

CLEAN CONVERSION TECHNOLOGIES

Environmental technology transforming the waste tyre industry

CAPITAL RAISING PRESENTATION

NOVEMBER 2020



Important Notice

This presentation and the information contained within it (the "information") has been prepared solely for the use and benefit of the person to whom it is provided (the "recipient"). The information has been provided to the recipient on a strictly confidential basis solely for the purpose of assisting the recipient to determine whether it may be interested in participating in the investment opportunity described in this presentation (the "opportunity") and if so, to participate in that opportunity, and may only be used for that purpose.

This presentation contains selected information only and does not purport to contain all of the information that may be relevant to the opportunity. The information is not a prospectus, disclosure document, product disclosure statement or other offering document under Australian law or under any other law. This presentation has not been filed, registered or approved in any jurisdiction.

The information is provided for general information purposes only, without taking into account any person's objectives, financial situation or needs. It should not be relied on by the recipient in considering the merits of any particular transaction, including the opportunity. The recipient should consider its own financial situation, objectives and needs and conduct its own independent investigation and assessment of the contents of the Information. Past performance information included in this presentation is provided for illustrative purposes only, should not be relied upon and is not an indication of future performance.

Pearl Global Limited ("Company") and its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents make no representation nor give any warranty, express or implied, as to the accuracy, completeness, reliability, timeliness or suitability of the information or that the information may be used in any given way or to achieve any given result.

Any forward looking statements or projections included within the information have been prepared by the Company and its representatives and represent the subjective views of the Company's management and representatives and their current estimates of future



The recipient must, and agrees with the Company that it will, make its own independent assessment of the accuracy, completeness, reliability, timeliness and suitability of the information and its own determination of whether the information is appropriate to be used for any given purpose. The recipient will rely upon the information at its own risk.

To the maximum extent permitted by law, the Company and its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents exclude and disclaim all liability for any expenses, losses, damages or costs incurred or suffered by the recipient or any other person arising from or in connection with use or reliance on (in any manner) the information or the recipient's participation in the opportunity, whether the expenses, losses, damages or costs arise because of negligence, default, misrepresentation or some other cause, and whether or not foreseeable. To the maximum extent permitted by law, the recipient (on its own behalf and on behalf of each of its representatives) unconditionally and irrevocably releases the Company and its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents from all claims and liability. The Company holds this release for itself and on trust for its related bodies corporate, directors, officers, partners, employees, advisers, consultants and agents.



performance. These forward looking statements and projections are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of the Company, which may or may not prove to be correct and the recipient must form its own view on their subject matter. The Company is under no obligation to notify the recipient or provide further information to the recipient should the Company or its representatives become aware that any information is inaccurate or out of date, has changed or is incomplete.

Introduction to Pearl Global



Australia's first company to be licensed to thermally treat tyres and the only entity in commercial operations



Large addressable market – 1.6 billion tyres are discarded globally per annum

Significant benefits for community, economy and environment with positive outlook for government policy support



Strategic investment support from government in the form of grants and institutions with experience in energy sector



Simple, linear and transparent business model using a 3-step process from collection to sales









Approaching profitability through an increase in production and strategic expansion into asphalt and bitumen verticals



Leading specialist in cleanly converting end of life tyres into high-value sustainable products



Management and board with a deep understanding of the clean energy sector

Executive Summary

- Pearl Global Ltd (ASX: PG1) is a leading Australian waste technology company that utilises its exclusively licensed proprietary technology to address the problem of tyre waste and storage in an environmentally friendly manner
- Based out of Stapylton, Queensland, PG1 cleanly converts end of life tyres into high value sustainable products to create a stronger circular economy
- The Company is targeting continued growth of its current Queensland facility to maximise its estimated 20,000 tonne processing facility, capable of cleanly converting approximately 2.5 million used car tyres per annum into valuable end products

Key Highlights: ٠

- Australian-first fully commissioned tyre recovery operation
- 220% quarter-on-quarter growth in customer cash receipts for September quarter of \$1.65 million, driven by a strong rise in waste tyre collections
- The Federal Government budget speech delivered on 6th October 2020 resolved to ban the export of waste tyres, supporting and indicating higher demand for Pearl's in-country solution to treat tyre waste
- Nearly 4,000 tonnes of tyres processed in the last 12 months into high-value oil, carbon and steel products
- PG1 is seeking to raise up to a total of \$6.5m to support its continued Stapylton facility expansion. \$5 million to be placed through Bells with the issuance of 55.55 million shares at an Offer Price of \$0.09 under the Company's ASX L.R. 7.1. and 7.1.A capacity
- The major shareholder, ROC Partners, has indicated its willingness to participate in the placement, subject to final internal investment committee approval and shareholder approval as required by ASX listing rules for its pro rata participation of ~\$1.5m
- Use of funds for the raise will be primarily directed towards expanding the Company's current Stapylton operations, including:
 - Capital purchase of onsite recycling equipment to assist in production increases
 - Capital purchase of tyre processing equipment
 - Tooling and scaling up in in-house maintenance crew •
 - Working capital
 - Costs of the Offer



- \$1.5 million
- \$1.4 million
- \$1.2 million
- \$2.1 million
- \$0.3 million



Corporate Overview

Snapshot		
Share Price (29/10/20)	\$0.094	
Shares on issue	299m	
Quoted options (24/1/21, 30c) 45m		
Unquoted options (13/6/22 19.1c, 6/8/22 15c)	5m	
Market Capitalisation (fully diluted)	\$32.7m	
Cash as at 30 Sep 2020	\$3.2m	
Strategic Investors		
First State Super – ROC Partners	18%	
Energy Super Fund – ROC Partners	4%	
Capricorn Co-operative	3%	







Last 12 Months' Share Price Performance and Volume

0000 00000

Strong Growth – Over 1 Million Tyres Processed







Quarterly Production (tonnes)

0000 00000

Consistent Quarterly Growth in Cash Receipts

Quarterly Customer Receipts







/

Immediate necessity to solve a global issue

Government and communities are increasingly insisting on solutions for dealing with all kinds of waste – including tyres



56 MILLION

Tyres discarded in Australia p.a.



1.5 BILLION

Tyres discarded globally p.a.









Large portion of market share still to be captured, with Pearl in early stages of penetrating the 120plant, 10m tpa Australian asphalt market

63 PERCENT

landfilled, stockpiled, illegally dumped





PEARL GLOBAL | ASX: PG1

Social outcomes – significant benefits

Overwhelmingly positive social outcomes from carbon reduction and diversion from landfill

IP DEVELOPMENT

 Cementing Australia as a globally relevant market in developing environmental technology

REDUCING STOCKPILING

• Reducing a significant environmental and humanhealth risk from issues such as toxic tyre fires

CARBON REDUCTION POTENTIAL

- Potential carbon reduction gains ~500kg of CO₂e for every tonne of tyres recycled upon completion of waste to energy project
- Potential for the combined technologies to set the highest environmental and industry standards for clean waste conversion



LANDFILL DIVERSION

WASTE AS A NATURAL RESOURCE

- Promoting the use of regeneration of waste resources and opposed to depleting virgin resources
- Energy conservation it takes a lot less energy to recycle than to create new products

Overwhelming federal/state policy support to divert landfill waste streams

- Stimulating recovery and preventing stockpiling and illegal dumping activities
- Perfectly aligned to the "National market development strategy for used tyres" collaborative framework endorsed by all Australian state environment ministers
- Aligned to Basel convention: exporting countries to ensure hazardous wastes are managed in an environmentally sound manner

 $\begin{array}{c} \circ \circ \circ \circ \\ \circ \circ \circ \circ \circ \end{array}$



Simple and transparent model

RECEIVING A GATE FEE PRIOR TO PRODUCTION





THE PEARL GLOBAL E = ARL **BUSINESS MODEL** GLOBAL CLEAN CONVERSION TECHNOLOGIES 1. Raw material is a profit centre! (Attactive Market) LEVEL 1 LEVEL 2 2. High barriers to entry- I.P./ EPA approved PRODUCTS PRODUCTS 3. Raw Products have a market, but treating (raw) Level 1 products creates massive value uplift clean gas 4. Strong pricing power for reclaimed products TREATED electric COMMERCIALLY power 5. Low degree of operating difficulty generation - \$\$\$ improvement 6. Low direct operating expense carbons ACTIVATED CARBON carbon charcoal LIGHT FUELS THERMAL DESORPTION UNIT high tensile = **HIGH VALUE** (I.P. - SECRET SAUCE) steel SOLVENTS - toluene - xylene - limonenes raw fuels HEAVY FUELS CONDENSOR - carbon black raw fuels feedstock - needle coke **BUILT IN 40-FOOT ISO CONTAINER** fractionation FOR EASY TRANSPORT

0 0 0 0 0 0 0 0 0

Linear, three-step end-to-end process

PROCESS TYRES



Policymakers increasing disposal fees

Three year track record of success



Fuels, Carbons, Steel And Energy from our gases



Scalable operations developing multiple valuable products



Pearl's patented process consumes waste tyres and cleanly produces:

Carbon Char (75% pure carbon)

- Multiple uses due to high stored energy (Pearl carbon has 30% more energy than coal)
- Pearl targeting asphalt industry as a binder and filler
- Pearl's asphalt partners are to utilise Pearl carbon to enhance their asphalt

Clean gas (energy use)

• Continuous process that uses three factors to produce clean gases as opposed to toxic gases

High tensile steel

- Used in manufacturing

Fuels

- Raw fuel derived performs similarly to diesel
- Also used as Furnace/Heating Oil



• Steel is separated along with the carbon char as part of the automated process







Partnerships with established expertise

Commercial operators

ROC Partners – cornerstone

- Leading alternative asset • manager in Australasia
- 20 years of investment • experience and \$6.4 billion under mgt

Capricorn Society Co-op Limited

(Mechanic and automotive co-op)

- strategic investor
- 18,000 automotive members, \$1.5 • billion turnover
- Buys large volumes of • industrial degreasers and solvents

Aussee Road Services (Part of the See Civil Investment group)

- 5-year offtake agreement
- products









Pearl has received over \$1m from the Queensland Government over two grants for Pearl's waste-to-energy project + resource recovery



Working to enhance carbon and fuel

Tyre Stewardship

of Australia (TSA) - ACCREDITATION

- Federal government project to find solution to waste tyres
- Pearl has become 1st processing • company to receive TSA accreditation for thermal processing



THE UNIVERSITY OF WESTERN AUSTRALIA



Australian Government

Australian Research Council





Ongoing investment into product development

CREATING FURTHER VALUE BY PRODUCT IMPROVEMENT



UPGRADE TO PRODUCTS SHOWS SIGNIFICANT UPLIFT IN PROFITABILITY

Various fractions produced from Pearl hydrocarbons - Source Pearl 2017





Asphalt and bitumen expansion

Australia produces 10 million metric tonnes of asphalt p.a. with 120 asphalt players nationally (Ref. AAPA website)

Established industry seeking change and consuming a large volume of resources

Australian road authorities and contractors are actively looking for opportunities to minimise the impacts of their operations on the environment with particular focus on increasing utilisation of recyclable materials

In May 2018, the Australian Government committed \$6.3 bn in infrastructure payments to the states; this was followed up in the 2020 Federal Budget with \$1.3 bn for transport infrastructure projects in QLD and approx. \$250 m to modernise recycling and waste reduction infrastructure¹

Pearl has signed a 5-year offtake with a leading asphalt group to produce ~10ktpa of fuel and 7ktpa carbon char products

Expanding industry verticals will enable Pearl to maximise the production capacity of the Stapylton facility

1: <u>https://www.aph.gov.au/About_Parliament/Parliamentary_Departments/Parliamentary_Library/pubs/rp/BudgetReview201819/Infrastructure</u>







Highly credentialed Board & Management



Mr. Andrew Drennan Co-founder and Managing Director

Mr Drennan is a waste management specialist across corporate and operational teams, His experience covers roles as Environmental Team Leader at BHP Billiton Iron Ore for 10 years, as well as being a former Environmental Officer with the Western Australian Department of Mines and Petroleum. Mr. Drennan holds a Bachelor of Science (Environmental Science) from Murdoch University, Western Australia.





Mr. Gary Foster Co-founder and Executive Chairman

Mr Foster has a demonstrated entrepreneurial work history covering financial services, agriculture and environmental industries. Mr Foster was a former CEO of an international commodities trading company, co-founder and current non-executive Chairman of ASX listed Vortiv Limited, a profitable cybersecurity business





Mr. Brian Mumme Director

Mr Mumme is a senior executive with over 30 years of national and international experience in commodities (oil, gas, agriculture), with a focus on marketing, trading, risk management and optimising supply chains. Prior to establishing his own consulting business, Mr Mumme was seconded from BP Australia into the role of President for the North West Shelf Gas Joint Venture for six years in a career of over 20 years with BP.

Mr. Brad Mytton Director

Brad is a Partner at ROC, with deep experience in clean energy technology, governance and corporate finance. Brad has been influential in assisting the Board for its future planning and growth. He holds an MBA from University of Oxford, and a B.Com (hons) in Management Science from the University of Canterbury.



Highly credentialed Board & Management



Mr. Bert Huys Chief Technical Officer

Mr Huys has 30 years of experience in HSE Management and Research and Development in the mining and industrial processing industries, including over 10 years as Environment manager for BHP's West Australian Iron Ore operations. Mr Huys is also a Research Fellow with University of Western Australia – School of Mechanical and Chemical Engineering. Mr Huys is responsible for HSE Management and Process Commercialisation and R&D for Pearl.



Mr. Doug Swanborough Chief Financial Officer

Mr Swanborough holds an M.B.A., is a fellow of the Institute of Public Accountants (FIPA) and a Fellow of the Institute of Financial Accountants (FFA) United Kingdom. Mr Swanborough's skills include Governance, risk management and compliance, financial analysis and modelling, budgeting and forecasting and strategic planning and implementation.





Mr. Michael Barrett Director

Mr Barrett is a Chartered Accountant with over 27 years of international experience in finance, strategy and corporate development, capital markets and risk management. Mr Barrett also has extensive experience working in the energy and resources industry. More specifically, Mr Barrett was previously Chief Financial Officer for Rio Tinto's US energy business. Mr Barrett spent two years as National Lead Partner for Deloitte's Risk Advisory Energy and Resources practice where he specialised in corporate governance, board advisory and risk management.



Progress timeline

2017

Pearl lists on the ASX and secures approval to establish a plant in QLD

2019

Investment from ROC Partners to add further Thermal desorption units



2020

5-year offtake agreement signed with asphalt manufacturer

2020

Second asphalt customer signed for Pearl's fuels and carbon products

2020

Surpassed 1 million tyres processed at Stapylton



Investment highlights



Huge addressable market with low barriers to entry due to Pearl's innovative technology



Established track record of processing tyres through a thermal absorption process



Pearl provides a real solution for companies with large amounts of idle tyres



Core technology is patent protected, new technology has patents pending



Consistent growth in production and processing with offtake agreements in place



Growing industry verticals – initially moving into asphalt and bitumen





Strong tailwinds from shifting attitude towards environment and waste policy



Management with strong industry relationships and knowledge of clean energy





Capital Raising to Fund Growth

Offer Structure		
Capital Raising Overview	 Pearl is conducting an Equity Raising to raise approximately \$5.0m via the issuance of approximately 55.55m ordinary new shares under the Company's ASX Listing Rule 7.1 & 7.1A The major shareholder, ROC Partners, has indicated its willingness to participate in the offer for a further \$1.5 million to maintain its pro-rata shareholding level (approx. 22.46%) subject to final investment committee and shareholder approval as required by ASX listing rules The capital raised will fund working capital as well as essential capital purchases necessary to drive growth, including a tyre crumbing plant, an additional shredder, and infrastructure and source and states. 	
Offer Price	equipment related to fuel processing and storage	
Ranking	 \$0.09 per share New Shares issued under the Offer will rank pari passu with existing shares on issue 	
Use of Funds	Purchase of recycling equipment to increase production	\$1,500,000
	Purchase of tyre processing equipment	\$1,400,000
	Tooling and scale up for in-house maintenance crew	\$1,200,000
	Working Capital	\$2,100,000
	Costs of the Offer	\$ 300,000





CLEAN CONVERSION TECHNOLOGIES

Contact

Gary Foster Executive Chairman E: <u>info@pearlglobal.com.au</u> T: +618 6252 8135 W: <u>https://pearlglobal.com.au/</u>

