



# Investor Presentation

## Q4 FY22 Results

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INTERIM CHIEF EXECUTIVE OFFICER

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CHIEF FINANCIAL OFFICER



# About SciDev

## Who We Are

A leader in **environmental solutions** focused on water-intensive industries

## What We Do

Our solutions allow our clients to recycle and reuse water, improve operational efficiencies and reduce waste footprints. We provide chemistry along with Build Own Operate and Design and Construct water treatment technology to the mining, oil and gas and water treatment sectors

## Our Mission

To improve the operational and environmental outcomes for our clients

# SciDev is committed to our people, the environment and our communities

## Our People

**Our people are our key and we are committed to providing a safe and inclusive workplace**

- Strong focus on safety. Safety a core value and at the forefront of all operations
- Progressing towards greater gender diversity with over 25% of our workforce female
- Continuing to foster and develop an inclusive culture and a culture of innovation and continuous improvement

## The Environment

**Our environmental solutions help reduce our clients waste footprints and costs**

- We significantly reduce the volume of waste water from our clients operations
- Our treatment technologies treat hazardous waste and remediate contaminated sites
- Continued development of alternatives to petrochemical based chemistries, minimising environmental impact

## Our Communities

**We are committed to giving back to the communities where we live and work.**

- SciDev has so far pledged \$120,000 in support of the Schools Plus 'Two Ways Science' project
- The project helps support seven remote Indigenous schools and communities develop and implement an integrated learning program
- Our staff raised more than \$20,000 for the Black Dog Institute to help fund crucial mental health research, support and prevention initiatives



**Black Dog  
Institute**



# Q4 Financial summary

## Financial Highlights

- **Q4 Record Revenue of A\$18.2m** and record cash receipts of A\$19.0m
- **Q4 Gross profit margin of 25%** driven by increased revenue from speciality chemistry sales and BOO water treatment projects
- **Q4 Operating cashflow of A\$2.6m** due to increased revenue and working capital improvement
- FY22 unaudited revenue of A\$55.4m (+30% on FY21)
- FY22 unaudited underlying EBITDA of A\$2.0m

Q4 FY22  
REVENUE  
**A\$18.2m**

Q4 FY22  
REVENUE VS Q3FY22  
**+39%**

CASH  
& EQUIVALENTS  
AT 30 JUNE 2022  
**A\$14.0m**



# Mining and Construction Summary

## Quarterly Revenue (A\$m)



## Operational Highlights

- Revenue slightly down on prior quarter due to timing of consumption of SciDev chemistry across mine sites
- A\$2.0m trial order received from major Nickel producer in Australia
- Purchase order received for consultancy services to assist with tailings management optimisation at major coal producer in Queensland
- First fill executed at greenfield coal mine in Queensland with three-year contract under negotiation
- Significant customer interest in our suspension chemistry with a number of field trials beginning in Q1 FY23

## Outlook

- Increase reoccurring revenue in Mining by delivering successful field trials & converting to long term supply contracts
- Continued BD initiatives to grow construction vertical across both domestic and international opportunities
- Convert existing emulsion customers to suspension chemistry

# Energy Services Summary

## Quarterly Revenue (A\$m)



## Operational Highlights

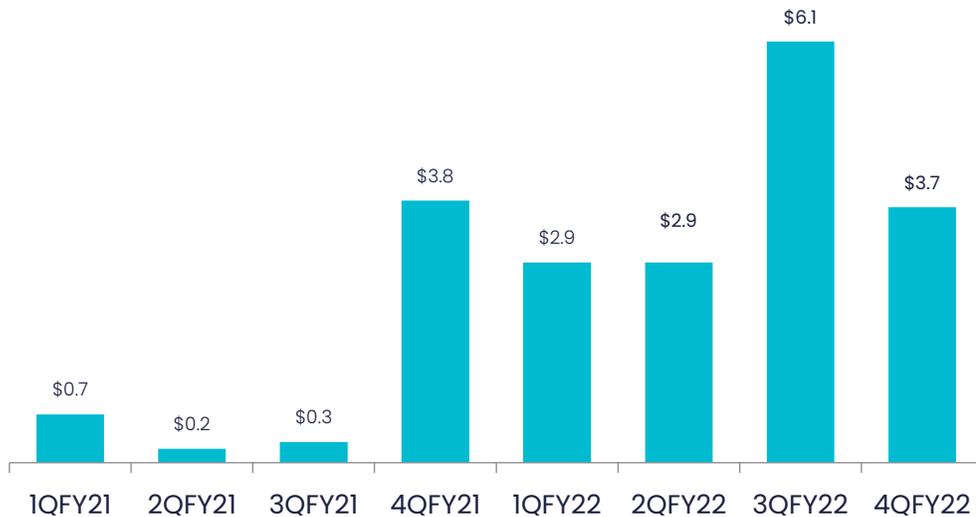
- Sales increased 185% vs Q3FY22
- Gross margin improved through a combination of a higher sales of speciality chemistry, improved logistics management and further supply chain efficiencies
- Awarded supply of proprietary suspension polymer technology, XSlik 620, for a series of wells for a major E&P company
- Sales of our CatChek technology, which improves well efficiency, delivered A\$3.1m for the quarter
- Secured a field trial with an existing CatChek customer to trial our SMART-VIS friction reducer. The trial will commence in Q1FY23
- Developed a new cationic emulsion friction reducer for application in a recycled water completion fluid system. The product was successfully field trailed with a Tier 1 E&P company and an initial purchase order for the product is expected to generate up to A\$2.0m in Q1 FY23

## Outlook

- Continue to increase market share in key geographical areas
- Healthy pipeline, future sales will be directly linked customer activity levels and the broader market conditions
- Diversify service offering to Oil & Gas and broader US market

# Water Services Summary

## Quarterly Revenue (A\$m)



Water services revenue includes the acquisition of Haldon Industries (SciDev Water Services) from Q4 FY21 onwards.

## Operational Highlights

- Several new contracts executed, including four PFAS treatment plants mobilised to treat PFAS contaminated water
- Active on nine PFAS sites during the quarter
- Awarded a contract for the design, construction and operation of a permanent PFAS treatment plant for a major mining client in WA
- Received a A\$1.1m purchase order for the design and fabrication of 27 custom water quality monitoring units
- A\$1.4m scope extension for existing Infrastructure client

## Outlook

- Continue to provide industry leading solutions to the rapidly growing global PFAS problem
- Establish presence in Europe and North America for the utilisation of PFAS treatment technology
- Target key mining clients within existing SciDev customer base
- Leverage existing pipeline converting opportunities in to contracts



# Development of Client Solutions



## Energy Services

Proposing **SmartVis** as a high viscosity alternative to traditional chemistry used for oilfield well completion

**CatChek** – Stabilises shale by preventing pyrite oxidation. Increases well production efficiency

## Water Services

Continued development & optimisation of PFAS treatment technology

Alternative technologies for the treatment of wastewater for elevated Total Dissolved Solids without the use of Reverse Osmosis or other membrane technologies

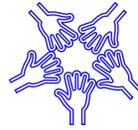
## Mining & Construction

Ongoing development and commercialisation of suspension technology. Can be used across multiple chemistries to replace traditional emulsions



# FY23 Outlook

**SciDev delivers positive operational and environmental outcomes for our clients**



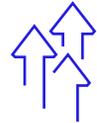
Drive a positive culture across the organisation and increase the level of integration within our business to take advantage of the strong cross sell opportunities across our client base



Leveraging the extensive business development pipeline in the water treatment sector and converting opportunities into contracts



Establish a presence in Europe and North America with the aim of delivering full scale PFAS treatment technology within FY23



Continue to increase sales of our speciality chemistry in the US oil and gas industry increasing not only the number of sites but also the number of solutions per site



Target key mining clients to further develop our water treatment presence and deliver an end-to-end service within the industry



Optimise the inventory position to ensure reliability of supply to customers whilst maintaining focus on effective working capital management



# SciDev Snapshot

## Corporate overview

ASX code	SDV
Market cap (at \$0.30 per share)	A\$57m
Shares on issue (at 25 July 2022)	189m
Cash at bank	A\$14.0m <sup>1</sup>

## Major shareholders<sup>2</sup>

	% held
Board and Management	13%
Institutional	33%
Retail	54%

<sup>1</sup>) As at 30 June 2022

<sup>2</sup>) As at 30 May 2022

## SCIDEV BOARD



**Vaughan Busby**  
NON-EXECUTIVE  
CHAIR



**Simone Watt**  
NON-EXECUTIVE  
DIRECTOR



**Jon Gourlay**  
NON-EXECUTIVE  
DIRECTOR



**Heath Roberts**  
COMPANY  
SECRETARY



**Dan O'Toole**  
NON-EXECUTIVE  
DIRECTOR

## EXECUTIVE MANAGEMENT TEAM



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INTERIM CHIEF  
EXECUTIVE  
OFFICER



**Anna Hooper**  
CHIEF FINANCIAL  
OFFICER



**Sarah Stewart**  
HEAD OF  
MARKETING & CX



**Jamiel Muhor**  
HEAD OF MINING  
& CONSTRUCTION



**Todd Placek**  
HEAD OF WATER  
SERVICES



**Chris Dartez**  
HEAD OF ENERGY  
SERVICES &  
PRESIDENT NORTH  
AMERICA



**Craig McCloskey**  
DIRECTOR -  
OPERATIONS



**Jeffrey Zhang**  
DIRECTOR -  
STRATEGY &  
MARKETING



**Kevin Smith**  
VICE PRESIDENT  
SCIDEV LTD



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