

### **Important notice**



The material in this presentation has been prepared by Chrysos Corporation Limited (ASX: C79) ("Chrysos" or the "Group") and is general background information about Chrysos' current activities as at the date of this presentation. The information is given in summary form and does not purport to be complete. It is intended to be read by a professional analyst audience in conjunction with the Company's other announcements to ASX. Information in this presentation, including forecast financial information, should not be considered advice or a recommendation to current shareholders, investors or potential investors, in relation to holding, purchasing or selling securities in the Company, and does not take into account the investment objectives, financial situation or needs of any particular shareholder or investor. No representation or warranty, express or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation.

#### **Forward-looking statements**

This presentation may contain statements that are, or may be deemed to be, forward-looking statements, for example statements that use words such as "may", "will", "would", "could", "expects", "intends", "anticipates", and other similar words that involve risks and uncertainties. You should not place undue reliance on such forward-looking statements. These statements are based on an assessment of present economic and operating conditions and on a number of best estimate assumptions regarding future events and actions that, at the date of this document, are expected to take place. No person who has made any forward-looking statements in this document has any intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events or any other factors affect the information contained in this document, other than to the extent required by law. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company.

This presentation also contains references to certain intentions, expectations and plans of the Company. These intentions, expectations and plans may or may not be achieved. They are based on certain assumptions which may not be met or on which views may differ.

This presentation may contain information that has been derived from publicly available sources that have not been independent verified. No representation or warranty, express or implied, is made as to the accuracy, reliability, adequacy or completeness of this information.

Past performance information in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance

To the maximum extent permitted by law, Chrysos, its subsidiaries and their respective officers, employees, agents and consultants, and any other person involved in the preparation of this presentation, disclaim all liability and responsibility, including, without limitation, any liability arising out of fault or negligence, for any direct or indirect loss which may arise from or be suffered through use or reliance on anything contained in, or omitted from, this presentation.

# Agenda

01 Chair Address

**02 Managing Director Address** 

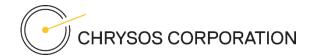
03 Formal business

**04 Questions & Answers** 





## **Experienced leadership team**



#### Supported by a well respected and tenured board

#### Senior leadership team



#### **Dirk Treasure Founding CEO & Managing Director**

- Metallurgist with a background in both technical and commercial mining aspects spanning 15 years in the industry
- 7 years in novel metallurgical process development and commercialisation prior to becoming Chrysos' founding CEO



**Brett Coventry Chief Financial Officer** 

- Experienced in taking high growth technology start-ups from inception through to maturity
- 20 years in various roles encompassing international expansion, capital raising and listing through IPO

#### **Board of Directors**



**Rob Adamson Founder & Chairman** 

- 20+ years' experience in mining and finance
- **Executive Chairman of RFC Ambrian**



#### **Kerry Gleeson Director**

- Experienced executive and non-executive director in mining and associated industries
- Qualified Australian and English Lawyer: M&A, debt & equity funding & commercialising technology



**Brett Boynton Founding Director** 

- Co-founder of AI data analytics business and founder of London listed gold exploration technology co.
- 20+ years' investment banking experience in London, New York, Sydney



**Eric Ford** Director

40 years of strategic management, commercial, operating and engineering experience in resources and energy

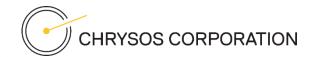


Ivan Mellado **Founding Director** 

- 20 years' experience in technology commercialisation and development ventures
- Business and Law qualifications; experienced executive and non-executive director



### **The Chrysos Vision**



To become the world's leading provider of innovative assay services and technologies



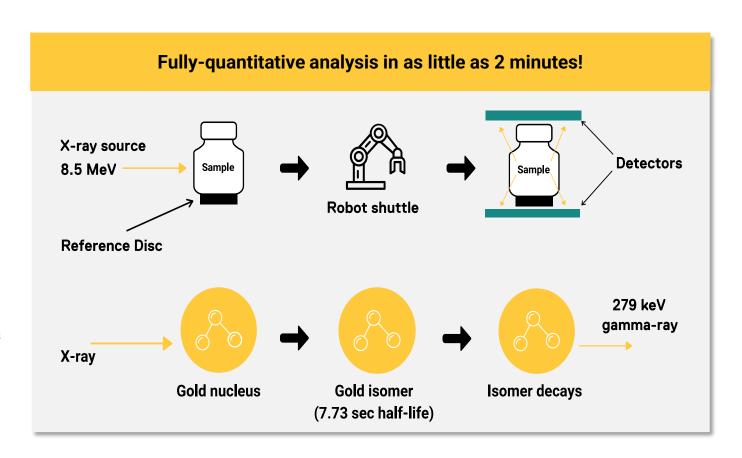
#### **Market Challenge:**

Traditional assay techniques are slow, labour intensive, complex, destructive to the assay sample, and involve dangerously high temperatures and toxic chemicals that are hazardous to both operators and the environment.



#### The Solution: Chrysos PhotonAssay™

- ✓ Provides faster and more accurate assaying
- ✓ Allows **real-time delivery** of information to support agile decision making
- Rapid decision making helps to improve operational efficiency, recovery and profitability
- Removes hazardous chemicals from the assay process protecting operators and reducing emissions
- Is non-destructive allowing for repeat testing and comparative analysis
- ✓ The process is **largely automated**, reducing labour requirements and the chance of human error





### **Chrysos – revolutionising the global mining industry**



Chrysos is a global provider of novel assay services through its proprietary PhotonAssay<sup>TM</sup> technology



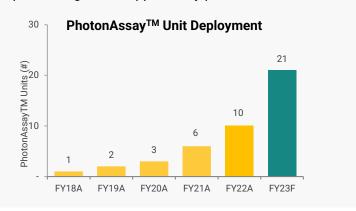
- Developed by CSIRO
- Faster process
- More accurate results
- Reduced sample preparation
- Automated operation
- Lower labour requirements
  - Improved workplace OHS
- Better environmental outcomes
- Larger, more representative, sample size

# Lease and Service Model with Tier 1 Counterparties

- Units operating commercially since 2018
- Deployed across 3 continents
- Over 4.5m commercial samples processed
- Secure Long-Term Revenue
- Unit deployments contracted out to 2025
- Over \$700m in Total Contract Value
- Excess revenue via increased unit utilisation
- Annual Return on Invested Capital 47% 82%
- Best in class gold analysis technology

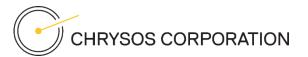
### **Industry Accepted Technology Displacing Traditional Fire Assay**

- Non-discretionary industry spend
- Total Addressable Market of 610 units globally
- Used in JORC and NI43-101, ISO17025
- Ability to analyse additional elements to gold
- Exponential growth supported by pre-contracted units





## **Large & unpenetrated TAM**

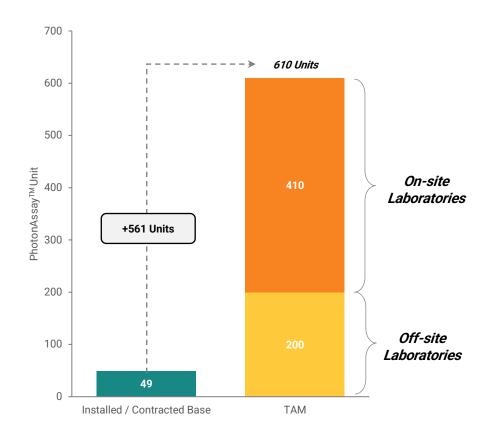


Chrysos has established a global structure to sustain rapid international growth

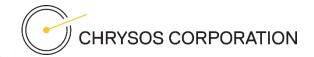
# Existing PhotonAssay<sup>TM</sup> Reach



#### TAM for PhotonAssay<sup>TM</sup> Units



### **FY22 highlights**



#### Strong growth ahead of Prospectus forecasts

\$14.3m

#### **Total Revenue in FY22**

- +215% growth on FY21 (+\$4.5m)
- +3.8% increase on Prospectus forecast (+\$13.7m)
- MMAP/AAC Revenue of \$13.5m
- On track to meet FY23 Prospectus target (+\$26.6m)

\$1.45m

#### Proforma EBITDA in FY22<sup>1</sup>

- +\$2.2m growth on FY21 (-\$0.7m)
- 57% increase on Prospectus forecast (\$0.9m)
- Driven by lower unit costs and company expenses
- On track to meet FY23 Prospectus target (\$3.2m)

\$558m

#### **Total Contract Value (TCV)**

- +\$147m in TCV added post period (\$705m)<sup>2</sup>
- Expansion of customer base
- Improving TCV per unit
- · Long-term committed revenue

\$92m

#### **Cash position**

- Operating cash-flow positive<sup>1</sup>
- · Continuing discussions with financiers for debt facility
- CAPEX of \$27m vs \$29m Prospectus forecast
- Well-funded to support PhotonAssay<sup>™</sup> unit growth

38

#### Contracted units

- 23 new lease agreements signed in FY22
- 10 additional units leased post-period (total 48 units)
- Contracted unit deployment extends into 2025
- Supports manufacturing expansion to 18 units/year

10

#### **Deployed units**

- 4 new units deployed in FY22
- · 1 new unit deployed post-period
- Unit utilisation of 66% vs Prospectus forecast of 64%
- On track to meet FY23 Prospectus target (21 Units)

- 1. Proforma (excluding IPO Costs which are treated as financing activities)
- 2. As at 29 August 2022

### Q1 FY23: Financial and operating highlights



Q1 FY23 unaudited Total Revenue of \$5.1m, reflecting 9% growth on the previous Quarter

\$5.1m

#### **Total Unaudited Revenue**

- +9% growth on Q4 FY22 of \$4.7m
- +112% growth YoY
- MMAP/AAC Revenue of \$4.8m

740k

#### Samples processed

- Increased +14% on Q4 FY22 of 651k
- +49% growth YoY
- Reflects a deployed utilisation rate of 59%

\$703m

#### **Total Contract Value (TCV)**

- Increase of 26% on Q4 FY22 of \$558.5m
- +477% growth YoY
- · Long-term committed revenue

\$82m

#### **Cash position**

- · Operating cash-flow positive
- · Continuing discussions with financiers for debt facility
- Well-funded to support PhotonAssay<sup>™</sup> unit growth

49

#### Contracted units<sup>1</sup>

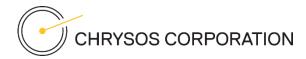
- 10 units signed in the Quarter, total of 48 contracts
- · Additional unit contracted to ALS in October
- Supports manufacturing expansion to 18 units/year

13

#### Deployed units<sup>1</sup>

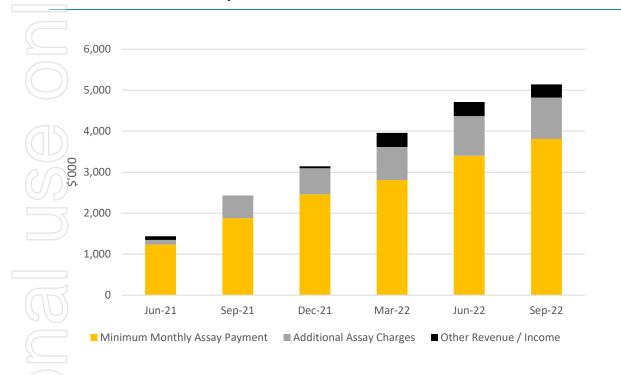
- Two units deployed in the Quarter
- One additional deployment in October
- Continued growth of deployed unit base

### Sustained revenue growth



#### New unit deployments and continued strong utilisation are driving revenue growth

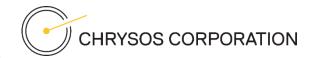
#### Unaudited MMAP, AAC & Other Income



Minimum monthly assay payments provide sustainable forecastable revenue

- Minimum Monthly Assay Payments (MMAP) provide sustainable, forecastable minimum revenue
  - Q1 FY23 MMAP was \$3.8m, up 12% on Q4 FY22 (\$3.4m)
  - The 13 deployed units as at the Q1 FY23 update provide a baseline MMAP of \$1.6m per month, or \$19m per year
- Additional Assay Charges (AAC) are continuing to increase supported by high utilisation
  - Q1 FY23 AAC was \$1.0m, up 5% on Q4 FY22 (\$0.97m)
  - Q1 FY23 AAC accounted for 20% of Q1FY23 Total Revenue
- MMAP and AAC revenue continue to increase in line with Chrysos' growing deployed unit base
- Other income reflects the provision of sample jars and lids to customers

## An environmentally-friendly solution



Substantially better for the environment and significantly safer than fire assay

PhotonAssay<sup>TM</sup> has a substantial **positive environmental impact** that will continue to grow in tandem with the uptake of the technology

- PhotonAssay<sup>™</sup> reduces CO<sub>2</sub> emissions and eliminates leadcontaminated waste
- **Quantifiable** benefit
  - 0.455kg of CO<sub>2</sub> reduced per sample (compared to fire assay)
  - 0.31kg of hazardous lead-contaminated waste reduced per sample (compared to fire assay)
  - Improved OH&S through the elimination of hazardous chemicals, lead exposure, and ultra-high temperatures used in conventional fire assay
    - Fire assayers require routine blood tests to confirm acceptable levels of lead
    - Fire assayers are routinely rotated through other laboratory tasks to prevent a build-up of lead

# IKE TO TREAD MORE LIGHTLY

Every sample analysed with PhotonAssay means reduced CO2 emissions and less hazardous waste. To date, we have achieved:



2063.41 tonnes

Reduced CO2 emissions



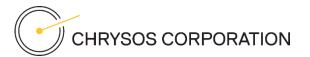
1390.56 tonnes

Hazardous waste reduction

As at 22 October 2022

### **Clear growth pathway**

FY18A



Clear organic growth plan with potential to expand TAM through additional commodities

10

FY22A

FY23F

### **Business Development Pipeline** Global networks of laboratories **MSALABS** Intertek ALS SGS PhotonAssay™ unit commitments extend out to 2025 Existing customers offer additional deployment opportunities **Growth Trajectory for Installed Units** (cumulative) 30 21

FY20A

FY19A

FY21A

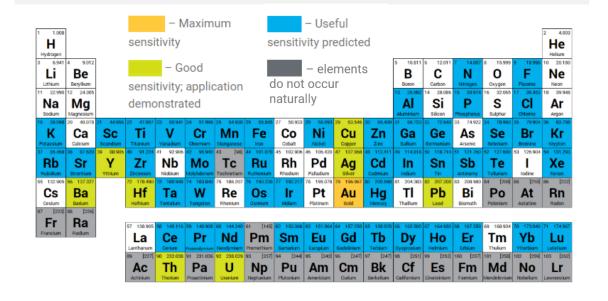
#### **Multi-commodity Assaying**

#### Potential to expand TAM

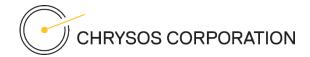
- Base metals
- **Energy metals**
- Electronics recycling

#### Potential to increase profitability

- Add-on analyses
- Concurrent moisture



## Looking ahead



#### Chrysos is well positioned to continue accelerating its global growth

- Strong and sustainable growth expected in FY23
- On track to meet FY23 Prospectus Revenue target of \$26.6m, and EBITDA of \$3.2m
- 49 contracted units, with deployments extending into 2025
- 14 currently deployed and generating revenue
- On track to achieve 21 deployed units by the end of FY23
- Manufacturing expansion to 18 units/year in FY23
- Well-funded with \$82m¹ cash in bank to support PhotonAssay™ unit growth
- Ongoing discussions with financiers for debt facility for further growth



# Thank you

For more information, please visit **chrysoscorp.com** or contact us at **investors@chrysoscorp.com** 

