

# PYROGENESIS

TSX: PYR | NASDAQ:PYR | FRA: 8PY

### **Investor Presentation**

May, 2021

### **Forward Looking Statement**

### PYROGENESIS

#### <u>About this Presentation</u>

This presentation is date May 11<sup>th</sup>, 2021 and is strictly intended to provide general information about PyroGenesis Canada Inc. ("**PyroGenesis**", the "Company or "our") and its business. This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of PyroGenesis.

#### • <u>General</u>

The Company's fiscal year end is December 31. All amounts in this presentation are expressed in Canadian dollars unless otherwise indicated. Information appearing in this presentation is a select summary of PyroGenesis' business, operations and results. The latest annual information form of PyroGenesis and its consolidated financial statements and management's discussion and analysis thereon for the year ended December 31, 2020 are available on SEDAR at <u>www.sec.gov</u>, under our profile.

#### <u>Non-IFRS Financial Measures</u>

EBITDA and Modified EBITDA are not performance measures defined under International Financial Reporting Standards as issued by the International Accounting Standards Board ("IFRS") and they are not considered an alternative to income or loss from operations, or to comprehensive earnings or loss, in the context of measuring a company's performance. Management believes that providing certain non-IFRS performance measures, in addition to IFRS measures, provides users of the Company's financial statements with an enhanced understanding of its results and related trends and increases transparency and clarity. Management believes that EBITDA and Modified EBITDA are important measures of operating performance because it allows management, investors and others to evaluate and compare the Company's operating results, including its return on capital and operating efficiencies, from period-to-period by removing the impact of the Company's capital structure (interest expense to service outstanding debt), asset base (depreciation and amortization), tax consequences, and other non-operating items not requiring cash outlays including the adjustment to the fair value of investments and share-based compensation. Accordingly, they should not be considered in isolation. For a full description of these measures and, where applicable, a reconciliation to the most directly comparable measure calculated in accordance with IFRS, please refer to the "Reconciliation of Non-IFRS measures (EBITDA, Adjusted and Modified)" section in our management's discussion and analysis for the quarter ended December 31, 2020 available on SEDAR at <u>www.sedar.com</u>, and on EDGAR at <u>www.sec.gov</u>, under our profile.

#### • Forward-Looking Information

This presentation contains forward-looking statements and forward-looking information (collectively, "forward-looking statements") within the meaning of applicable securities legislation. All statements other than statements of historical fact contained in this presentation are forward-looking statements, including, without limitation, the Company's: statements regarding its products and services; the execution of its growth strategy; relations with suppliers and customers; future financial position; business strategy; potential acquisitions; potential business partnering; litigation; and plans and objectives. In certain cases, forward-looking statements can be identified by the use of words such as "plans", "expects" or "does not expect", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or state that certain actions, events or results "may", "could", "would", "might" or "will be taken", "occur" or "be achieved" and similar words or the negative thereof. These forward-looking statements are based on PyroGenesis' management's current expectations and are subject to a number of risks, uncertainties, and assumptions, including market and economic conditions, business prospects or opportunities, future plans and strategies, projections and anticipated events and trends that affect the Company and its industry. Although management of the Company believes that the expectations reflected in such forward-looking statements are reasonable and are based on reasonable assumptions and estimates, there can be no assurance that these assumptions or estimates are accurate or that any of these expectations will prove accurate.

Although the forward-looking statements contained in this presentation are based upon what management currently believes to be reasonable assumptions, the Company cannot assure investors that actual results, performance or achievements will be consistent with these forward-looking statements and additional risks and uncertainties discussed in the Company's materials filed with the Canadian and US securities regulatory authorities from time to time, available under the Company's profile on SEDAR at <u>www.secdar.com</u> and on EDGAR at <u>www.secdar.com</u> and the company assumes and the company assumes and future events and future events are provided as of the date of this presentation, and the Company assumes no obligation to update or revise such forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.



### **Plasma: The Fourth State of Matter**





PyroGenesis: Transforming Industries with Its Advanced Plasma Technology

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### A world leader in commercialized advanced plasma technologies

+25 years of plasma leadership

110+ patents

~70

3,800 m<sup>2</sup> & 2,940 m<sup>2</sup> employees facilities

One of the highest concentrations of plasma expertise under one roof in the world

Focused on Large-scale Greenhouse Gas Emissions Reduction

### **Commercialization Capabilities Refined with the U.S. Military**



As a leader in Plasma Technology, PyroGenesis was engaged by the US Navy to design, build, test and deliver the world's first plasma destruction system for marine use on U.S. Navy Aircraft Carriers

Multimillion dollar contract to design, build, test and deliver 2 systems (delivered in 2011 and 2016)

Additional 2 systems ordered (signed Sept. 4, 2020: \$11.5MM)

PyroGenesis' technology is specified into every Gerald R. Ford Class Supercarrier

Validation of Large-Scale Commercial Capabilities

### **Four Massive Markets:** One Common Core Competency – Plasma Technology

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### **Commercial Solutions for Large, Market Needs**

Vetted and Adopted by Multi-Billion Dollar Industry Leaders

### **Iron Ore Pelletization:**

**Replacing Polluting Fossil Fuel Burners with Patented Clean Plasma Torch Solutions** 

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#### **CHALLENGE:**

 Iron ore pelletizaton plants are being pressured to reduce greenhouse gas emissions by governments, lenders and customers

#### **PYROGENESIS SOLUTION:**

- A patented process to replace fossil fuel burners with clean burning plasma torches, thereby reducing GHG emissions, for the iron ore pelletization industry
- Economically superior with greater environmental benefits
- Received the "Solar Impulse Efficient Solution" Label from the Swiss-based Solar Impulse Foundation. Foundation's purpose is to identify existing solutions clean, profitable, and having a positive impact life.

#### **COMPETITIVE ADVANTAGE:**

- Renewable energy reduces GHG emissions
- Easy conversion, no need to shut down entire facility for installation
- Minimal change to workflow



### Goal:

to be the world most significant provider of plasma-based solutions to the worldwide movement to reduce the carbon footprint in manufacturing

Reducing Greenhouse Gas Emissions and Helping Mining and Metallurgical Companies Meet Carbon-Neutrality Goals

### Iron Ore Pelletization:

**Massive Market Desperately Seeking Solutions** 

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#### TODAY:

Initial \$1M Swedish contract

(to demonstrate benefits of replacing fossil fuel burners with PyroGenesis' plasma torches)

Subsequent modeling contracts proved

- No ancillary detrimental effects at any stage of the process or with the clients' furnaces
- Significant greenhouse gas emissions reduction
- Significant additional benefits

Signs Initial \$1.8M Contract with Client A for 1 plasma torch to replace fossil fuel burners

#### IN NEGOTIATION:

Client A, B and C

- Potential need for > 1,000 torches\*
- \$3MM/torch (NPV)

\*Estimation based on Internal Calculations \*https://www.eia.gov/outlooks/ieo/pdf/industrial.pdf \*https://www.iea.org/commentaries/clean-and-efficient-heat-for-industry

# ~\$10 Billion\*

patented-protected iron ore torch market

#### FUTURE OPPORTUNITIES FOR TECHNOLOGY EXPANSION

#### **First Mover Advantage**

- Cement
- Steel
- Aluminum
- Automotive

#### Transformative Technology, Minimal Disruption

### **Aluminum Dross Recovery:**

Applying Innovative Technology to Multimillion Dollar Metallurgy Problem; Reducing GHG emissions

#### **CHALLENGE:**

- Recover valuable metal from waste stream called Dross
- Traditional methods use salts, which result in hazardous waste (salt cakes)
- Dross contains up to 80% valuable aluminum

#### **PYROGENESIS SOLUTION:**

- DROSRITE<sup>™</sup>: a proven, salt-free, on-site, cost-effective, sustainable process for maximizing metal recovery from dross without any hazardous by-products
- Reducing GHG emissions





Simplifying the Retrieval of Valuable Metals from Industrial Waste

### Aluminum Dross Recovery The Advantages of PyroGenesis' Technology





Better Recovery, Reduced Carbon Footprint And Energy Consumption = High Return On Investment

### **Aluminum Dross Recovery:**

**Market Size** 

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#### TODAY - \$1 Billion potential DROSRITE<sup>™</sup> market<sup>1</sup>:

- 2016: 1st order \$600K
- 2017: 2nd order from the same Client for \$1MM
- 2018 : 2-system order
- 2019/2020: 7-systems ordered for ~ +\$20MM

#### TOLLING, a turnkey solution processing solution for smelters with ZERO CAPEX.

<sup>1</sup> 3,000,000 TPY of Aluminum dross (2017)\*
(~600 Systems for ~\$1 billion)
\*AlCircle « Aluminum Dross Processing: A global review », 2017
TPY= Metric Tonne Per Year of Dross

#### FUTURE OPPORTUNITIES FOR TECHNOLOGY EXPANSION:

The On-Site Advantage:

Inside the fence "Golden Ticket" to identify additional on-site opportunities for expanded offerings

**Converting Residue to high** valuable chemical products:

- Examples:
  - Ammonium sulphate
  - Aluminum sulphate

### Additive Manufacturing:

**Market Size** 

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#### Exclusive Agreement with Aubert & Duval, subsidiary of Eramet, as our European distributor



### 04/19 – Announces Completion of NEXGEN™ Production Line

- Highest quality metal powder
- Low OPEX & Low CAPEX

04/20 – Signs qualification agreement with Tier One Global Aerospace Company FUTURE OPPORTUNITIES FOR TECHNOLOGY EXPANSION

# ~\$774 Million

global 3-D printing metals market in 2019 projected to grow to

~\$3.2 Billion

by 2024<sup>1</sup>

#### **Growth Driven by:**

- Increased Demand
- Lower Manufacturing Costs

<sup>1</sup>"3-D Printing Metals Market by Form, Technology, Metal Type, End-Use Industry, Region - Global Forecast to 2024" Report, Feb. 2020

Partnered with a Leading Provider of Innovative Metal Powders

### **PyroGenesis: At the Forefront of Plasma Technology Development & Commercialization**

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Today: Transforming Four Industries with Commercialized Plasma Solutions The Future: Multiple Derivative Opportunities Already Identified

At an Inflection Point from Initial Commercialization to Large-Scale Commercialization with Sales Growth and Momentum

### **At a Financial Inflection Point**

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#### FINANCIAL RESULTS (\$ millions)



\*Modified EBITDA excludes impact of investment in HPQ Silicon Resources Inc and therefore reflects the profitability of operations.

US NAVY: \$11.5MM BACKLOG (\$ millions) 40 DROSRITE<sup>™</sup>: +\$20MM 35 30 25 20 15 10 5 0 Q1/19 Q2/19 Q3/19 YE/19 Q1/20 Q2/20 Q3/20 YE/20 Backlog

\*Backlog is as of the date of financial reporting for the reporting period in question.

Momentum in Backlog Expected to Drive Near-Term Profitability

### Market Data & Capitalization Structure

(As of March 31/21) (\$Can)



#### MARKET DATA

Listings	TSX: PYR NASDAQ: PYR FRA: 8PY
Shares Outstanding	164.5M
Share Price (TSX)	\$8.46
Market Cap	~ \$1.39B
52-Week High/Low	\$12.14/\$0.41
Management & Board Ownership	~ 50%

#### CAPITALIZATION STRUCTURE

Shares Outstanding	164.5M
Cash on hand	> \$27MM
Warrants Outstanding	~3.0M
Debt	~ \$0
EPS Basic (YE/2020)	\$0.28

PYR Graduated to TSX - November 20, 2020 PYR Listed on NASDAQ - March 11, 2021

### Growth Strategies: Organic and Synergistic M&A

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### **ORGANIC GROWTH**

- Natural growth accelerated by a strong balance sheet
- Golden ticket

### **SYNERGISTIC MERGERS & ACQUISITIONS**

- Targeting private acquisitions (ie. AirScience Press Release dated April 27, 2021)
- Golden Ticket



## Focus on GHG emissions reduction



#### POSITIONED TO DRIVE NEAR- AND LONG-TERM SHAREHOLDER VALUE

- Proprietary, patented advanced plasma technologies vetted and adopted by multiple multibillion dollar industry leaders
- Fully commercialized solutions being actively marketed in four massive, unaddressed market opportunities
- Long-tail of potential additional large-market applications
- Strong balance sheet allows acceleration of organic growth strategy as well as synergistic mergers and acquisitions
- Focus on GHG emissions reduction

Very Strong Alignment Of Management And Shareholders

### **Guided by an Experienced Board**

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<b>P. Peter Pascali</b> Founder, President and CEO Chair of the Board Director	•	Founded PyroGenesis 12+ years in investment banking in NYC	<b>Ben Naccarato, CPA, CMA</b> Member of the Audit Committee Member of the Compensation Committee Director	•	30+ years of experience in senior financial positions in the environmental industry
Robert Radin Chair of the Compensation Committee Member of the Audit Committee Member of the Nominating and Corporate Governance Committee Director	•	US Army Major General (Ret.)	Rodney Beveridge Member of the Compensation Committee Member of the Nominating and Corporate Governance Committee Director	•	Vice President, Portfolio Manager at TD Wealth Private Investment Advice 15+ years of financial markets expertise
Andrew Abdalla, CPA, CA Chair of the Audit Committee Member of the Compensation Committee Member of the Nominating and Corporate Governance Committee Director	•	Partner at MNP 20+ years in strategic planning, & tax advice (sales and income tax, acquisitions and divestitures, business valuations, corporate reorganizations & spinoffs)	<b>Rodayna Kafal</b> Director	•	Vice President, Investor Relations & Strategic Business Development, PyroGenesis 10+ years of engineering expertise, sales, promotional activities and business relations
<b>Dr. Virendra Jha</b> Chair of the Nominating and Corporate Governance Committee Member of the Compensation Committee Director	•	Member of the Order of Canada 42+ years of experience in the Canadian Space Program, ranging from in-depth engineering work to senior management positions in both the private and the public sectors			18



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