



TSX: PYR | OTCQB:PYRNF | FRA: 8PY

# **Investor Presentation**

January 7, 2021

# **Forward Looking Statement**



### About this Presentation

This presentation is dated January 7, 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.

### Gener

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 quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on SEDAR at accordance on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are available on the quarter ended September 30, 2020 are av

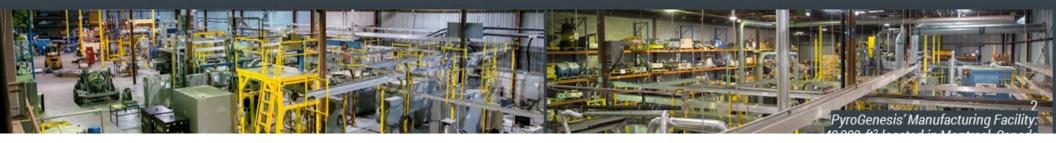
### Non-IFRS Financial Measures

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 company's operating results, including its return on capital and operating efficiencies, from period-to-period by removing the importance 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 September 30, 2020 available on SEDAR at

### Foward-Looking Information

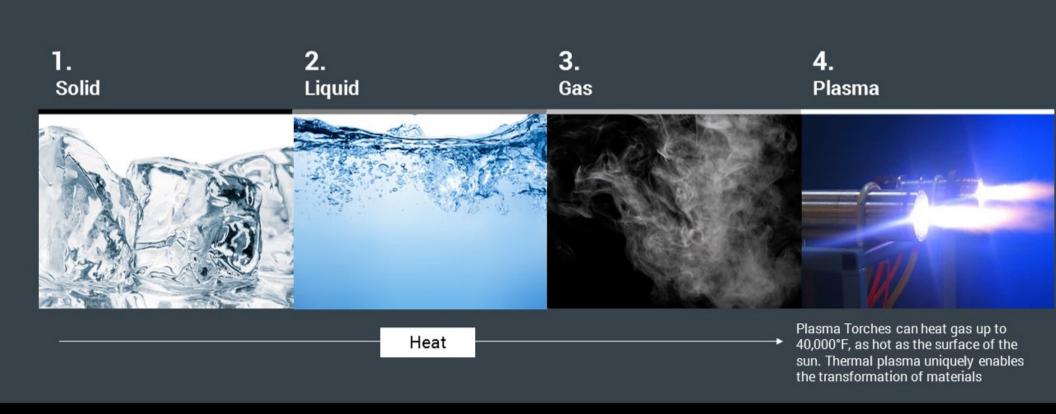
This presentation contains forward-looking statements and forward-looking information (collectively, "forward-looking statements") within the meaning of applicable securities legislation. All statements other than statements of historical fact contained in this presentation are forward-looking statements, 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 easonable 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 securities regulatory authorities from time to time, available under the Company's profile on SEDAR at solution of the control of the cont



# Plasma: The Fourth State of Matter







A world leader in commercialized advanced plasma technologies

+25 years of plasma leadership

110+ patents ~70 employees 3,800 m<sup>2</sup> facility

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

# 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



# **Four Massive Markets:**

One Common Core Competency - Plasma Technology



1. Iron Ore Pelletization 2. Aluminum Dross Recovery 3. Waste Treatment

4.
Metal Powders for
Additive Manufacturing









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



## **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



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

# Iron Ore Pelletization:

**Massive Market Desperately Seeking Solutions** 



# 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)

# ~\$10 Billion\*

patented-protected iron ore torch market

# FUTURE OPPORTUNITIES FOR TECHNOLOGY EXPANSION

### First Mover Advantage

- Cement
- Steel
- Aluminum
- Automative

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



# **Aluminum Dross Recovery**

The Advantages of PyroGenesis' Technology



### Traditional Process - Rotary Salt Furnace (RSF)



### DROSRITE™



Aluminum Dross



DROSRITE™ Hot dross is immediately processed on site

Onsite, Inline Processing, Lower OPEX

High Metal Recovery with Lower Carbon Footprint

In-line recovery of 98% of Aluminum

num additive

Non-

hazardous, clean flux

cement

Clean Residue

Convert residue to high value specialty chemicals



Value-add Specialty Chemicals

# **Aluminum Dross Recovery:**

**Market Size** 



## TODAY - \$1 Billion potential DROSRITE™ market¹:

- 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.

1 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

# **Waste Treatment:**

**Efficient Plasma Gasification Systems** 



### COMPLETE, EASY-TO-OPERATE, HIGH TEMPERATURE, PLASMA-BASED TREATMENT SYSTEM

- Plasma-based solutions for a wide range of wastes (municipal, hazardous, hospital & industrial)
- Fully automatic, safe, easy to operate technology converts inorganic waste feed into an inert, non-toxic residue

# BUILT ON THE SUCCESS OF THE US NAVY RELATIONSHIP/CONTRACTS

- \$11.5MM Contract for 2 additional systems currently in construction (signed Sept. 2020)
- Up to 10 more supercarriers projected to be ordered<sup>1</sup>
- ~\$2MM/yr in after-sales services/improvements

1 Report to Congress, October 7, 2020

# FUTURE OPPORTUNITIES FOR TECHNOLOGY EXPANSION

### **Land-Based Applications**

- Plasma Based Technology for "Board Room" Waste
- Waste Destruction
- Waste-to-Energy

# Additive Manufacturing:

Plasma Atomized Metal Powders



A proven and efficient method to make small, pure, spherical metal powders – the 'ink' for 3-D metal printers

### **CHALLENGE**

· 3-D metal printers require affordable, high-quality, standardized metal powders

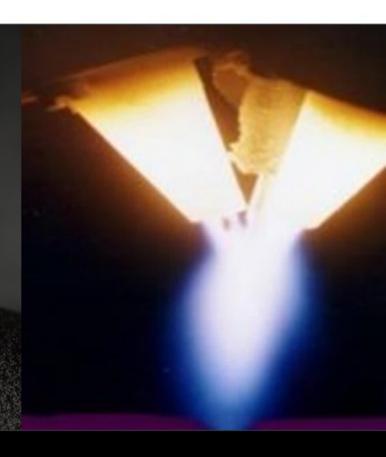
### PYROGENESIS SOLUTION

 Plasma Atomization – invention to convert traditional metals and alloys into high purity spherical powders and specialty powders for the additive manufacturing, aerospace, biomedical, thermal spray, and metal injection molding industries

### COMPETITIVE ADVANTAGE

- · Patented NexGen® Plasma Atomization
  - · Record-high output with lower OPEX and lower CAPEX\*
  - 25+kg/h vs. 10-12kg/hr standard process\*
- Flexible system can generate a variety of preferred size powder with little to no waste

\*Management Estimates



# **Additive Manufacturing:**

**Market Size** 



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

- · Highest quality metal powder
- Low OPEX & Low CAPEX





 In discussion with large North American OEM to install our record breaking technology into production lines 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>

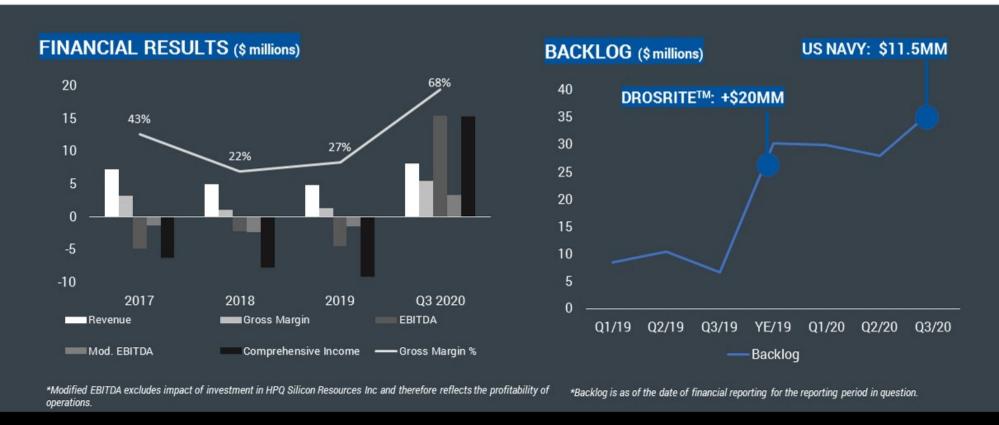
### **Growth Driven by:**

- · 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

# At a Financial Inflection Point





# Market Data & Capitalization Structure (\$Can)



MARKET DATA (AS OF DEC. 31/20)	
Listings	TSX: PYR OTCQB: PYRNF FRA: 8PY
Shares Outstanding	159.1M
Current Share Price (TSX)	\$3.62
Market Cap	~\$576MM
52-Week High/Low	\$6.43/\$0.19
Management & Board Ownership	>50%

Shares Outstanding	159.1M
Cash on hand (PR dated Nov. 25, 2020)	\$17MM
Warrants Outstanding	8.2M
Debt	\$0

CAPITALIZATION STRUCTURE

# **Guided by an Experienced Board**



P. Peter Pascali Founder, President and CEO Chair of the Board Director	<ul> <li>Founded PyroGenesis</li> <li>12+ years in investment banking in NYC</li> </ul>	Michael Blank, CA, CPA Member of the Audit Committee Acting CFO Director	<ul> <li>30+ years of executive experience in leading finance and operations for private and public organizations</li> </ul>
Robert Radin Member of the Audit Committee Director	US Army Major General (Ret.)	Rodney Beveridge Member of the Audit Committee Director	<ul> <li>Vice President, Portfolio Manager at TD Wealth Private Investment Advice</li> <li>15+ years of financial markets expertise</li> </ul>
Andrew Abdalla, CPA, CA Chair of the Audit Committee Director	<ul> <li>Partner at MNP</li> <li>20+ years in strategic planning, &amp; tax advice (sales and income tax, acquisitions and divestitures, business valuations, corporate reorganizations &amp; spinoffs)</li> </ul>	Rodayna Kafal Director	<ul> <li>Vice President, Investor Relations &amp; Strategic Business Development, PyroGenesis</li> <li>10+ years of engineering expertise, sales, promotional activities and business relations</li> </ul>
<b>Dr. Virendra Jha</b> Director	<ul> <li>Member of the Order of Canada</li> <li>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</li> </ul>		17

# **Investment Highlights**



### 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
- At an inflection point from initial commercialization to large-scale commercialization and sales growth and momentum
- Momentum in backlog expected to drive near-term profitability

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





2. Aluminum Dross Recovery

3. Waste Treatment 4. Metal Powders for Additive Manufacturing Future
Opportunity 1:
Quartz to High
Purity Silicon
Metal
[paid for
development with
HPQ]

Future
Opportunity 2:
+ Silicon Metal to
Nanopowders and
Wire
Lithium Ion
Batteries

Future Opportunity 3: DROSRITE™ residue refinement

Future Opportunity 4: Plasma Torch Use in Tunneling









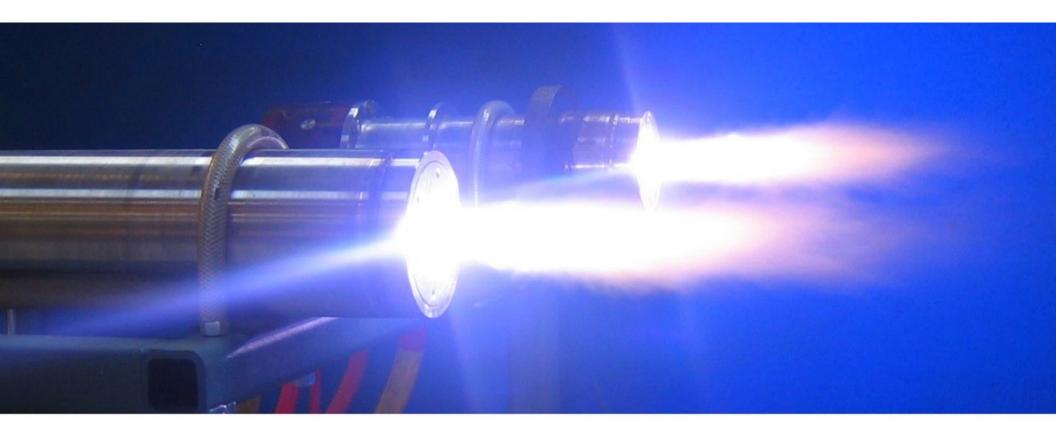






Today: Transforming Four Industries with Commercialized Plasma Solutions

The Future: Multiple Derivative Opportunities Already Identified





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