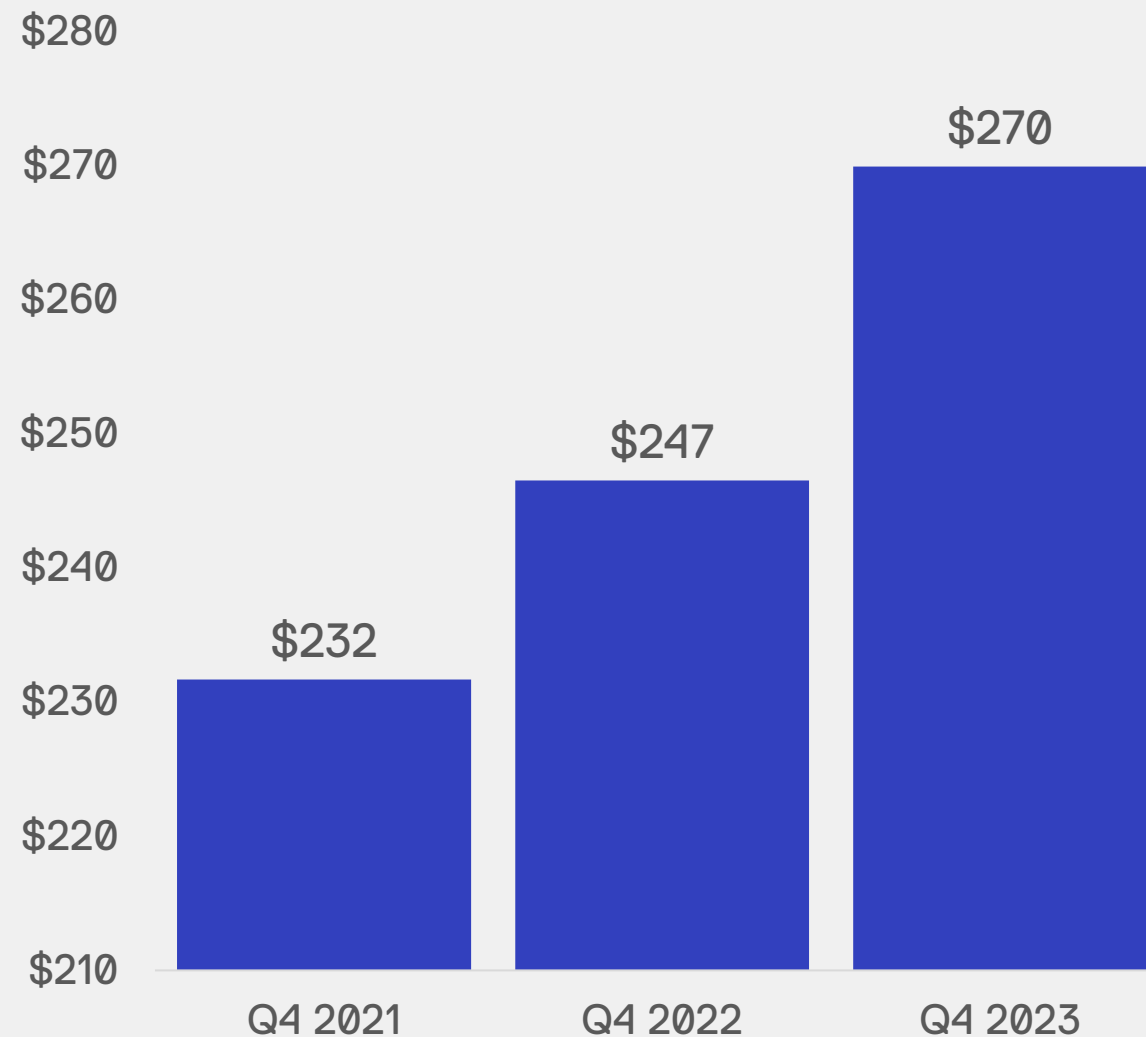
– Board Member

Benjamin joined DIRTT as our Chief Executive Officer in June 2022. He brings extensive interior construction and business development experience with him from Agile Interiors, one of DIRTT’s largest Construction Partners. There he helped grow and diversify the business, expand into new market areas, develop strategic distribution partnerships, and deliver innovative interiors for large global clients.

†Independent Board Member

# REFOCUSSED COMMERCIAL STRATEGY

12 Month Pipeline (\$M)

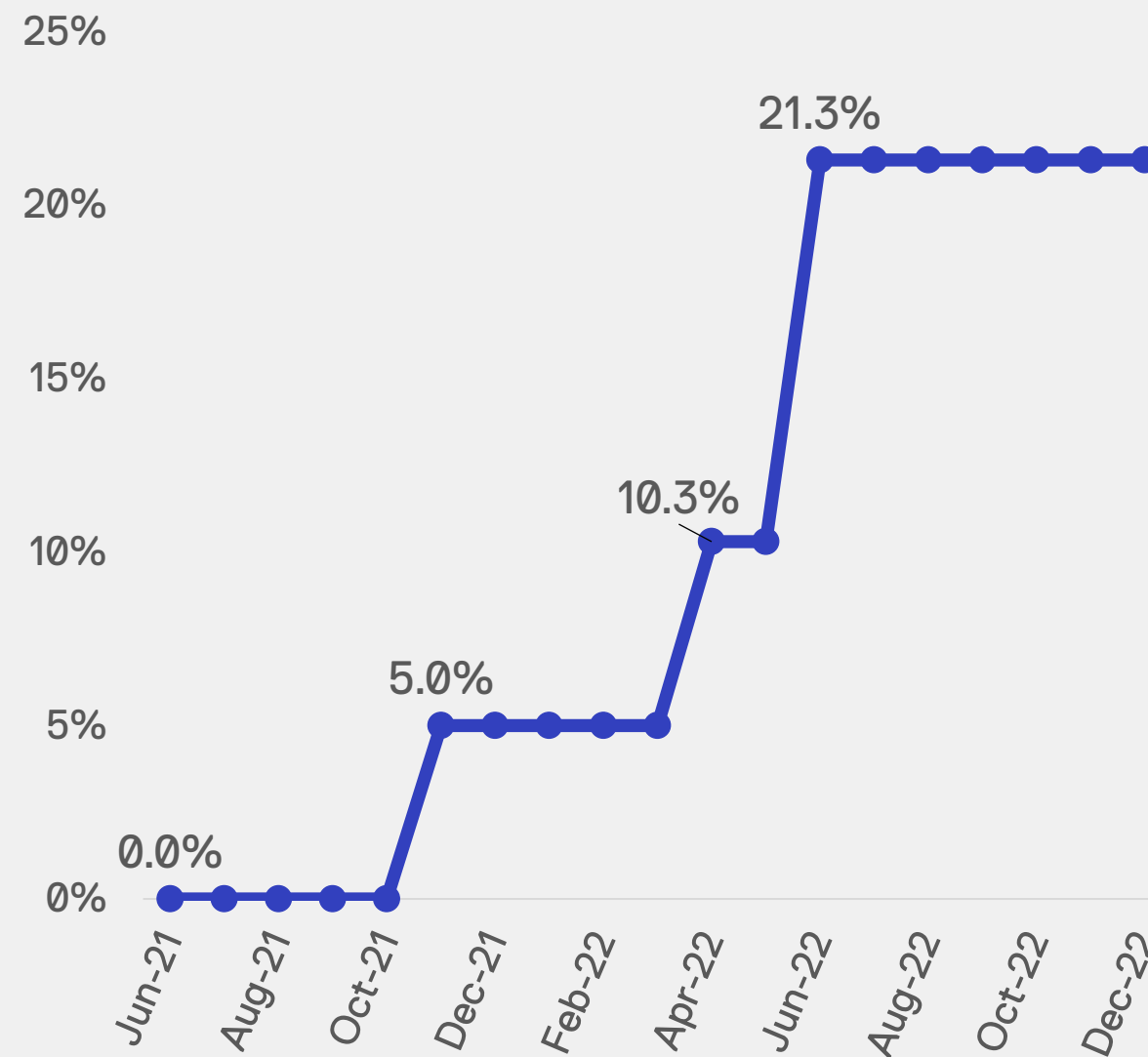


PIPELINE GROWTH<sup>(1)</sup>

- The sales pipeline is scrutinized regularly to ensure integrity
- Pipeline growth driven by Commercial market recovery and Healthcare market increases

<sup>(1)</sup> Readers should refer to DIRTT's management discussion and analysis for the years ended December 31, 2021, and 2022 under the heading "Outlook" and in DIRTT's management discussion and analysis for the year ended December 31, 2023 under the heading "Pipeline" for more information regarding the Company's pipeline.

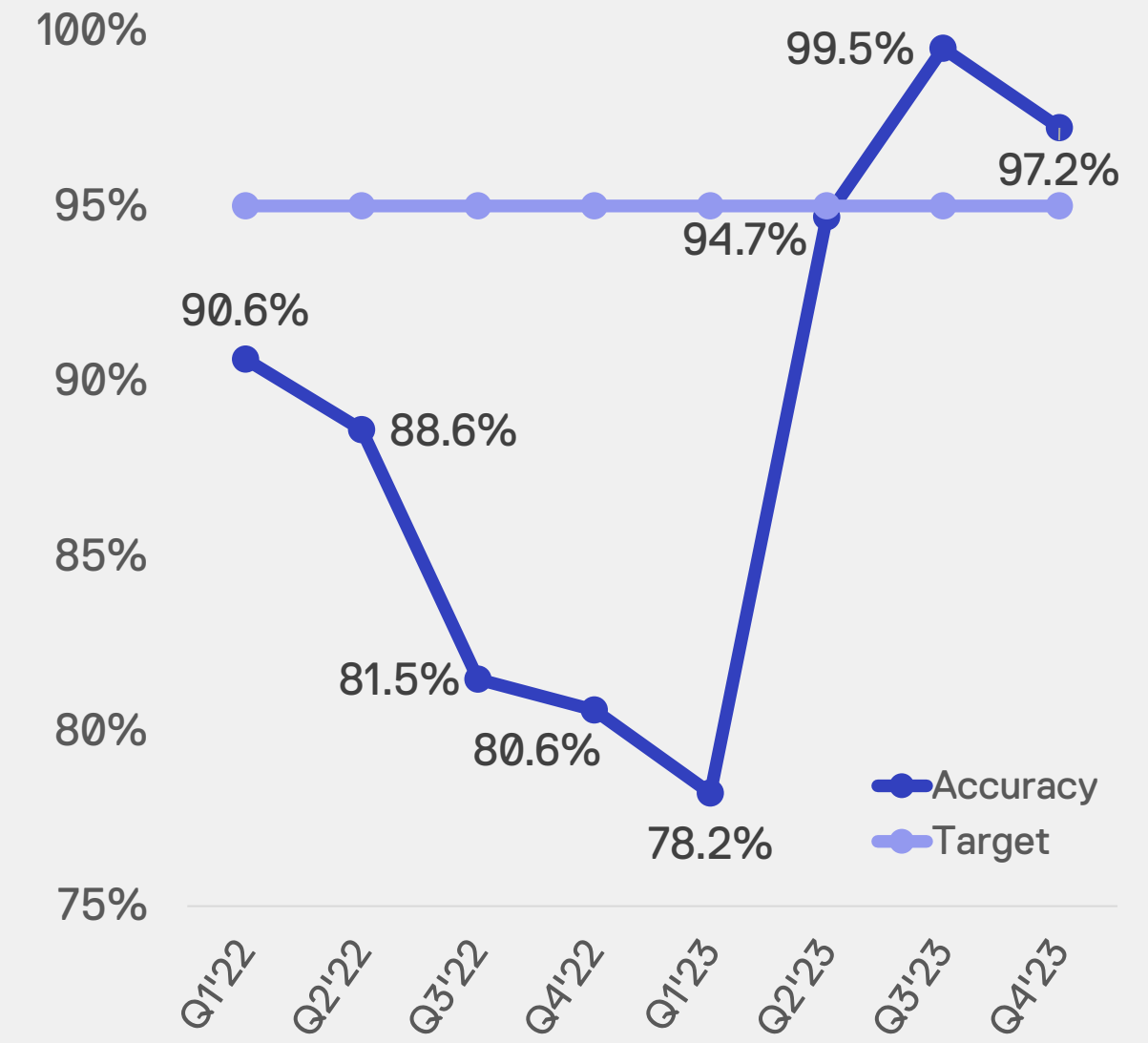
Price Increases



PRICE INCREASES

- 21.3% price increase since November 2021 in response to inflation
- DIRTT now uses product and project analytics to determine pricing and to incentivize a favorable mix to leverage our fixed cost structure
- Additionally, DIRTT utilizes its Business Intelligence Group to forecast raw input costs to better navigate the commodities markets

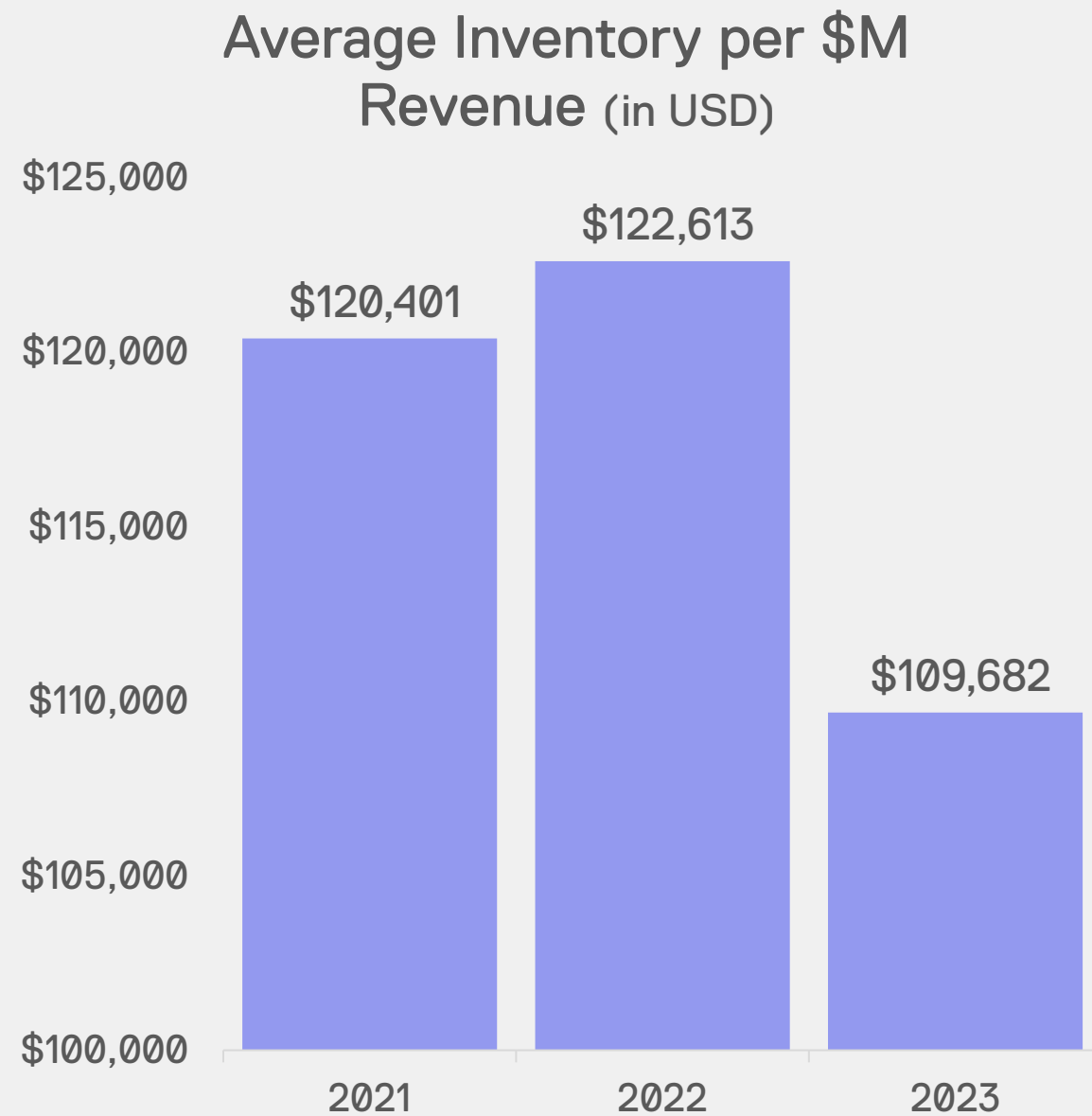
Revenue Forecasting Accuracy



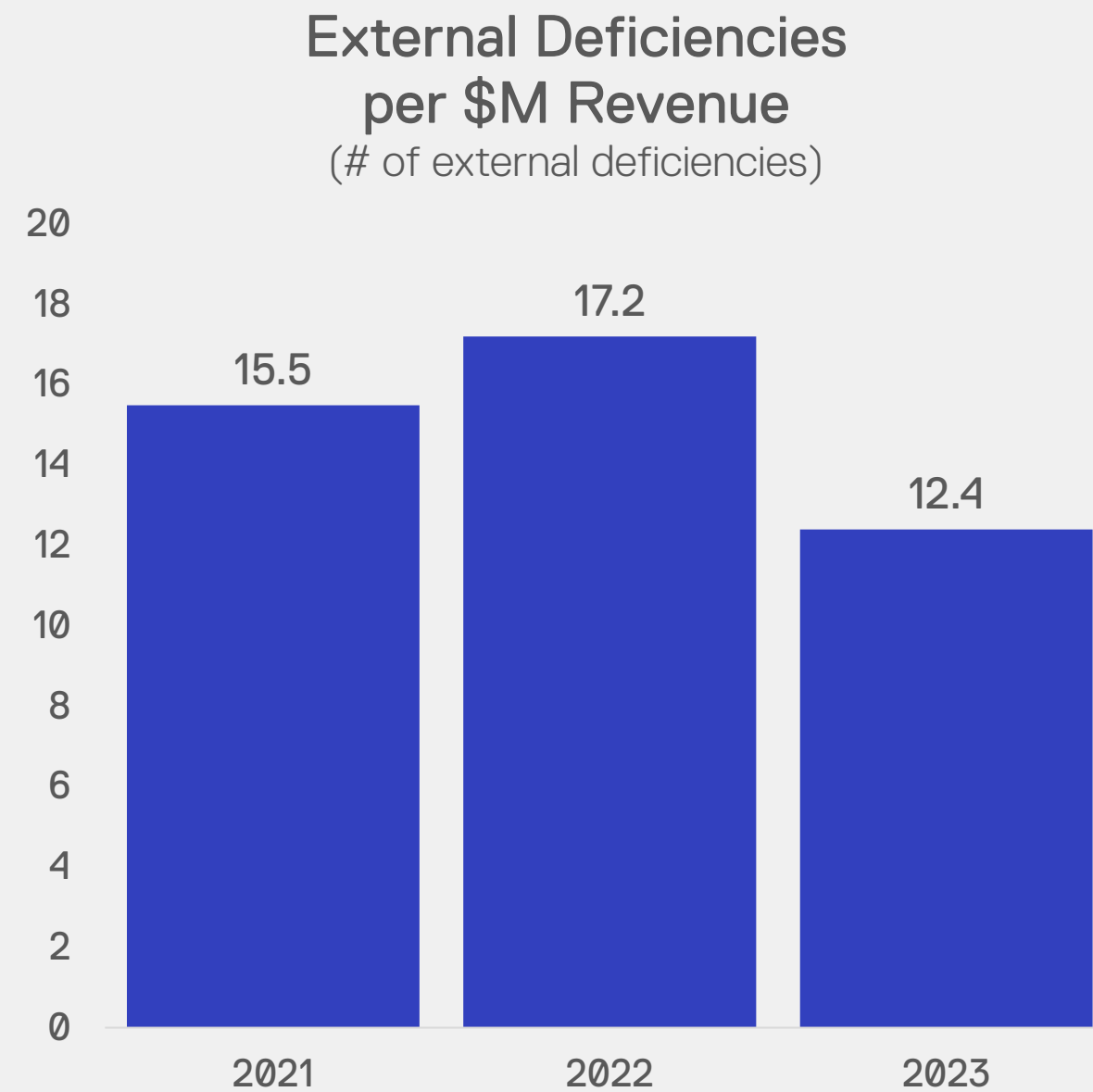
ENHANCED FORECASTING ACCURACY

- Restructured forecasting methods in Q2 2023
- Forecasting methods were improved in Q2 2023 via real-time data aggregation and scrubbing to better match production (or supply) with expected volumes

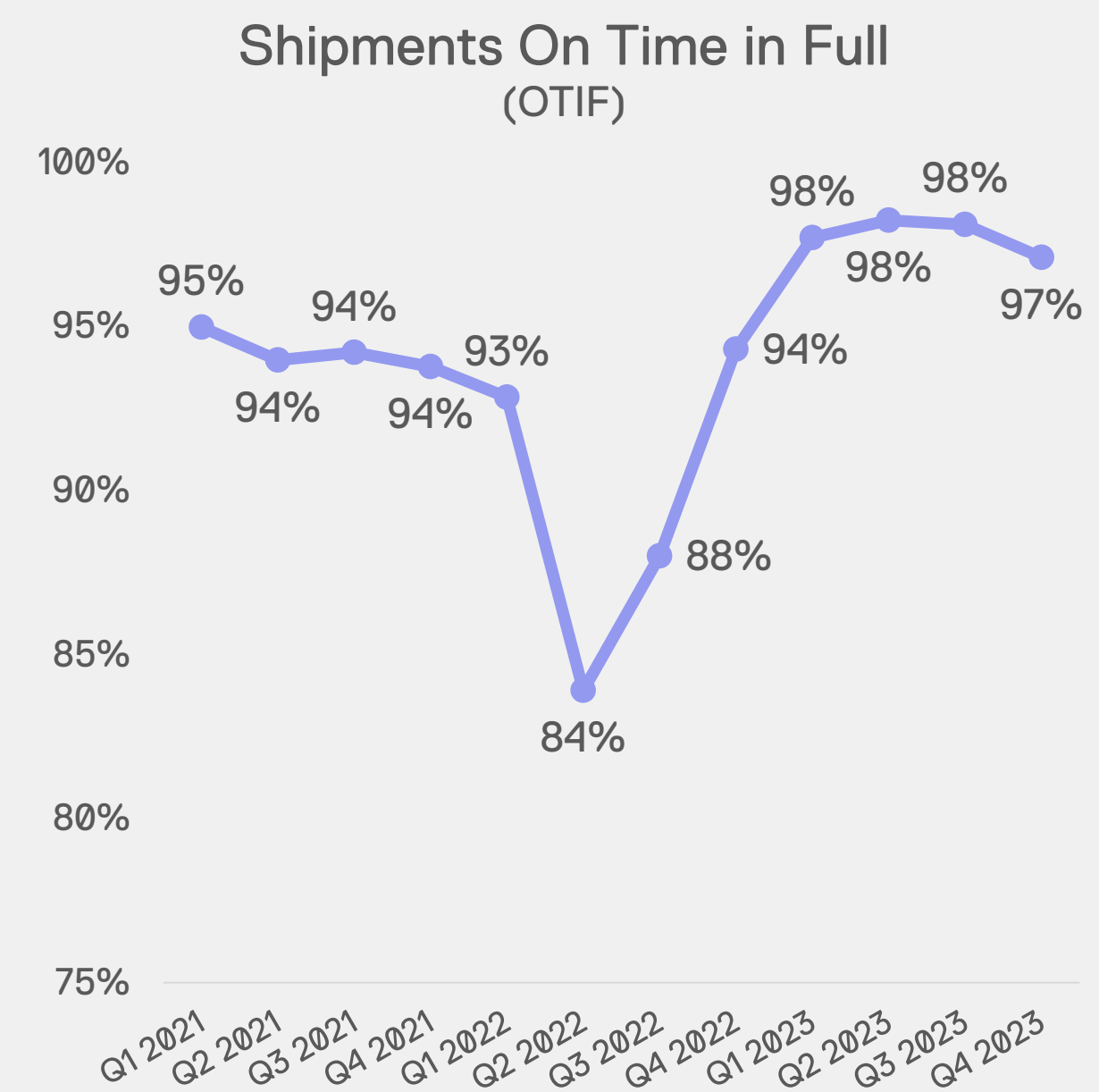
# OPERATIONAL EFFICIENCIES



- Inventory reduction improves working capital and cash flow
- New leadership in procurement has enhanced our supply chain and purchasing strategy
- 3% annualized reduction in inventory while revenue had annualized growth of 7% from 2021 to 2023



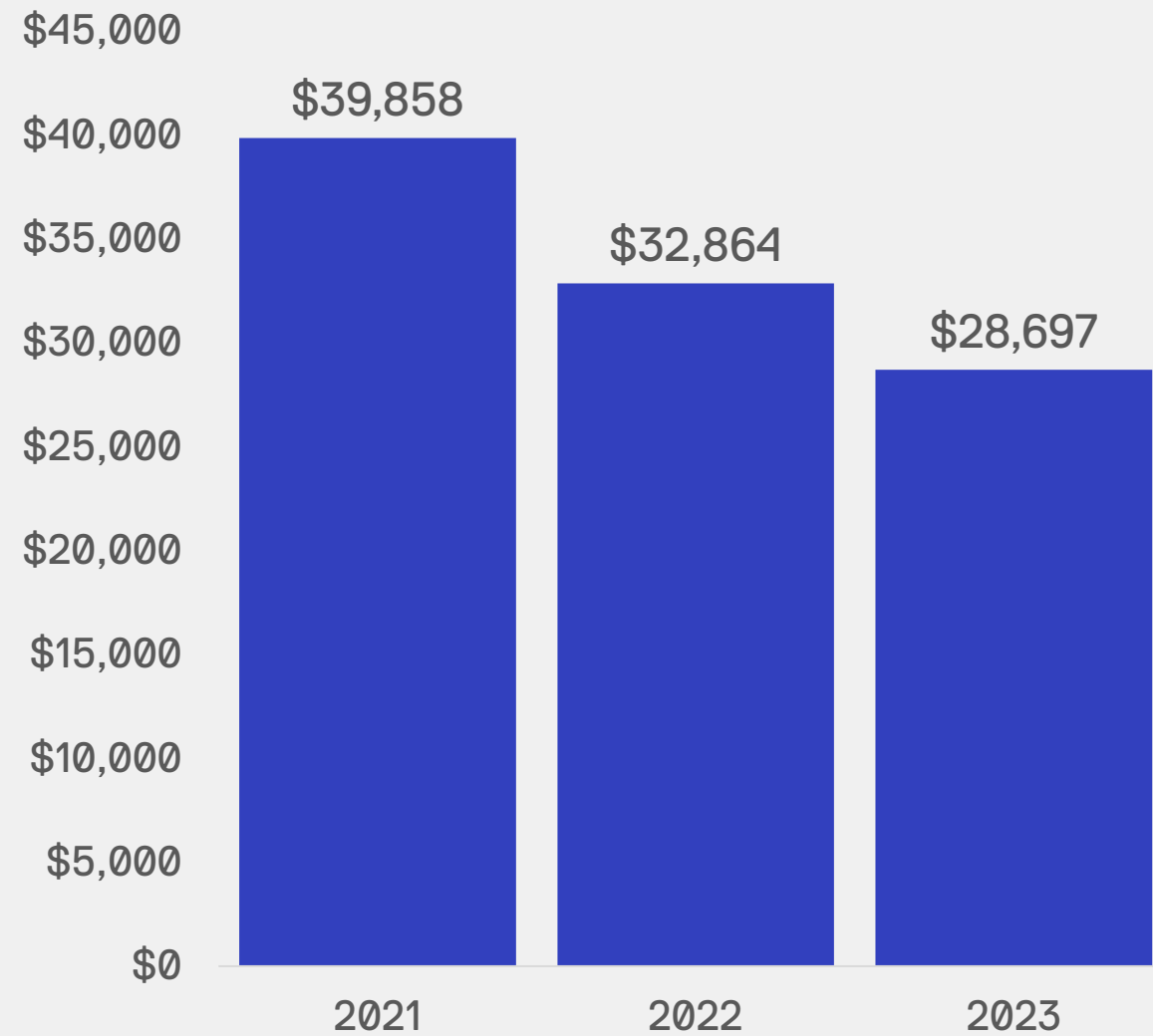
- Reduction in deficiencies improves gross margins and increases customer satisfaction
- Implemented a robust deficiency and chargeback review process to rectify root causes of quality issues



- DIRTT's 10-day lead time is a key value proposition
- As one of the final stages of a construction project, our lead times ensure a project meets its occupancy date

# COST MANAGEMENT (SG&A)

Salaries and Benefits  
(in USD)



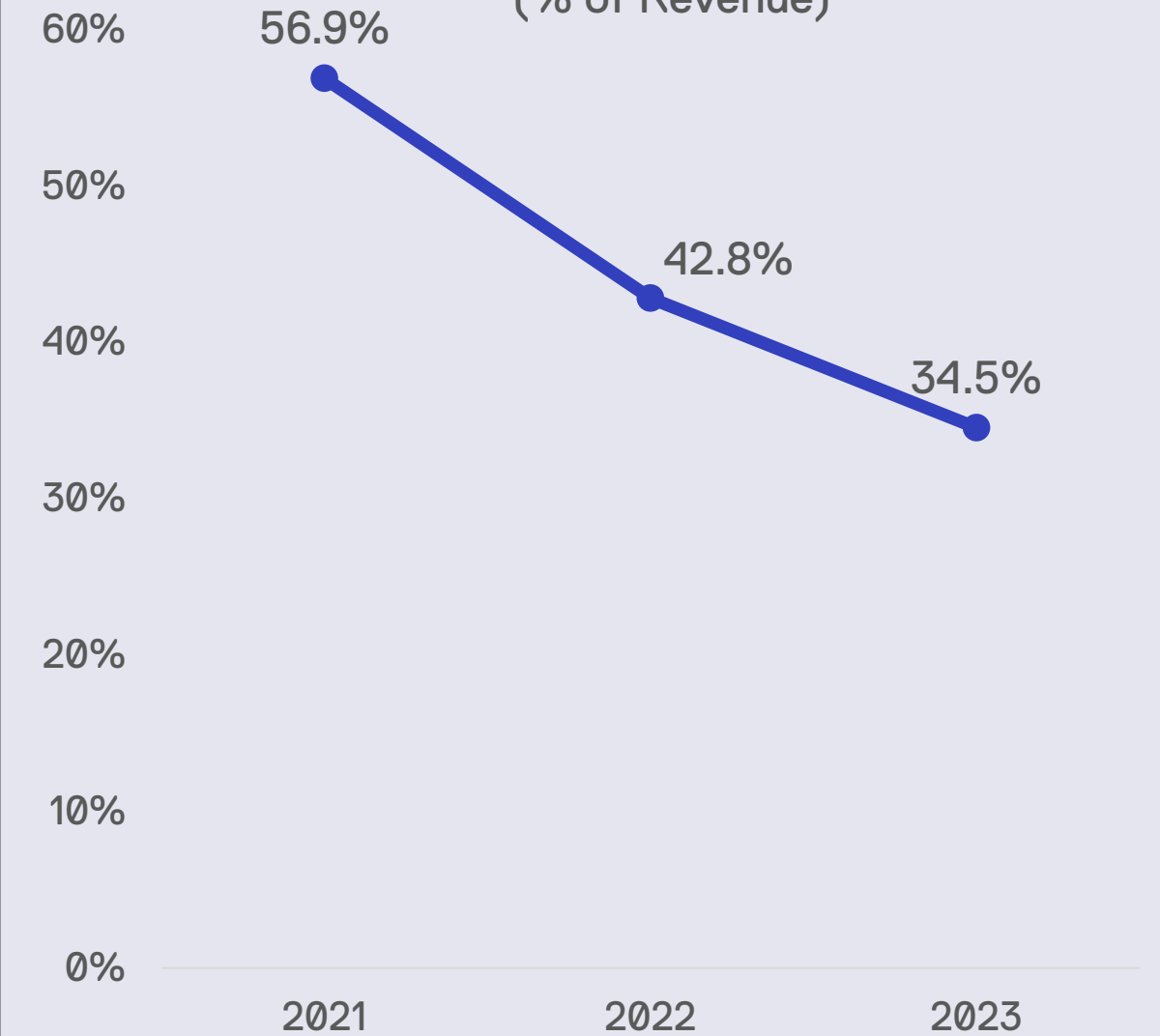
- Salaried SG&A workforce right-sized to expected revenue levels
- Salaried SG&A workforce reduction from 401 to 282 full-time employees

Revenue per SG&A Employee  
(in USD)



- Cost discipline and reorganization activities have yielded increased revenue per employee

Adjusted Operating Expenses<sup>(1)</sup>  
(% of Revenue)



- DIRTT is reducing operating expenses to ensure most value is shared with shareholders through expanded EBITDA margins

1) Operating expenses excluding goodwill impairment, stock-based compensation, reorganization costs, impairment on Rock Hill Facility and related party expense. See "Non-GAAP Financial Measures" on Slide 2 and reconciliation on Slide 17.



# 2023 FINANCIAL RESULTS AND RECONCILIATION OF NON-GAAP FINANCIAL MEASURES<sup>(1)</sup>

|   | For the Three Months Ended December 31, |                |                 | For the Year Ended December 31, |                 |                 |
|---|---|----------------|-----------------|---------------------------------|-----------------|-----------------|
|   | 2023                                    | 2022           | 2021            | 2023                            | 2022            | 2021            |
|   | (\$ in thousands)                       |                |                 |                                 |                 |                 |
| <b>Gross profit</b>                                     | <b>19,238</b>                           | <b>11,589</b>  | <b>8,416</b>    | <b>59,542</b>                   | <b>28,160</b>   | <b>23,460</b>   |
| <b>Gross profit margin</b>                              | <b>37.8%</b>                            | <b>27.3%</b>   | <b>19.6%</b>    | <b>32.7%</b>                    | <b>16.4%</b>    | <b>15.9%</b>    |
| Add: Depreciation and amortization expense              | 869                                     | 1,997          | 2,425           | 5,525                           | 10,789          | 8,808           |
| Add: Costs of under-utilized capacity                   | -                                       | -              | -               | -                               | -               | 1,756           |
| <b>Adjusted Gross Profit<sup>(1)</sup></b>              | <b>20,107</b>                           | <b>13,586</b>  | <b>10,841</b>   | <b>65,067</b>                   | <b>38,949</b>   | <b>34,024</b>   |
| <b>Adjusted Gross Profit Margin<sup>(1)</sup></b>       | <b>39.5%</b>                            | <b>32.0%</b>   | <b>25.3%</b>    | <b>35.8%</b>                    | <b>22.6%</b>    | <b>23.1%</b>    |
| <b>Net income (loss) after tax for the period</b>       | <b>955</b>                              | <b>(5,906)</b> | <b>(16,012)</b> | <b>(14,584)</b>                 | <b>(54,963)</b> | <b>(53,668)</b> |
| Add back (deduct):                                      |   |                |                 |                                 |                 |                 |
| Interest expense  | 1,291                                   | 1,225          | 1,014           | 4,927                           | 5,160           | 3,131           |
| Interest income   | (219)                                   | (1)            | (15)            | (490)                           | (51)            | (77)            |
| Income tax expense                                      | 332                                     | 37             | (551)           | 332                             | 21              | (204)           |
| Depreciation and amortization                           | 1,718                                   | 2,917          | 3,875           | 8,934                           | 15,119          | 14,513          |
| <b>EBITDA<sup>(1)</sup></b>                             | <b>4,077</b>                            | <b>(1,728)</b> | <b>(11,689)</b> | <b>(881)</b>                    | <b>(34,714)</b> | <b>(36,305)</b> |
| Foreign exchange (gain) loss                            | 567                                     | 425            | 621             | 626                             | (1,445)         | 335             |
| Stock-based compensation                                | (237)                                   | 731            | 921             | 2,306                           | 4,277           | 4,713           |
| Government subsidies                                    | -                                       | -              | (1,021)         | (236)                           | (7,765)         | (11,455)        |
| Related party expense                                   | -                                       | -              | -               | 1,524                           | -               | -               |
| Reorganization expense                                  | 152                                     | 1,180          | -               | 3,009                           | 13,461          | -               |
| Gain on sale of software and patents <sup>(2)</sup>     | (985)                                   | -              | -               | (7,130)                         | -               | -               |
| Impairment charge on Rock Hill Facility <sup>(3)</sup>  | 764                                     | -              | -               | 8,716                           | -               | -               |
| Goodwill impairment                                     | -                                       | -              | 1,443           | -                               | -               | 1,443           |
| <b>Adjusted EBITDA<sup>(1)</sup></b>                    | <b>4,338</b>                            | <b>608</b>     | <b>(9,725)</b>  | <b>7,934</b>                    | <b>(26,186)</b> | <b>(41,269)</b> |
| <b>Adjusted EBITDA Margin<sup>(1)</sup></b>             | <b>8.5%</b>                             | <b>1.4%</b>    | <b>(22.7)%</b>  | <b>4.4%</b>                     | <b>(15.2)%</b>  | <b>(28.0)%</b>  |
| <b>Operating expenses</b>                               | <b>17,297</b>                           | <b>15,809</b>  | <b>24,380</b>   | <b>76,097</b>                   | <b>87,203</b>   | <b>85,398</b>   |
| Add back (deduct):                                      |   |                |                 |                                 |                 |                 |
| Reorganization  | (152)                                   | (1,180)        | -               | (3,009)                         | (13,461)        | -               |
| Impairment charge on Rock Hill Facility <sup>(3)</sup>  | -                                       | -              | -               | (8,716)                         | -               | -               |
| Goodwill impairment                                     | -                                       | -              | (1,443)         | -                               | -               | (1,443)         |
| Related party expense                                   | -                                       | -              | -               | (1,524)                         | -               | -               |
| <b>Adjusted Operating Expenses<sup>(1)</sup></b>        | <b>17,145</b>                           | <b>14,629</b>  | <b>22,937</b>   | <b>62,848</b>                   | <b>73,742</b>   | <b>83,955</b>   |
| <b>Adjusted Operating Expenses Margin<sup>(1)</sup></b> | <b>33.7%</b>                            | <b>34.5%</b>   | <b>53.4%</b>    | <b>34.5%</b>                    | <b>42.8%</b>    | <b>56.9%</b>    |

- In Q4 2023 DIRTT achieved:
  - Highest revenue since 2019
  - Highest adjusted gross margins<sup>(1)</sup> since 2019
  - Highest adjusted EBITDA margins<sup>(1)</sup> since 2019
  - Liquidity increased from \$16.1M as at December 31, 2022 to \$35.0M as at December 31, 2023

(1) Readers should refer to DIRTT's audited consolidated financial statements for the years ended December 31, 2023, 2022 and 2021 and the respective management's discussion and analysis thereon, each of which is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca) and EDGAR at [www.sec.gov](http://www.sec.gov). Adjusted Gross Profit, Adjusted Gross Profit Margin, EBITDA, Adjusted EBITDA, EBITDA Margin, Adjusted Operating Expenses and Adjusted Operating Expenses Margin are Non-GAAP Financial Measures. See "Non-GAAP Financial Measures" on Slide 2.

(2) DIRTT entered into a joint arrangement with Armstrong World Industries, Inc. for co-ownership of certain intellectual property interest in DIRTT's ICE@ software. This is not core to our business; and therefore, is excluded from the Adjusted EBITDA calculation

(3) On September 27, 2023, DIRTT announced the permanent closure of the Rock Hill facility. With sufficient capacity for current and expected production, the decision is part of the Company's ongoing focus on realigning the organization, driving efficiency, and improving profitability. This is not core to our business; and therefore, is excluded from the Adjusted EBITDA calculation



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