entyr

Investor Presentation

Full Year Results FY23

Entyr Limited (ASX: ETR)

14 September 2023

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MULTIPLE ENVIRONMENTAL APPROVALS

ASX LISTED (ASX: ETR)

CIRCULAR ECONOMY

SCALABLE OPERATIONS

THE COMPLETE CIRCULAR SOLUTION FOR THE GLOBAL WASTE TYRE PROBLEM

CLEAN ENERGY (GAS)

RECYCLED STEEL

TYRE DERIVED FUELS

RECOVERED CARBON BLACK

Who we are

Entyr Limited
is an Australian company with unique technology that has the potential to play a significant role in solving the global waste tyre problem.

What we do

Solving the waste tyre problem
Our patented thermal desorption technology cleanly converts end-of-life tyres into valuable products, (fuel, carbon, steel) using heat in an oxygen free environment.

We are a complete environmental and circular solution.

FY23 Highlights

Operations

- Key infrastructure enhancements were made including the installation of a Rasper, Tank farm, and Shredder.
- Operational throughput milestone with a rolling 30-day average of 750 tonnes.
- Yard improvements encompassed hardstand resurfacing, ring road development, and first flush drainage device installation.

Financials

- Record revenue of $5.4 million (FY22: $2.9 million)
- NPAT of -$10.2 million (FY22: -$8.5 million)
- Cash balance of $2.1 million as at 31 August 2023
- Funded to deliver immediate FY24 goals

Growth strategy

- First gen plant overhaul & infrastructure installation underway with production recommencement in FY24.
- Growing interest from Government and potential strategic funding and offtake partners.
- Successful Victorian Roads trial using rCB was also completed during the year further promoting rCB's market adoption.

Key metrics

REVENUE
$5.4m (+88% YoY)

TYRE COLLECTION PRICE
$487 ASP (+34.5% YoY)

TYRE COLLECTION VOLUME
9,549 tonnes (+71% YoY)

TDU'S PROCESSED VOLUME
3,195 tonnes (+41% YoY)

TYRE CUSTOMER GROWTH
601 customers (+29% YoY)

CAPITAL INVESTMENT
$3.6m (+27% YoY)

ASP- Average Selling Price

Investment highlights

Company well positioned to achieve commercialisation and sell into a high-volume market that can absorb all offtake produced by Entyr now and in the future

1. **Invested in excess of $40m** over 12 years developing Company owned patented thermal process
2. Stapylton facility has **processed more than 2 million tyres** on site
3. **Potential market size of 560,000 waste tyre tonnes per annum** (56 million equivalent passenger tyres) in Australia
4. **Tightening regulations are demanding alternate solutions** and driving increased pricing opportunities
5. **Significant infrastructure investments** have allowed the platform to scale towards commercial volumes
6. Demonstrable ramp-up of **processing volumes**
7. **Offtake contracts secured**, including customers with a national footprint – Austek, Hansons, Downer EDI
8. **Extensive IP Portfolio with patents awarded** and pending in multiple jurisdictions including the US and EU

FY23 achievements

Rasper installation
August 2022
Key materials handling infrastructure that removes steel from the rubber and sizes the material for optimal processing

TDFO tank farm installation
October 2022
Key material handling infrastructure that transports cleans and stores TDFO ready for sale

Capital raise
November 2022
$2.25m (Nov) + $4.18m (Jan)

Rebranding to Entyr
December 2022
Rebranding of the Company to align with strategic direction

Patent
December 2022
Granted Australian patent for thermal process

ISCC Accreditation
January 2023
International Sustainability & Carbon Certification accreditation achieved

Board renewal
February 2023
Leeanne Bond & Teresa Dyson joining the board bringing significant experience in governance and engineering

Downer
February 2023
Agreement for future off take volumes of TDFO & rCB

Lease extension
March 2023
10 year + lease extension at Stapylton including significant site infrastructure

Shredder installation
April 2023
Key infrastructure to primary process tyres inline and to remove 3rd party costs

Capital raise
May 2023
$3.59m (May) + $3.87m (July)

Victorian asphalt trial
June 2023
Successful trial of rCB in asphalt in Victora partnered with ecologiQ, NTRO, Vic DoT, Alex Fraser and Seymour White

NTRO (ARRB)
June 2023
Commercial agreement to develop and promote the use of TDFO and rCB in the asphalt industry

Performance against 2023 operational goals

Infrastructure delivery

Objective 1

- ✓ Complete installation and commissioning bulk TDFO handling system and tank farm
- ✓ Complete installation and commissioning of Stage 1 TDU Feed – Rasper unit
- ✓ Installation and commissioning of Stage 2 TDU feed – shredder unit
- ✓ Installation and commissioning of new carbon separation tower and bagging unit

Optimise collections customer base

Objective 2

- ✓ Increase customer density target zone 1 & 2 (>85%)
- ✓ Maximise gate rates with price increases early FY23 (>$50/tonne)
- ✓ Grow collections capability additional truck capacity when required
- ✓ Customer service implementation of Opmetrics CRM system and customer portal

Grow off-take customers

Objective 3

- ▪ TDFO customer growth 3rd and 4th customer coming on line H1 FY23
- ▪ QLD Transport & Main Roads dept approval rCB expected in H1 FY23
- ▪ rCB customer growth will follow QLD Transport & Main Roads dept approval and expected in H1 FY23
- ▪ Enhance global growth option

Expansion

Objective 4

- ✓ Recruitment & retention

  Return to 24/7 Sep 22
- ✓ Skills development

  Cert 3 program
- ✓ Operational leadership

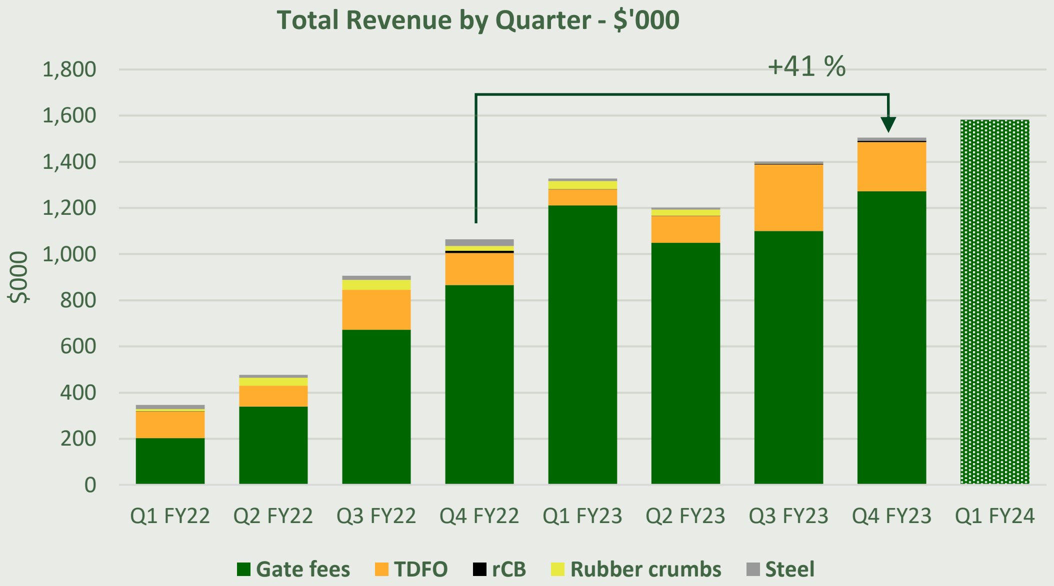
  Build shift leadership capability

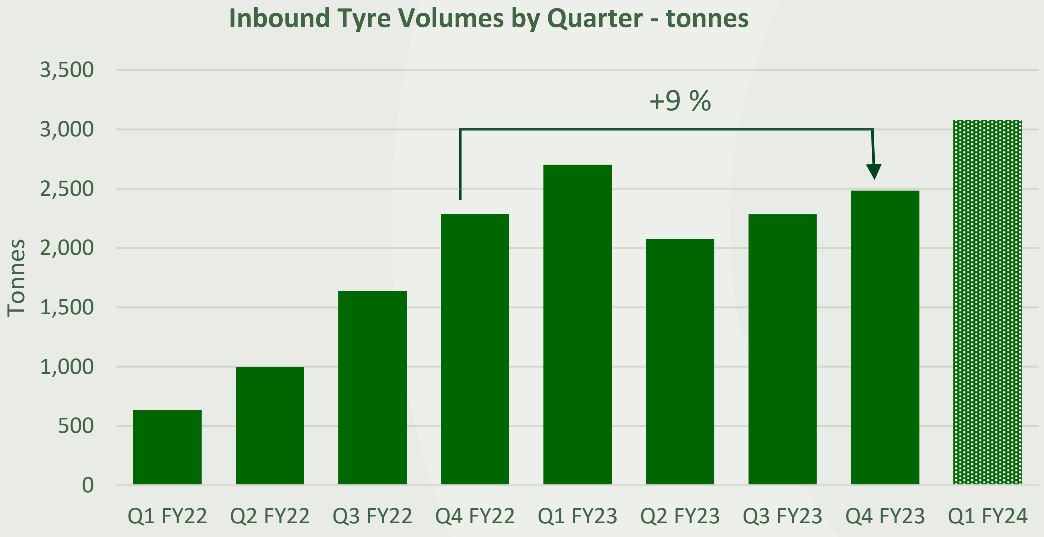
✓ Achieved

▪ In progress

Improvement in key strategic focus

Increasing production volumes to drive operating leverage from predominantly fixed cost base

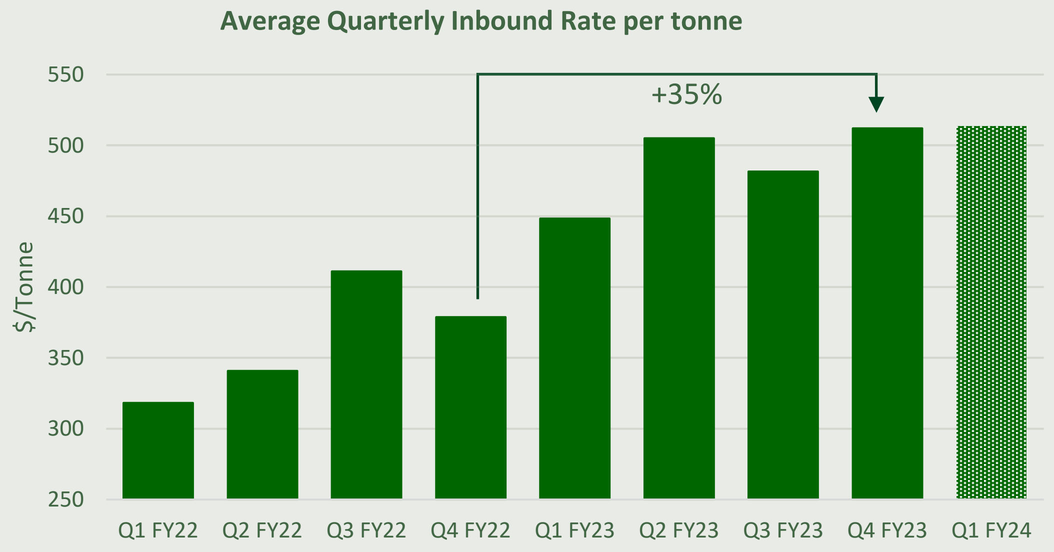


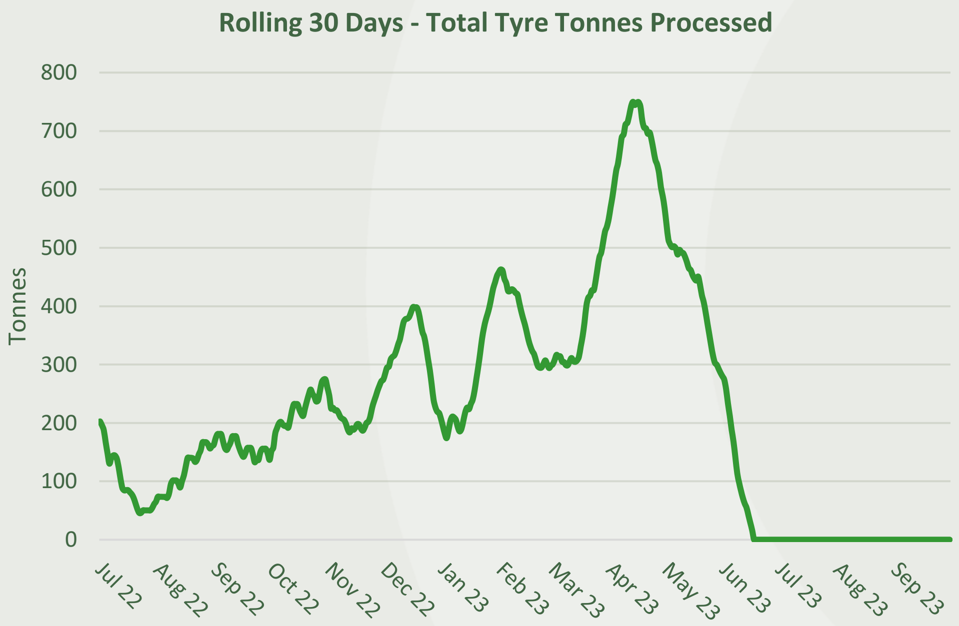


- Revenue continues to grow quarterly with a 41% YoY increase for Q4
- Inbound tyre volume shows consistent growth with a 9% YoY increase for Q4

Indicative results including July & August actuals

Improvement in key strategic focus (continued)





- The positive trend in the collection price continues which increased 35% YoY for Q4 from $379 per tonne in Q4 FY22 up to $512 per tonne in Q4 FY23.
- Entyr achieved a 30-day rolling production volume of 750 tonnes during the month of April 2023 before winding back thermal processing in May 2023 to commence installation of new infrastructure and plant.

Indicative results including July & August actuals

End-of-life tyres are an unresolved large scale global issue

Creator: Exclusivepix | Credit: Exclusivepix 7 June 2013

Every year approximately **1 billion of waste tyres are generated**. However, the recycling industry **processes only 100 million tyres every year. Leaving 90% to be stockpiled, buried or burnt.** Tyres are indestructible in nature making them inherently difficult to recycle.

Source: **Global Tire Recycling Market Analysis 2025 Report: Opportunity, Demand, Growth and Forecast 2017-2025**

The scale of issue in Australia

56,000,000

used tyres disposed of annually in Australia[1]

86%

OF AUSTRALIAN WASTE TYRES EXPORTED TO BE BURNT, DUMPED OR BURIED.[1]

93%

OF AUSTRALIAN WASTE MINING TYRES ARE BURIED ON SITE. [1]

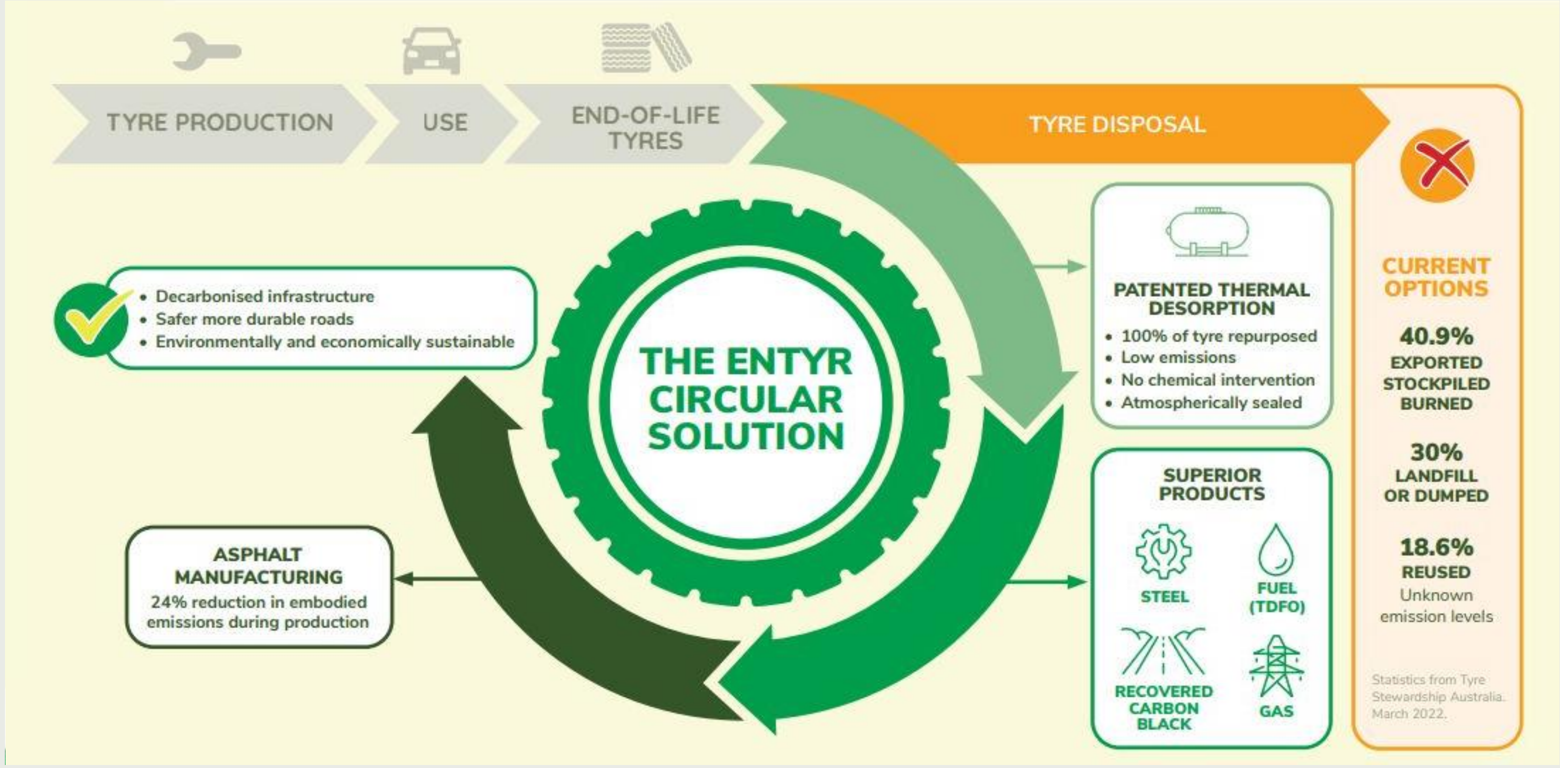
2,000

YEARS FOR TYRES TO DECOMPOSE.[2]

1. Source: National Waste Policy Action Plan 2019, Federal Government
2. Source: South Carolina Department of Natural Resources - https://stacker.com/stories/2682/how-long-it-takes-50-common-items-decompose

Circular solution

Globally unique IP and proven low energy, low-cost tyre processing and re-purposing



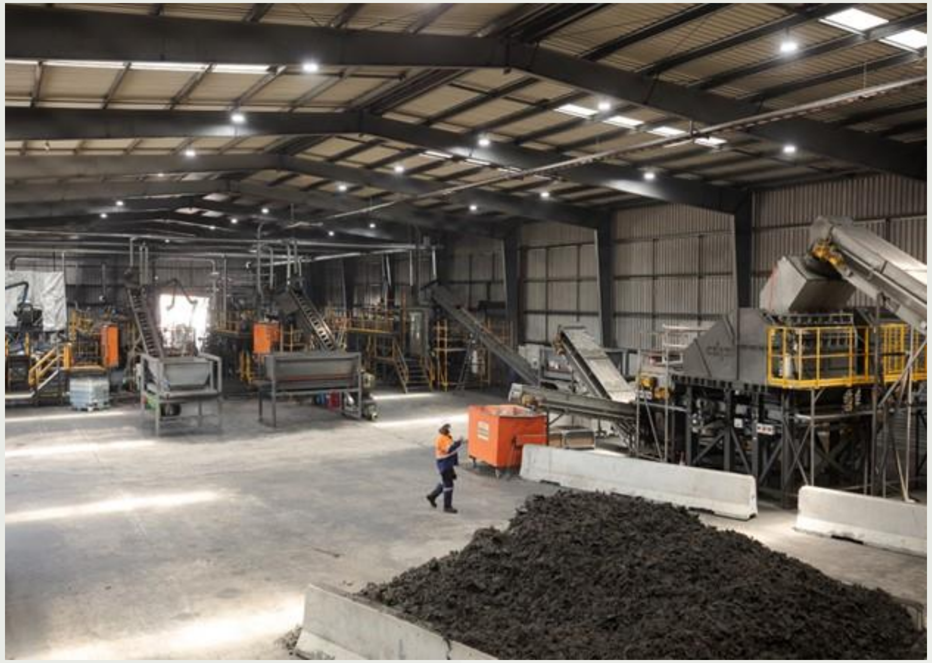
- ✓ Diversion from landfill
- ✓ No exporting of tyres for burning
- ✓ Low emissions through out process
- ✓ Value adding products
- ✓ CO2-e saving benefits
- ✓ Decarbonising infrastructure
- ✓ More durable safer roads
- ✓ Does not prevent asphalt from being recycled
- ✓ Circular sustainable outcome for tyres

Patented thermal desorption unit (TDU) technology

Entyr's low energy, low emission technology is the only environmental licensed technology of its type in Australia

- **Low thermal energy** continuous process (not batch) that applies only heat (no acids or chemicals) in an oxygen free environment.
- **Key to the I.P. is the variation of time, temperatures and agitation** that is applied to each piece of rubber within the reactor, that allows low and "clean" emissions.
- High quality products produced due to **baking not burning/incinerating** unlike Pyrolysis processes that use high temperature, high heat which destroys product quality and environmentally unfriendly emissions.
- **Scalable infrastructure** with modular design and low capital costs.
- **Only company environmentally licensed in Australia to treat used tyres thermally**. Strong environmental practices.

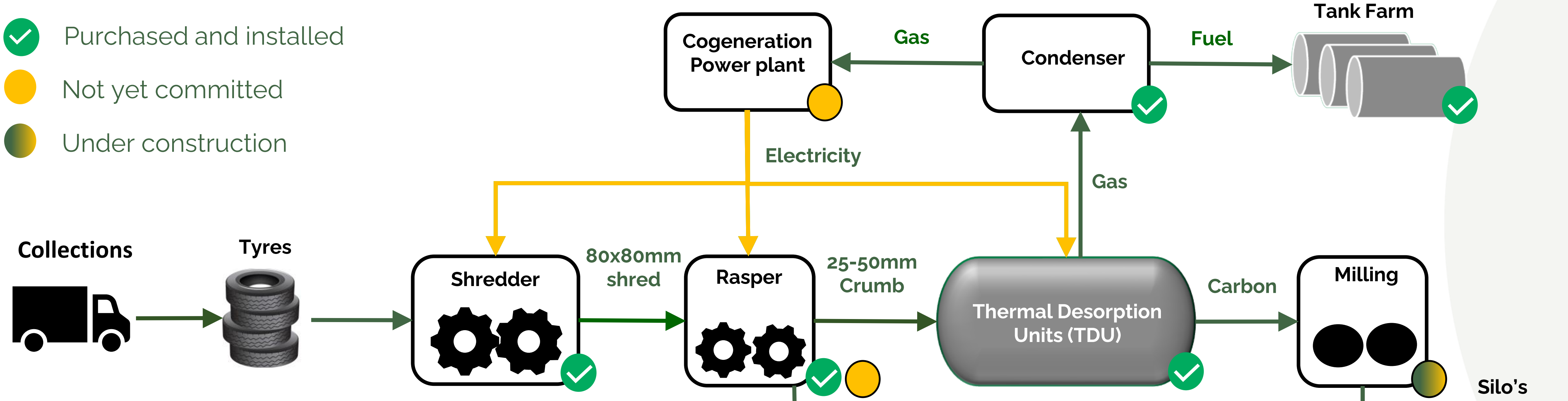
Our clean processing technology is patented in Australia, the USA and with a European patent under examination.



Thermal desorption units (TDUs) and Rasper

Manufacturing process

Entyr is developing a market leading end-to-end tyre recycling solution with further production capabilities to be acquired



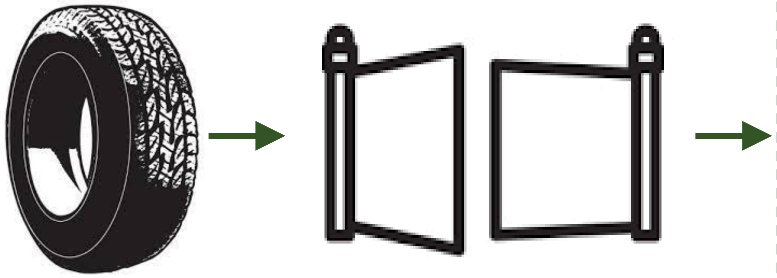
- The **Shredder** cuts whole tyres into 80mm 'shred'
- The **Rasper** cuts 'shred' from 80mm to 25-50mm crumb
- **TDU's** convert 25-50 crumb into Carbon and Gases through a unique temperature profile and heating process
- The **Condensers** cool non-condensable gases to produce fuel
- A **Mill** removes remaining steel and refines carbon to correct and consistent sized particles
- **Silo's** store carbon for transportation to asphalt customers
- Carbon is bagged for alternate markets where necessary

Business model target markets

Entyr provides tyre collection solution and technology delivering high-value end-products to attractive markets

End of Life tyre collection market

Collection price
$500 per t



Market

The disposal of tyres is heavily regulated preventing retailers from self disposal creating a market for collection and disposal

There is a consumer pays disposal model where a disposal charge is included on invoice of the new tyre purchase both retail and commercially

Competitive processes to Entyr
- Process & landfill
- Process & export
- Process, crumb and sell

Output markets

Process outputs

Process outputs		Revenue	Uses	End users
	rCB (36%)	$200 per t (domestic asphalt)	Substitute for hydrated lime for binding function in asphalt.	Asphalt companies
	TDFO (34%)	$800-$900 per t	Direct replacement for diesel in industrial burners. Used for two years, proven to increase asphalt plant efficiency and reduce overall costs.	Asphalt industry, international export for refining.
	Steel (20%)	$100 per t	High tensile steel separated from tyres in the process.	Currently steel mills to create railway wheels
	Gas (10%)	Non-condensed gases are captured and will be re-used as energy reducing reliance on grid power		

TDFO and rCB market

- **TDFO** (Tyre Derived Fuel Oil) used as a replacement for diesel in burner applications in the asphalt industry
- **rCB** (Recovered Carbon Black) used as a replacement for hydrated lime in asphalt mix design.
- **Currently 132 asphalt plants in Australia producing approximately 10m tonnes** of asphalt annually with product demand expected to exceed supply capacity

Emerging markets

TDFO
- Export: further refinement into highly valuable solvents and blending with ship oil
- Carbon credit opportunities exist for international customers

rCB
- Export: tyre remanufacture as a replacement for virgin CB ($800/t-$1,000/t) and industrial use (chemical manufacturing) ($300/t-$500/t)
- Pelletised additive for bitumen stabilisation (>$300/t)

FY23 Financials

Profit & Loss

Revenue

- 88% increase YoY with significant increase in collections revenue driven by both price and volume
- $4.6m relates to revenue from the collection of end-of life tyres
- $0.7m from the sales of tyre-derived products

Other income

- Includes $7.8m R&D grant revenue ($1.5m deferred on the balance sheet from instant asset write off impact)

Costs

- $21.3m reflects trialing 24/7 operations at an incomplete site:
  - Increased plant & equipment hire including 3rd party shredder
  - Outsourced repairs & maintenance while investing in internal capabilities
  - Operating inefficiencies related to operational trial while installation of new infrastructure and plant commenced
  - Disposal of shred and stored rCB
  - Yard resurfacing costs

A$m	FY23	FY22	%
Revenue	5.4	2.9	88%
Other income	8.2	8.8	(7%)
Total income	**13.6**	**11.7**	**16%**
Operating expenses	(14.6)	(10.3)	(42%)
Employee benefit expenses	(2.9)	(2.6)	(11%)
Other expenses	(3.8)	(3.5)	(8%)
Costs	**(21.3)**	**(16.4)**	**(30%)**
Depreciation	(3.0)	(2.2)	(36%)
Amortisation of intangibles	(0.2)	(0.1)	(104%)
Impairment expense	(0.3)	(0.3)	6%
Finance costs	(0.5)	(0.3)	(62%)
Loss before income tax	**(11.7)**	**(7.6)**	**(54%)**
Income tax benefit / (expense)	1.6	(0.9)	-
Net profit/(loss) after tax	**(10.2)**	**(8.5)**	**(20%)**

Balance Sheet

Cash

- $1.3m closing position boosted by $3.7m capital raising receipts in July

Net current assets

- Current Ratio 1.6
- Includes expected FY23 net R&D receivable of $8.4m

Non-current assets and liabilities

- PP&E increase reflects capital investment
- Increase of right-of use assets and lease liabilities primarily relates to the Stapylton 10-year lease extension
- Financial liabilities include R&D financing and hire purchase obligations

Net assets

- $14.4m consistent with last year

A$m	FY23	FY22	%
ASSETS			
Cash and cash equivalents	1.3	1.6	(17%)
Trade and other receivables	10.0	9.7	4%
Other	0.2	1.0	(77%)
Total current assets	**11.6**	**12.3**	**(5%)**
Property, plant & equipment	8.1	6.0	34%
Right-of-use assets	6.2	2.0	207%
Other	3.3	3.6	(8%)
Total non-current assets	**17.6**	**11.6**	**52%**
Total assets	**29.3**	**23.9**	**22%**
LIABILITIES			
Trade and other payables	2.9	3.2	(8%)
Financial liabilities	2.7	1.1	152%
Other	1.5	2.1	(28%)
Total current liabilities	**7.1**	**6.3**	**12%**
Lease liabilities	5.9	1.2	395%
Other	1.8	2.0	(8%)
Total non-current liabilities	**7.8**	**3.2**	**143%**
Total liabilities	**14.8**	**9.5**	**56%**
Net assets	**14.4**	**14.4**	**(0%)**
EQUITY			
Issued Capital	59.5	49.5	20%
Options reserve	0.2	0.0	820%
Accumulated losses	(45.3)	(35.1)	(29%)
Total equity	**14.4**	**14.4**	**(0%)**

Cash Flow

Operating

- Includes $8.9m R&D grant receipts relating to FY21 & FY22 tax years
- Extended 24/7 operations

Investing

- Capital spend of $3.6m vs $2.9m in FY22

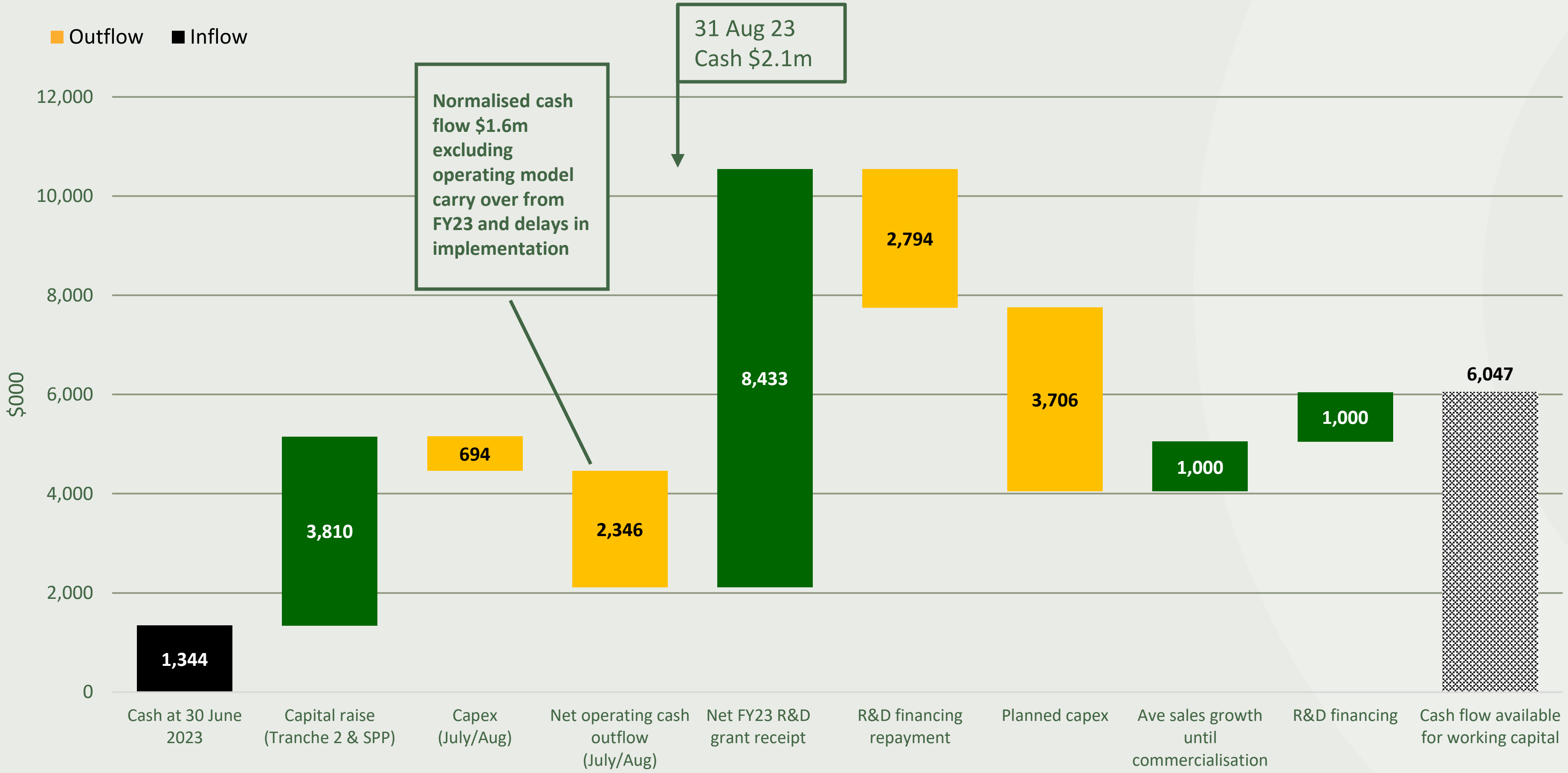
Financing

- Includes $10.7m gross proceeds from share placements and SPP (related costs included in other)
- Proceeds and repayment of borrowings includes R&D financing across the year
- Other includes the repayment of lease liabilities and share/options issue costs

A$m	FY23	FY22
Receipts from customers	6.2	3.3
Payments to suppliers and employees	(22.6)	(13.9)
Government R&D grant	8.9	0.0
Other	(0.2)	(0.2)
Net cash outflow (Operating activities)	**(7.6)**	**(10.8)**
Purchase of property, plant & equipment	(3.6)	(2.9)
Other	0.4	0.2
Net cash outflow (Investing activities)	**(3.2)**	**(2.7)**
Proceeds from issue of shares	10.7	13.9
Proceeds from borrowings	7.4	1.4
Repayment of borrowings	(5.8)	(1.5)
Other	(1.7)	(1.6)
Net cash inflows (Financing activities)	**10.6**	**12.1**
Net (decrease)/increase in cash	**(0.3)**	**(1.3)**
Cash at the beginning of the financial year	1.6	3.0
Cash at the end of the financial year	**1.3**	**1.6**

Funding outlook

Cash funding profile from 30 June 2023 through to plant operational start up



Growth strategy

FY24 operational goals

1 Feedstock revenue

- Grow collection volume to 1500t per month
- Increase tyre collection ASP to $550/t
- Reduce collection costs by 10%
- Introduce contracts for tyre collection customers

2 Operational capability

- Complete planned infrastructure program on time and on budget:
- Milling & bagging unit
- Electrical, hydraulic and pneumatic upgrades
- New gas management system
- DCS
- Recruit and train required work force for full operations
- Operation of plant at between 1000 to 1500t per month rate

3 Offtake

- Sales of 100% off take of manufactured TDFO
- Sales of 100% offtake of manufactured rCB
- International opportunity identified for high quality, high value rCB

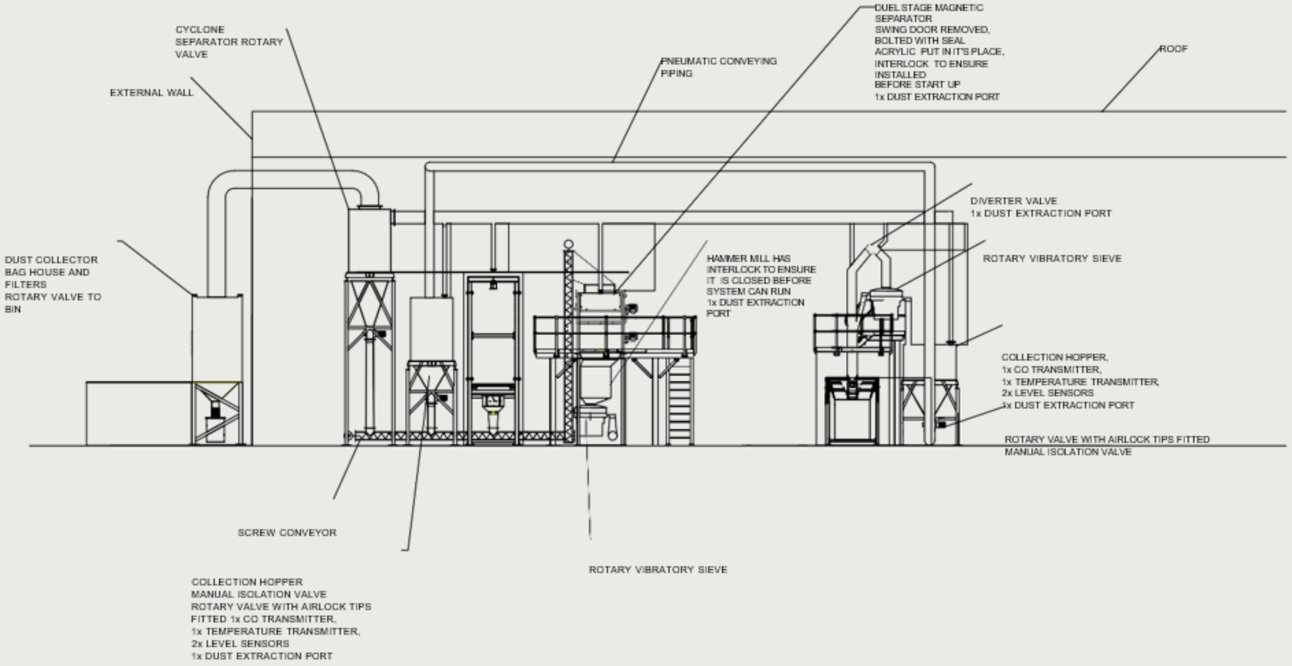
4 Expansion

- Government funding assistance
- Strategic partner opportunities
- Engineering & design of 2nd plant
- Commence second site
- Build domestic and global brand awareness

Operational capability

Key infrastructure update - Infrastructure to be completed December 2023

- Milling and Bagging unit
    - This critical piece of materials handling infrastructure is responsible for receiving the recovered carbon black from the thermal desorption units, milling it to a consistent particle size to meet product specifications, removing fine steel particles and then bagging in to up to 2 tonne bags.
    - This new Milling and Bagging replaces the first generation units that were not fit for purpose, were a significant HSE risk, had reached the end of their structural life and could not deliver the consistent quality product required for commercialisation
    - The new unit costing approx. $1.9m is a state-of-the-art facility fully enclosed (no dust) capable of delivering a high-quality consistent product at 20000t plant capacity
    - Completion of the project is expected in December 2023



Entyr milling and bagging unit drawing

Recovered Carbon Black powder produce by Entyr

Operational capability

Key infrastructure update (continued)

- Electrical, hydraulic and pneumatic upgrades
  - This replaces original first generation plant equipment that was not fit for purpose and was unreliably running at the volumes required for commercialisation
  - The new equipment costing approx. $ 0.6m are specified for the reliability and maintainability requirements when the plant is operating at planned capacity
  - Completion is expected in December 2023
- Gas management system
  - This is replacing the original first generation plant system that is unreliable and has a high level of maintenance requirements causing significant down time and inefficient TDFO production.
  - The new system costing approx. $0.8m will increase TDFO production efficiency reduce maintenance increasing plant availability and lower maintenance costs
  - Completion is expected in December 2023
- DCS
  - Costing approx. $0.4m this is replacing the current first generation control system that was on an unreliable platform and had a low level of sophistication requiring significant human intervention and input.
  - The new DCS is built on SCADA cloud-based platform offering reliability and remote access. It is built with a high level of sophistication providing increased levels of data feedback and automation that requires minimal human intervention reducing the risk of operator error
  - Completion is expected in November 2023

Strategic goals to deliver shareholder value

1. Optimise Stapylton plant

Prove the site model

Optimise Stapylton site for materials handling, process efficiency and processing capacity.

2. 100% offtake

Sell product

Offtake for 100% of Stapylton capacity to asphalt market in SEQ and develop opportunity for alternate markets to optimise return.

3. Second site (Gen 2.0)

First Gen 2.0 site

Prove step-out growth model through initial second site including funding, approvals, engineering and offtake.

4. Domestic site roll-out

Four Australian sites

Prove roll-out model with domestic expansion with additional 3 sites in 3 years operating and selling at capacity.

5. International sites

International growth

Launch with strategic offtake and funding partners in targeted markets. Initial target of 10 sites.

Strategic funding roadmap

Equity

- Circa $8m raised in last capital raise
- No further equity raises planned aside from strategic opportunities

Government

- $9.4m confirmed for FY24 from R&D
- In discussions for special funding programs in addition to public programs

Strategic partners

- Multiple discussions with large domestic and multi-national strategic partners

Organic cashflow

- Reduced ops spend during plant construction phase.
- Continued revenue from gate fees.
- Expecting cash positive with full capacity at Stapylton site.

Debt

- Future site roll-out is anticipated to be done with a combination of equipment finance, government programs and strategic partners.

Board and Management

Highly experienced across the globe, from engineering and environmental management to international trading and commodities.

David Wheeley (CEO)

For the past 20 years, Mr. Wheeley has successfully led both corporate and private waste management, manufacturing and distribution businesses. Most recently he was General Manager of Cleanaway Waste Management's Solid Waste Services Queensland. He has also held a range of leadership roles as Chief Executive Officer at Hynds, Managing Director at Hygrade Water, and Executive General Manager at Holcim. David has deep experience in Industrial and manufacturing sectors and is a corporate strategic specialist with strong leadership skills.

Christy Hayes (Interim CFO)

Ms. Hayes is a finance professional with over 25 years 'experience leading Australian and International finance teams across multiple industries. Most recently, Ms. Hayes was Chief financial officer at eftpos Payments Australia for 4 years where she partnered with the CEO and Executive team through significant strategic growth, M&A activities, R&D, and technology infrastructure development. Ms. Hayes holds a Bachelor of Commerce from the University of Queensland, is a Chartered Accountant and a graduate of the Australian Institute of Company Directors.

Michael Barry (Chairman)

Mr. Barry's executive career included 10 years in senior executive roles at Boral Limited, including Regional General Manager for the Western Australian and South Australian Construction Materials operations. Most recently Mr. Barry was CEO of MSF Sugar Limited for 13 years up until 2020.

Leeanne Bond (Non-Executive Director)

Ms. Bond is a respected professional engineering executive, board Chairperson and independent non-executive company director of private, ASX listed, public sector and professional organisations primarily operating in Australasia and the Americas. Ms. Bond's executive career spans a range of industrial sectors infrastructure, water, energy, power, oil and gas, minerals, and postgraduate education.

Lindsay Barber (Non-Executive Director)

Mr. Barber has deep experience in all facets of the construction industry. He commenced his career in 1984 with Jennings Industries. Mr Barber joined Johns Lyng Group as General Manger in 2005 transitioning to Chief Operating Officer in 2010. Mr. Barber led the Johns Lyng Group to IPO successfully floating on the ASX in 2017 raising $100million on a $220million market capitalisation. Post listing more than 15 acquisitions have been completed, the most recent being a USA company for AU$200million led by JP Morgan and Moelis Australia.

Teresa Dyson (Non-Executive Director)

Ms. Dyson is an experienced company director, whose career has spanned both the public and private sectors. Ms. Dyson is an admitted lawyer and has previously been a partner at a global law firm and professional services firm. Throughout her career as a business executive, Ms. Dyson has delivered strategy across the financial services industry, transport, energy and resources sectors, as well as infrastructure projects. Ms. Dyson has a strong background in ESG governance.

On the road to a greener future

Pound road – road trial photograph courtesy Seymore Whyte & Alex Fraser

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