



SYNERTEC

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Synertec Corporation Limited
(ASX: SOP)

‘Transition Technology for a Low Carbon Future’

***‘The only ASX-listed company focused on
zero-emission remote continuous
industrial-scale energy production.’***

expertise

experience

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About Synertec

Synertec is a **technology growth company**: our Technology business has significant **near-term growth** potential with several products nearing commercialisation; and our growing Engineering business generates **cashflow**



Technology

We design, develop and deliver **technology** that provides our partners with a **viable, powerful and immediate transition** to a low carbon future.

Synertec's IP is protected as it's **developed in-house** by its Engineering team – also enables accelerated speed-to-market



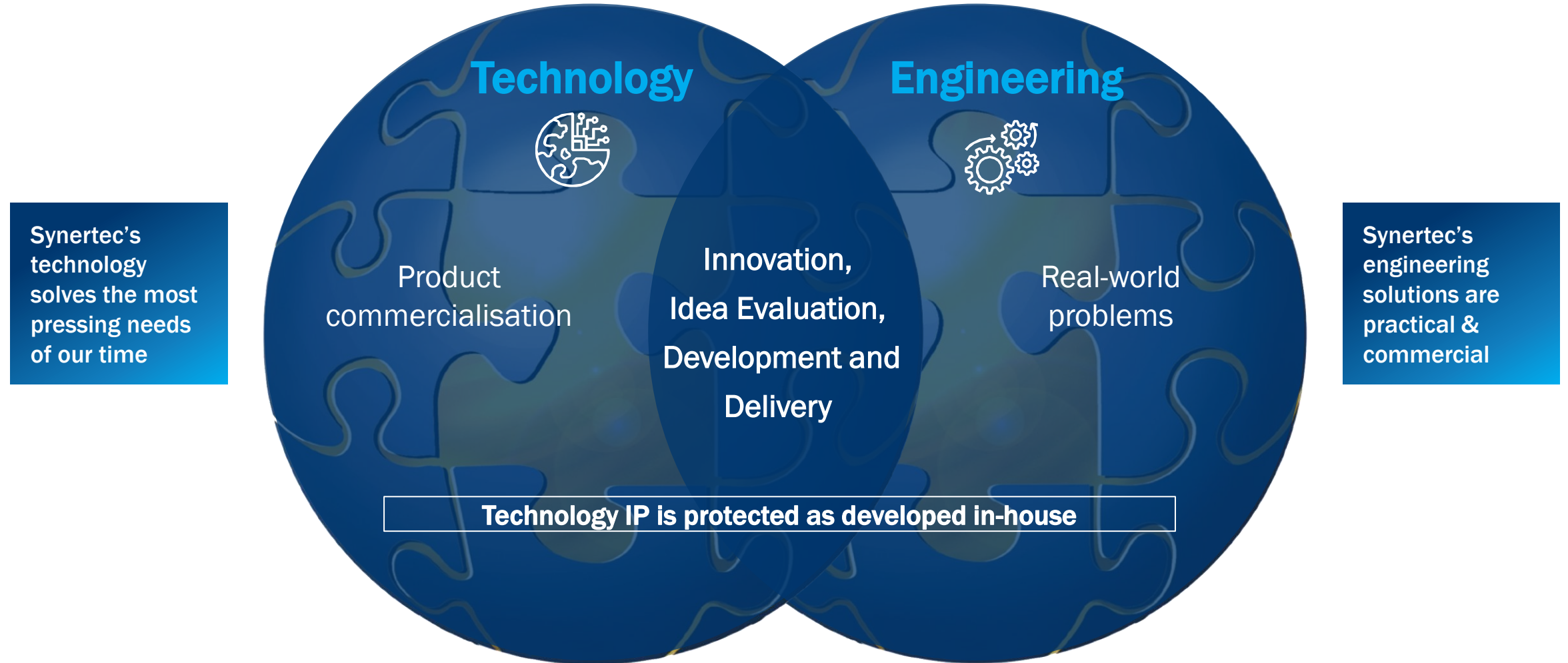
Engineering

Our multi-disciplinary expertise **supports Technology** development and provides solutions for Tier-1 blue-chip customers in:

- Energy
- Critical Infrastructure
- Water
- Advanced Manufacturing

Integrating Technology and Engineering for 25+ years

At this critical juncture for the global economy, Synertec can deliver **immediate solutions** to help solve the challenges of **energy efficiency, security and reliability** that governments and commercial leaders require



Sustainable Business Focus

The global focus on carbon emissions reductions presents an **historic investment opportunity** in Synertec's Technology and Engineering solutions



Environment

- Developing technologies to support the energy transition
- Reducing the carbon footprint of legacy processes and repairing past damage
- Responding to tightening environmental regulations with innovative 'green' technologies



Social

- Working with industry to reduce its carbon footprint, recycle and deliver cleaner energy, water, products and services
- Supporting local economies with sustainable employment
- Social enterprise procurement strategy



Governance

- Transparency and accountability to stakeholders
- Product transparency
- Solutions formed in collaboration with local regulators

POWERHOUSE
by SYNERTEC

Member **2022**
Social Traders
BUYER FOR GOOD



Technologies for a World in Transition

We are **partnering with organisations** looking to lead the charge in finding clean, cost-effective ways to execute their industrial processes while simultaneously **reducing their carbon footprint**.



1

Powerhouse

AI-controlled predictive solar & battery system providing 100% renewable & reliable variable base load power for remote areas

- MOU & Commercial agreements with Top 20 ASX-listed company, Santos Ltd
- Full scale field trials on-track to commence Q1 FY23



2

LNG Custody Transfer System (CTS)

Measurement and metering system for the safe and accurate fiscal transfer of LNG from one owner to another

- Collaborations with Blackrock-owned, 'GasLog' & world-leader in marine solutions, 'Trelleborg Group',
- Sale-ready technology



3

Composite Dry Powder (CDP)

Technology to rapidly convert hydrocarbon drilling mud & wastewater into non-polluting soil & potentially, high-strength building materials

- Perpetual, exclusive and royalty-free licence
- Progressing field testing in Australia with existing partners

Powerhouse Technology

Powerhouse – Reliable Renewable Power in Remote Locations

Cost-effectively replacing fossil fuels solves the world's CO2 problem and Powerhouse is the technology to do just that



The Challenge



- Energy industry is one of the heaviest emitting sectors globally
- Renewable power for the energy industry must be reliable, constant and cost effective
- Powering remote sites today typically employs multiple large diesel or gas generators only to achieve sub-optimal reliability and efficiency
- Generators:
 - consume large quantities of diesel fuel or gas with high CO₂ emissions (Scope 1)
 - require constant re-fueling and maintenance (Scope 2)
 - reliability and accessibility is impacted by inclement weather
 - present a human safety and environmental hazard

The Solution



- Powerhouse's breakthrough technology provides reliable, continuous, clean, zero-emission, smart base load power to drive critical industrial scale equipment
- Advanced AI-software unique to Powerhouse's breakthrough technology predicts and adjusts for local solar irradiance
- AI and computing power reduces hardware, installation, maintenance costs and hazards
- Remote monitoring, control and low on-site maintenance is ideal for outback applications and safety
- High-volume, modular manufacturing techniques will enable supply-chain reliability, scale and cost efficiency
- The only ASX-listed company focused on zero-emission remote continuous industrial-scale energy production
- International patent application filed



SYNERTEC

Powerhouse – An Intelligent Industrial Renewable Energy Solution

Powerhouse delivers **24/7 carbon-free** power **without fossil-fuel back-up**



AI-controlled predictive solar array and battery power with data-driven load management system



Intelligence enables the utilisation of continuous 100% renewable base load power in remote locations



Displaces diesel, gas and hybrid generation or distant grid connection and no fossil-fuel back-up



Reduces the CO₂ emissions of remote operations enabling companies to meet their Net Zero emissions targets



Cost effective, capable of rapid mobilisation, works with existing renewable hardware and requires minimal maintenance



Large target markets across remote industries such as energy, mining, agriculture, manufacturing and community batteries



The Technology

Intelligently decarbonising industry with Artificial Intelligence, sunlight and batteries



AI-driven – Multi-satellite-driven big-data solar algorithms enabling accurate prediction of local solar irradiance levels to automate load management



Predictive - AI-predictive control feature takes standard battery tech & delivers breakthrough capability for remote applications



Scalable – In-field prototype (shown right) is a 1.5 MWh storage unit powering loads up to 300kWh, with “flex” to accommodate many scenarios



Commercial – includes partnership with Siemens to deliver cutting-edge technology



Modular - Powerhouse is capable of rapid mobilisation and demobilisation with an effective operational life of 10+ years

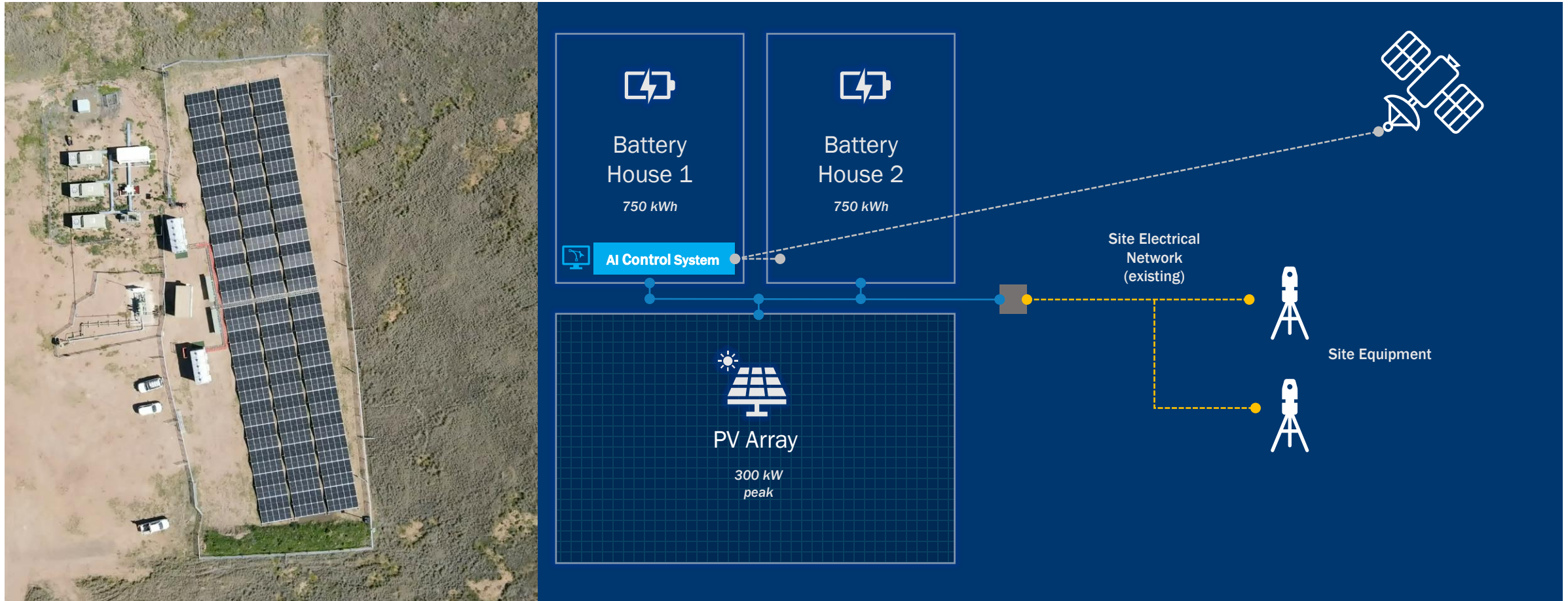


Responsible - Reduces impact on environment, landowners and eliminates the need for mains power connection in remote areas



System Design - Overview

Powerhouse is a solar PV and BESS system intelligently designed with **AI-driven controls for industrial grade applications**



The ESG Value Proposition is Compelling

Prototype environmental credentials **proven in the field to meaningfully address climate change**



The Opportunity



Global mining & energy companies have publicly committed to a substantial reduction in GHG emissions, working towards net zero as a matter of social license



Powerhouse will immediately benefit companies in meeting their GHG emissions targets with increased reliability and no “green premium”



Australian mining and energy companies have many thousands of fossil-fueled power generators across remote Australia

Key Benefits



Remote diesel power generation (30-40 kWh continuous load) consumes approx. 500,000 litres of diesel p.a. & emits approximately 1,400t of CO₂ p.a. (Scope 1)



This does not account for the emissions and activities involved in constant re-fueling and maintenance (Scope 2) which also present a human safety hazard

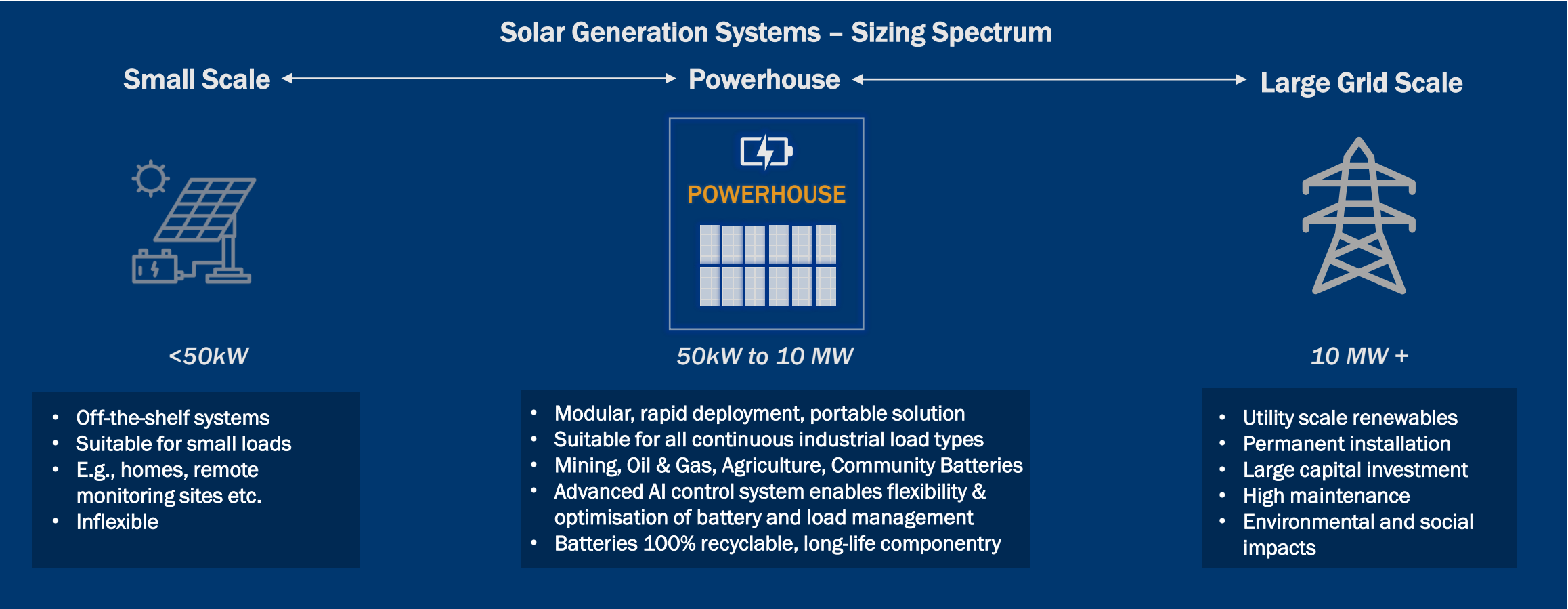


Batteries are 100% recyclable

Market Position



Powerhouse fits a large gap in the market to satisfy **critical continuous industrial applications**



The Market Opportunity

Synertec's Powerhouse technology can be **utilised on any remote site globally**

Staged development and rollout program to drive growth across multiple target markets in Australia and United States

CSG exploration & production

Mining exploration & production

Agriculture

Manufacturing

Community Batteries

Initial Target Market:

- CSG accounts for ~25% of Australia's gas production, which has increased by 140% over the past decade
- USA CSG sector is approaching the size of the Australian CSG sector, and accounts for almost 10% of USA's gas production
- USA focus is accelerating on the heels of the Inflation Reduction Act
- CSG fields require more gathering lines, pumps and compressors than conventional gas fields
- Tens of 1,000's of diesel, gas and hybrid generators are used for remotely-located gas well plant and equipment
- Each Powerhouse typically replaces 3-4 diesel or gas generators
- Following success of prototype, Powerhouse will be deployed to other key sectors



The Commercial Model – Australia and Beyond

Strong pre-tax cash flows over fixed long-term **‘BOOM’** agreement

Construction and supply chain

- Key component supply chain identified & confirmed
- Leading OEM's such as Siemens to prioritise supply chain support and commercial terms
- Utilising multiple supply sources to provide supply chain security
- Produced in Australia
- Centralised quality control & assembly site identified
- Local skillset for construction & deployment workforce

Roll-out strategy

- Initial orders can be supplied promptly from existing contractors
- Dedicated assembly site anticipated within 12 months of first order
- Unit is transportable and can be mobilised to site, and/or relocated within approx. 1 week

Revenue Model

- Build-Own-Operate-Maintain ('BOOM') model of supply
- Revenue and cash generated via flat monthly rental
- 7-to-10-year BOOM commercial term
- Higher-than-average infrastructure equipment pre-tax IRR
- Very low operating costs given the nature of the equipment

Powerhouse Timeline

Developed from **decades of real field and operator experience**, now a **technology of its time**



POWERHOUSE by SYNERTEC

2012-2015

- Concept developed during site & operational experience within major Australian energy operators
- First approached some of the major Australian energy operators with concept

2021

- Concept re-modelled & updated for 30-years of actual operating data & current commercial inputs
- MOU for prototype signed with Santos
- Synertec raised funds for prototype
- Commenced Powerhouse fabrication

2022 (Current)

- Solar arrays deployed to Santos' remote Queensland site
- Commercial agreements between Santos and Synertec established to enable future roll-out
- Factory Acceptance Testing complete
- Site construction complete
- Site Acceptance Testing

2022 (Future) & 2023/24

- Field Trial of prototype
- Finalise bulk purchase order & roll-out program, initially with Santos
- Commence roll-out program
- Establish Australian Powerhouse assembly facility
- Engage with new customers in Australia
- Establish feasibility and explore partners & foundations in USA
- Target delivery rate of 1 Powerhouse per week in Australia

Santos Agreements



Commercial agreements are in place with Santos to provide a ready end-customer



Goods and Services Contract with Santos (ASX:STO):

- Original MOU progressed as-planned to a commercial agreement in the form of a master Goods and Services Contract ('GSC') to streamline future orders
- Work Orders for future installations will be issued by Santos under the GSC
- Key commercial terms agreed and roll-out in planning
- Synertec owns all Powerhouse IP and is non-exclusive
- Prototype development was originally documented via a 12 month agreement (refer ASX Release 4 August 2021)
- Total estimated investment of up to \$3.0m by Synertec, fully funded

Pathway to Commercialisation

Initial rollout of Powerhouse units is to be on brownfield sites **to eliminate fossil-fuel generated power**

Key developments include:

- Successful Factory Acceptance Testing in June 2022
- Successful delivery and site installation of the system completed in July 2022
- Commercial terms agreed with Santos via execution of a General Services Agreement (GSA) and Work Order

Upcoming milestones:

- Field testing H1 FY23
- Field test results H1 FY23
- Initial purchase orders anticipated in H2 FY23
- Expected commercial deployment & cash flow in H2 FY23
- Prototype and/or commercial sale into another key market (e.g., United States, Mining, Agriculture etc.) forecast FY24

Phase	Estimated Completion	Status
Concept design	Q4 FY21	Complete
Statement of requirements approved	Q1 FY22	Complete
Front End Engineering Design (FEED)	Q2 FY22	Complete
Procurement of key equipment inputs	Q3 FY22	Complete
Detailed design	Q3 FY22	Complete
Beta testing software & load management	Q3 FY22	Complete
Fabrication	Q4 FY22	Complete
Factory Acceptance Testing (FAT)	Q4 FY22	Complete
Commercial terms for prototype agreed	Q4 FY22	Complete
Site Acceptance Testing (SAT)	Q1 FY23	In-progress
Field Trial Period commencement	Q1 FY23	In-progress
Commercial terms beyond prototype agreed	Q2 FY23	In-progress
Completion/sign-off	2H FY23	

Other Technologies



LNG Custody Transfer System (CTS)



High precision measurement system for the fiscal transfer of LNG



Eliminates fugitive emissions - competitive advantage



Leverage to growing demand for LNG as a marine fuel



Synertec-installed land-based systems in place



Developing marine-based solution with GasLog



Current LNG CTS applications:

- Synertec has installed and maintains large land-based CTS systems in place at the Gorgon and Wheatstone facilities in Western Australia

CTS opportunities:

- Synertec has partnered with LNG carrier owner GasLog to develop marine (ship-to-ship) CTS
- Marine CTS design recently certified by Det Norske Veritas (DNV) – world leading independent certification body
- IMO2020 marine fuel standards are driving a long-term transition to less polluting fuels such as LNG - in 2020, 175 LNG fueled ships, >200 on order
- CTS technology anticipated \$0.5M-\$1M in revenue per vessel
- Next steps in FY23:
 - Venice Energy first potential customer with Outer Harbour LNG project in South Australia
 - Gaslog's & other FSUs under construction

Composite Dry Powder (CDP)



Treatment of hydrocarbon drilling mud & wastewater



Potential to convert mud into non-polluting high-strength building materials



Enhances operational safety and lowers transportation risks



Synertec has IP/supply licence from GreenTech



Wider applications in mining tailings and sewage sludge

CDP opportunities:

- Synertec has a perpetual and exclusive licence to utilise Sichuan GreenTech Environmental's CDP technology within Australia, New Zealand, Canada, North America, Central America and South America
- Synertec supported GreenTech with commercial-scale pilot programs in China with Sinopec and PetroChina
- Lab testing in Australia has delivered similar results to China
- Synertec has an MOU with BeneTerra to progress environmental testing and promotion of CDP
- Next steps in FY23:
 - Continue with analysis and further progress environmental testing and promotion of CDP in Australian market, including further engagement with Australian authorities
 - Re-engagement post COVID-19 demobilisation towards commercial scale on-site testing in key Australian oil and gas fields

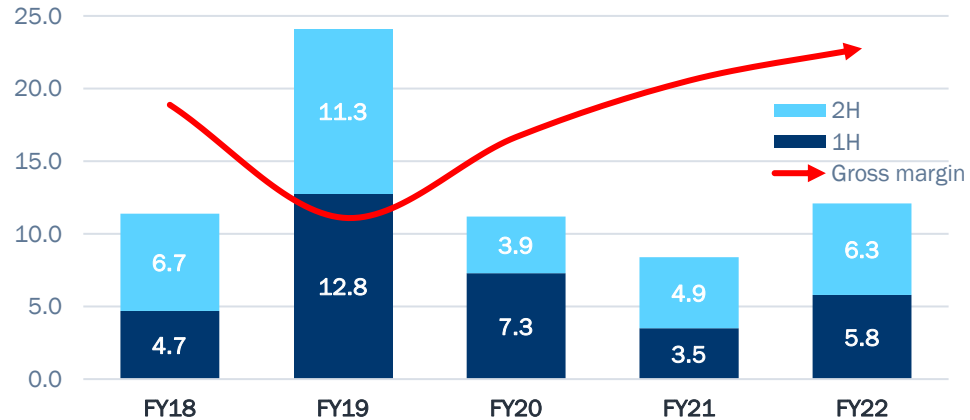


Group Financial Highlights



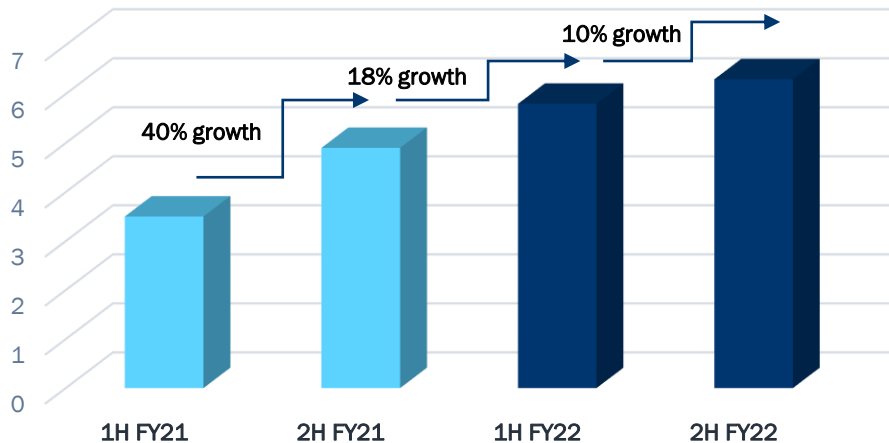
FY22 Financial Highlights

Total Revenue & Other Income (\$M) & Gross Margin (%)



- FY22 Total Revenue & Other Income of **\$12.1 million** up **43%** on pcp
- **4 percentage point** improvement in gross margin driven by greater proportion of revenue from higher margin engineering consultancy services
- **Doubling of gross margin** achieved over the financial year prior to COVID-19 (FY19)

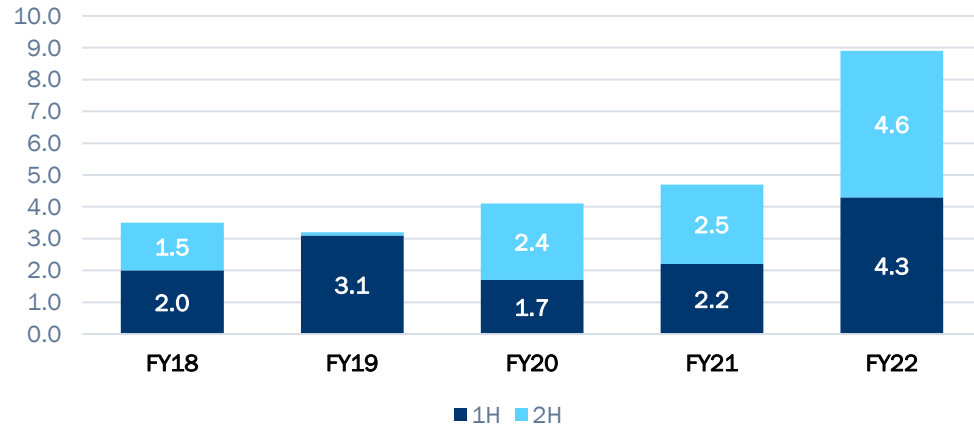
Total Revenue & Other Income Growth FY21 – FY22 (\$M)



- Experienced **strong growth** over several periods as COVID-19 community & workplace restrictions have gradually unwind
- Synertec's expertise is being drawn by existing customers, particularly in critical infrastructure areas of **water and rail**
- Expecting increased demand from **advanced manufacturing** sector given Synertec's domain expertise

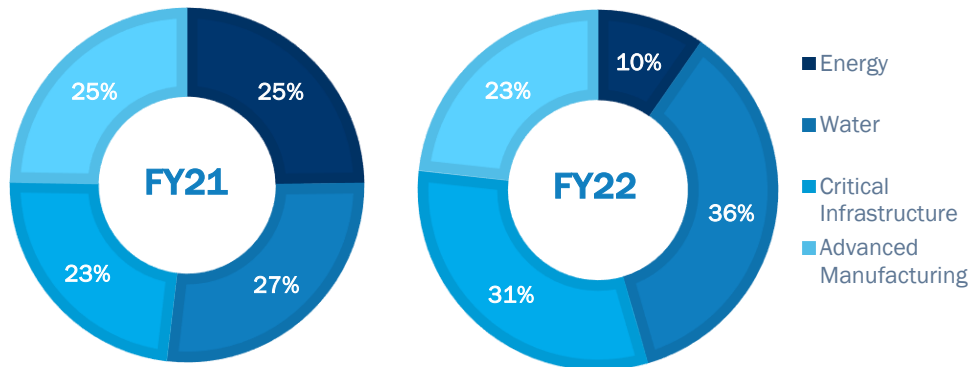
FY22 Financial Highlights (continued)

Engineering Consultancy Services Revenue (\$M)



- High-margin Engineering Consultancy Services Revenue of **\$8.9 million up 88% on pcp**
- Engineering Consultancy Services Revenue for the year **greater than previous 2 years combined**
- Talent recruitment in the past year has enabled a **near doubling of billable hours capacity**

FY22 v FY21 Revenue Mix by Industry (%)



- Revenue growth in FY22 mainly across **Critical Infrastructure & Water** sectors with major awards during FY22
- **Over 25 years of expertise in Advanced Manufacturing** which continues to be an important & relevant sector for Synertec's growth
- Recurring revenue - continues to derive **>80% of revenue from existing customers**

Group Outlook



Investment Conclusion



Technologies for a world in transition

- Three advanced technologies to help customers solve their environmental problems
- Strong focus on ESG outcomes and reliability
- Powerhouse technology targeting commercialisation in FY23

Powerhouse technology progressing to commercialisation

- Commercial agreements with Santos for prototype
- Field trial commencing in Q1 FY23, first unit sales anticipated in H2 FY23
- Large scalable renewable technology with global opportunities, exploring USA
- Bankable funding model

Underpinned by deep technical & management skillset

- 90 highly skilled engineers and professionals, up >60% on FY21
- Strong R&D track record
- Retain IP in-house
- Ability to attract and retain key staff
- Stable Board and management team

Robust balance sheet & financial performance

- \$4m of cash at hand
- No bank debt or covenants
- FY22 Total Revenue & other income of \$12.1 million, up 44% on FY21
- \$7.5 million in carry-forward tax losses

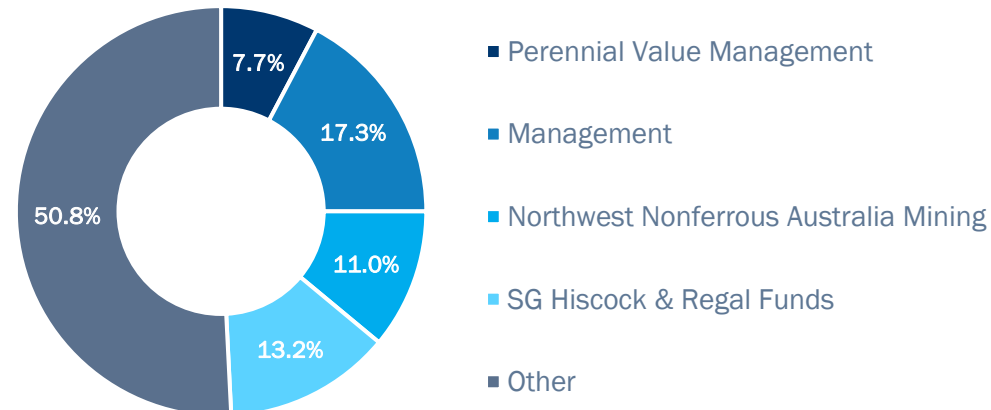
Corporate snapshot



Synertec Corporation Ltd

ASX Code	ASX:SOP
Shares on issue	357,360,560
Share Price (as at 29 August 22)	20.0c
Market Cap (as at 29 August 22)	\$71.5M
Cash (as at 30 June 22)	\$4.1M

Key Shareholders



Company Board



Dennis Lin

Independent Non-Executive Chair



Michael Carroll

Managing Director



David Harris

Executive Director, [Technology & Future Business], CFO & Company Secretary



Leeanne Bond

Independent Non-Executive Director

SYNERTEC

expertise  experience



Michael Carroll

Managing Director

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Appendices



Powerhouse Prototype Technical Fact Sheet

POWERHOUSE
by SYNERTEC



Advanced Control System

- Solar forecasting algorithms using satellite data
- Intelligent load management
- Battery level prediction
- Remote control/monitoring
- IOT & SCADA ready
- Cloud-connected



Performance

- 99.9%+ Availability
- More reliable than fossil-fuel alternatives
- Supports high power motor loads ("chewing" scenarios)
- 10+ year lifetime
- Suited to extreme environments



300kW Solar Array

- Configurable Solar Panels
- PV Inverters
- Australian ground-mount technology
- Rapid deployment
- Supplier warranty 25 years
- Land or water-based panels



1.5 MWh BESS

- Configurable Advanced Gel Lead Acid Battery system
- Voltage step up/down feature
- Design enables easy access to all batteries
- Batteries 100% recyclable
- Supplier warranty 12 years



Impact Focused

- Zero emissions
- Batteries 100% recyclable
- Components re-usable
- No air conditioning required
- Australian innovation & production
- Minimal footprint & no permanent footings



Modular & Portable

- 7 days site deployment & commissioning
- Re-deployable
- Transportable & installed using common logistics
- Minimal footprint & no permanent footings



Operations & Maintenance

- Very low maintenance solution
- Integration to customer SCADA
- Sensors enable predictive & preventative maintenance
- Long service intervals
- Automatic reporting and dashboards



Flexible & Scalable

- Modular design
- Ability to upsize inverter & battery capacity
- Expand to 10+ units parallel
- Design adaptable to future battery technologies

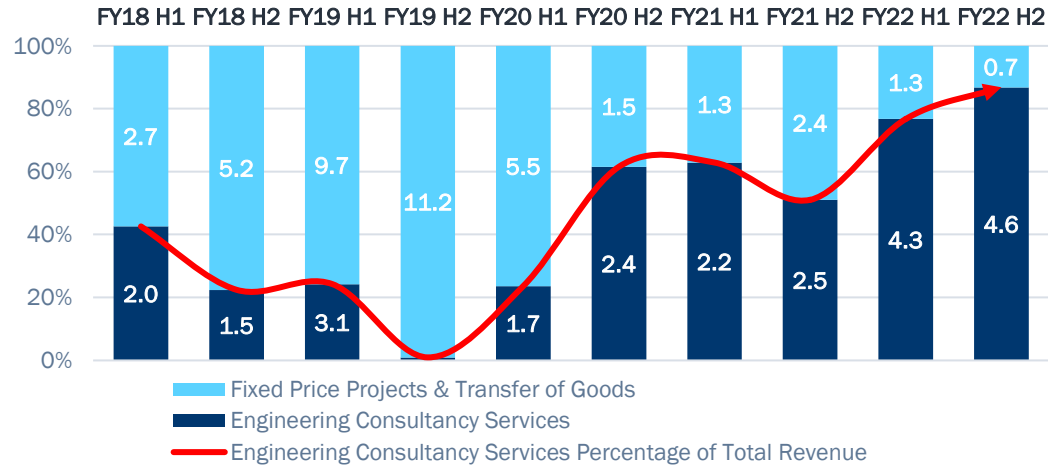


Commercially Effective

- Cost savings over diesel, gas & hybrid generators
- 'BOOM' commercial model (Build, Own Operate, Maintain) offered to customers
- Long-term supply agreements

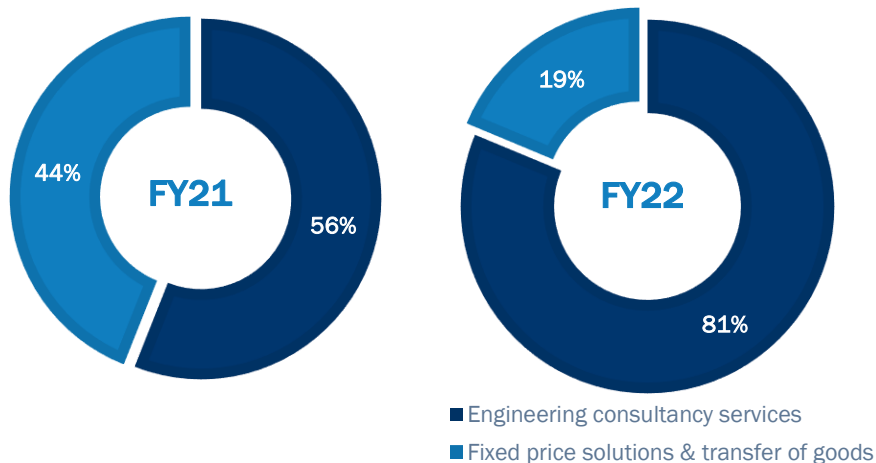
FY22 Financial Highlights (continued)

Revenue by Type (\$M)



- Consultancy Services revenue highest ever & almost double prior year
- Workforce continuing to grow to accommodate customer demand for Synertec's niche expertise in its key sectors of Water, Critical Infrastructure, Advanced Manufacturing & Energy

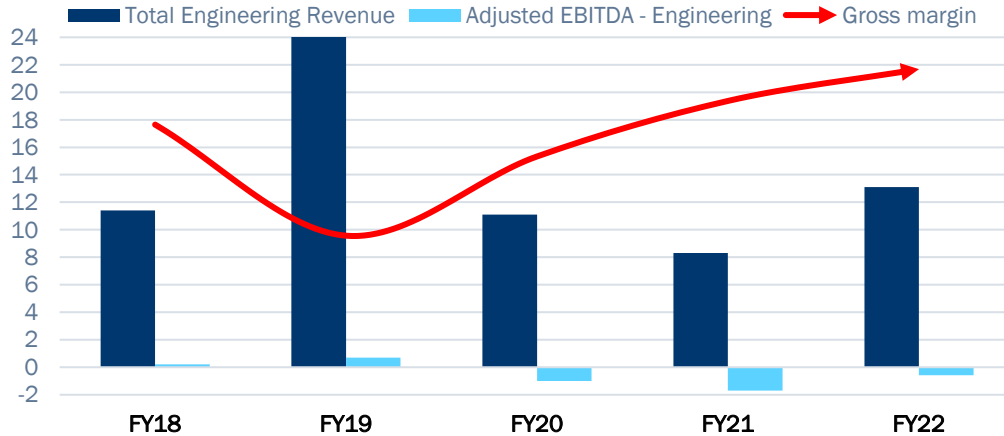
FY22 v FY21 Revenue by Type



- 81% of FY22 Engineering Revenue generated from Consultancy Services, a 25 percentage point increase on pcg
- Continues a long-term trend toward higher margin consultancy work

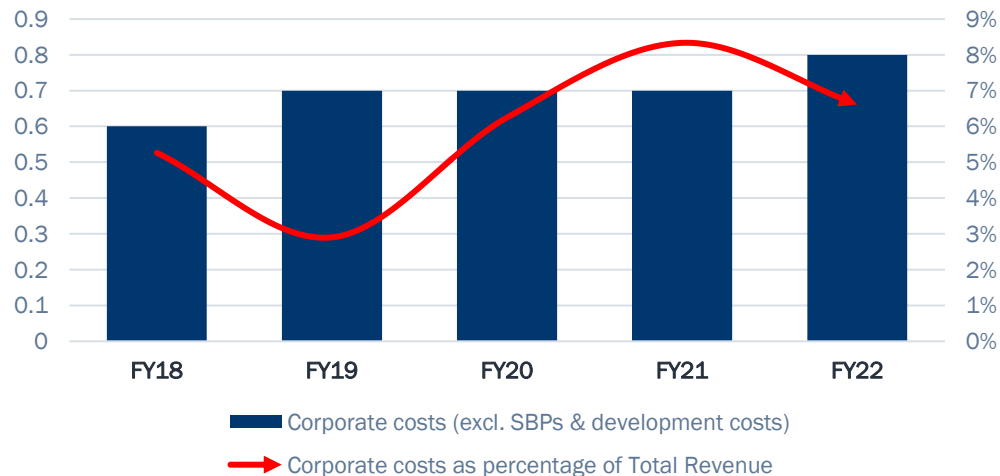
FY22 Financial Highlights (continued)

Engineering Performance (\$M)



- Ongoing shift from fixed price to consultancy revenue model **significantly de-risks the business** as project cost blowout risk is minimised
- Stronger gross margins achieved in FY22 and a solid work in hand position, setting a **path for self-sustainability**
- **Appointment of GM Engineering & further HR capability** to ensure talented people are recruited, developed, performing and retained
- **Executive & senior mgt focus on Technology development**

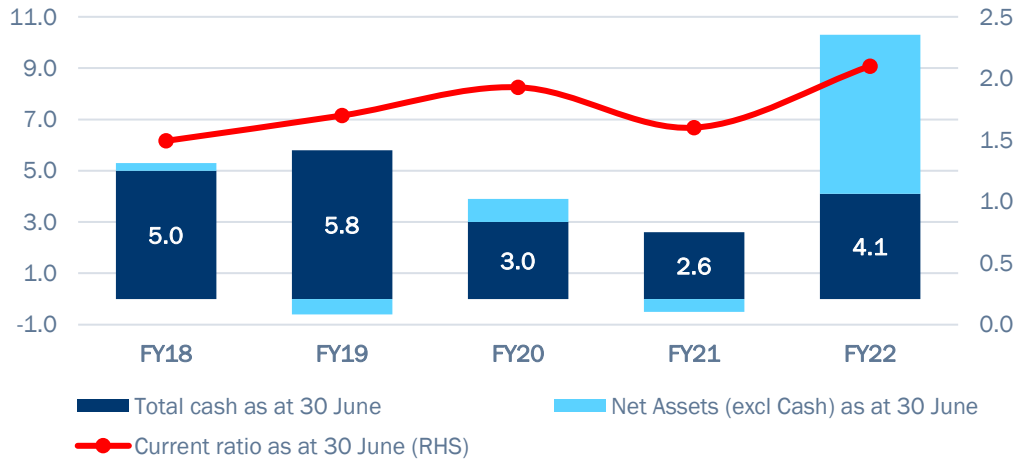
Corporate Costs (\$M)



- **Low corporate cost base**
- **Stable experienced Board** and corporate cost base since ASX listing in 2017
- Investing further in **stakeholder communications** including ESG framework and reporting
- **Executive Director focus on Technology development** as catalyst for growth

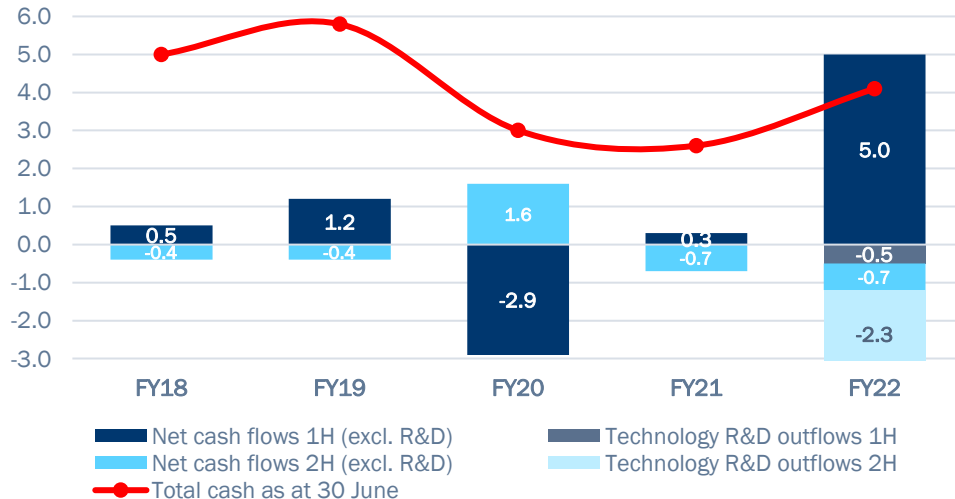
FY22 Financial Highlights (continued)

Total Cash to Net Assets (\$M) & Current Ratio (x)



- No working capital debt or covenants from its bank
- Current Ratio of **2.1 times** as at 30 June 2022, up from 1.6 times as at 30 June 2021
- No bad or doubtful debts
- Cash represents **79%** of net assets

Annual Net Cash Flow & Total Year End Cash (\$M)



- Receipts from customers of **\$11.8 million**, with debtor days stable in 30-40 day target range
- August 2021 capital raise generated **\$6.6 million** net proceeds to Synertec
- Proceeds provided balance sheet support and **funded current growth initiatives** such as Powerhouse technology

FY22 Engineering Business Highlights



Contract Wins

- \$10M+ in new contracts and contract extensions awarded during FY22
- Additional agreement with Metro Trains Melbourne worth up to \$3 million



Team Growth

- Skills and talent expanding despite tight labour market
- Enabler of technology development
- Largest team in the company's history
- FTE billing capacity approaching double pcg



New GM Engineering role & Organisation Structure

- GM to strengthen & grow Synertec's expertise & business development capability across target markets
- New team-based structure & HR capability to develop & retain talent
- Enables Executive focus on Technology & growth

Engineering Solutions – Recurring “Blue Chip” Customer Base



	Engineering
Product	Enabler of technology development & access to markets
Overview	<p>Niche multi-disciplinary engineering expertise supporting a Tier-1 blue chip customer base</p> <p style="text-align: center;">+</p> <p>Supports Synertec Group's focus on technologies for low carbon energy transition and digitisation of industry</p>
Market Opportunity	<p>80%+ of revenue from repeat business</p> <p>Targeting four key industries:</p> <ul style="list-style-type: none"> • Energy • Critical Infrastructure • Water • Advanced Manufacturing (Pharmaceutical & Biotech)
Revenue Model	Engineering consulting and fixed fee structures
Total Addressable Market	Tier-1 blue chip customer base investing in large target markets of energy, water, critical infrastructure & advanced manufacturing

Energy



Water



Critical Infrastructure



Advanced Manufacturing

