



Annual General Meeting 2022

CEO Presentation

AGM PRESENTATION
17 OCTOBER 2022



Explaining the obvious...

FIRSTGRAPHENE

REVISED BRANDING

- Modernisation of FGR branding and logo, reflecting a general change in Company initiatives, focus points and overall path to success
- In line with revised business strategy from being known as a “Mining Company” to a more representative “Materials Technology Company”
- Also intended to reflect the shift from R&D to commercially focused supplier
- Low-key and subtle change, completed at no additional cost
- Will be rolled out across platforms, communications, branding and documentation during FY23



FY22 Overview & key points

ANNUAL REVENUE (FY 2019 - 2022)

FY22
A\$0.72m

FY21
A\$0.34m

FY20
A\$0.29m

FY19
A\$0.02m



Production optimisation

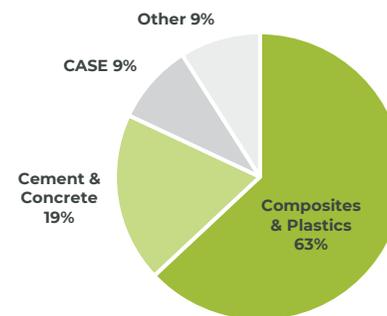
- Resourcing to meet demand
- Process optimisation to reduce cost
- Process flexibility to cater for custom-made products
- Process evolution to move to downstream products



Financial strengthening

- Sales revenue +111%
- Operating profit +20%
- Operating and investing cashflow +48%
- Capital expenditure -94%

Segment Revenue Split FY22



Segment focus

Cement & Concrete

- Reduction in CO₂ emissions
- Improved strength, durability, performance

Composites & Plastics

- Performance enhancing additives including thermally and electrically conductive polymers, enhanced recyclability

Coatings, Adhesives, Sealants, Elastomers & Foams

- Performance enhancing additives including fire retardant foams & coatings, mechanically enhanced rubbers & elastomers

FY23 Core focus points & priorities

FIRSTGRAPHENE

One. REVENUE GENERATION



INDUSTRY FOCUS

- Industry specific salespeople driving a revenue pipeline based on having “the right” to participate and be an authority in our segments
- Growing global exposure through distributors and strategic partnerships
- World-class customers committed to adopting graphene



R&D RESOURCING

- Material scientists and chemists to accelerate industry specific applications
- Developing intellectual property to protect our position and success in our segments



WORLD CLASS PRODUCTION

- Capacity, capability & know-how to support production of standard, bespoke and downstream products
- Consistent process optimisation to enhance quality, increase capacity and reduce costs

Two. STRATEGIC R&D OF FUTURE TECHNOLOGIES



STRATEGIC TECHNOLOGY

- R&D of core technologies that strategically align to company's focus
- Linked to Graphene/Graphitic materials and long-term, high-value applications
- Supercapacitor materials, hydro-dynamic cavitation, catalytic heating and perovskite solar cells



EXTERNAL FUNDING

- Application and execution of external grant funding to continue development of future technologies



FINANCIAL COMMON SENSE

- Strategic management of funding
- Balance of frugality and careful not to stifle innovation or growth
- Leverage external grant funding opportunities to accelerate both strategic R&D and client-driven application development



Revenue streams

- Grinding aids to lower CO₂ emissions by 20%
- Admixtures to improve the strength and durability of concrete including sulphate driven erosion
- Current client opportunity base accounts for **~12,600t**
- Drivers: Key construction chemical companies



Current key activities

- Working through Innovate UK-funded, commercial scale consortium project to develop green cement with Breedon Group, Morgan Sindal Infrastructure and Manchester University
- Second commercial trial pending with key European construction chemicals company
- Engaging key global construction companies and major local chemical companies
- Launch of PureGRAPH® enhanced shotcrete product HexMortar™ by GtM Action, and AM by Nanoproof/Glade Chemicals



FY23 expectations

- Complete commercial scale trials
- Joint marketing of client product launches
- Extend collaboration to top 5 key construction chemical companies
- Commence commercial scale application trials using PureGRAPH® enhanced concrete designs
- Commercial client grinding aid launch



Revenue streams

- Aqua Technics PureGRAPH® enhanced FRP swimming pool range
- Senergy Innovations development and commercialisation of PureGRAPH® enhanced solar thermal cells
- Growth of PureGRAPH® enhanced masterbatch range
- Launch of new PureGRAPH® enhanced products through compounding partners



Current key activities

- Working in collaboration with Senergy Innovations to upscale production and commercialise their PureGRAPH® enhanced solar thermal cells
- Continued development of PureGRAPH® enhanced HDPE range and other specialised compounds in collaboration with compounding partners globally
- Continued development of PureGRAPH® enhanced PET masterbatch for reduced energy consumption in large-scale packaging applications



FY23 expectations

- Launch of solar thermal cells alongside commercial scale trials in locations through the UK and EU. Increasing demand for PureGRAPH® 50 powder
- Completion of commercial scale trials with key partners to demonstrate the market potential of PureGRAPH® and open new revenue streams
- Increased collaboration with global compounding partners and formulators to leverage market knowledge and expand graphene's application range



Revenue streams

- Next generation carbon enhancing industry targets in sustainability and smart solutions
- Graphene dispersions and bespoke solutions within Coatings, Adhesives, Sealants and Elastomer markets
- Overall market stream potential to deliver above 0.01% of total addressable market volume (300KT based on current opportunity funnel)



Current key activities

- Expanding early adopter segments in wear protection alongside construction chemicals for waterproofing membranes
- Extended trials in enhanced footwear and textile/apparel/PPE applications
- Final trials in downstream automotive aftercare products and anti-corrosion through strategic partnerships
- Trials to extend fire protection and light weighting of foams



FY23 expectations

- Complete commercial scale trials, with key players to signify next stage developments
- Extend brand value propositions in market with First Graphene while increasing footprint in the market
- Agreements in place and working towards increased revenue
- Key market players identified and working scope to extend applications
- Production launch by textile coating client



Strategic Technologies

- Supercapacitor materials – developing superior materials to existing activated carbon supercapacitors offering higher energy density and capacitance
- Hydrodynamic cavitation – green process for converting petroleum feedstock into synthetic, battery-grade graphite and clean hydrogen
- Unique heating device – developing unique heating device in conjunction with strategic partner to leverage graphene's thermal performance
- Process development – optimisation of electrochemical cell for graphene production and reduction of manufacturing cost



Current key activities

- Supercapacitor materials – working in conjunction with experts at WMG to optimise coating formulations to apply to scale up devices (pouch cells)
- Hydrodynamic cavitation – exploring both commercial partnerships and grant funding options to build demonstration cavitation reactor. Continuing to build business case to aid in promotion of the technology
- Unique heating device – developing solution including graphene thermal fluids, thermal performance coating and thermally enhanced polymer
- Process development – continued optimisation trials and implementation of process changes to improve cost base, efficiency, capability and capacity



FY23 expectations

- Complete optimised supercapacitor pouch cell manufacture and cyclic testing. Identify commercial partner to advance program
- Complete and secure grant funding to advance development and manufacture of a demonstration cavitation reactor, and complete business case for technology promotion
- Complete concept development of graphene enhanced efficient heating device and begin marketing to utility companies within the UK
- Complete optimisation trials and implement process change to target a circa 30% cost reduction of the manufacture of PureGRAPH®. Continue to further optimise manufacturing process

KEY MESSAGE SUMMARY

- Excellent progress made in FY22 by increasing revenue, reducing cost base, and advancing key application developments
- Clear priorities within FY23 being as follows



Revenue generation - leveraging industry qualified experts (Commercial Managers), application validation by our industry best-in-class Materials Scientists and Chemists, and supported by our world-class manufacturing facility



Advance core strategic technologies with grant funding, commercial partners, and push towards revenue recognition



Continued cost control to achieve a break-even point faster

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Corporate Headquarters & Manufacturing Plant

1 Sepia Close, Henderson
Western Australia 6166

P. +61 1300 660 448

Global R&D & Marketing Facility

Graphene Engineering & Innovation Centre
University of Manchester
Sackville Street, Manchester
M13 9PL, United Kingdom

P. +44 (0)161 826 2350

FIRSTGRAPHENE.NET

info@firstgraphene.net

