

Fertoz

FERTOZ LTD (ASX: FTZ)

Organic farm inputs and
premium carbon offsets

**Annual General
Meeting Presentation**

MAY 2022

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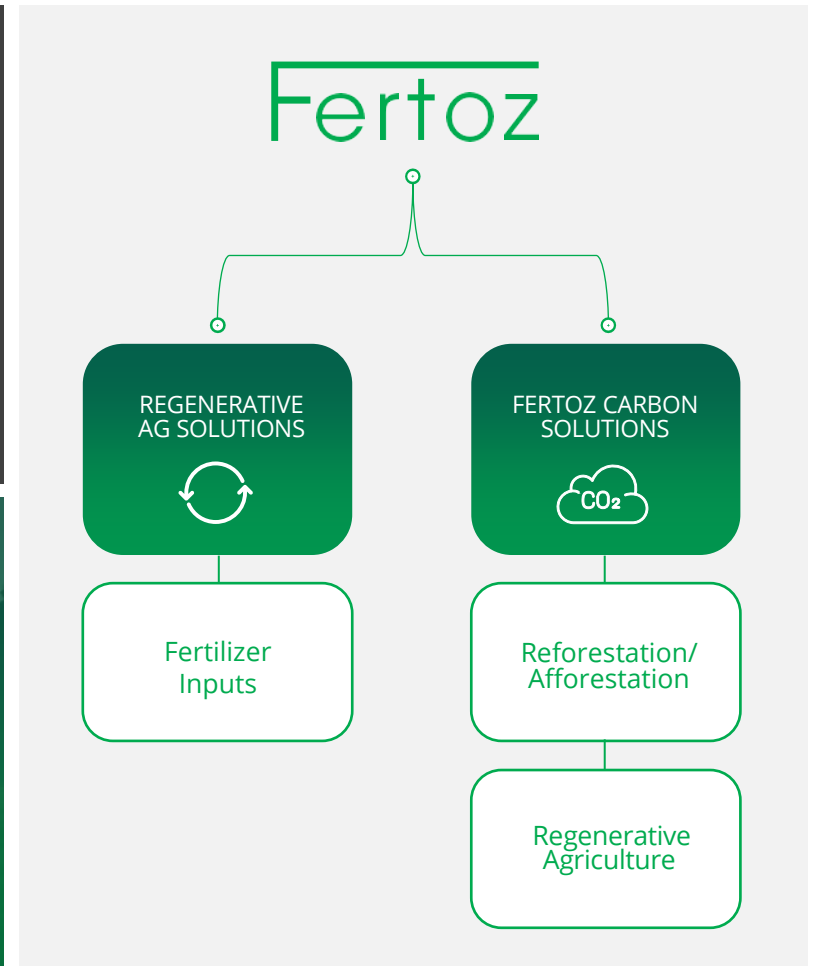
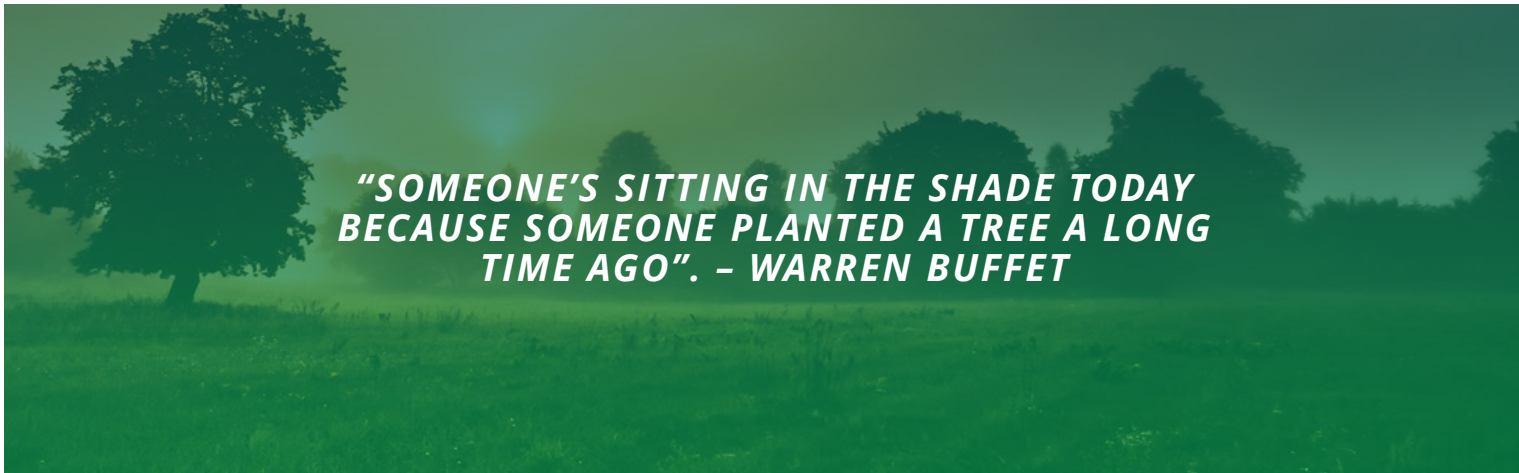
Our Operations & Vision

OUR TWO DIVISIONS:

- **Regenerative Agricultural Solutions**
- **Fertoz Carbon Solutions**

VISION

To become a leading provider of soil health restoration solutions through regenerative agricultural inputs and carbon sequestration, securing the future of our planet.



Our Leadership & Structure

EXPERIENCED BOARD & MANAGEMENT

Patrick Avery	Executive Chairman
Daniel Gleeson	Chief Executive Officer
Stuart Richardson	Non-Executive Director
Greg West	Non-Executive Director

CAPITAL STRUCTURE

Shares on issue *	228.7M
Share price *	\$0.19
Mkt Cap	A\$43.5M
Cash *	A\$4.5M
Debt	Zero
% Held by Top 20	~45%
% Held by BoD	~9%

* As at 25 May 2022

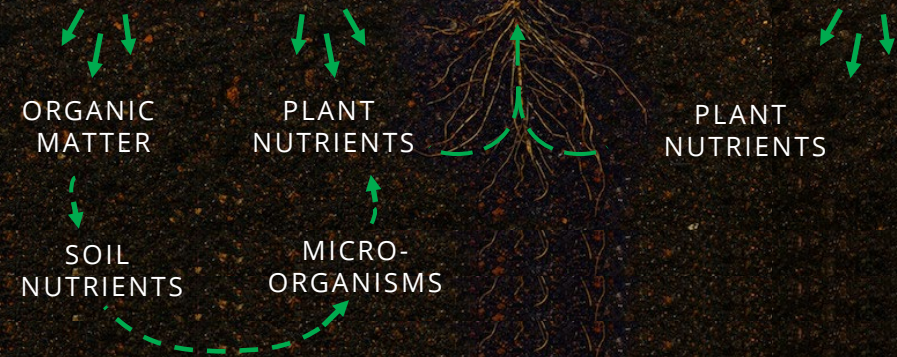


Regenerative Ag

Regenerative agriculture is a conservation and rehabilitation approach to food and farming systems. It focuses on **topsoil** regeneration, increasing biodiversity, improving the water cycle, supporting bio-sequestration, and strengthening the health and vitality of farm **soil**

ORGANIC FERTILIZERS
Feed the soil

SYNTHETIC FERTILIZERS
Feed the Plant



MEDIA

Biden Announces \$2 Trillion Climate Plan

Joe Biden's plan to pay America's farmers to become eco-warriors



Farm News

Lawmakers Seek \$1-Billion for Farm Bill Conservation

By **WOWO Farm Director** - May 10, 2022

General Mills and NFWF announce partnership to accelerate the adoption of regenerative agriculture

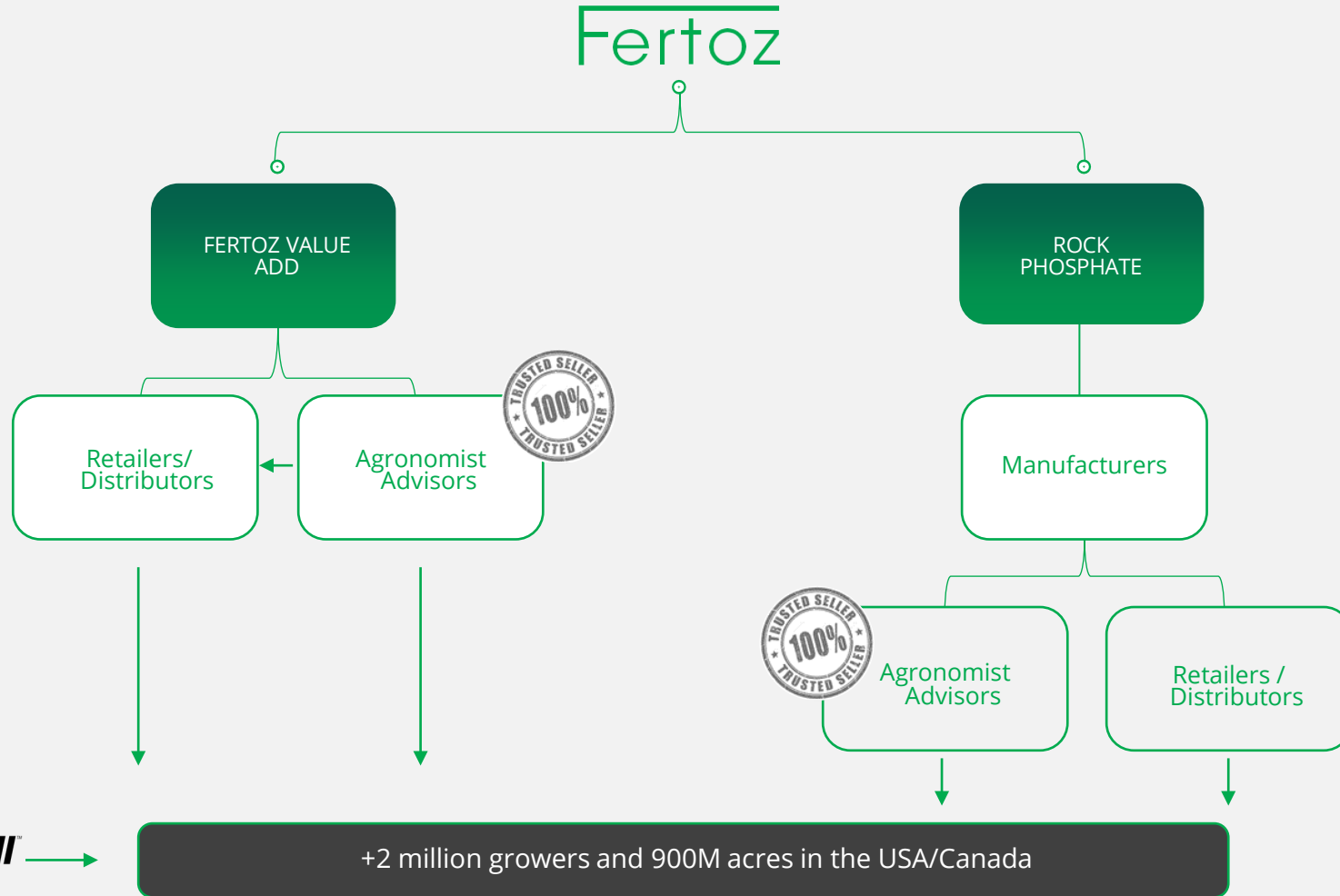
Projects supported by General Mills will help farmers improve soil health and water quality, and reduce greenhouse gas emissions.

Regenerative Ag Solutions

BENEFITS

- Organic
- High P available
- Low Salts
- Slow Release
- Cost Effective

"INFLUENCERS"



"Phosphorous is the main element in terms of quality and volume for regenerative fertilizer"...

JOINT VENTURE OPPORTUNITIES

- Soil conditioners for NPK efficiency
- Complete N-P-K range

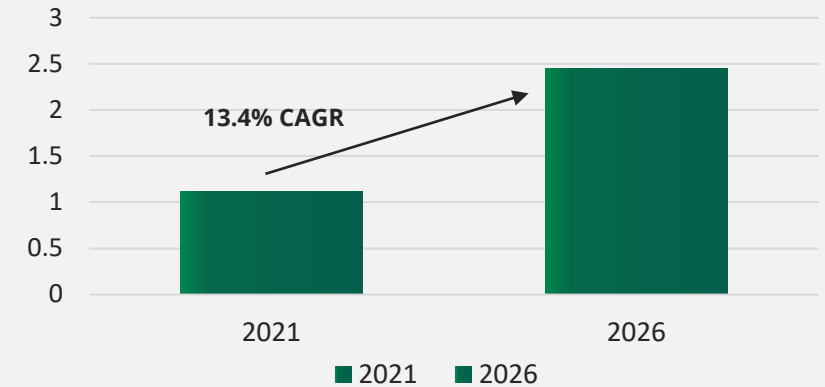
Nutrien
becoming Fertoz buyer.

Regenerative Ag Outlook

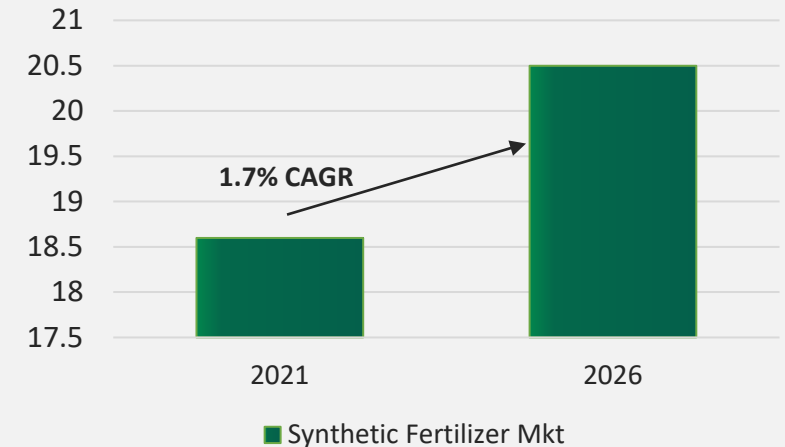
RECORD MARCH QUARTER PHOSPHATE SALES AND VERY STRONG FORWARD ORDER BOOK

- Supply chain disruptions and Ukraine conflict are driving demand for fertilizer
- Advantageous pricing position over synthetic fertilizer importers due to logistics and energy costs
- Record commodity prices in 2022 will secure grower funding for 2023 fertilizer inputs
- Expansion of independent agronomists and regenerative manufacturers to drive sales across Nth America for Fertoz
- Finalize collaborations and joint ventures for cross selling and value-added products
- Continue to target 100% year-on-year growth rate over the next 5 years to exceed 300,000 tons by 2026
- Continue to evolve Sales & Marketing teams to deliver on expectations.

**NORTH AMERICA
ORGANIC FERTILIZER MARKET**
(US\$ billion)



**NORTH AMERICA
SYNTHETIC FERTILIZER MARKET**
(US\$ billion)



The Next Big Opportunity

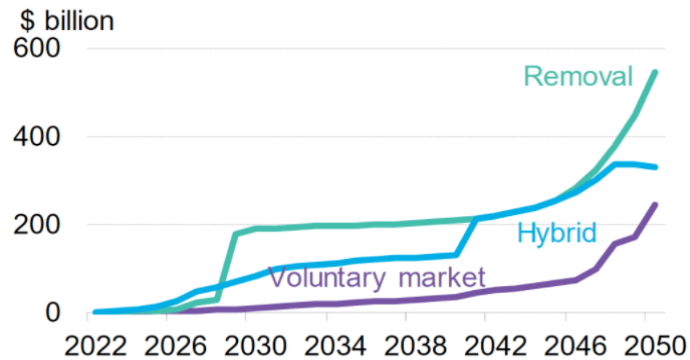
How Carbon Credits will mint the Next Generation of MILLIONAIRES KATUSA Research

- ▶ Currently the voluntary carbon market is worth \$1.5 billion
 - Generated from 223 million credits
 - Estimated 1.6 billion credits needed today
- ▶ “Today, just 21.5% of emissions are covered by carbon pricing initiatives, setting the stage for significant growth in voluntary carbon markets.” **Source: The World Bank**

By 2050, carbon offsets can become homogenized commodity market with an estimated value of \$245-246 billion.

Source: Bloomberg NEF 2021

VOLUNTARY CARBON MARKET VALUE, BY SCENARIO



Source: BNEF Projections for value of voluntary carbon markets over time. Scenarios are based on intersection of price, supply and demand, and are not necessarily representative of how the market will evolve.

THERE IS TOO MUCH CO₂ IN THE ATMOSPHERE AND TOO LITTLE CARBON IN OUR SOILS

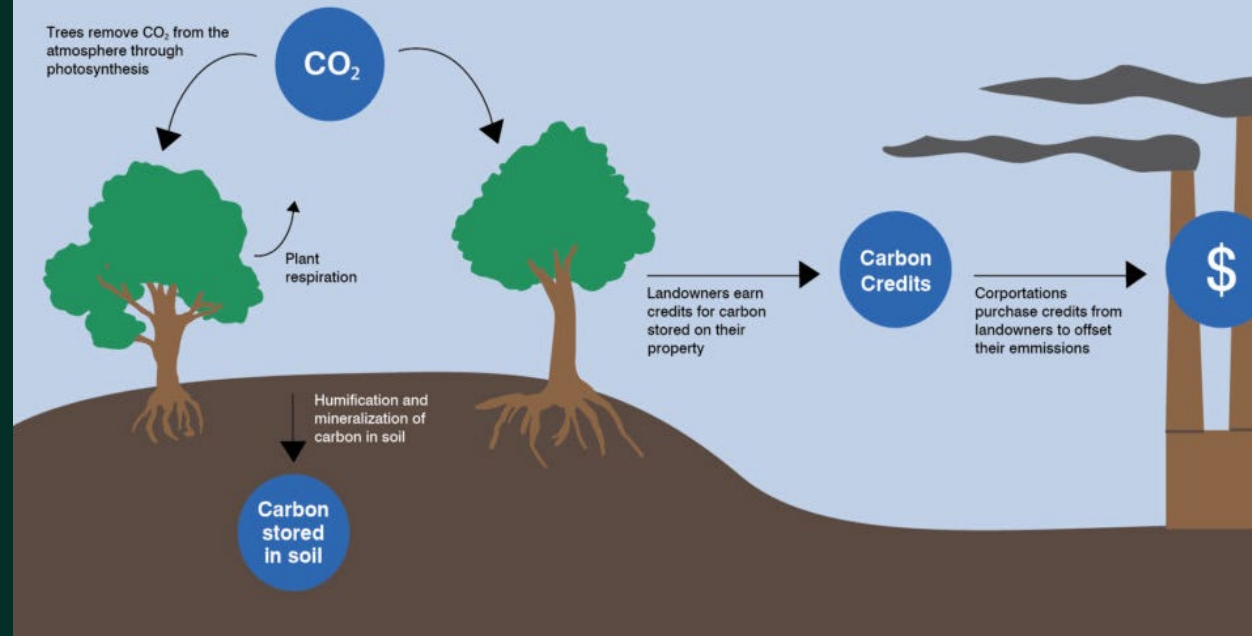
Fertoz Provides Exposure to the Carbon Market

Fertoz will share in carbon credits generated on a project-by-project basis.

We work with agribusinesses and forestry groups to develop commercial carbon projects that sequester and reduce greenhouse gas emissions by implementing sustainable land management practices.

Carbon projects can generate income by selling carbon credits to governments or private enterprise that have carbon reduction targets – regulated and voluntary marketplaces

How Carbon Sequestration and Offset Credits Work



Our fertilizer products (low to carbon neutral) are one of the keys to our competitive advantage in the carbon market and the regenerative Ag emerging trend

Our low to zero carbon phosphate allows farmers to significantly reduce the amount of CO₂ they need to offset, shortening their path to being carbon neutral

Our focus on “Nature” based carbon credits through reforestation, afforestation and soil sequestration are expected to constitute 1/3rd of all VCM credits by 2050

Fertoz Carbon Division



Fertoz

AGRICULTURAL
BASED SOLUTION



FORESTRY /
REFORESTATION
SOLUTIONS



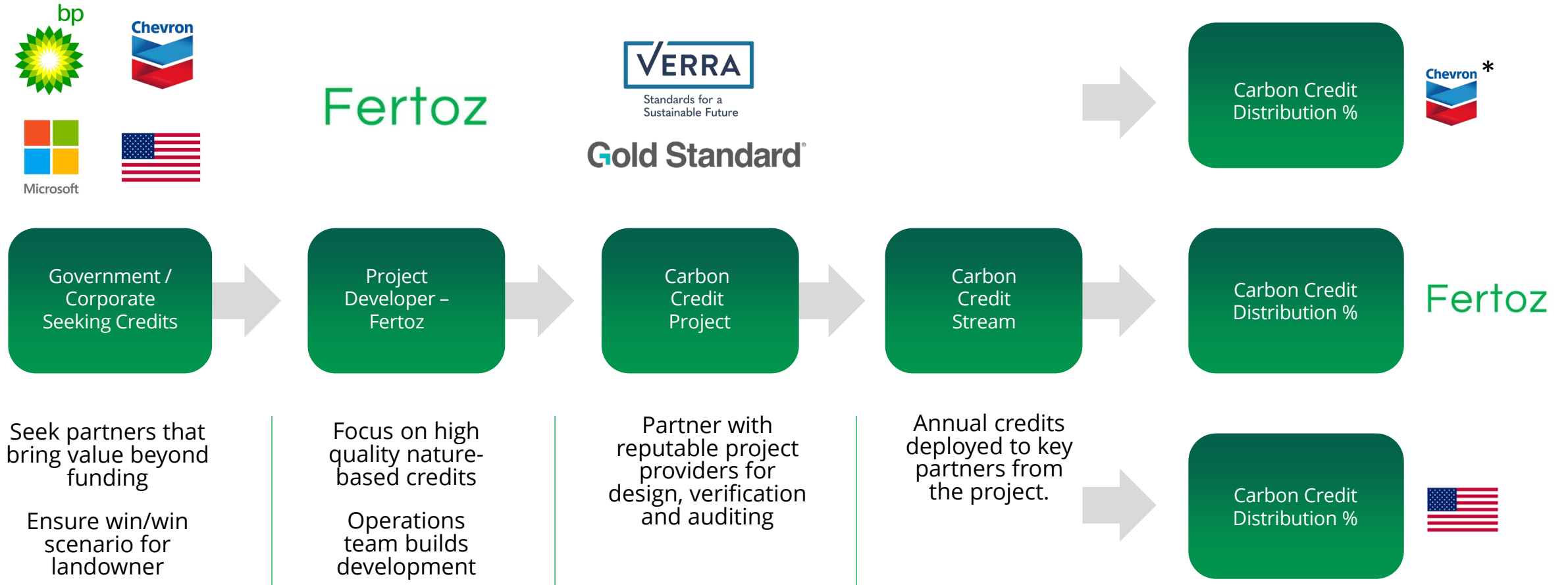
OBJECTIVE – Target grower acreage for approved regenerative ag practices to sequester/avoid carbon

- Partnering with retailers to sign up growers' acres – Trimble Inc as digital platform provider and trader
- Targeting Canada which is well advanced politically and culturally, requiring no soil testing
- **Fertoz development of protocols:**
 - ✓ Conservation Cropping, No-Till – **Approved**
 - ✓ Nitrous Oxide Emissions Reductions (NERP) – **Approved**
 - Cover Crops to Increase Carbon Sequestration – **Pending**
- >600,000 acres in process of signing, targeting 2M acres in 2022

OBJECTIVE – Develop a diversified portfolio of reforestation projects to deliver long-term revenue

- ✓ Focused on structure, methodology, politically & financials
- ✓ Must be REAL, VERIFIABLE, QUANTIFIABLE
- ✓ Targeting high CO₂ sequestering environments >25tons/ha
- ✓ Provide social, environmental and biodiversity
- ✓ First project expected to launch in 2022
- ✓ Currently under NDA for funding with major offtake provider

Fertoz Carbon Stream Example



* Example only

Outlook - The Next 12 Months

Continue to maximize sales growth off record fertilizer prices in 2022

Further expand carbon initiatives adding carbon projects in North America, South America, and Asia (1st project FY 2022)

Develop full-cycle carbon initiatives that generate low carbon grain. Partner with grain buyers, food production, feedstock, and biodiesel companies on grower commodity contracts

Expand highly qualified team in carbon division

Expand contracted growers under “carbon in soil” protocols, trade carbon credits via Trimble blockchain (multi-year contracts)

Secure additional agronomists to expand fertilizer sales in regenerative Ag; adding new products to our range to maximise existing resources

Develop additional soil carbon / crop protocols for North America in partnership with Trimble. Potential in nitrogen replacement (Fertoz-certified NPKS) and carbon offsets on nitrous oxide reductions



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