



## Investor Presentation

30 September 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:

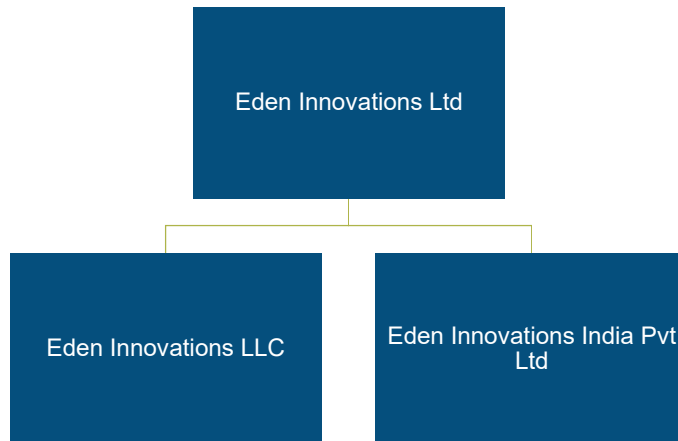
Statements relating to Eden's budgeted, forecast and targeted revenue, future production capacity and sales levels, and business and financial performance; Statements relating to future research and development results and regulatory approvals of Eden's products; Statements relating to Eden's competitive 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.

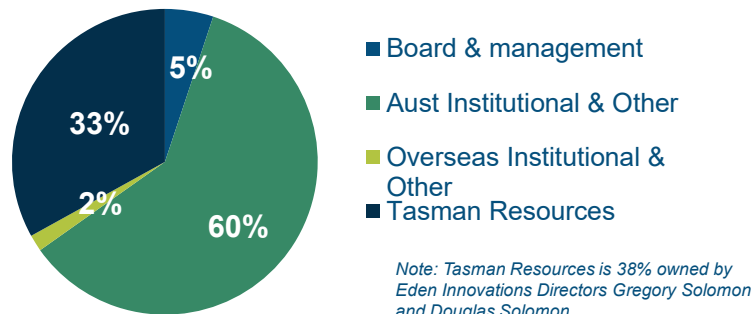
This presentation has been prepared as a summary only and does not contain all information relating to Eden's assets and liabilities, financial position and performance, profits and losses and prospects: it should be read in conjunction with all of the publicly available information in relation to Eden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

# Corporate Snapshot

## CORPORATE STRUCTURE



## SHAREHOLDERS



## CAPITAL STRUCTURE

| Eden Innovations Ltd       |                                 |
|----------------------------|---------------------------------|
| Symbol                     | EDE                             |
| Issued shares              | 1,877,410,509                   |
| Stock Price <sup>(1)</sup> | A\$0.024                        |
| Market Cap <sup>(1)</sup>  | ~ A\$45 million                 |
| Cash                       | ~ A\$3 million <sup>(1)</sup>   |
| Debt                       | ~ A\$6.0 million <sup>(1)</sup> |

1) As at 29 September 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 10 states** – California, Colorado, Georgia, Indiana, 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

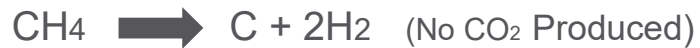
### US

- 41 companies in 9 States now using or specifying EdenCrete® products in a variety of applications.
- 17 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 41 companies using or specifying the use of EdenCrete® products comprise:
  - 27 ready mix companies in 9 States;
  - 6 shotcrete operators in 2 States;
  - 4 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

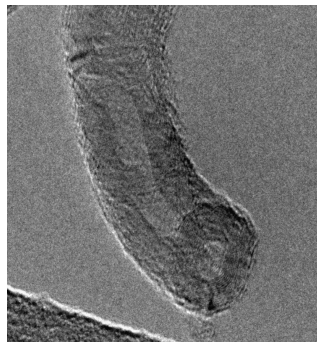
### International

- 3 current international markets- customers in Australia, India and Israel.
- Indian market has significant potential due to : large population; an abundant supply of low cost fly-ash, a waste product from its many coal fired power stations, that, with EdenCrete® Pz, can be substituted for of a high percentage the cement in concrete 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.

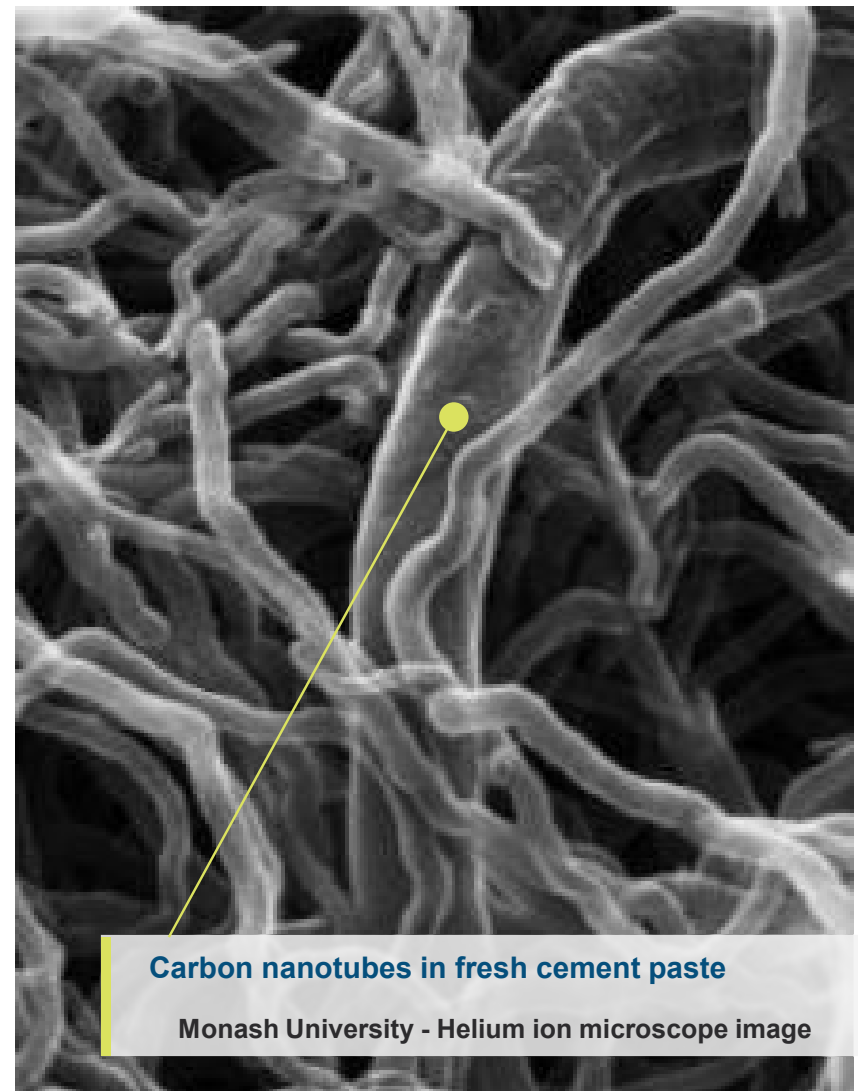
### *All key qualities for infrastructure*

#### **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 hardware technology 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.

- Works by displacing 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™**



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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.



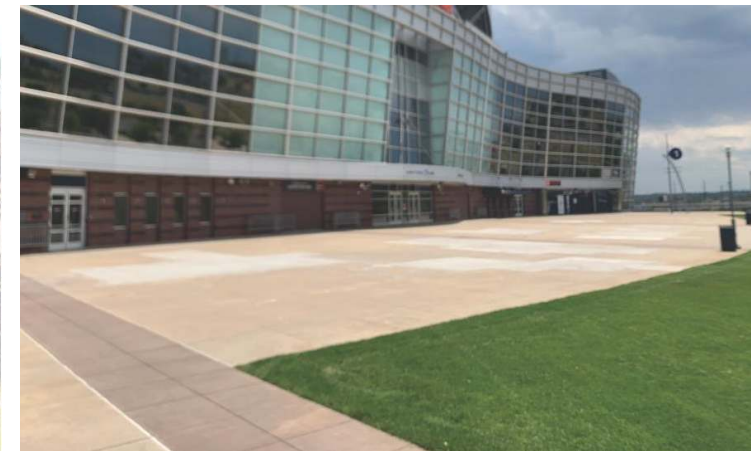
## Infrastructure Target Markets

- 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

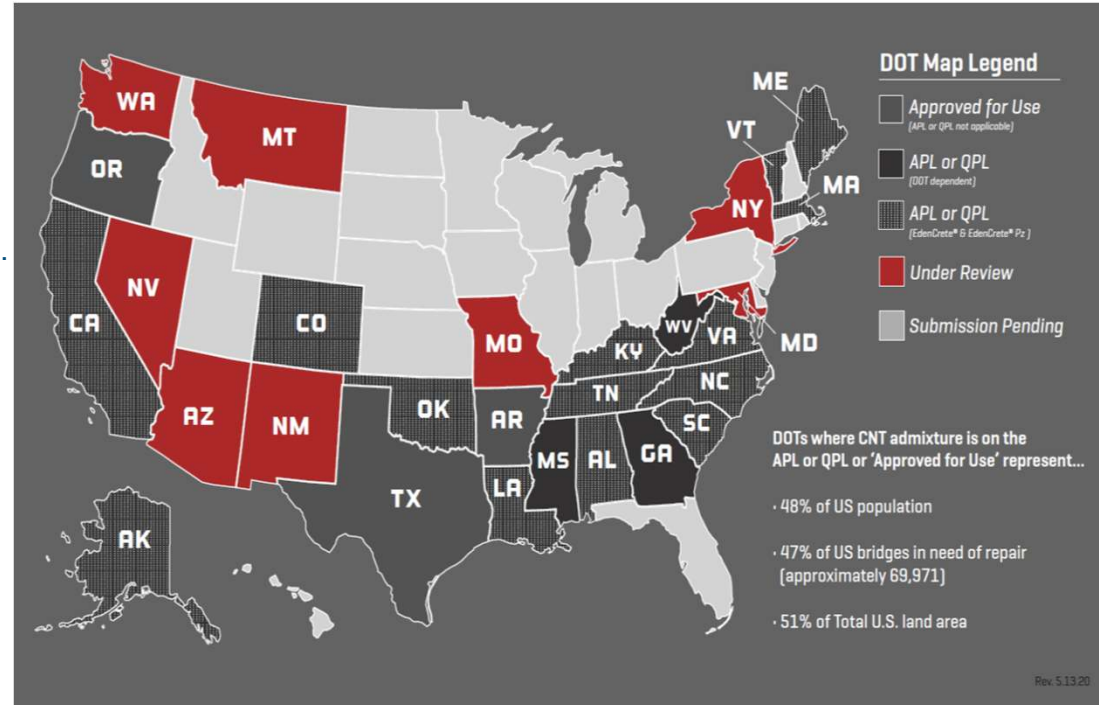




# EdenCrete®

## 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.
- **Warehouses/ 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.



# 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 27 ready mix companies across 9 States.

**US Shotcrete** - used by 6 ready mix companies across 2 States.

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

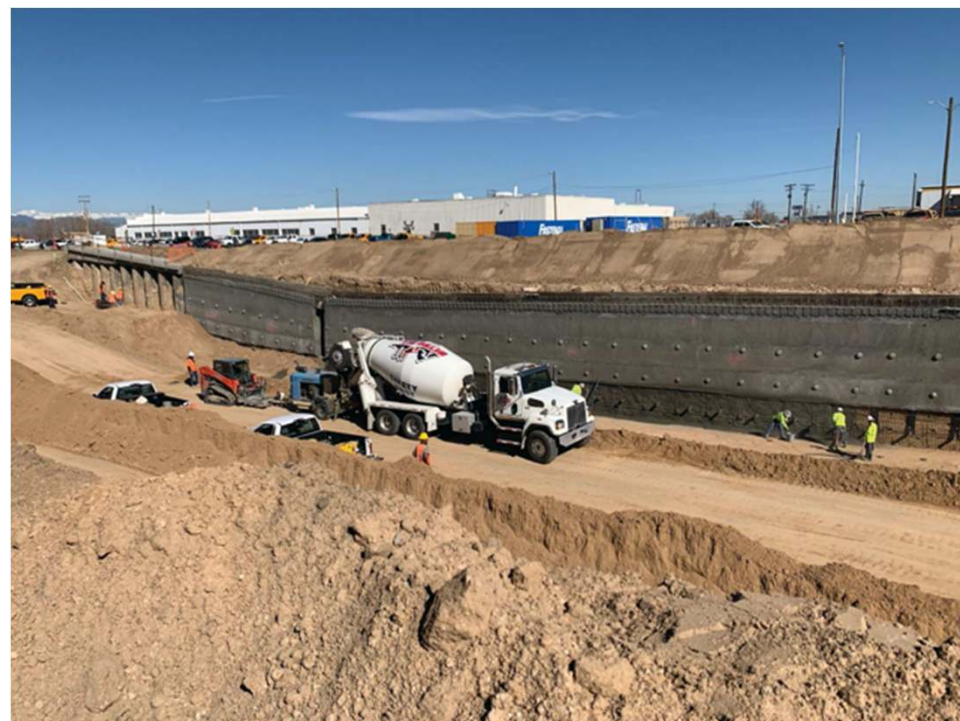
**US Contractors/ Engineers** - regularly used or recommended by 2 contractors and 2 engineering companies.

**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.

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

| EdenCrete®            | USD<br>(millions) | AUD<br>(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\*

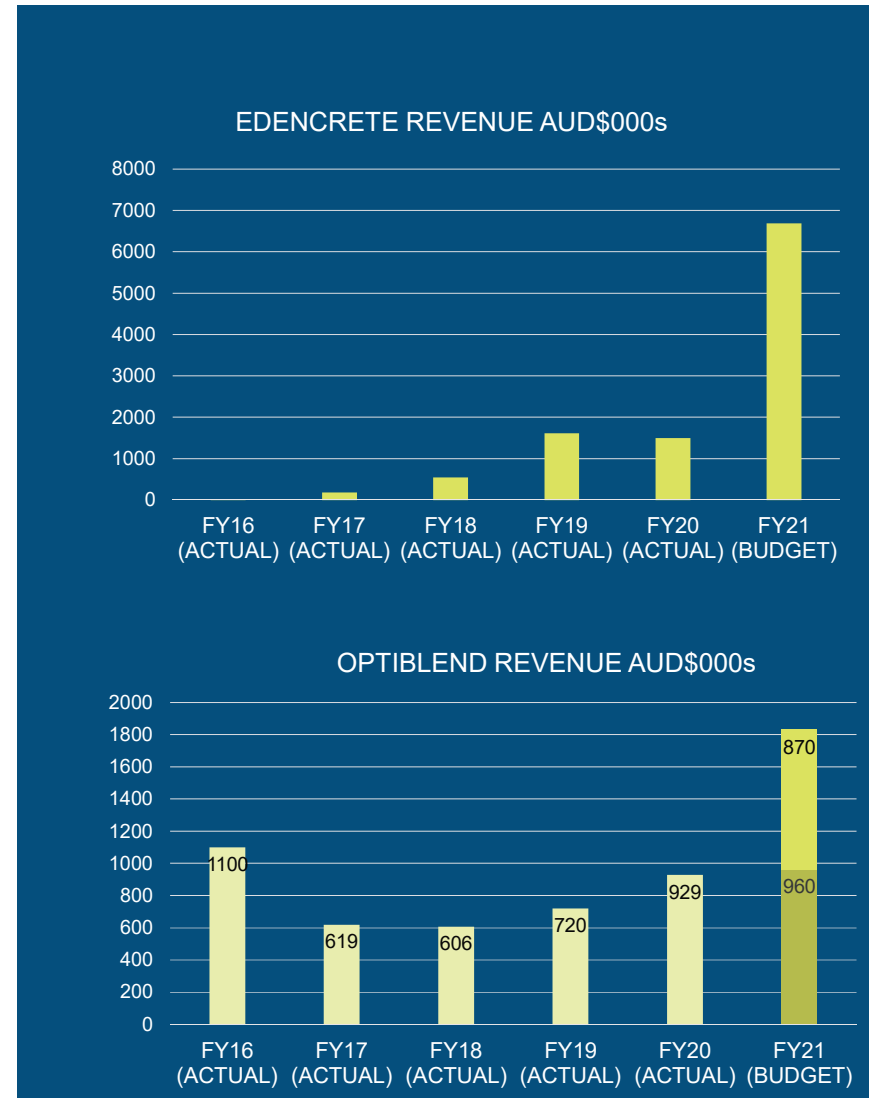
### EdenCrete®

- 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.



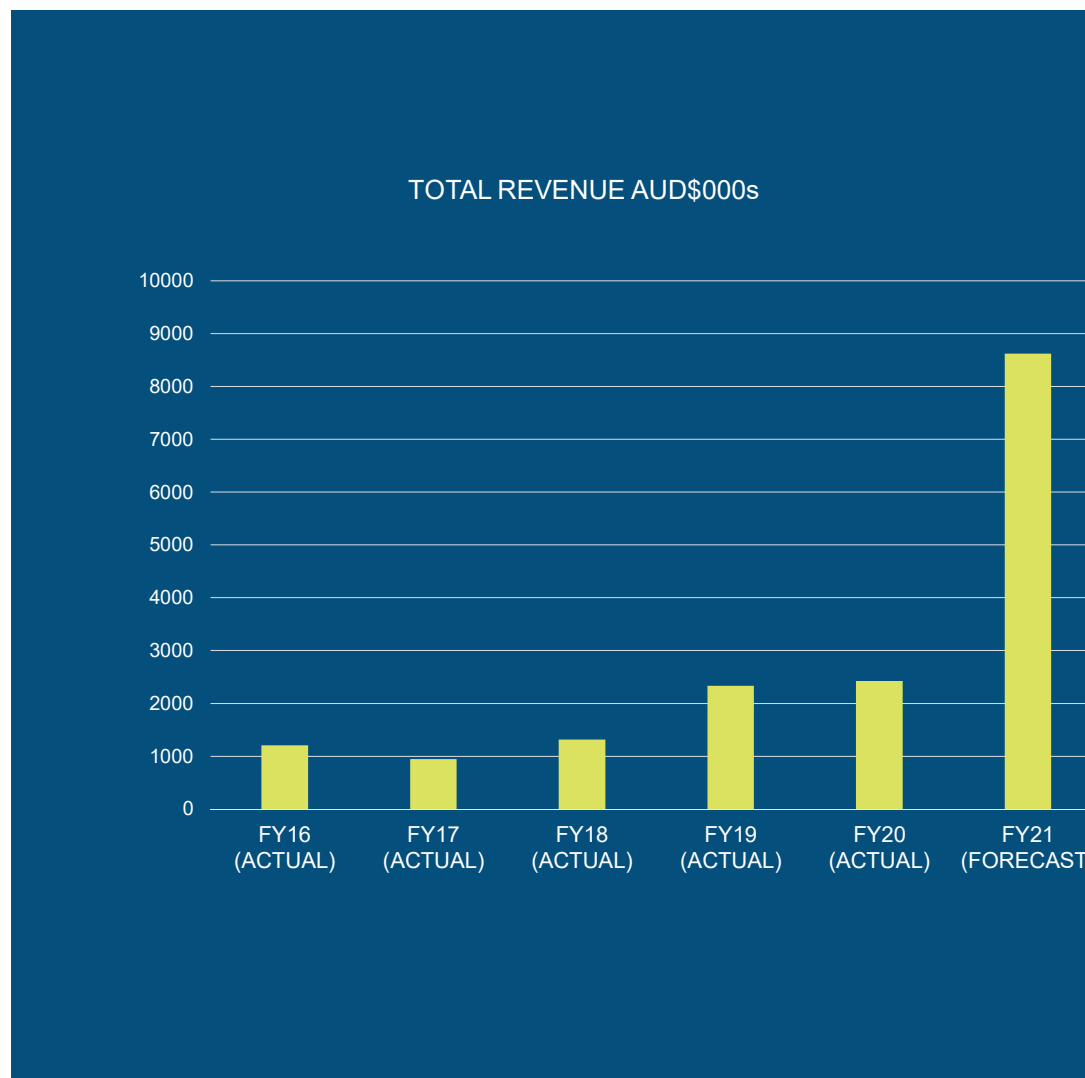
## TOTAL FORECAST REVENUE FY21

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 10 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.



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

GREG SOLOMON  
EXECUTIVE CHAIRMAN

Level 15, 197 St. Georges Terrace, Perth,  
Western Australia

Telephone (Work): +61 8 9282 5889

Cell / mobile: +61 4 0206 0000

Email: [gsolomon@edeninnovations.com](mailto:gsolomon@edeninnovations.com)



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