



Innovations that work.™

ACN 109 200 900

## AUSTRALIAN SECURITIES EXCHANGE ANNOUNCEMENT

**23 November 2020**

### INVESTOR PRESENTATION

Please find enclosed an Investor Presentation. Slides 9 to 19 and slides 24 to 29 are interactive slides and shown individually in the attached PDF.

A handwritten signature in black ink, appearing to read "Gregory H Solomon", set against a light yellow rectangular background.

Gregory H Solomon  
Chairman

This announcement was authorised by the above signatory.  
For any queries regarding this announcement please contact Aaron Gates on +618 9282 5889.



**Investor Presentation  
23 November 2020**

**EDE:ASX**

# Disclaimer

## FORWARD LOOKING STATEMENTS

This presentation includes certain forward-looking statements of Eden's management. Forward-looking statements are statements that contemplate the happening of possible future events and are not based on historical fact. Forward-looking statements may be identified by the use of forward-looking terminology, such as "may", "shall", "could", "expect", "estimate", "anticipate", "predict", "probable", "possible", "should", "continue", "budgeted", "forecast", "targeted" or similar terms, variations of those terms or the negative of those terms. Forward-looking statements should not be read as a guarantee of future performance or results and may not be accurate indications of when or whether such performance or results will be achieved. Forward-looking statements are based on information known to Eden when those statements are made or management's good faith belief as of that time with respect to future events and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements. The forward-looking statements specified in this presentation have been compiled by Eden's management on the basis of assumptions (which may or may not turn out to be accurate) made by management and considered by management to be reasonable. Eden's future operating results, however, are impossible to predict because of risks and uncertainties, and no representation, guarantee, or warranty is to be inferred from those forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements.

Forward-looking statements include, but are not limited to, the following:

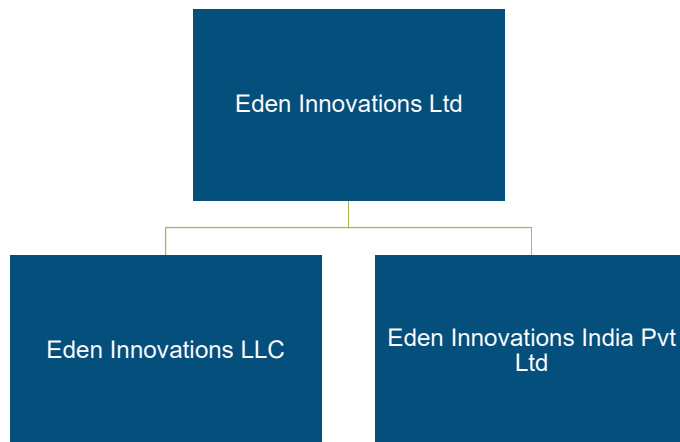
Statements relating to Eden's budgeted, forecast and targeted revenue, future production capacity and sales levels, and business and financial performance; Statements relating to future research and development results and regulatory approvals of Eden's products; Statements relating to Eden's competitive position; and Other statements relating to future developments that you may take into consideration.

Actual results of Eden's operations may differ materially from information contained in the forward-looking statements as a result of risk factors some of which include, among other things: global economic stability, continued compliance with government regulations regarding production and use of carbon nanotubes in the U.S. or any other jurisdiction in which Eden conducts its operations; changing legislation or regulatory environments in the U.S. and any other jurisdiction in which Eden conducts its operations; credit risks and product sales affecting Eden's revenue and profitability; exposure to product liability claims; changes and new competitive products in the specialty concrete admixture industry; the level of market acceptance and demand for EdenCrete™; Eden's ability to effectively market all the product it can produce; Eden's ability to manage its growth, including implementing effective controls and procedures and attracting and retaining key management and personnel; changing interpretations of generally accepted accounting principles; the availability of capital resources, including in the form of capital markets financing opportunities; and general economic conditions.

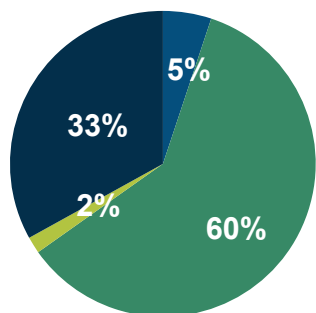
This presentation has been prepared as a summary only and does not contain all information relating to Eden's assets and liabilities, financial position and performance, profits and losses and prospects: it should be read in conjunction with all of the publicly available information in relation to Eden which has been released to the Australian Securities Exchange (ASX Code: EDE).

# Corporate Snapshot

## CORPORATE STRUCTURE



## SHAREHOLDERS



- Board & management
- Aust Institutional & Other
- Overseas Institutional & Other
- Tasman Resources

*Note: Tasman Resources is 38% owned by Eden Innovations Directors Gregory Solomon and Douglas Solomon*

## CAPITAL STRUCTURE

### Eden Innovations Ltd

<b>Symbol</b>	EDE
<b>Issued shares</b>	1,877,410,509
<b>Stock Price <sup>(1)</sup></b>	A\$0.027
<b>Market Cap <sup>(1)</sup></b>	~ A\$50 million
<b>Cash <sup>(1)</sup></b>	~ A\$1.3 million
<b>Debt <sup>(1)</sup></b>	~ A\$5.5 million

1) As at 20 November 2020

# Summary

**COVID-19** - Sales and marketing progress impacted globally in H1 2020  
- Markets re-opening and sales momentum growing rapidly

## EdenCrete® - US

- **Substantial growth** in US EdenCrete® market footprint
- **Sales in 11 states** – California, Colorado, Georgia, Indiana, Kansas, New York, Ohio, Pennsylvania, South Carolina, Texas, Utah.
- **Trials in 15 states** - Colorado, Florida, Georgia, Idaho, Illinois, Indiana, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Utah, Virginia, Wisconsin.
- **First major contract** (for EMP protection) worth up to US\$48 million over 8 years.

## EdenCrete® - International

- **Sales** in 3 countries - Australia, India and Israel.
- **Trials** in 6 countries - Australia, France, Greece, India, Israel, Korea.

## OptiBlend®

- **Sales** (over past 10 years) - US, India, Nigeria, Bangladesh, Dubai.
- **India - Significant market growth emerging** - driven by proposed government ban on diesel-only powered generators in greater Delhi area during winter due to air pollution.

## EdenPlast®

- **Commercialisation underway**
- **First trial of CNT enriched EdenPlast® masterbatch** in progress in Japan.

**Hydrogen** - emerging interest - US, Europe, Japan, India, Australia, Russia.



# EdenCrete®

## Growth of EdenCrete® Market Footprint

### USA

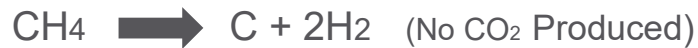
#### Sales in 11 States; Trials in 15 States

- 44 companies in 9 States now using or specifying EdenCrete® products in a variety of applications.
- 18 companies purchased EdenCrete® products for the first time in 2020.
- 19 companies have EdenCrete® bulk tanks or totes, with dispensing equipment, in 22 plants across 9 States.
- The 44 companies using or specifying the use of EdenCrete® products comprise:
  - 27 ready mix companies in 9 States;
  - 7 shotcrete operators in 3 States;
  - 6 contractors;
  - 2 precast concrete manufacturers; and
  - 2 engineering consultants.
- 16 potential new customers (approx. 290 plants in 6 States) awaiting trials when lockdown restrictions lift

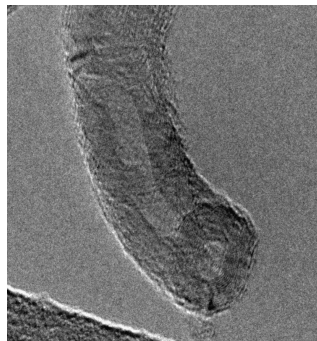
### International

- **Sales: 3 current international customers** in Australia, India and Israel.
- **Trials: 6 trials** in Australia, India, Israel, France, Korea and Greece. Trials in further countries under discussion.
- **Indian market-** significant potential : large population; an abundant supply of low cost fly-ash from its many coal fired power stations, that, with EdenCrete® Pz, can be substituted for cement to produce a high quality, low cost concrete.
- **Parchem Construction Supplies**, the Australian EdenCrete® distributor, has approx. 40 trials underway or requested.

## Core Expertise – Carbon Nanotubes and Hydrogen



Harnessing the benefits of carbon nanotube technology for commercial application in concrete and plastics.



TEM image of Eden's MWCNT

### **Key properties:**

- Tensile Strength: 100-300x steel
- Weight: ~17% of steel
- Highly conductive: thermally and electrically

## How carbon nanotubes work



Act as nucleation points for dense cement hydration - builds on all surfaces of CNT



Create quintillions ( $10^{18}$ ) of flexible, super-strong carbon nano-structures throughout the concrete



Produces denser, stronger, tougher and more durable concrete

## EdenCrete® Range



**EdenCrete®** is a cost effective, carbon nanotube enriched liquid admixture that is mixed into wet Portland concrete:

- Increases flexural, tensile & compressive strength, and abrasion resistance;
- Reduces shrinkage, permeability and damage from salt and chemicals and increases freeze / thaw resistance.

**EdenCrete® Pz** is a cost effective, carbon nanotube enriched liquid admixture that is mixed into any wet concrete:

- Often increases compressive strength and abrasion resistance and may also improve flexural strength and other characteristics.

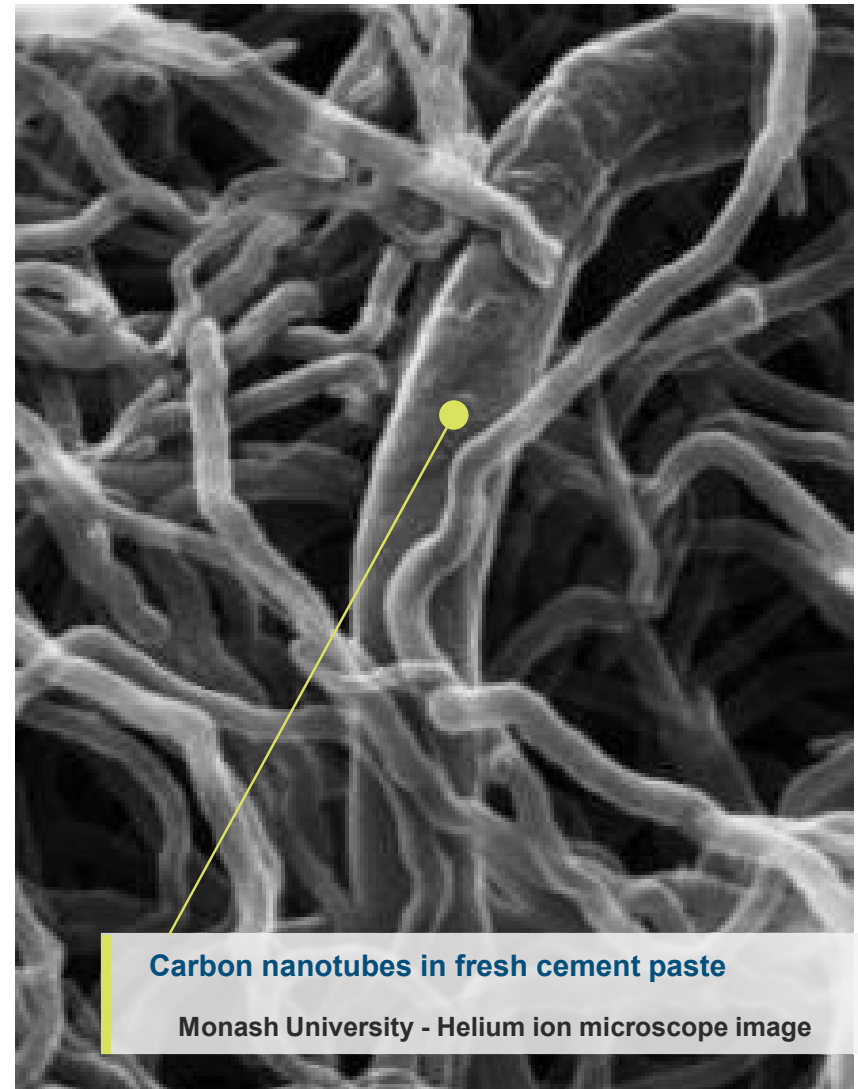
### *All key qualities for infrastructure*

#### **EdenCrete®**

Suitable for Portland cement

#### **EdenCrete® Pz**

Suitable for both Pozzolanic and Portland cements



**Carbon nanotubes in fresh cement paste**

Monash University - Helium ion microscope image



## OptiBlend®

### 100% owned, world leading dual fuel system

OptiBlend® is a custom fitted dual fuel system designed and produced by Eden that allows conventional diesel engines to run on natural gas as its primary fuel without modifying the engine or the diesel fuel system.

- **Displaces up to 70% of diesel fuel** with natural gas;
- **Lower fuel costs, lower emissions** and increased runtime;
- **Highly efficient, cost effective system** that reduces fuel cost and emissions;
- **Used by Cummins** on its oil/gas drilling power module using 3 Tier II gensets;
- **Suitable for most makes of diesel engines**; installed on most major global brands;
- **Marketed in US and India for over 10 years** – highly reliable and durable, long proven in the market place;
- **Over 200 systems sold and installed** over the past 10 years across USA and India and in a number of Middle East and East Asian countries; and
- **Significant potential market emerging in India** and in particular in Delhi where extreme air pollution has resulted in a proposed government ban on use of gensets during winter running solely on diesel fuel.



OptiBlend® Fuel Control Valve (left) and Air-Gas Mixer (right)

 **OptiBlend™**

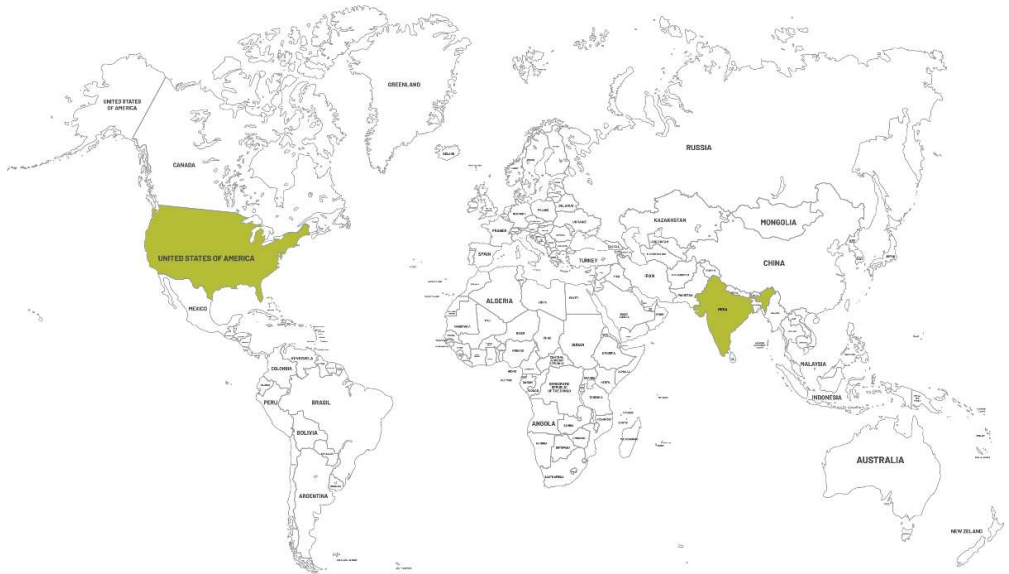
YEAR 2009



**SALES**  
International  
USA

**NEW LOCATION**  
India  
Kentucky

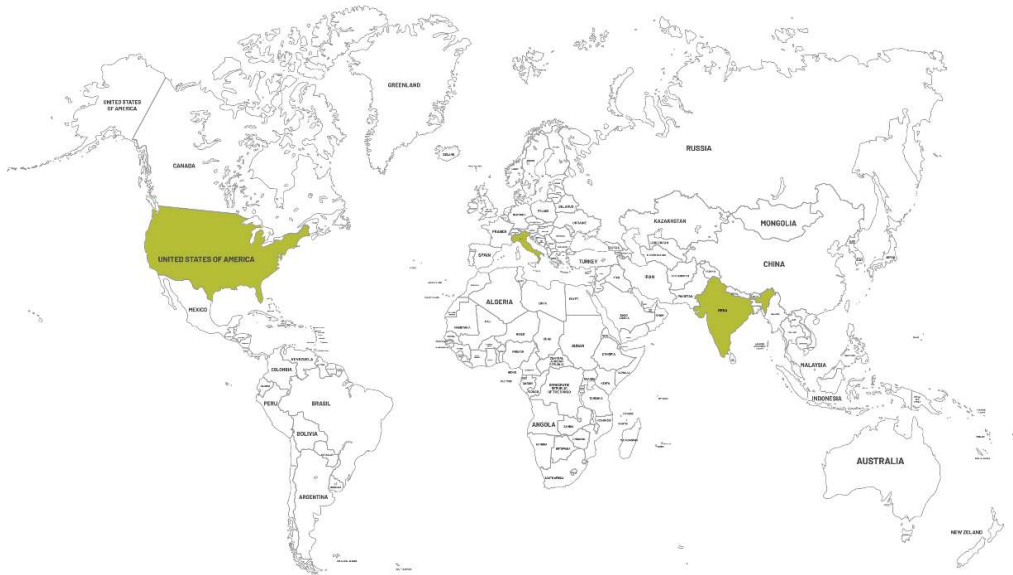
**YEAR**  
2009  
2009



YEAR 2011



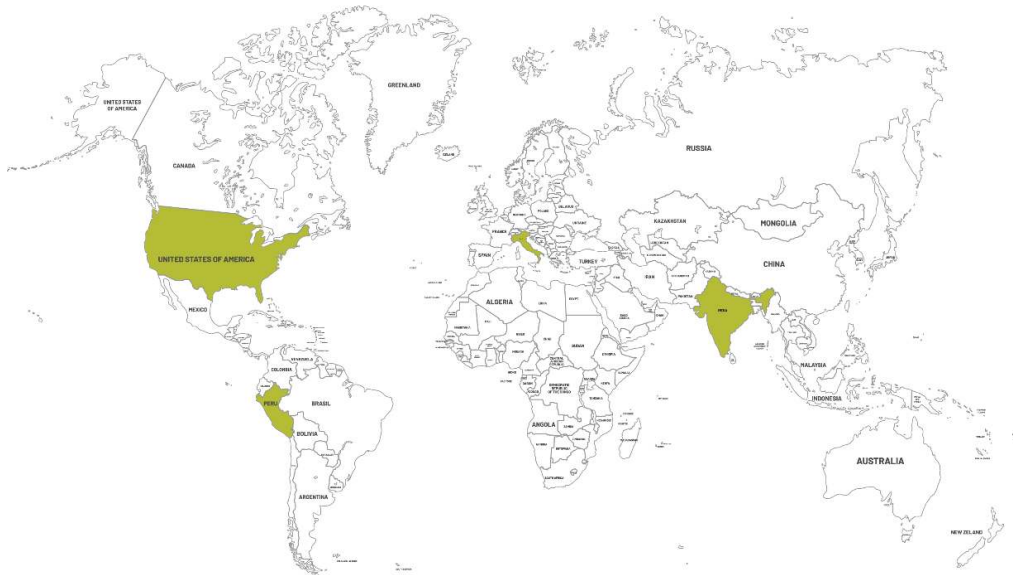
SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
<b>USA</b>	<b>Tennessee</b>	<b>2011</b>
<b>USA</b>	<b>Montana</b>	<b>2011</b>
International	Italy	2011



YEAR 2012



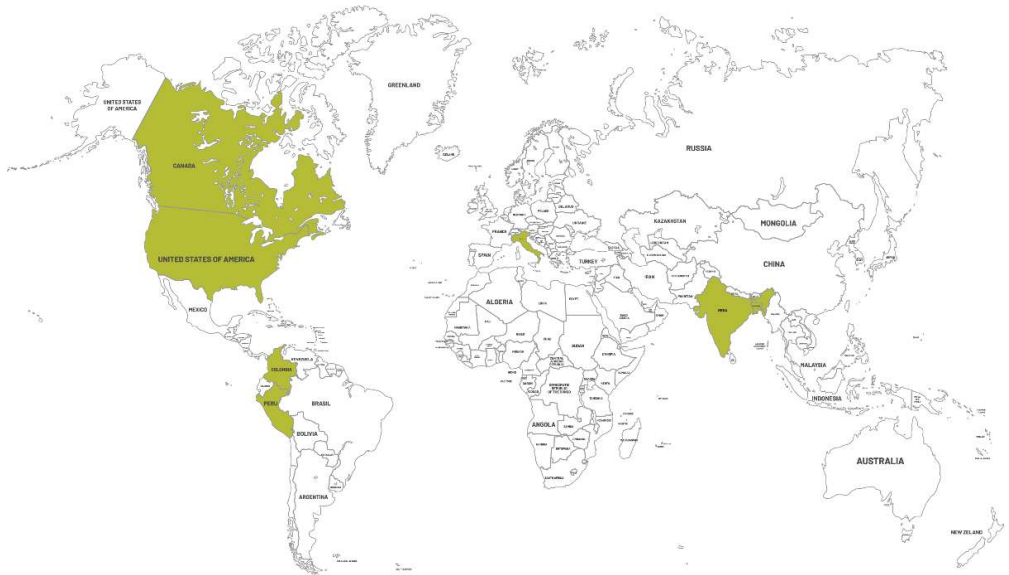
SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
<b>USA</b>	<b>Texas</b>	<b>2012</b>
<b>International</b>	<b>Peru</b>	<b>2012</b>
<b>USA</b>	<b>Colorado</b>	<b>2012</b>
<b>USA</b>	<b>Kansas</b>	<b>2012</b>



YEAR 2013



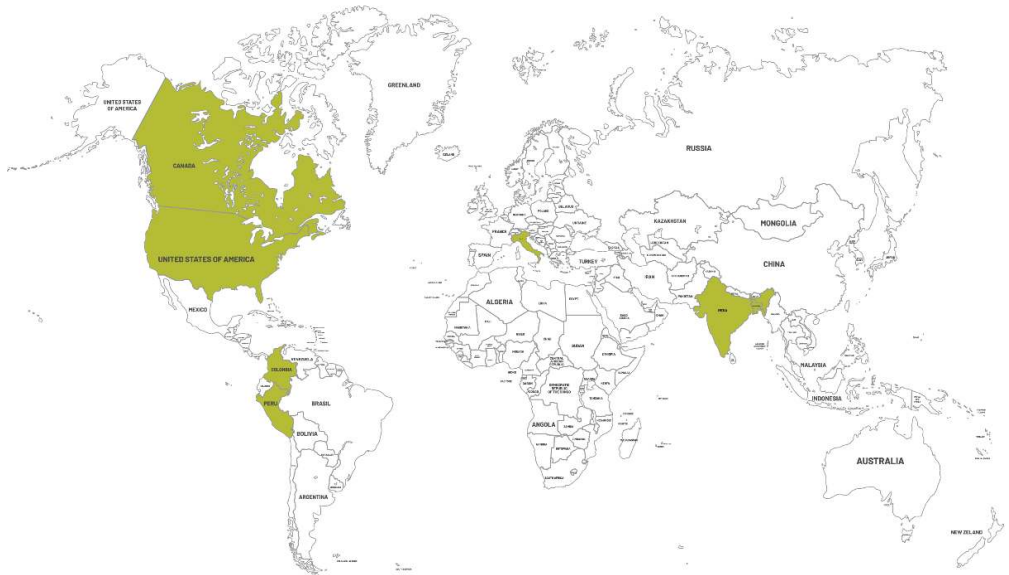
SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
USA	Texas	2012
International	Peru	2012
USA	Colorado	2012
USA	Kansas	2012
<b>International</b>	<b>Canada</b>	<b>2013</b>
<b>International</b>	<b>Bangladesh</b>	<b>2013</b>
<b>USA</b>	<b>Arizona</b>	<b>2013</b>
<b>USA</b>	<b>Oklahoma</b>	<b>2013</b>
<b>USA</b>	<b>Louisiana</b>	<b>2013</b>
<b>USA</b>	<b>Wyoming</b>	<b>2013</b>
<b>International</b>	<b>Colombia</b>	<b>2013</b>



YEAR 2014



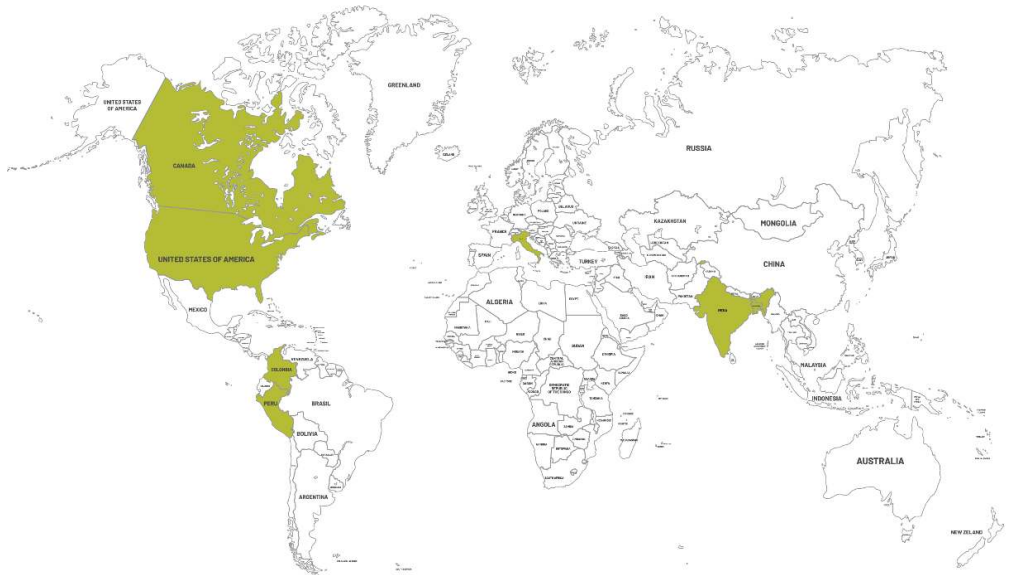
SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
USA	Texas	2012
International	Peru	2012
USA	Colorado	2012
USA	Kansas	2012
International	Canada	2013
International	Bangladesh	2013
USA	Arizona	2013
USA	Oklahoma	2013
USA	Louisiana	2013
USA	Wyoming	2013
International	Colombia	2013
<b>USA</b>	<b>Alabama</b>	<b>2014</b>
<b>USA</b>	<b>New Mexico</b>	<b>2014</b>
<b>USA</b>	<b>Virginia</b>	<b>2014</b>
<b>USA</b>	<b>Florida</b>	<b>2014</b>



YEAR 2015



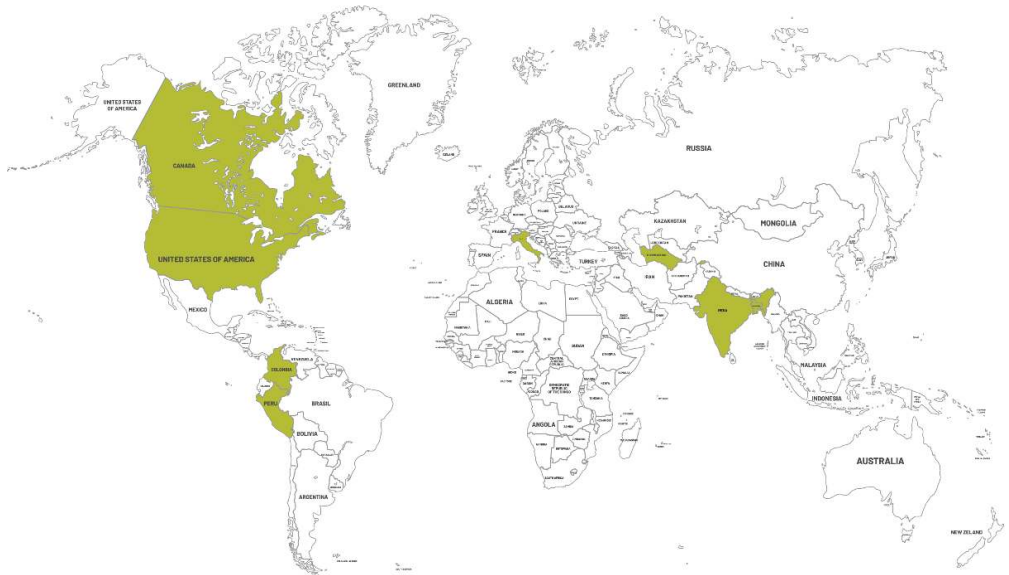
SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
USA	Texas	2012
International	Peru	2012
USA	Colorado	2012
USA	Kansas	2012
International	Canada	2013
International	Bangladesh	2013
USA	Arizona	2013
USA	Oklahoma	2013
USA	Louisiana	2013
USA	Wyoming	2013
International	Colombia	2013
USA	Alabama	2014
USA	New Mexico	2014
USA	Virginia	2014
USA	Florida	2014
<b>International</b>	<b>Tajikistan</b>	<b>2015</b>
<b>USA</b>	<b>Indiana</b>	<b>2015</b>
<b>USA</b>	<b>Washington</b>	<b>2015</b>



YEAR 2016



SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
USA	Texas	2012
International	Peru	2012
USA	Colorado	2012
USA	Kansas	2012
International	Canada	2013
International	Bangladesh	2013
USA	Arizona	2013
USA	Oklahoma	2013
USA	Louisiana	2013
USA	Wyoming	2013
International	Colombia	2013
USA	Alabama	2014
USA	New Mexico	2014
USA	Virginia	2014
USA	Florida	2014
International	Tajikistan	2015
USA	Indiana	2015
USA	Washington	2015
<b>USA</b>	<b>New Jersey</b>	<b>2016</b>
<b>USA</b>	<b>Delaware</b>	<b>2016</b>
<b>International</b>	<b>Turkmenistan</b>	<b>2016</b>

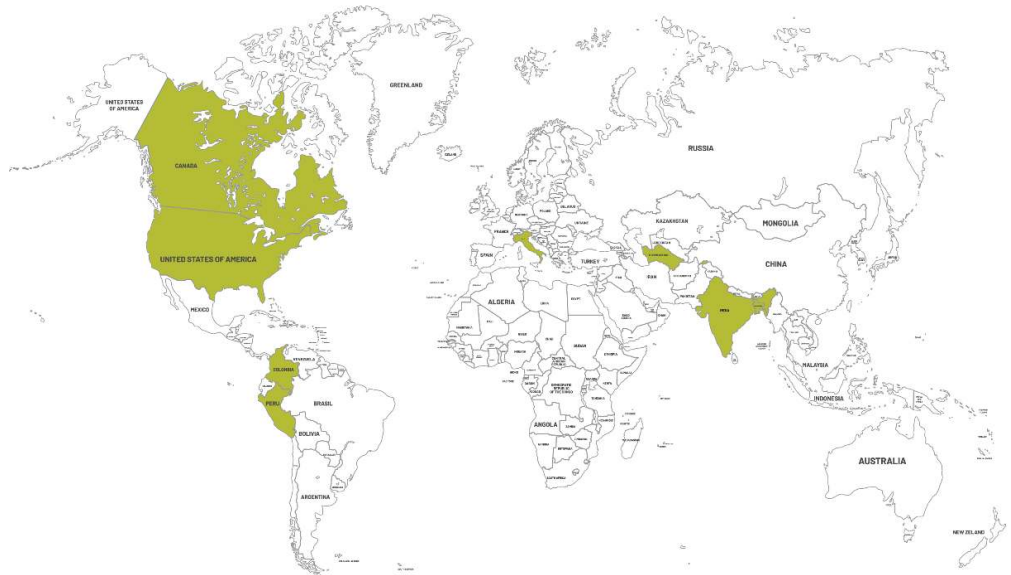




YEAR 2017



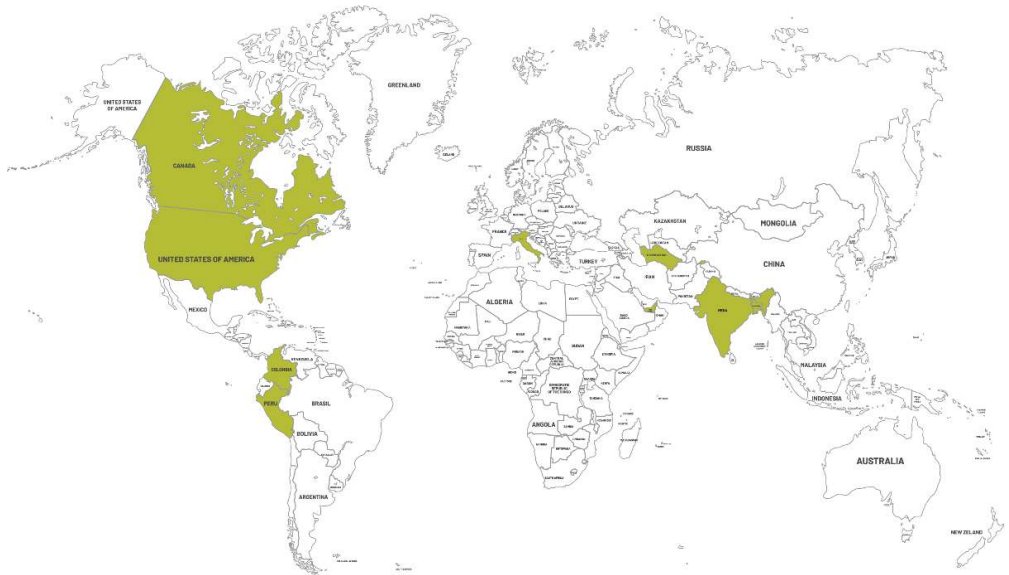
SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
USA	Texas	2012
International	Peru	2012
USA	Colorado	2012
USA	Kansas	2012
International	Canada	2013
International	Bangladesh	2013
USA	Arizona	2013
USA	Oklahoma	2013
USA	Louisiana	2013
USA	Wyoming	2013
International	Colombia	2013
USA	Alabama	2014
USA	New Mexico	2014
USA	Virginia	2014
USA	Florida	2014
International	Tajikistan	2015
USA	Indiana	2015
USA	Washington	2015
USA	New Jersey	2016
USA	Delaware	2016
International	Turkmenistan	2016
<b>USA</b>	<b>Georgia</b>	<b>2017</b>
<b>USA</b>	<b>Maryland</b>	<b>2017</b>



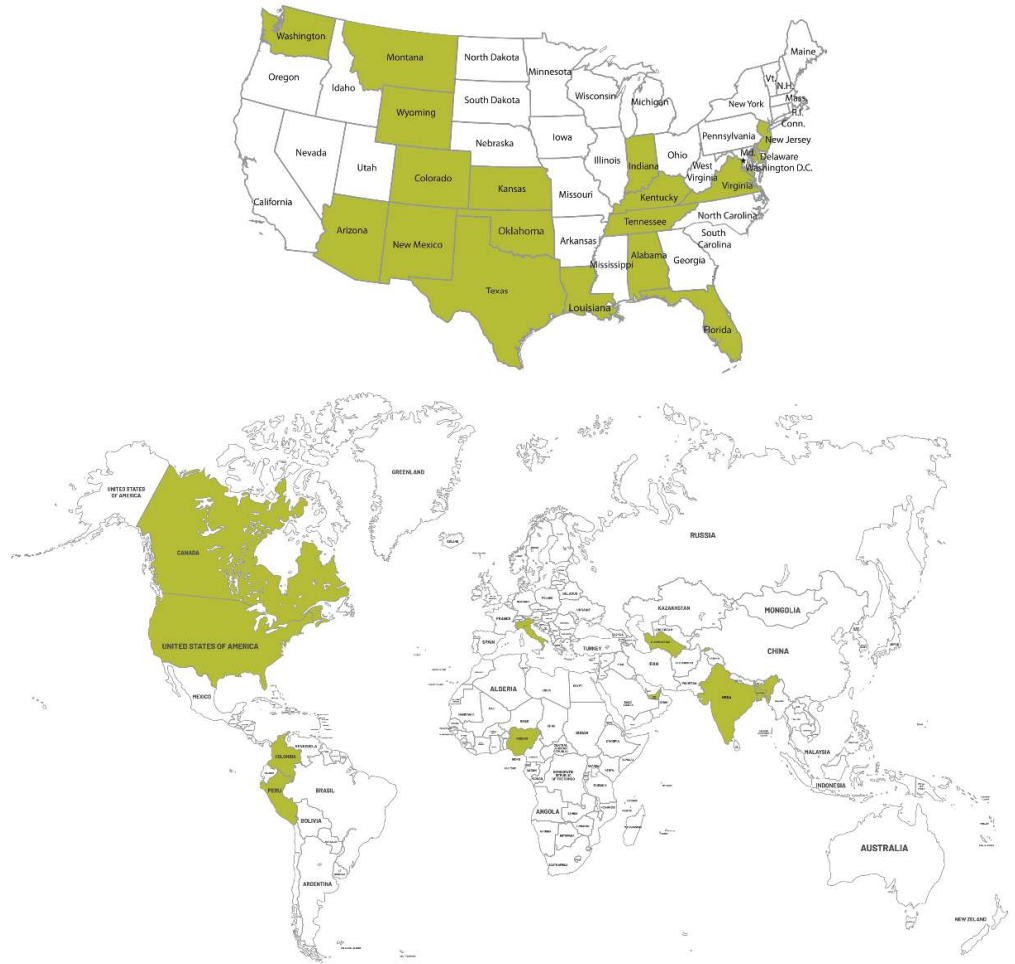
YEAR 2018



SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
USA	Texas	2012
International	Peru	2012
USA	Colorado	2012
USA	Kansas	2012
International	Canada	2013
International	Bangladesh	2013
USA	Arizona	2013
USA	Oklahoma	2013
USA	Louisiana	2013
USA	Wyoming	2013
International	Colombia	2013
USA	Alabama	2014
USA	New Mexico	2014
USA	Virginia	2014
USA	Florida	2014
International	Tajikistan	2015
USA	Indiana	2015
USA	Washington	2015
USA	New Jersey	2016
USA	Delaware	2016
International	Turkmenistan	2016
USA	Georgia	2017
USA	Maryland	2017
International	United Arab Emirates	2018



YEAR 2020



SALES	NEW LOCATION	YEAR
International	India	2009
USA	Kentucky	2009
USA	Tennessee	2011
USA	Montana	2011
International	Italy	2011
USA	Texas	2012
International	Peru	2012
USA	Colorado	2012
USA	Kansas	2012
International	Canada	2013
International	Bangladesh	2013
USA	Arizona	2013
USA	Oklahoma	2013
USA	Louisiana	2013
USA	Wyoming	2013
International	Colombia	2013
USA	Alabama	2014
USA	New Mexico	2014
USA	Virginia	2014
USA	Florida	2014
International	Tajikistan	2015
USA	Indiana	2015
USA	Washington	2015
USA	New Jersey	2016
USA	Delaware	2016
International	Turkmenistan	2016
USA	Georgia	2017
USA	Maryland	2017
International	United Arab Emirates	2018
<b>International</b>	<b>Nigeria</b>	<b>2020</b>

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# EdenPlast<sup>®</sup>

## Eden Commercialising EdenPlast<sup>®</sup>

### CNT enriched plastics

- Patented, cost effective process.
- Uses CNT produced by Eden.

### Highly encouraging results

- < 50% increase in stiffness.
- Increase in electrical conductivity.

### Current target markets

- Automotive, aerospace, packaging.
- Batteries - cathodes.
- Non-corroding reinforcing material.
- Global plastics market ~US\$600 billion p.a.

### Commercialisation

- First trial with CNT enriched masterbatch in progress in Japan.

### Research

- Eden/UQ awarded new \$376,518 ARC grant.



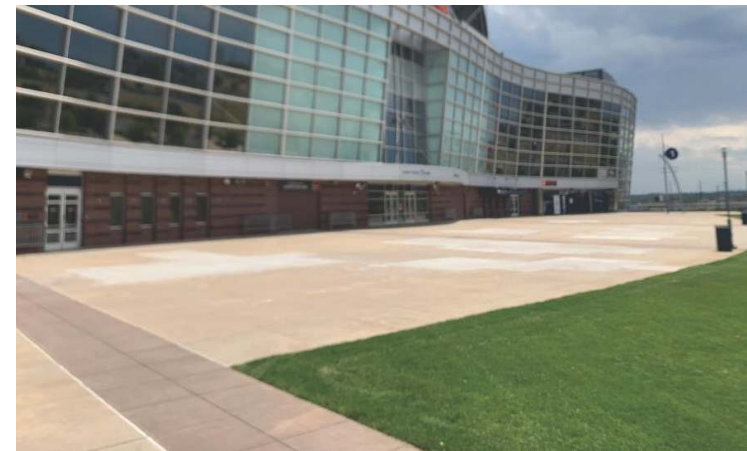
## Infrastructure Target Markets

- Roads, Bridges, Tunnels
- Ports and marine applications
- Airports
- Railways
- Dams and water systems
- Bus transit stations / light rail
- Toll Roads
- Public / Private Partnerships



## Commercial Target Markets

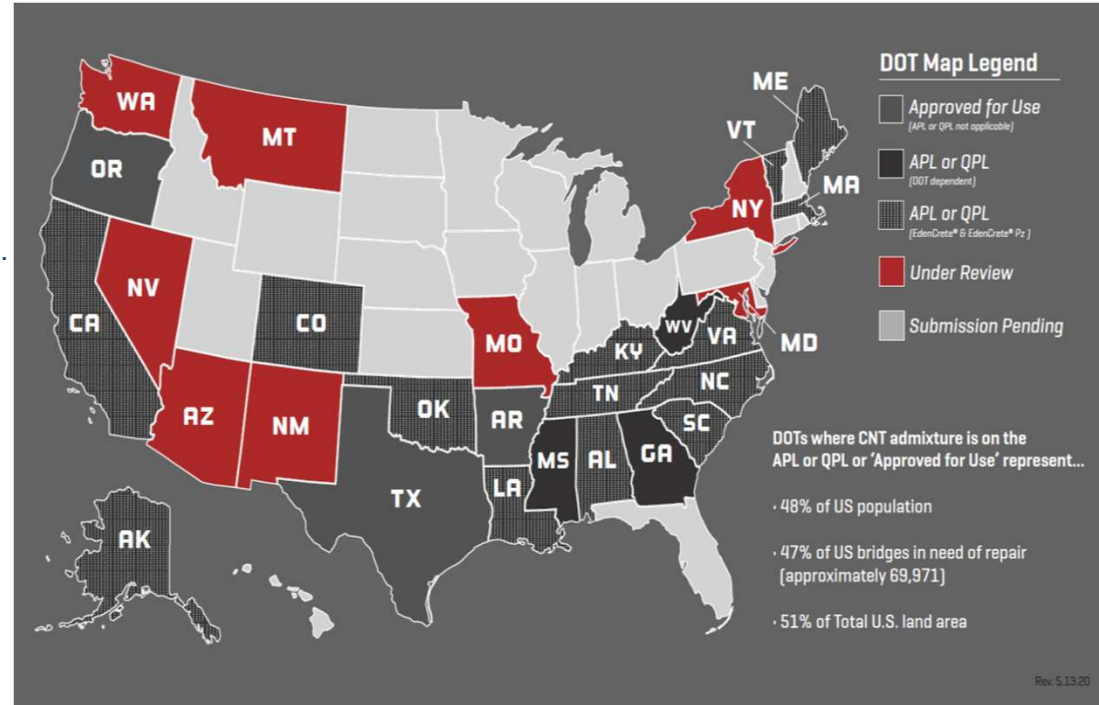
- Hardstand areas
- Factories
- Showrooms
- Warehouses / logistics hubs
- Waste transfer stations
- Driveways / car parks
- Retaining walls/ swimming pools
- Precast
- Building / construction
- Stadiums



# EdenCrete®

## Current Major/ Emerging US markets

- **Infrastructure**
  - 2015 FHWA report - 146,418 US bridges (24%) structurally deficient or functionally obsolete.
  - EdenCrete® approved by 20 State DOTs/ FHWA in Georgia.
  - Roads/ bridges – In use in Georgia, Colorado, Texas, Ohio.
  - Water treatment plant - South Carolina.
- **Shotcrete, Pumping, Mining** - Colorado, Illinois, Kansas.
- **Ready mix** - Colorado, Georgia, New York.
- **Industrial flooring** - Georgia, Colorado, South Carolina, Texas.
- **Mid - High Rise Construction** - New York, Chicago, Kansas.
- **Ports and Marine** - Georgia, South Carolina.
- **Industrial Flooring** - Georgia, South Carolina, Colorado.
- **EMP Protection** - West Virginia.
- **Stadiums / Sporting facilities** – Colorado
- **Emerging applications**- 3D printing, Mobile volumetric batching



# EdenCrete®

## EdenCrete® - Major Achievements in Sales and Marketing

**US Roads and Bridges** - Approved in 20 States, in use in 4 States (2017- specified by GDOT in repair specifications)  
- 2 GDOT/ FHWA major highway repair contracts (total sales value over US\$1.1 million)  
- I-70 in Denver- continually used in shotcrete for stabilisation/ retaining walls since 2018

**US Ports** - Successful trial completed with Port of Savannah, first GPA contract awarded; Discussions with South Carolina Port Authority.

**US Waste Water Treatment** - included in first project in South Carolina.

**US Electro-Magnetic Pulse (EMP) Protection** - major contract awarded worth up to US\$48 million over 8 years.

**US Ready Mix**- used by 28 ready mix companies across 10 States.

**US Shotcrete** - used by 7 ready mix companies across 2 States.

**US Warehouses/ Industrial Flooring** –8 projects for major industrial companies (including 4 times by one company).

**US Mid-High rise Construction**- used in 2 States and trialed in a third

**US Contractors/ Engineers** - regularly used/ recommended by 6 contractors, 2 pre-cast and 2 engineering companies.

**US Sporting Stadiums and Arenas** - used on 9 different repairs projects at a professional Denver sporting facility.

**International Sales** - in 2020 the first international sales to Australia, India and Israel have taken place.



**YEAR 2015**



**EdenCrete**<sup>®</sup>

**TRIALS**

USA  
USA  
USA

**NEW LOCATION**

Georgia  
South Carolina  
Indiana

**YEAR**

2015  
2015  
2015

**SALES**

USA

**NEW LOCATION**

Indiana

**YEAR**

2015



**YEAR 2016**



**EdenCrete**

TRIALS	NEW LOCATION	YEAR
USA	Georgia	2015
USA	South Carolina	2015
USA	Indiana	2015

SALES	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016



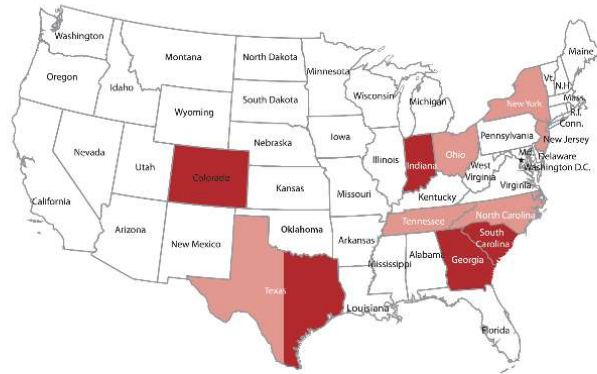
**YEAR 2017**

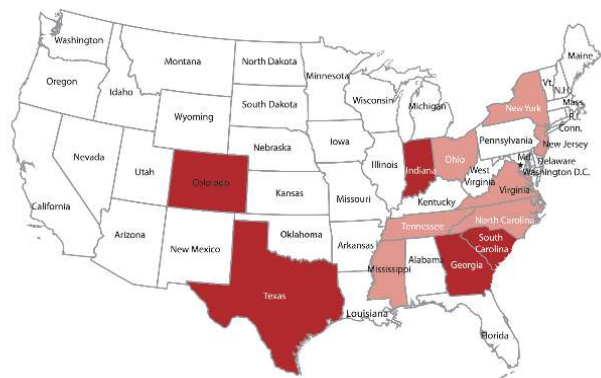


**EdenCrete**

TRIALS	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
<b>USA</b>	<b>Tennessee</b>	<b>2017</b>
<b>USA</b>	<b>Texas</b>	<b>2017</b>
<b>USA</b>	<b>Ohio</b>	<b>2017</b>
<b>USA</b>	<b>New Jersey</b>	<b>2017</b>
<b>USA</b>	<b>North Carolina</b>	<b>2017</b>
<b>USA</b>	<b>New York</b>	<b>2017</b>

SALES	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
<b>USA</b>	<b>Colorado</b>	<b>2017</b>
<b>USA</b>	<b>Texas</b>	<b>2017</b>





**YEAR 2018**



**EdenCrete®**

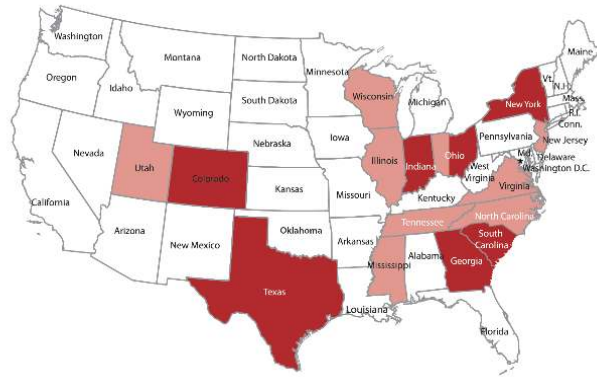
TRIALS	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
USA	Tennessee	2017
USA	Texas	2017
USA	Ohio	2017
USA	New Jersey	2017
USA	North Carolina	2017
USA	New York	2017
<b>USA</b>	<b>Mississippi</b>	<b>2018</b>
<b>USA</b>	<b>Virginia</b>	<b>2018</b>

SALES	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
USA	Colorado	2017
USA	Texas	2017

YEAR 2019



EdenCrete®



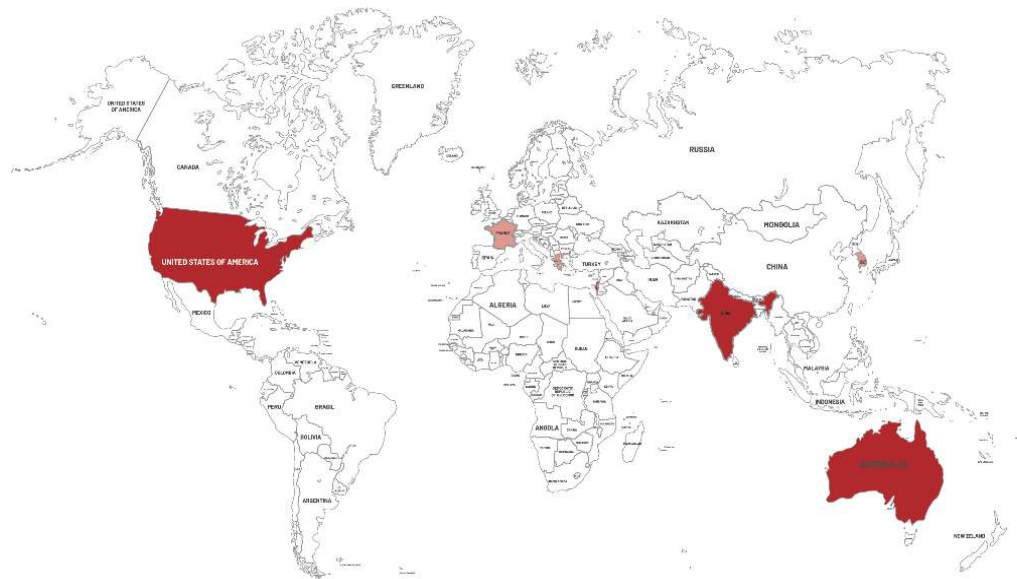
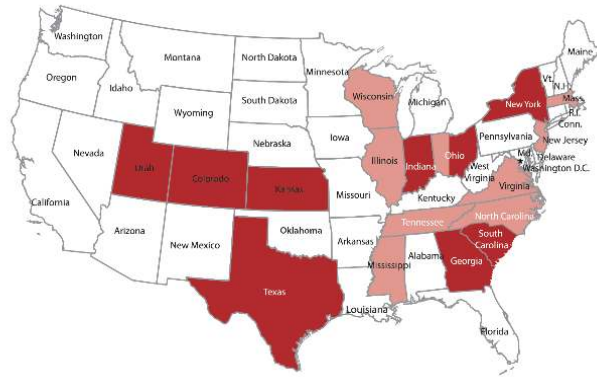
TRIALS	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
USA	Tennessee	2017
USA	Texas	2017
USA	Ohio	2017
USA	New Jersey	2017
USA	North Carolina	2017
USA	New York	2017
USA	Mississippi	2018
USA	Virginia	2018
<b>USA</b>	<b>Utah</b>	<b>2019</b>
<b>USA</b>	<b>Wisconsin</b>	<b>2019</b>
<b>USA</b>	<b>Illinois</b>	<b>2019</b>
<b>International</b>	<b>Australia</b>	<b>2019</b>
<b>International</b>	<b>France</b>	<b>2019</b>
<b>International</b>	<b>Greece</b>	<b>2019</b>
<b>International</b>	<b>India</b>	<b>2019</b>
<b>International</b>	<b>South Korea</b>	<b>2019</b>

SALES	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
USA	Colorado	2017
USA	Texas	2017
<b>USA</b>	<b>Ohio</b>	<b>2019</b>
<b>USA</b>	<b>New York</b>	<b>2019</b>
<b>International</b>	<b>Australia</b>	<b>2019</b>

YEAR 2020



EdenCrete®



TRIALS	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
USA	Tennessee	2017
USA	Texas	2017
USA	Ohio	2017
USA	New Jersey	2017
USA	North Carolina	2017
USA	New York	2017
USA	Mississippi	2018
USA	Virginia	2018
USA	Utah	2019
USA	Wisconsin	2019
USA	Illinois	2019
International	Australia	2019
International	France	2019
International	Greece	2019
International	India	2019
International	South Korea	2019
<b>USA</b>	<b>Massachusetts</b>	<b>2020</b>
<b>International</b>	<b>Israel</b>	<b>2020</b>

SALES	NEW LOCATION	YEAR
USA	Indiana	2015
USA	Georgia	2016
USA	South Carolina	2016
USA	Colorado	2017
USA	Texas	2017
USA	Ohio	2019
USA	New York	2019
International	Australia	2019
<b>USA</b>	<b>Utah</b>	<b>2020</b>
<b>USA</b>	<b>Kansas</b>	<b>2020</b>
<b>International</b>	<b>India</b>	<b>2020</b>
<b>International</b>	<b>Israel</b>	<b>2020</b>

## Targeted Revenue – 1 July 2020 to end CY 2021\*

EdenCrete®	USD (millions)	AUD (millions)
• EMP Protection	\$2	\$2.7
• Infrastructure	\$1 - 1.5	\$1.4 - 2.1
• Ready mix	\$1 - 1.5	\$1.4 - 2.1
• Shotcrete	\$0.5 - 1	\$0.7 - 1.4
• Ports	\$0.5 - 1	\$0.7 - 1.4
• Industrial Flooring	\$0.5 - 1	\$0.7 - 1.4
• International Sales	<u>\$0.5 - 1</u>	<u>\$0.7 - 1.4</u>
	US\$6 - 9m	A\$8.5 - 12.5m
<b>OptiBlend®</b>		
• US	\$0.6	\$0.9
• India	<u>\$0.6 - 1</u>	<u>\$0.9 - 1.4</u>
	US\$1.2 - 1.6m	A\$1.8 - 2.3

\*These Targeted Revenue estimates are subject to the risks and qualifications detailed in Slides 2 and 16.



## Commercialisation Progress\*

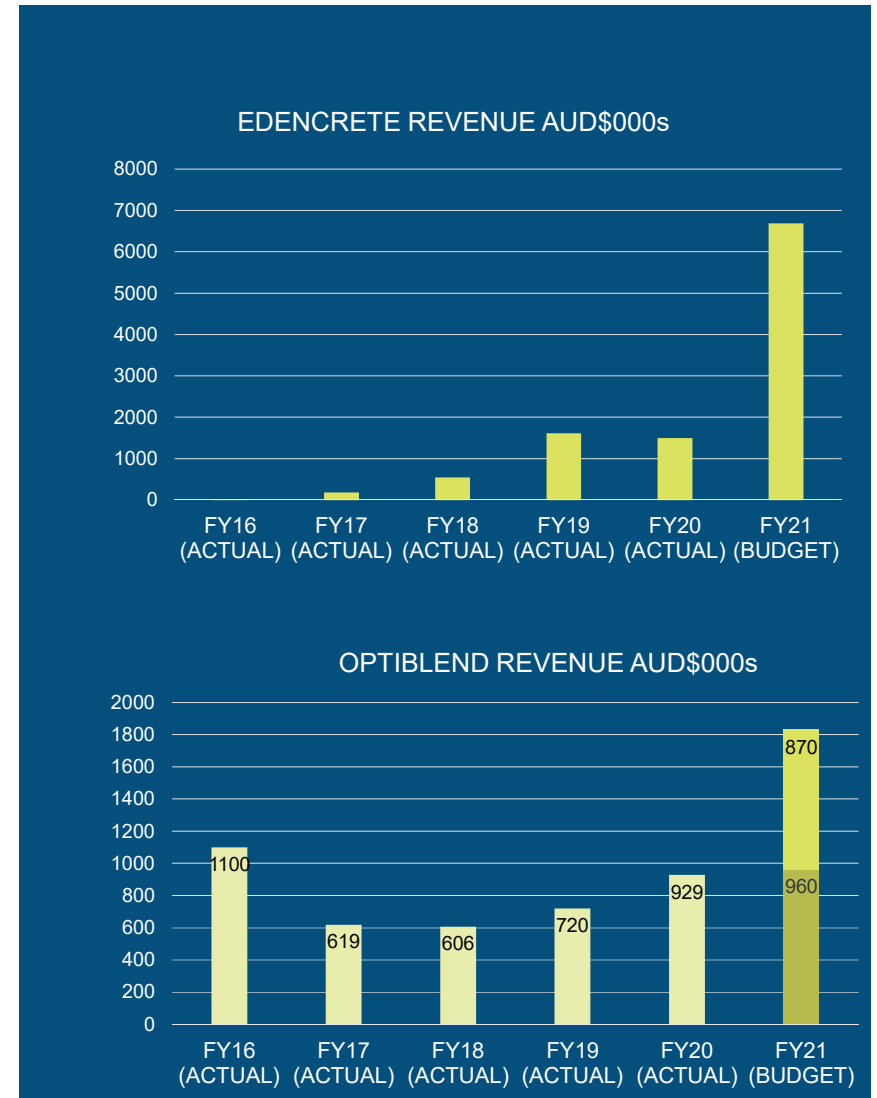
### EdenCrete®

- Increasing number of bulk distribution contracts in US.
- Increasing repeat business customers in US - government and private.
- Significant emerging potential in international markets - Europe, India, Australia, Israel, Korea.

### OptiBlend®

- One-off contracts customised to customer's requirements
- Typically installation plus unit purchase – US \$23k-40k (AU \$30k-50k).
- Significant growth potential, particularly in India, due to proposed government ban on diesel-only power generation in greater Delhi area during winter.

\* These budgeted revenue projections for FY21 are subject to the risk factors and qualifications detailed in Slides 2 and 16.





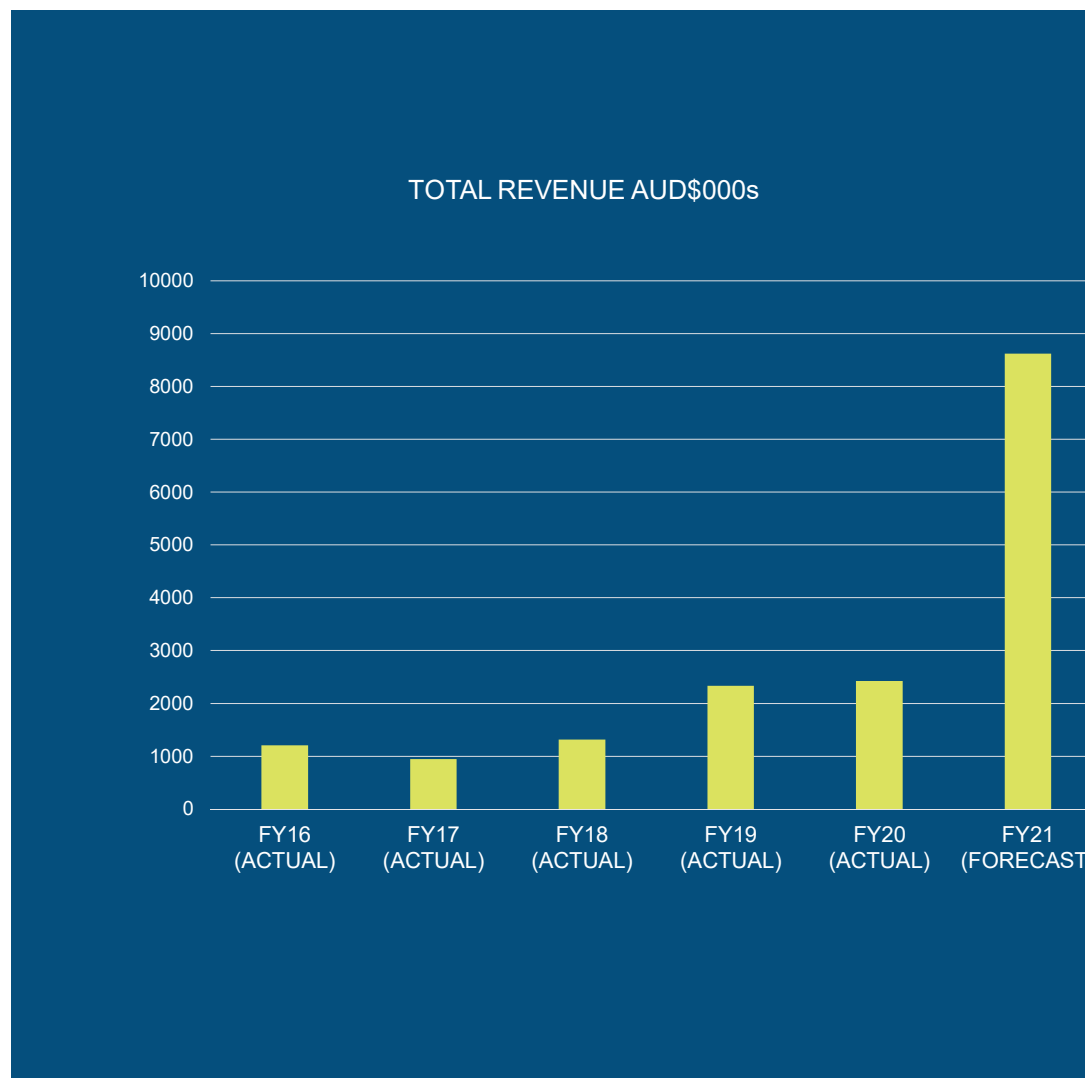
## TOTAL FORECAST REVENUE FY21

Based on total budgeted revenue from EdenCrete® and OptiBlend® in FY21

### Risk factors and Qualifications

The targeted revenue and budgeted revenue numbers in slides 14-16 are subject to change that could arise from any external risks and other factors outside of Eden's control including, but not limited to the risks detailed in Slide 2 and:

- The market difficulties resulting from COVID-19 not easing across all relevant markets where operating restrictions are in place to allow industry to re-open without further lockdowns or operating restrictions being imposed;
- The number of new customers, the number of repeat customers, and volume of repeat business, not continuing to grow at the rates that have occurred over the past 18 months; and
- a major upheaval, including any civil, military, or economic disruption, in or to any of Eden's markets or product supply lines occurring.



## A Compelling Story



**Five products: EdenCrete<sup>®</sup>, EdenCrete Pz<sup>®</sup>, OptiBlend<sup>®</sup>, EdenPlast<sup>®</sup>, Hydrogen** - strong year on year revenue growth anticipated for FY21 and beyond.



**Proprietary technology** and core expertise in manufacturing and production of carbon nanotubes, hydrogen and carbon nanotube enriched products.



**Core product EdenCrete<sup>®</sup>** operates in global concrete market expected to reach US \$921 billion and growing at approx. 8% p.a.



**High barriers to market entry**, with over 10 years in product development, established direct working relationships with Government departments, plus strong patent protection and proprietary technology.



**Significant US Government traction** with product approval from 20 Departments of Transportation, repeat GDOT/ FHWA funded contracts in Georgia, road projects Colorado and Ohio DOTs, GPA contract at Port of Savannah; MARTA endorsement.



**Strong EdenCrete<sup>®</sup> sales growth emerging:** Sales in 11 US states, trials in 15 US states, first major contract (for EMP protection in US) worth up to US\$48 million over 8 years, Emerging sales in India, Australia, Israel.



**OptiBlend<sup>®</sup>** - Sales growing in US, India and Africa; Many markets applications; Major expansion of Indian sales anticipated in greater Delhi where due to extreme air pollution, proposed government banned use of diesel-only gensets during winter.



**EdenPlast<sup>®</sup>** - First trial with CNT enriched masterbatch underway in Japan ; Global plastics market approaching US \$600 billion and growing at  $\approx$  3% p.a.



**Significantly growing momentum** - anticipated to result in strong news flow pipeline.

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