# enerpure **Recycling that Fuels the Energy Transition**

Corporate Presentation: November 21, 2023



## Our Goal: 21/6

Removal of three-quarters of a million tonnes of greenhouse gases by 2029





#### All figures presented in US Dollars unless otherwise denoted.

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Recycling UMO (used motor oil) to reduce GHG while producing a lower carbon-intensive marine fuel



Tremendous Global Opportunity: Only 20% of 28 billion litres of UMO is recycled annually.



Scale Matters: Patented process can be deployed on a scale not seen before.



Validated and Proven: Over 2 million litres of UMO already processed and sold.



**In Demand:** Industry and end consumers require our product today.



**Compelling:** Environmental need meets strong economic returns.



Focused: Deployment plan and near-term growth catalysts.





### Only ~20% of UMO is currently recycled

| UMO Generated Annually<br>(million litres) |                      |   |
|--|----------------------|---|
| Canada                                     | 800                  | Approximately                                       |
| USA  | 5,800                | 80%   |
| International                              | 21,400               | (22 billion litres)<br>is not recycled<br>each year |
| TOTAL<br>and forecaste                     | 28,000<br>ed to grow |   |

UMO (Used Motor Oil) is defined as any petroleum-based or synthetic lubricating oil that cannot be used for its original purpose due to contamination. UMO is a disseminated problem as motor oil is used in every corner of the world.





...than burning conventional burner fuel

Dumped

**Burnt** 

One litre can contaminate up to 1,000,000 litres of fresh water





### **Recycling Barriers and Limits to Current Solutions**



## **Current Solution** Limitations



Saturated small market for re-refined lubricants



Require extensive collection networks



Capital intensive with large footprints



End product stigma





#### **Our Solution Breaks the Barriers**



operators per shift.

### ENABLES

### Breaking Barriers

- Lack of Recycling Alternatives
- Convenience & Capacity
- - Economic Motivation
- Lack of Regulations and/or Enforcement

<sup>1</sup>Protected by 15 patents worldwide.

### The Ability to Bring the Solution to the Problem

- **Patented Process**<sup>1</sup>: Uses a proven technology in an adjacent industry for over a century.
- **Technology Risk Minimized:** Pilot plant (43% of full-scale plant) and proven tech.
- Ease of Deployment and Operation: Modular skid design (12-15 month fabrication and construction) with 3

- Localized deployment with small site requirements (3 acres) and low CAPEX (US\$13m).
- Smaller plant reduces feedstock requirements and regulations & enforcement will improve with viable localized solutions.
- Selling a premium product (lower carbon intensive marine fuel) into a large market (over 350 billion litres annually).



- Saturated small market for re-refined lubricants
- $(\mathbf{X})$ Require extensive collection networks
- $(\mathbf{X})$ Capital intensive with large footprints
- End product stigma  $(\mathbf{X})$









EnerPure has patented this innovative process in key strategic markets around the world.





#### Distillation

Distillation separates the fuel stream thats meet the specifications for sale as marine grade fuel.

### Polishing

Our unique polishing process is used to ensure our fuel meets the stringent IMO 2020 fuel regulations.

## Marine **Fuel** With Lower Carbon

Intensity

enerpure () () ()







The process works and has been tested at scale (1,700 litres per hour) at our Manitoba Plant.

## **Premium Product**

Exceeds ultra-low sulphur fuel oil (ULSFO) marine fuel standards including ISO 8217. Lower score in sulphur, hydrogen sulphide, sediment, water, and various metals makes our fuel appealing to end consumers.

Lowest Carbon Intensity Petroleum-Based Marine Fuel on the Market today.



### **Customer Feedback and Experience**

Elbow River Marketing (ERM), a wholly-owned subsidiary of Parkland, has marketed the product and an off-take arrangement in place with strong demand.

operational changes.

Maersk, the world's largest container shipping company, has been the end consumer and wants as much as we can deliver.

### With over two million UMO litres already processed and sold to industry leaders



Blends seamlessly with existing marine fuels; reducing emissions with zero





### Industry and End Consumers require our product today

#### United Nations (UN) Goals

Our fundamental business ties strongly to 7 (of 17) of the UN Sustainable Development Goals.

#### **Shipping Industry**

Contributes ~3% of global GHG emissions (sixth largest emitter if it was a country). UN's IMO sets best practices including preventing pollution. IMO's new global cap (Jan 2020) mandates a maximum sulphur content of 0.5% (our fuel is 0.1%).

2023 IMO GHG Strategy reduces CI of shipping by at least 40% (our fuel is lowest CI on market).

#### Market Size and Demand

Over 350 billion litres of marine fuel consumed annually requiring cleaner solutions. If all UMO available was recycled by our plants it would be less than 7% of annual consumption.



#### **3** GOOD HEALTH AND WELL-BEING 6 CLEAN WATER AND SANITATION DEVELOPMEN<sup>T</sup> 13 CLIMATE ACTION RESPONSIBLE CONSUMPTION 14 LIFE BELOW WATER AND PRODUCTIO



MARITIME ORGANIZATION

#### Our recycling plants and premium product cuts emissions and reduces carbon intensity













Using US\$80 per barrel oil, 16,230 GHG tonnes removed per plant, revenue of US\$15 million and US\$5 million EBITDA per plant. (Excludes monetizing any carbon credits.)











<sup>1</sup> Total Operating Cost

Securing a dependable and consistent supply of feedstock will be key in any site selection criteria. We have already seen strong demand for our lower CI marine fuel which blends easily with existing fuels resulting in zero operational changes for the end consumer. Recycling plants have been specifically sized to reduce permitting timelines. UMO prices have historically correlated with crude oil prices.



## Based on 21 plants in 6 years (21/6)

#### Recycling Plant Economics (pre-tax)

- CAPEX: US\$13m
- NPV8: US\$39m
- Payback: 2.5 years
- IRR: 43%
- Gross Revenue: US\$15m
- Cost of Conversion: 5.8 cents per UMO litre



## **Deployment Schedule** Design, locate, build, and operate recycling plants



<sup>1</sup>1,700 litres per hour, all future plants designed to 4,000 litres per hour





# **Deployment Execution**



#### **Todd Habicht**

CEO & Board Chair

Founder of EnerPure. Successfully started & sold multiple businesses in various industries.



Our Executive team has over 80+ years of relevant experience in both the energy industry and growth stage enterprises including 30+ years in the UMO recycling industry. This extensive experience includes technology development, permitting, design & engineering, project development, financing, construction and operation around the globe.



Leading all facets of engineering, design and development of capital-intensive projects



International experience in the Americas, Europe, the Middle East, and Africa



Significant project construction experience and commissioning



Management and financial oversight and leadership of production and operations

#### **Doug Kroeker**, P.Eng President & COO

Over 30 years of petroleum and energy experience in North America, Middle East, and Africa.



#### **Damian Towns**, CPA CFO

Over 25 years of experience in progressive and rapidgrowth companies, spending over 15 years leading organizations at the executive level.

![](_page_12_Picture_21.jpeg)

![](_page_12_Figure_22.jpeg)

![](_page_13_Picture_0.jpeg)

Share Structure, Ownership, and Financings

#### Share Structure (CAD\$ millions)<sup>1</sup>

| Common Shares Outstanding                   |       |  |
|---|-------|--|
| Options, Warrants, & Convertible Debentures |       |  |
| Total Diluted Common Shares <sup>2</sup>    | 156.3 |  |
| Last Unit Offering Price (\$0.55)           |       |  |
| Deemed Market Capitalization                |       |  |
| Cash <sup>1</sup>                           | \$4.4 |  |

Market Comparables trade at 1.4x SALES / EV<sup>3</sup>

<sup>1</sup> As of November 20, 2023
<sup>2</sup> Excludes 1.9 million preferred shares
<sup>3</sup> As of October 27, 2023

![](_page_13_Picture_6.jpeg)

#### Latest Financings

C\$6.9 million at \$0.55 per unit (Nov 2023)

C\$2.4 million at \$0.40 per unit (Mar 2022)

SDTC Grant: C\$3.5 million (2019)

Ownership<sup>1</sup>

Management & Insiders

37%

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![](_page_14_Picture_0.jpeg)

### Upcoming milestones fuelling our growth

- Completion of oversubscribed C\$5 million equity offering Nov 2023
- Final engineering underway for upsized repeatable recycling plant design (4,000 litre per hour) - Nov 2023
- Financing Plan for C\$3.5 million expansion at Manitoba Plant Q1 2024
  - Financing terms and structure for Alberta Plant Q1 2024
- Sign LOI for selected Texas Plant site and commence site permitting Q1 2024
- Commence site permitting for Alberta Q1 2024
  - Strategic partnerships and financing 2024

![](_page_14_Picture_13.jpeg)

# Investment Thesis

Recycling that *will* fuel the energy transition

![](_page_15_Picture_2.jpeg)

Lack of recycling represents a significant market opportunity.

![](_page_15_Picture_4.jpeg)

Technology has been used for over a century and pilot plant at scale has mitigated deployment risk.

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Strong customer demand with 2 million litres already processed and sold.

![](_page_15_Picture_8.jpeg)

Industry and end customers demanding a premium product with lower CI and lower emissions.

![](_page_15_Picture_10.jpeg)

Compelling environmental need meets strong economic returns (43% IRR and 2.5 year payback per plant).

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Focused deployment plan led by experienced management team with near-term catalysts to value creation.

## Our Goal: 21/6

Removal of three-quarters of a million tonnes of GHG by 2029

![](_page_15_Picture_19.jpeg)

![](_page_15_Picture_20.jpeg)

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