Welcome to the 1H 2025 edition of the SENTRY Snapshot!

Hope you enjoy this update on our continued sales growth and customer installations. And be sure to let us know if you have any questions as we continue to install our first-of-its-kind real-time wastewater quality monitoring sensors in municipal, industrial, and agricultural plant locations never possible before!

Jan - June 2025 Highlights

Sales growth continued into the first half of 2025 as we ended up **14% higher than the same period last year** significantly boosted by penetration into the industrial wastewater space, SaaS sales increasing over 100%, and renewals and upsells increasing over 80% with existing customers. North America continues to be our top region (with almost all lead generation efforts focused there) but we also saw an over 150% jump in European sales representing the ongoing interest we're seeing globally for our real-time BOD and biomass health wastewater quality monitoring platform.

Contributing to our increased sales were some notable purchase orders. For example on the anaerobic digestion (AD) application front, leading environmental consulting firm, **Woodard & Curran**, provides wastewater treatment operations to over 300 industrial clients across the U.S. including facilities that utilize AD to process industrial effluents. After the initial success of our real-time wastewater quality monitoring sensors tackling variable feedstock, unknown wastewater composition, and potential QAC/Quats contamination affecting digester performance and operational costs at a food and beverage processing plant, **the company has already signed up for SENTRY sensors at three more AD facilities (and growing)**. **> Read the case study**

On the municipal wastewater side of the business, we're happy to announce that a large Western Canadian collection of municipalities purchased our sensing platform to uniquely pair our real-time wastewater quality data with a dedicated event-based auto-sampler allowing their operations team to understand which industrial discharger is responsible for variable influent at any given time. Prior to SENTRY, this municipal group deployed several traditional wastewater monitoring methods and technologies to manage continuous variable influent as a result of the complex industrial discharger landscape in the region - with limited success. **Now with SENTRY sensors installed they can flag these events in real time with no routine maintenance or calibrations required while uniquely being able to identify the source of the problem - a first for the industry.**

As mentioned, critical customer renewals also contributed to our continued growth so far this year. For example, **in addition to securing a long standing 5-year contract for SENTRY's services (i.e., reports, account managers, cloud-based dashboard access), the WWTP in Frankfort, Kentucky deployed three additional sensors** directly into their oxidation ditches allowing them to better understand how effective that process is at removing/mitigating the variability they observed on their SENTRY equipment deployed up-stream.

As a refresher, the Frankfurt WWTP serves a population of 30,000 and their catchment includes two upstream distilleries and 14 industrial clients which continuously caused "plant kills". They originally installed a SENTRY system to monitor their influent for problematic loading which **resulted in an estimated yearly savings of $80,000 to $120,000 and better management of oxidation ditch loading**.

Frankfort is a prime example for other utilities that SENTRY's real-time monitoring solutions when deployed throughout a

process creates a network of actionable data previously inaccessible to operators. **> Read the initial case study**

Supporting our AD market focus, the IRS's New Clean Fuel Credit was extended making increased biogas production a priority for more AD operators within the U.S. Specifically, Section 45Z (Clean Fuel Production Credit) has been extended providing a financial incentive for biogas producers to generate cleaner transportation fuels. **This is a perfect fit for SENTRY's real-time VFA and biomass health monitoring since we uniquely help them optimize digester performance, increase organic loading, and drive more value from their existing AD assets.**

To support our increased AD market focus, we have engaged AD industry veteran, **Paul Greene**, as an official SENTRY Client Ambassador. Paul is one of the most trusted voices in the U.S. anaerobic digestion industry and the Founder and past Chairman of **The American Biogas Council**, the premier advocacy group representing the growth, interests, and understanding of the biogas industry. Through his company, **GreeneTec**, he has curated a network of leading technology companies, AD designers, and system operators who could benefit from our real-time sensors.

SENTRY in the News

In January, the **World Economic Forum (WEF) named SENTRY as a Top 10 Innovator for our role in tackling water pollution and ensuring water quality**. We were chosen out of 300 global water technology applicants validating our unique role providing the only real-time wastewater quality monitoring data for more effective, affordable wastewater treatment and less environmental discharge violations.

In February, we officially **announced an important partnership and first joint project with global nanobubble technology leader, Moleaer**, (featured in our Q4 2024 newsletter) to help a Pennsylvania-based WWTP overcome intermittent toxic influent stemming from surrounding industrial dischargers. This marked the first time WWTPs could actively identify and eliminate toxicity events in real time resulting in improved treatment processes and effluent outcomes while reducing costs and energy use.

As **Moleaer VP of Wastewater Baji Gobburi put it, "*Together, our solutions are helping treatment plants overcome critical challenges - from managing toxicity events to expanding treatment capacity and meeting nutrient regulations - more effectively and sustainably than before.*"**

New Customer Spotlight

Jacobs at the City of Gresham, OR

Leading engineering services company, **Jacobs**, operates and manages a complex co-digestion process for the City of Gresham in Oregon where they were faced with a unique challenge managing significant quantities of high strength Fats, Oil, and Grease (FOG) waste feedstocks. Due to the nature of this feedstock, they could only rely on indirect or delayed measurements to understand these complex substrates and their impact on treatment. **After installing SENTRY sensors, they now have an always-on, minute-by-minute data set that tells them exactly what is being fed to the digester, and provides an early warning on potential upset events** unlocking significant opportunities to avoid digester souring and drive maximum revenues.

Investor Corner

We will be actively speaking with prospective investors over the next six months to secure additional capital to support and advance our continued growth globally. If interested in learning more about this investment opportunity and our specific strategy to capitalize on the market opportunity we see, our **CFO, Ryan Dunn**, would love to hear from you!

Helpful Resources to Learn More

- Don't miss our **webinar recording library** in case you missed some sessions. We haven't held any webinars during the first half of 2025 but will begin these again later this year.

- We also have **our company news and media coverage section** of our website reflecting the continued progress and interest in SENTRY.

- We're also regularly posting new case studies in **our case study library**.

Final Thoughts from Our CEO

Over the past 12 months we have successfully installed and operated SENTRY sensor systems out into the wastewater collection network and at the end of pipe for industrial clients. We have been responding to industry demand where more and more wastewater pre-treatment teams have been asking for real-time, wastewater quality monitoring in their collection networks at the source… in pump-stations, manholes, or directly in the industrial effluent. **This means our ability to flag upset events and define what impact those events have on treatment facilities has evolved to look outward, instead of just inwards, by way of enhancing these pre-treatment programs.**

During this time, we have found that the wastewater pre-treatment industry is negatively impacted by a lack of reliable wastewater quality monitoring solutions. Pre-treatment teams have long relied on the same limited technology or methods employed by utilities - delayed, indirect, riddled with maintenance problems - to help manage their SIUs. Additionally, the challenge for the industry is sensor maintenance. The locations are awkward to get to and the cost for regular maintenance and cleaning is prohibitive. SENTRY sensors are unique in that they are designed for wastewater environments and require zero calibrations and maintenance as proven by the five validated client deployments we've already completed for reliable monitoring in the collection network.

As we head into the second part of 2025 on the tailwind of these continued industry pain points and supporting legislation, I anticipate further penetration into the pre-treatment application space combined with additional awareness and sales growth with municipalities and AD operators overall. **Although we are experiencing continued growth compared to 2024, we have still only scratched the surface of the opportunity we see in municipal WW, industrial WW, and anaerobic co-digestion.**

Patrick

Thank you for taking the time to on all things SENTRY! Please reach out if you have any questions and be sure to follow our regular wastewater bio-electrode technology and implementation progress on **my personal LinkedIn account**.

Warmest regards,
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