

ASX Announcement

November 16, 2021

Calix - MD and CEO Presentation to AGM

Sydney, Australia | November 16, 2021 – Calix Limited (ASX: CXL 'Calix' or 'the Company') is pleased to provide a copy of the presentation to be made by Phil Hodgson, MD and CEO of Calix, at the Annual General Meeting to be held at 9.00am today.

Shareholders can watch and participate in the meeting via the online platform using a computer or mobile device at https://web.lumiagm.com/321657397.

This announcement has been authorised for release to the ASX by:-

Phil Hodgson Managing Director **Calix Limited** 9-11 Bridge Street Pymble NSW 2073 Ph +61 2 8199 7400



About Calix

Calix is a team of dedicated people developing a unique, patented technology to provide industrial solutions that address global sustainability challenges.

The core technology is being used to develop more environmentally friendly solutions for advanced batteries, crop protection, aquaculture, wastewater and carbon reduction.

Calix develops its technology via a global network of research and development collaborations, including governments, research institutes and universities, some of world's largest companies, and a growing customer base and distributor network for its commercialised products and processes.

Because there's only one Earth – Mars is for Quitters.

Website: https://www.calix.global/

Twitter: @CalixLimited
Youtube: CalixLimited

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Important Disclaimer



This presentation has been prepared by Calix Limited (ABN 36 117 372 540) ("Company").

SUMMARY INFORMATION

This presentation contains summary information about the Company and its subsidiaries ("Calix") and their activities current as at 16th November, 2021. The information in this presentation is a general background and does not purport to be complete.

NOT FINANCIAL PRODUCT ADVICE

This presentation is for information purposes only and is not a prospectus, product disclosure statement or other offer document under Australian law or the law of any other jurisdiction. This presentation is not financial product or investment advice, a recommendation to acquire Calix securities or accounting, legal or tax advice. It has been prepared without taking into account the objectives, financial or tax situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial and tax situation and needs and seek legal and taxation advice appropriate to their jurisdiction. Calix is not licensed to provide financial product advice in respect of Calix securities. Cooling off rights do not apply to the acquisition of Calix securities.

FINANCIAL DATA

All dollar values are in Australian dollars (\$ or A\$) and financial data is presented as at or for the full financial year ended 30 June 2021, unless stated otherwise.

PAST PERFORMANCE

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Company's views on its future financial performance or condition. Investors should note that past performance, including past share price performance, of Calix cannot be relied upon as an indicator of (and provides no guidance as to) future Calix performance including future share price performance.

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This presentation contains certain "forward-looking statements". The words "expect", "future", "anticipate", "estimate", "intend", "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forwardlooking statements, including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Such forward-looking statements are by their nature subject to significant uncertainties and contingencies and are based on a number of estimates and assumptions that are subject to change (and in many cases are outside the control of Calix and its directors) which may cause the actual results or performance of Calix to be materially different from any future results or performance expressed or implied by such forward-looking statements. The forward-looking statements should not be relied on as an indication of future value or for any other purpose.. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company). In particular, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur. Actual results, performance or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. The forward-looking statements in this presentation speak only as of the date of this presentation. Subject to any continuing obligations under applicable law, the Company disclaims any obligation or undertaking to provide any updates or revisions to any forward-looking statements in this presentation to reflect any change in expectations in relation to any forwardlooking statements or any change in events, conditions or circumstances on which any such statement is based. Nothing in this presentation will under any circumstances create an implication that there has been no change in the affairs of Calix since the date of this presentation.

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An investment in Calix securities is subject to investment and other known and unknown risks, some of which are beyond the control of Calix, including possible delays in repayment and loss of income and principal invested. Calix does not guarantee any particular rate of return or the performance of Calix, nor does it guarantee the repayment of capital from Calix or any particular tax treatment. Persons should have regard to the risks outlined in this presentation and appendices.

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NO ADVICE

None of Calix's respective advisers or any of their respective affiliates, related bodies corporate, directors, officers, partners, employees and agents, have authorised, permitted or caused the issue, submission, dispatch or provision of this presentation and none of them makes or purports to make any statement in this presentation and there is no statement in this presentation which is based on any statement by any of them. For the avoidance of doubt, the advisers and their respective affiliates, related bodies corporate, directors, officers, partners, employees and agents have not made or purported to make any statement in this presentation and there is no statement in this presentation which is based on any statement by any of them. To the maximum extent permitted by law, Calix and its advisers and their respective affiliates, related bodies corporate, directors, officers, partners, employees and agents exclude and disclaim all liability, for any expenses, losses, damages or costs incurred by you as a result of your participation in the Offer and the information in this presentation being inaccurate or incomplete in any way for any reason, whether by negligence or otherwise. To the maximum extent permitted by law, Calix and its advisers and their respective affiliates, related bodies corporate, directors, officers, partners, employees and agents make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of information in this presentation and Calix's advisers and its affiliates, related bodies corporate, directors, officers, partners, employees and agents, take no responsibility for any part of this presentation or the Offer. Calix and Calix's advisers and their affiliates, related bodies corporate, directors, officers, partners, employees and agents make no recommendations as to whether you or your related parties should participate in the Offer nor do they make any representations or warranties to you concerning the Offer, and you represent, warrant and agree that you have not relied on any statements made by any of them in relation to the Offer and you further expressly disclaim that you are in a fiduciary relationship with any of them. Statements made in this presentation are made only as the date of this presentation. The information in this presentation remains subject to change without notice. Calix reserves the right to withdraw the Offer or vary the timetable for the Offer without notice.

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Calix Limited is developing multiple environmental business opportunities













Water

CO₂ Mitigation

Biotech

Advanced Batteries

Sustainable **Processing**

Water Treatment

Aquaculture

Cement

Lime

Crop Protection

Marine Coatings

Health and Pharma

Advanced Cathode & Anode Materials Renewable-powered Mineral and Chemical Processing

(Spodumene, Iron and Steel etc)

Common Technology Platform - Each a multi-\$B opportunity*

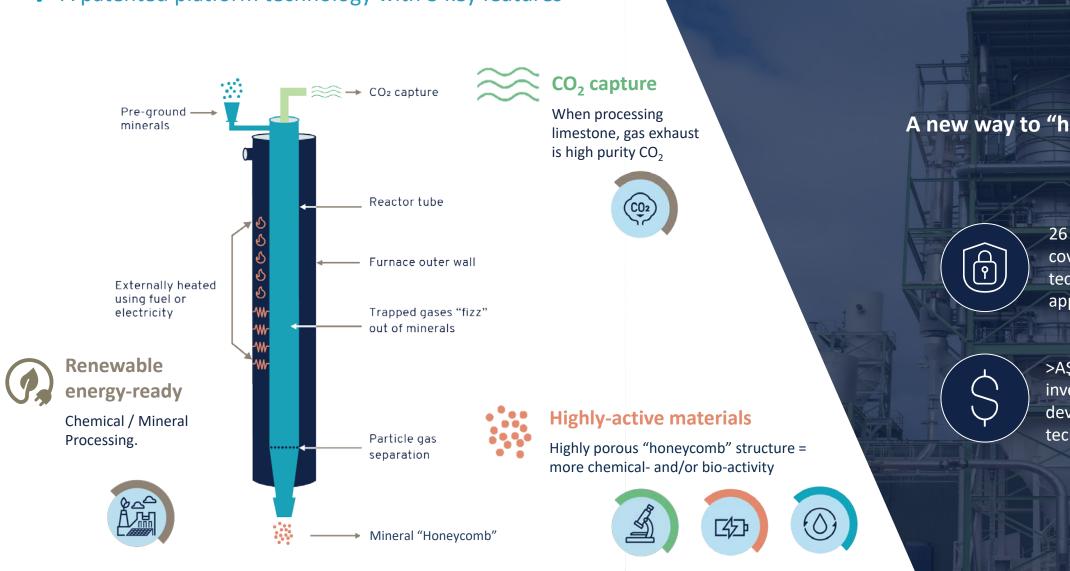
Growing direct / distributor sales

JV / Licensing and / or Equity farm-in / Spin-out

^{*}Frost and Sullivan - Market Opportunity for Calix Flash Calcination : Calix Prospectus 2018, Section 2 for Water, CO₂, Advanced Battery (including Sustainable Processing) and Crop Protection opportunities

Our core technology platform

A patented platform technology with 3 key features





A new way to "heat stuff up"

26 patent families covering core technology and applications

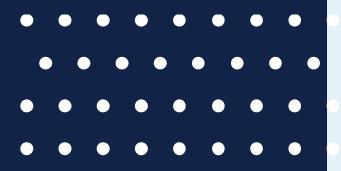
>A\$100m has been invested to date in developing the technology.







Recap – FY21 Results and FY22 Outlook

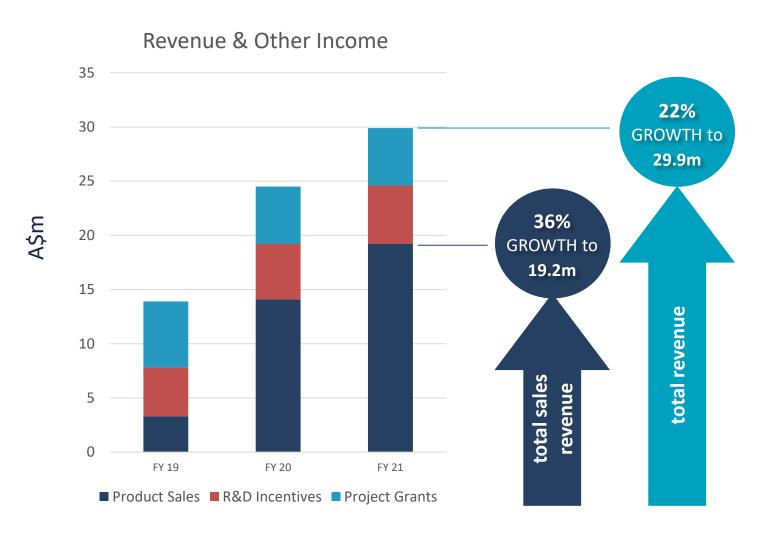




Summary of Results FY21 – Continued Revenue Growth



SALES REVENUES AND PROJECT AND GRANT REVENUES CONTINUE GROWTH TRAJECTORY



Key Take-aways...

Strong growth in total sales & revenue

Project grant income continues with R&D projects funded for up to 3 years

Gross profit & other income up on growing margins

Operating profit remains positive + re-investment for growth continues

Sales Breakdown

- Aus / South East Asia revenue were down ~16% (\$0.7m) largely due to COVID impacts (\$0.5m) on our SEA business compared to FY20
- US revenues continued their growth up ~12% since acquiring the business in December 2019
- Overall gross margin grew to 27% (up from 23% pcp)

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Summary of achievements – FY21 and FY22 YTD





Water

Strong growth of 36% in core product sales

Improved gross margins on sales from 24% to 27%



CO₂ Mitigation

Low Emissions Lime and Cement project passed pre-FEED milestone

MOU's executed with Adbri and Tarmac for CO₂ mitigation projects for lime in Australia and the UK

Part of successful "HILT-CRC" bid for \$39m in Australian government funding – heavy industry decarbonisation



Biotech

Crop protection product continues successful results and initial sales in Europe

3 Materials Transfer agreements executed for marine coatings and trials commenced

\$1m secured under the Australian Governments Modern Manufacturing Modernisation Fund to advance biotech capability



Advanced Batteries

Highly prospective early results – capital raised to enhance in-house capability



Sustainable Processing

Calix electric calciner ordered by SaltX for their novel energy storage system

MOU executed with Pilbara Minerals for "midstream" lithium salt JV

MOU executed with RHIMagnesita for joint development of CO₂ mitigation solution for refractory industry

New patent – iron and steel

March 2021: Successfully raised \$19m through a Placement and subsequent Share Purchase Plan (SPP), providing additional funding for the Company to invest in its advanced battery development program and accelerate the development of its other lines of business.

Sept 2021: Successful €15m raise from US Impact Fund Carbon Direct into the LEILAC Group for a 7% stake

From August: Our FY22 priorities...and progress

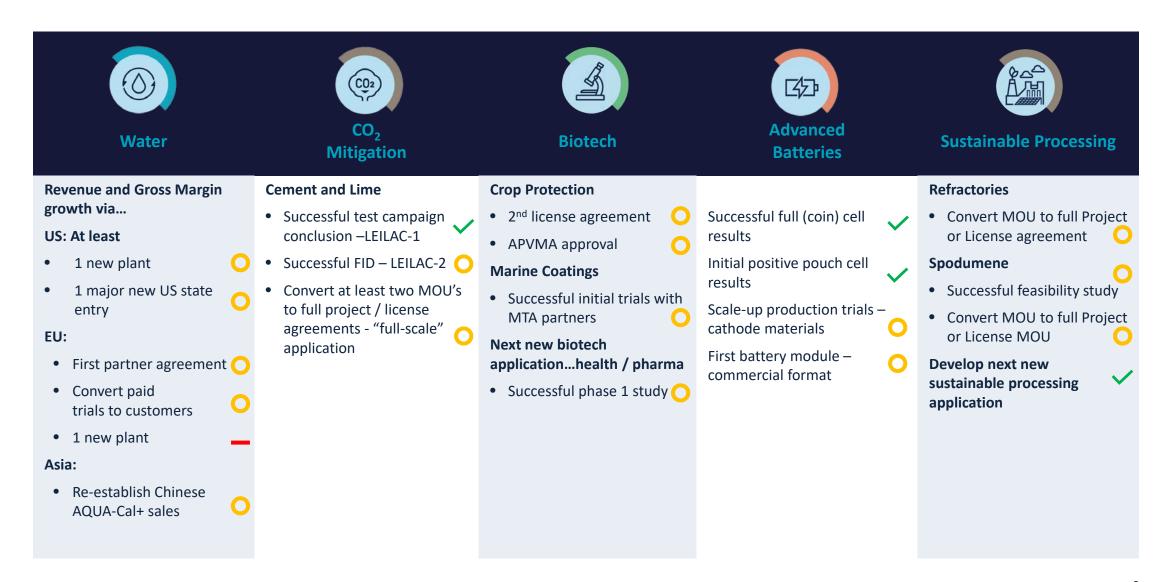


















Decarbonisation



"Environment / Social / Governance" (ESG) Interest is growing



GLOBAL ECONOMIES, COMPANIES AND INVESTMENT FUNDS ARE ALL HEADING IN ONE DIRECTION



66% of global GDP*
and carbon emissions currently
under net-zero commitments.
Source: Energy and Climate
Intelligence Unit



Companies committed to net-zero emissions CAC 40, DOW 30, FTSE100 and IBEX 35. Source: ECOACT



double in 2020
US\$ 8 billion net inflows in Oct 2020
compared to US\$ 3 billion in Dec
2019 globally. Source: BloombergNEF

ESG Exchange Traded Funds



year by 2030
Global investment capital required to achieve net zero outcome**

From USD 1.3 to 4 trillion per

^{*}Includes US – re-joined the Paris Accord in 2021 **IEA World Energy Outlook 2021

The ESG investment theme is only just beginning



"It's not often an investing theme comes along that is both certain, and certainly huge, but we've got one right now. The theme is climate change, or more specifically, the transition to a zero-carbon world."

Alan Kohler – 13 Feb 2021 "The amount of money moving into ESG [environmental, social and governance] or low-carbon strategies has been very, very large. If you look at all of the motivators around the world, this kind of investing is going to be growing very, very quickly over coming years. I think it's something no investor can ignore"

IFM quantitative equities executive director Laurence Irlicht AFR - 15 Mar 2021

"TPG has amassed private equity's largest war chest dedicated to technology aiming to curb climate change amid a growing scramble by investors drawn to one of the world's foremost global challenges. (It) has landed \$5.4 billion in funding for the first close of its new Rise Climate Fund, and is still targeting a total of \$7 billion, up from an initial goal of \$5 billion."

Ryan Price Pitchbook – 27 July 2021 "Climate change is the next major mega-trend, and we believe it represents the biggest investment opportunity since the internet. We're just at the beginning of the next big Scurve, a massive and sustainable decades-long growth trend."

Munro Partners Portfolio Manager James Tsinidis AFR - 1 Sep 2021 "Investors should no longer view the transition to a low-carbon economy as a distant event as it is happening here and now. Climate risk is investment risk, and the narrowing window for governments to reach net-zero goals means that investors need to start adapting their portfolios today. We are still in the early stages of a tectonic shift toward sustainable investing, and the full consequences of this shift are not yet in market prices."

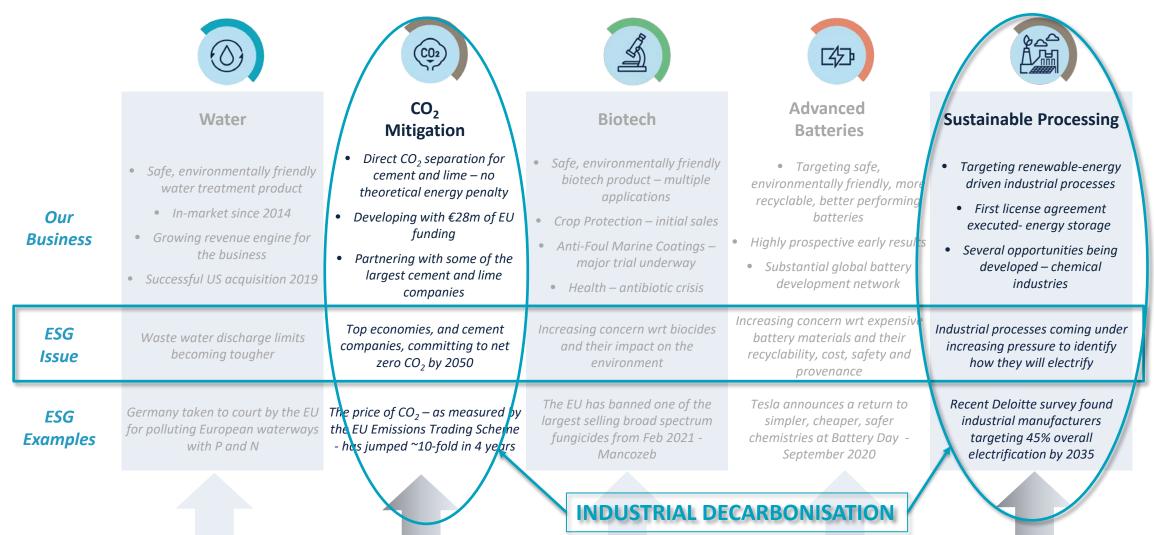
BlackRock's global chief investment strategist - Wei Li in AFR - 1 Sep 2021

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Our business opportunities and ESG tailwinds



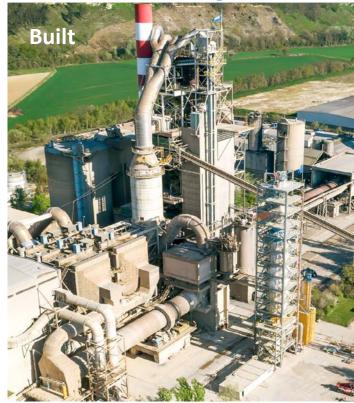
Multiple "shots on goal" ESG opportunity using the one patented core platform technology



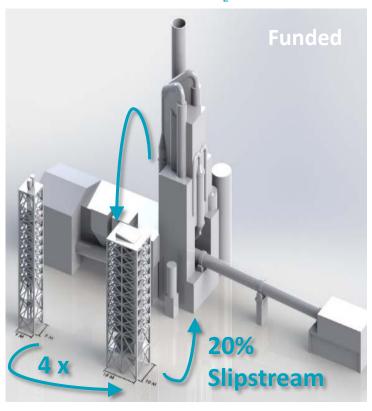
With significant thematic tailwinds, Calix's business is very well positioned to benefit...

CO₂ Mitigation – Calix's LEILAC Technology

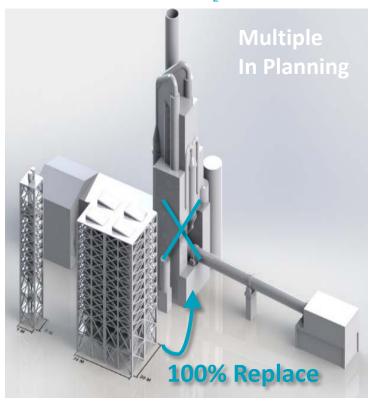
LEILAC-1 Belgium 2019 25,000 Tonnes / Year CO₂



LEILAC-2 Hannover 2023/4 100,000 Tonnes / Year CO₂



LEILAC-3
500,000 Tonnes / Year CO₂





















Our CO₂ business: pilot-proven and funded to demonstration scale

POTENTIAL LOWEST COST CEMENT AND LIME CO₂ SOLUTION - Key Updates



*TRL = NASA "Technology Readiness Level", a scale from 1 (conceptual) to 9 (commercialised and deployed repeatedly). Figures are Calix estimates for cement application

LEILAC represents one of the most advanced, and also the lowest theoretical cost solution to CO₂ mitigation for cement

Option	TRL* (Cement)	Cost € / TCO ₂ Avoided ^e	Advantages	Challenges	Development Pathway
Amine	6ª - 8	55 – 189 ^f	Most advanced technically Can use some lower grade (waste) heat	Millions of tonnes of spent amine to atmosphere – uncertain impact Energy penalty High CAPEX and OPEX	SECURED Norcem Project (400kTpa CO ₂) to TRL 8 by 2025
LEILAC	6 ^b	<23 - 27 ⁱ	Lowest theoretical cost Easily electrified – energy agnostic No new chemicals needed Simple materials of construction	Heat and process integration - retrofit	SECURED LEILAC-2 Project (100kTpaCO ₂) to TRL 7/8 By 2024
Calcium Looping	5°	58 . 6 ^g	No new chemicals needed	High CAPEX and OPEX – end-of-pipe application Heat and process integration – integrated retrofit	UNCLEAR Taiwan Cement no firm commitment Beyond CLEANKER unclear
Svante (Temp swing – MOF sorbent)	4-5 ^j	? (Claim Capital Cost is ½ Amine) OPEX ?	No new chemicals needed	OPEX / Footprint at scale ? MOF Performance over time ? Complex materials and machinery	PLANNED Holcim Colorado Project (725kTpa CO₂) to TRL 8 Date ?
Oxyfuel	4 ^d	42 ^f - 66		Air ingress Air sep energy costs Gas flows	PLANNED Mergelstetten Project (725kTpa CO ₂) to TRL 6/7 Date?

LEILAC-1 Output Report Released – Roadmap
"2050"

- Confirms LEILAC has potential to be lowest cost CO₂ capture technology for lime and cement

Project Discussions	Initial Scoping	Detailed Scoping / MOU	Pre FEED / BOD	FEED	FID + Construction	Operational
23	13	4/1*	2	1		1
		Lime * ADBRI 4 Cement Projects	Hynet - Lime TARMAC ACRICOMPANY EU Lime Project	LEILAC-2		LEILAC-1

Project Pipeline Movements

- **LEILAC-2** in full FEED
- 2 lime projects into pre-FEED
- 2 cement projects into detailed scoping
- 8 new projects into initial scoping
- Overall 10 new projects into the pipeline

^{*}Pending grant funding support

a. Based upon Anhui Conch capture project 50kTpa CO2 capacity

b. Based upon LEILAC-1 project 20kTpa CO2 capacity

c. Based upon Taiwan Cement / ITRI 350 Tpa CO2 capacity, similar "La Pereda" Spain. Also being developed in integrated cycle in CLEANKER project

d. Based upon CEMCAP Project - some elements tested at lab scale and in relevant industrial environment, And Carbon Capture in the Cement Industry: Technologies, Progress, and Retrofitting in

Environmental Science & Technology 50(1) · December 2015 e. Based upon 1 Mtpa Cement Plant - NOAK technology deployed at scale. Includes OPEX + annualised CAPEX (12.5% capital charge, where known) and excluding cost of compression

f. The Swing Adsorption Reactor Cluster for Post-Combustion 02 Capture from Cement Plants - Journal of Cleaner Production 223 (2019) 692 - 703 q. Lower bound of 26.4 was claimed by ITRI for power production – unclear if compression cost included, no public domain information for cement. Higher bound as per the CEMCAP project

h. As tested in CEMCAP project - CO₂ Capture in the Cement Industry, Norcem CO₂ Capture Project (Norway) Energy Procedia 63 (2014) 6455 - 6463 i. LEILAC-1 Output report: 2050 Roadmap, Coal ~27, RDF ~23 including cost of compression, for a LEILAC-2 module (FOAK). The "<" is for NOAK j. Based upon 30TPD test unit (10kTpa) – power plant flue gas (not cement)

^{**}Assuming 12 to 23 % growth in the cement market to 2050 (IEA 2019)

Sustainable Processing

CALIX TECHNOLOGY ... EVERYWHERE! - Key Updates





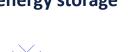






SaltX

Mineral looping CO₂ r energy storage exist





Pilot Project

Bloomberg New Energy Finance predicts Cumulative Energy storage to grow to 942GW by 2040*1



CO₂ reduction into existing magnesia production processes



MOU

15 Million Tonnes *2 per annum global addressable market

Spodumene

Revolutionary at-mine low CO₂ footprint Li salt manufacturing in Australia



MOU

World Bank modelling shows 500% growth of Lithium to 2050*3







LC3

Next Generation Clay Cement

Alumina

Electrifying
Aluminium Oxide
production

Iron and Steel

New patent filed for Calix's ZESTY process

Potential Clay production to meet demand 1.1B Tonnes p.a. *4 Global Alumina production on steady growth past 125Mtpa in 2021 *5 Iron and steel is responsible for 7% of global CO₂ emissions – just behind cement and lime



^{*1} Environment and Energy Study Institute (2019)

^{*2} Based on RHIM being 15% of the global market (RHIM Annual Report 2020)

^{*3} Forecasts indicate that Lithium is on a 500% growth curve by 2050 (World Bank 2017)

^{*4} Mining Industry worldwide statistics and facts (M. Garside 2021, Statista)

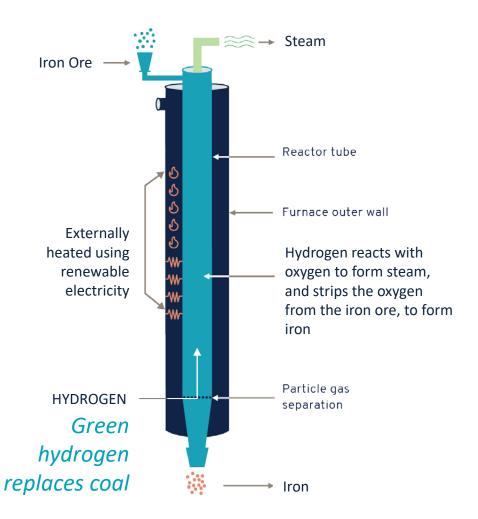
^{*5} Global aluminium oxide production survey, Statista 2021

^{*6} Electrification of Industrials (Deloitte Insights 2021)

Sustainable Processing – Zero Emissions Steel Technology ("ZESTY")

Ocalix

New Patent Filed for Zero Emissions Iron and Steel...

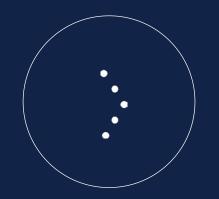


Iron and Steel-making is responsible for 7% of global CO₂ emissions – just behind cement and lime as the largest industrial emitter.

Calix's "ZESTY" (Zero Emissions Steel Technology) Process is using green hydrogen instead of coal, replaces the blast furnace, and is targeting:

- REDUCED TEMPERATURE OF OPERATION
- NO PELLETISATION REQUIRED CAN PROCESS FINES
- ABLE TO BE RENEWABLY POWERED, WITH INTERMITTENT OPERATION
- CAN APPROACH THEORETICAL MINIMUM HYDROGEN USE







Board of Directors and Equity Structure



Board of Directors





Peter Turnbull, AM Non-Executive Chair



Helen Fisher
Non-Executive
Director



Jack
Hamilton
Non-Executive
Director

Experienced Chair and Non-Executive Director with significant board and senior executive experience in the Australian and global resource, energy and technology commercialisation sectors.

Non-Executive Director of Karoon Energy Ltd. (ASX: KAR), Chair of medtech Auxita Pty Ltd, Chair of Airlie Energy, Chair of QADO Group/QADO Ventures and President of the Chartered Governance Institute (London).

Chair of Calix Remuneration and Nomination Committee, and Member of Audit and Risk Management Committee. CEO and Managing Director of Bio Capital Impact Fund (BCIF), a Non-Executive director and Chair of the Audit and Risk Management Committee of Paradigm Biopharmaceuticals Ltd (ASX:PAR) and Chair of the Victorian branch of AusBiotech.

Previously a partner of Deloitte, and led Deloitte's life sciences practice in Australia for 5 years, specialising in the financial services sector, with significant M&A transactions and strategic tax advice to publicly listed and large multinational companies.

Chair of Calix Audit and Risk Management Committee.

30 years multidisciplinary experience in local and overseas energy industries, including as a Director of NWS Ventures (Woodside North-West Shelf project).

Currently the Chairman of AnteoTech Ltd (ASX:ADO) and Non-Executive Director of Hazar Group (ASX:HZR). Previous Non-Executive Director positions include Renu Energy (ASX:RNE) and DUET Group (ASX:DUE).

Chair of Calix Technology Committee, and member of Audit and Risk, and Rem and Nom Committees.



Phil Hodgson Managing Director & Chief Executive Officer



Dr Mark Sceats Executive Director And Chief Scientist

14 years of multidisciplinary experience with Shell, including as the General Manager and Alternate Director of its subsidiary Fuelink Pty Ltd, a \$700m revenue, 300-employee distribution and sales subsidiary.

7 years running a private consultancy providing strategy and M&A services across energy, food, infrastructure and water sectors.

Joined Calix in 2013 as CEO, became a Director in 2014 and is a member of Calix's Technology Committee.

Co-founder of Calix, and a member of Calix's Technology Committee.

Qualified physical chemist with over 52 years' experience, numerous academic roles, and numerous fellowships and recognitions.

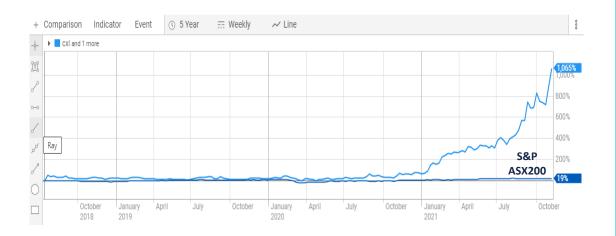
CEO of the Australian Photonics CRC for 14 years.

Author of more than 145 academic papers in physical chemistry and inventor of 42 patented inventions.

Listed on the ASX in July, 2018

ASX:CXL

Share Price Performance Since Listing



Further Equity Detail	As at 15 November 2021	
Free Float	161.0m shares	
Employee Incentive Scheme Rights	6.1m rights	



	As at 15 November 2021
Shares on issue	~161.0m
Share price for IPO Capital Raise	\$0.53 per share
Share price on IPO	\$0.62 per share
Current Share price	\$7.14 per share
Market capitalisation	~\$1.15b

Major shareholders	As at 15 November 2021	
Board & Management	14.5%	
Australian Super Pty Ltd	8.2%	
Nicholas Merriman and associates	6.8%	
Regal Funds Management	5.4%	
Paul Crowther	5.3%	

Glossary



Term	Meaning	
BATMn	Calix's core kiln technology – electrified – for battery and catalyst materials production	
С	Condenser – to cool steam to water	
Carbonation	The capture of carbon dioxide by contacting with lime (calcium oxide), to form limestone (calcium carbonate)	
ccs	Carbon Capture and Storage	
ccus	Carbon Capture, Utilisation and Storage	
CL	Carbonator in the ZESTY Steel process	
CO ₂	Carbon Dioxide	
Coke	Very high carbon material produced from lower grade coal / carbon sources in special kilns	
EAF / C- EAF	Electric Arc Furnace (batch) / Continuous Electric Arc Furnace	
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortisation	
EL	Electrolyser – to break water (H2O) into oxygen (O) and hydrogen (H2)	
Fines	Small particles, which are usually very difficult to handle in kilns etc as they simply get blown out	
Green Hydrogen	Hydrogen that is produced from an electrolyser using renewable energy	
НВІ	Hot Briquetted Iron – "bricks" of relatively high purity iron ready for steel-making	
HRSG	Heat Recovery Steam Generator – a heat exchanger that cools hot product by generating steam, which can be used to drive a turbine to generate electricity	

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Glossary



Term	Meaning	
Iron	The chemical element, represent by "Fe" on the periodic table	
Iron Ore	Iron oxide mixed with various other minerals, as mined and "pre-processed" (purified) as best as possible	
LEILAC	Calix's core kiln technology for Low Emissions Intensity Lime and Cement production with CO ₂ capture	
Metallurgical Coal	Very high carbon coal	
MgO	Magnesium Oxide	
MHL	Magnesium Hydroxide Liquid	
Pelletisation	The formation of pellets from finer materials to aid in handling	
Sponge Iron	Iron Ore that has been reduced (had the oxygen removed)	
Reduce / Reduction	The process by which oxygen is removed	
Reductant	A material that, through its chemical properties, carries out reduction	
Steel	Mainly iron, with some carbon and other trace metals such as nickel, manganese etc depending upon the grade of steel being made	

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Because there's only one Earth...



... Mars is for quitters

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