



 **SCIDEV**  
INNOVATIVE SCIENCE • REAL VALUE

# INVESTOR PRESENTATION

## NOVEMBER 2018

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# BUSINESS OVERVIEW

*SciDev strives to be the market leader in a highly fragmented speciality chemical market by providing coordinated technology and chemical solutions for water, wastewater and tailings treatment.*



## Market

- Water soluble polymers for solids liquid separation
- Global: \$8 billion (1st US sales in Q3 18)
- Australia: \$240 million (existing sales into blue chip end users)



## Team

- Experienced capital markets team
- Core group of senior ex-BASF executives (world's largest chemical company)
- Technically strong customer facing management



## Technology

- IP and know-how provides lowest quartile manufacturing cost
- Patent pending OptiFlox® control system provides value add solution to end users



# CORPORATE SNAPSHOT

Corporate Overview		Board & Management		Major shareholders	No. of shares	% held
ASX Code	SDV	Chairman	Trevor Jones	Sinoz Group	68.5m	10.7%
Market Cap (at \$0.01 per share)	~\$6.4m	Managing Director	Kieran Rodgers	Kieran Rodgers	40.2m	6.4%
Shares on issue	~638.2m	Executive Director	Lewis Utting	Lewis Utting	36.7m	5.8%
Options on issue (exercisable at \$0.025 – exp. 11/19)	39.5m	Non-Executive Director	Daniel (Don) Cronin	Paul Pembroke	20.0m	3.1%
Working capital facility	\$0.5m	Non-Executive Director	Simone Watt	<b>Total</b>	<b>165.4m</b>	<b>26.0%</b>
		Company Secretary	Heath Roberts			
		Technical Director	Paul Pembroke			

*SciDev offers unique exposure to under represented chemical technology sector on the ASX*

*Traditional comparisons are industrial mineral upgraders (PET, CXL, ATC) or water treatment package providers (DEM, FLC)*

# MARKET OPPORTUNITY



## USD \$8bn in three key focus areas

- Mineral processing ~\$2bn
- Municipal water treatment ~\$5bn
- Industrial water treatment ~\$1bn



## Competitive landscape

- Large industry competitors have consolidated; now focussed on centralised manufacturing and have reduced service levels:



## SciDev Strategy

- Exploit our lowest quartile manufacturing cost
- Couple with our next generation OptiFlox® process control system
- Frontline service supported by our world class team and global partners



SciDev sales

\* Africa's figure are based from Australia's figures

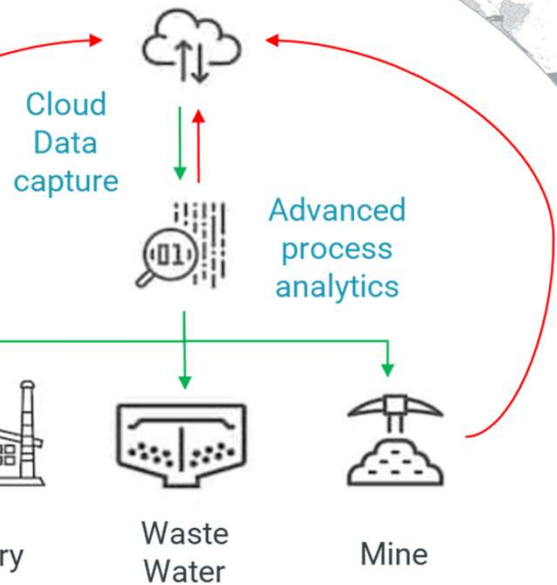
# Water-soluble polymers, synthetic – HIS Chemical 2017 (Market figures)



# NEXT GENERATION PROCESS CONTROL

*The patent pending OptiFlox® system provides next level insight into solid liquid separation processes:*

- OptiFlox® delivers end user ROI > \*100% through;
  - Increased plant availability
  - Greater process efficiency
  - Increased water recovery
  - Reduced chemical consumptions
  - Reduced consumable consumption
- It measures colloidal properties online, in real time and uses advanced process analytics to optimise;
  - Mineral slurries in mining, industrial minerals and fertilizers
  - Fats, proteins and other contaminants from food manufacturing
  - Waste water from both digested and activated sludges



# RECENT ACHIEVEMENTS

## GROWTH

MOU secured with Phoenix Process Equipment Co to assist in US & Australian expansion initiatives

## COMMERCIAL TRIAL

Agreement for six-month commercial trial of an OptiFlox® System at major coking coal site in the Bowen Basin

## STRATEGIC INVESTORS

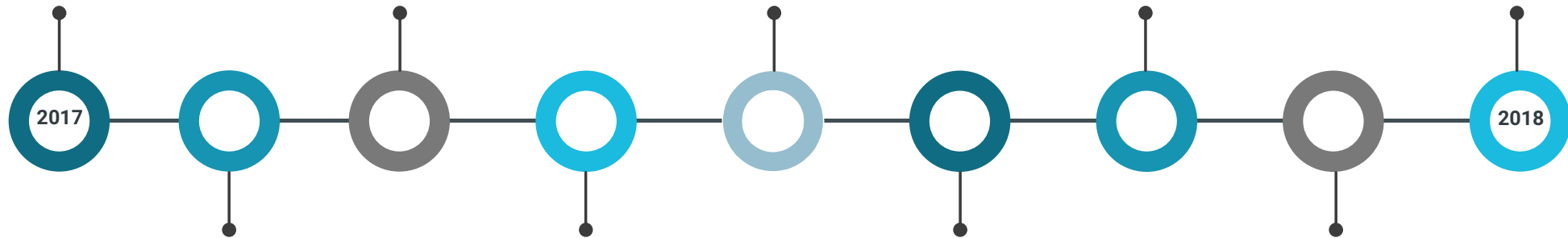
SciDev secures strategic partnership with the Sinoz Group – SDV now capitalized for growth

## CHEMICAL TRIAL

Chemical trial agreed with Iluka Resources to run concurrently with OptiFlox® System trial – long term sales would significantly bolster revenues

## ONGOING OPPORTUNITIES

Strong business development pipeline – minerals sands, iron ore, coking coal, dairy, US manufacturing



## MANAGEMENT TEAM

Strengthened with the addition of ex-BASF senior executive Lewis Utting: Executive Director & ~6% shareholder

## TEAM EXPANSION

Jamiel Muhor, ex-BASF senior executive, joined the team as Business Development Manager

## COMMERCIAL TRIAL

OptiFlox® System commercial trial secured with Iluka Resources

## INTERNATIONAL SALES

International chemical sales commenced – first order from Peabody Energy in US and ongoing sales continue

# IMMEDIATE BUSINESS OPPORTUNITIES

*SciDev has a number of commercial trials underway or set to commence in the near term which will drive growth*



## **Iluka Resources – Heavy Mineral Sands Operation**

- Three month commercial trial of OptiFlox® System at heavy mineral sands operation
- Purchase order received for a chemical trial to run concurrently with system trial
- Long term chemical sale agreement has potential to significantly boost company's earnings profile



## **Major coking coal operation in the Bowen Basin, Queensland:**

- Six month commercial trial of OptiFlox® System with global leader in coking coal production
- System to be trialled on a Phoenix Process Equipment Co. belt press filter in the coal handing & preparation plant
- Pending success, there are multiple opportunities for numerous units to be deployed at trial site



## **Iron ore, further coal industry opportunities and US market entry:**

- In discussion with major iron ore producer for commercial trial of both chemistry and OptiFlox® system
- Growing awareness of benefits of OptiFlox® system within all major coal process groups
- Commercial sales into US provide premarketing avenue for US based manufacturing with JV partner

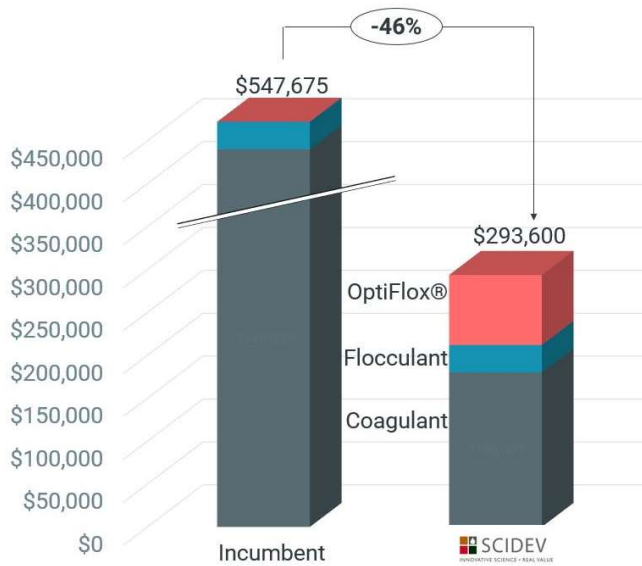




# CUSTOMER EXAMPLE

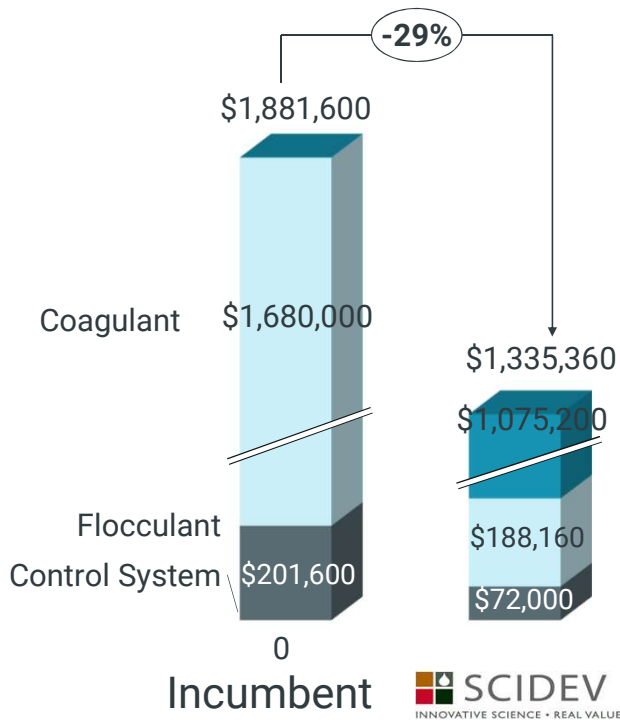
*Peabody Energy have permanently installed the OptiFlox® System at the 12 mtpa Wilpinjong Coal Mine following a six-month trial*

- Client is the world's largest non-government coal company
- OptiFlox® System developed based on results from a six-month trial at Wilpinjong to deal with clays more effectively
- Delivered chemical cost savings >\$200k p.a. increase in consumable recovery ( $\text{Fe}_3\text{O}_4$ ) and significantly increased plant availability
- Contract executed for the supply of an OptiFlox® System and associated chemicals, contract value \$200-300k pa.
- Was the catalyst for US sales and expansion into other mining opportunities

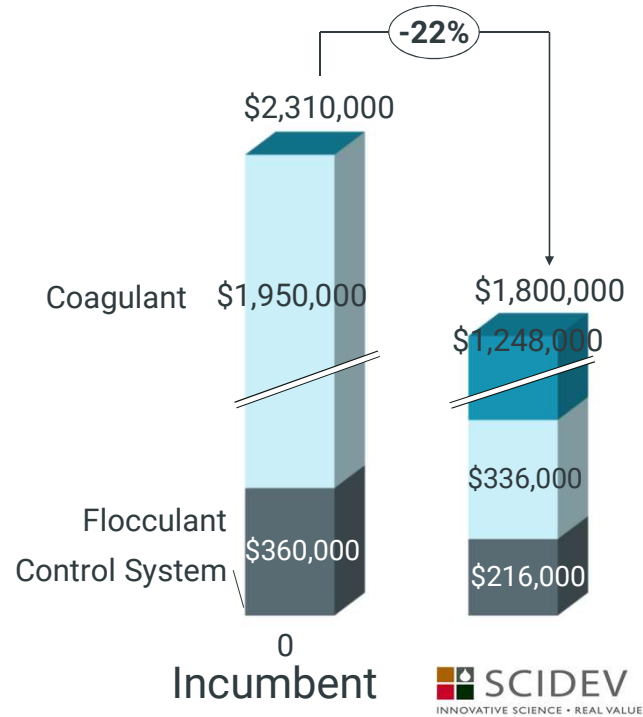


# New Business Potential

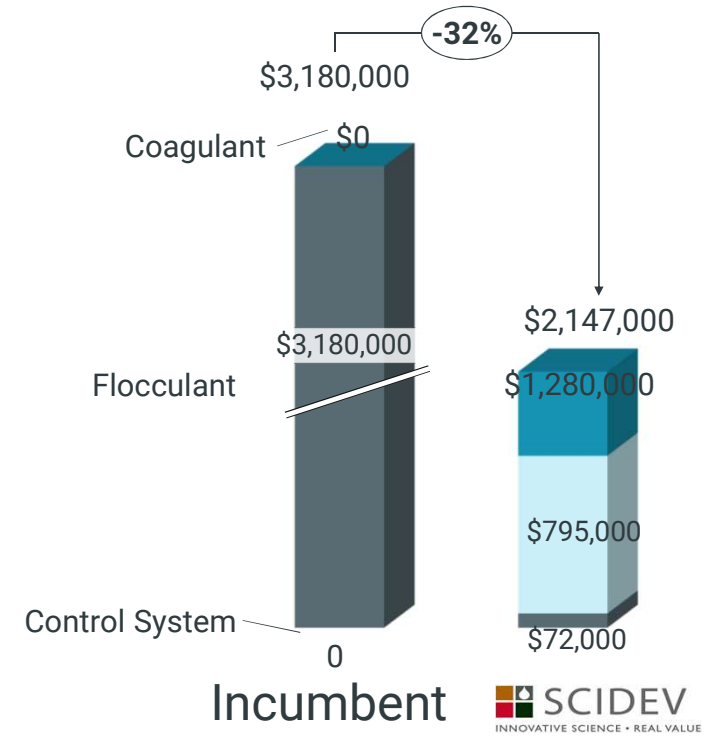
## Target 1



## Target 2



## Target 3



- Dialogue with key industry players where clays are a known problem, coal and mineral sands especially

# MEET OUR TEAM



**TREVOR JONES**

CHAIRMAN



**KIERAN RODGERS**

MANAGING DIRECTOR



**LEWIS UTTING**

EXECUTIVE DIRECTOR



**DANIEL J (DON) CRONIN**

NON-EXECUTIVE DIRECTOR



**SIMONE WATT**

NON-EXECUTIVE DIRECTOR

*Highly competent customer facing team with more than 150 years combined experience in the chemical market. This team is unparalleled in a company of SciDev's size and has a track record of delivering*



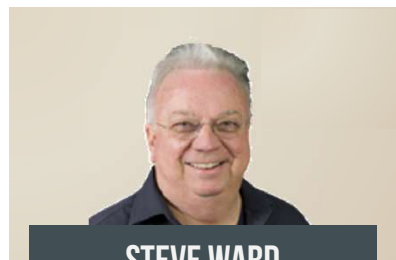
**PAUL PEMBROKE**

TECHNICAL DIRECTOR



**JAMIEL MUHOR**

BUSINESS DEVELOPMENT



**STEVE WARD**

TECHNICAL ACCOUNT MANAGER



**REECE SLINGSBY**

TECHNICAL ACCOUNT MANAGER



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## CONTACT

MANAGING DIRECTOR — KEIRAN RODGERS  
+61 438 675 510

SUITE 105, 48 ATCHISON STREET  
ST LEONARDS NSW 2065  
AUSTRALIA

[WWW.SCIDEV.COM.AU](http://WWW.SCIDEV.COM.AU)

