



# Faster, more accurate **gold** analysis

**Q2 FY23 - Quarterly Investor Update**

24 January 2023

Dirk Treasure, Managing Director and CEO

Brett Coventry, CFO

# 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.

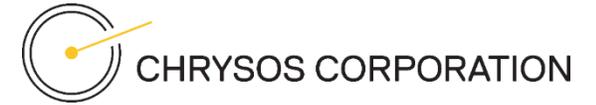
This presentation also contains references to certain intentions, expectations and plans of the Company. These intentions, expectations and plans may or may not be achieved. They are based on certain assumptions which may not be met or on which views may differ.

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.

# Q2 FY23: Financial and operating highlights



Q2 FY23 Unaudited Total Revenue of \$6.4m, reflecting 25% growth on the previous Quarter

## \$6.4m

### Total Unaudited Revenue

- +25% growth on Q1 FY23 (\$5.1m)
- +104% growth YoY
- **MMAP/AAC Revenue of \$6.2m**

## 796k

### Samples processed

- Increased +8% on Q1 FY23 (740k)
- +69% growth YoY
- **Reflects a deployed utilisation rate of 58%**

## \$714m

### Total Contract Value (TCV)

- +2% growth on Q1 FY23 (\$703m)
- +212% growth YoY
- **Long-term committed revenue**

## \$81.1m

### Cash position

- Operating cash-flow positive
- Continuing discussions with financiers for debt facility
- **Well-funded to support PhotonAssay™ unit growth**

## 49

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

- 1 unit signed in the Quarter, total of 49 contracts
- Expanding relationship with ALS into North America
- **Supports manufacturing expansion to 18 units/year**

## 15

### Deployed units<sup>1,2</sup>

- 2 units deployed in the Quarter
- 1 additional deployment post-period
- **Continued growth of deployed unit base**

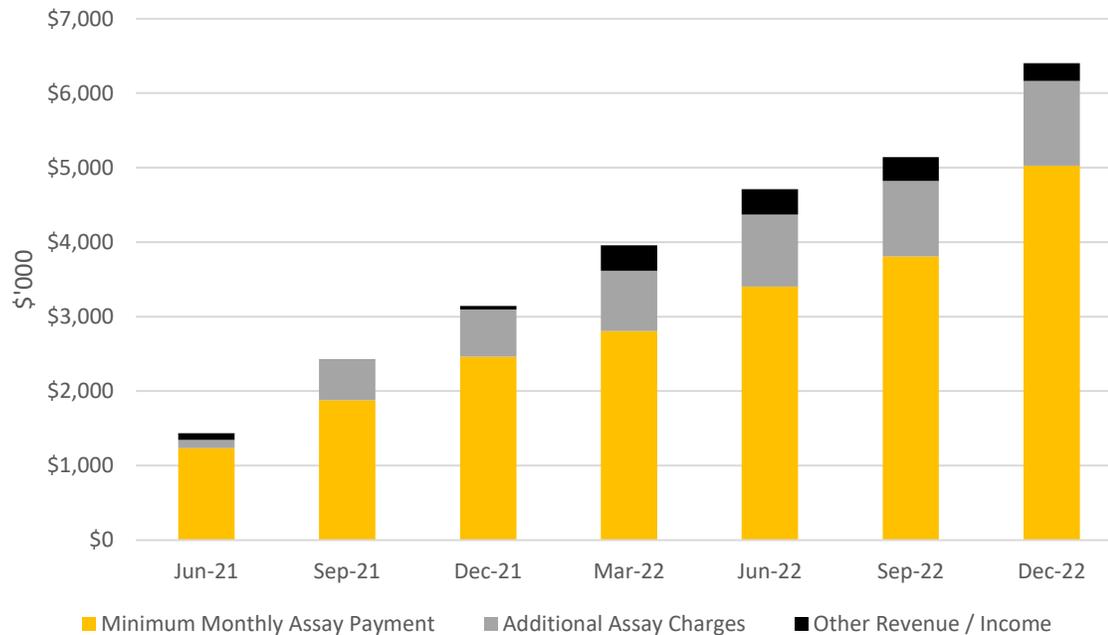
1. As at 24 January 2023

2. Deployed units are those units which have been deployed and are generating revenue

# Strong top line momentum

New unit deployments and continued strong utilisation are driving revenue growth

## Unaudited MMAP, AAC & Other Income



**Growth reflects the ongoing strong performance of deployed units and the installation of two additional units in Q2 FY23**

- Minimum Monthly Assay Payments (MMAP) provide predictable and sustainable Quarterly minimum revenue
  - MMAP was \$5.0m, up 32% on Q1 FY23 (\$3.8m)
  - The 15 currently deployed units<sup>1,2</sup> provide a baseline MMAP of \$1.7m per month, or \$20m per year
- Additional Assay Charges (AAC) are continuing to increase supported by high utilisation
  - AAC was \$1.1m, up 12% on Q1 FY23 (\$1.0m)
  - AAC accounted for 18% of Q1 FY23 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

1. As at 24 January 2023

2. Deployed units are those units which have been deployed and are generating revenue

# Executing on our global PhotonAssay™ rollout

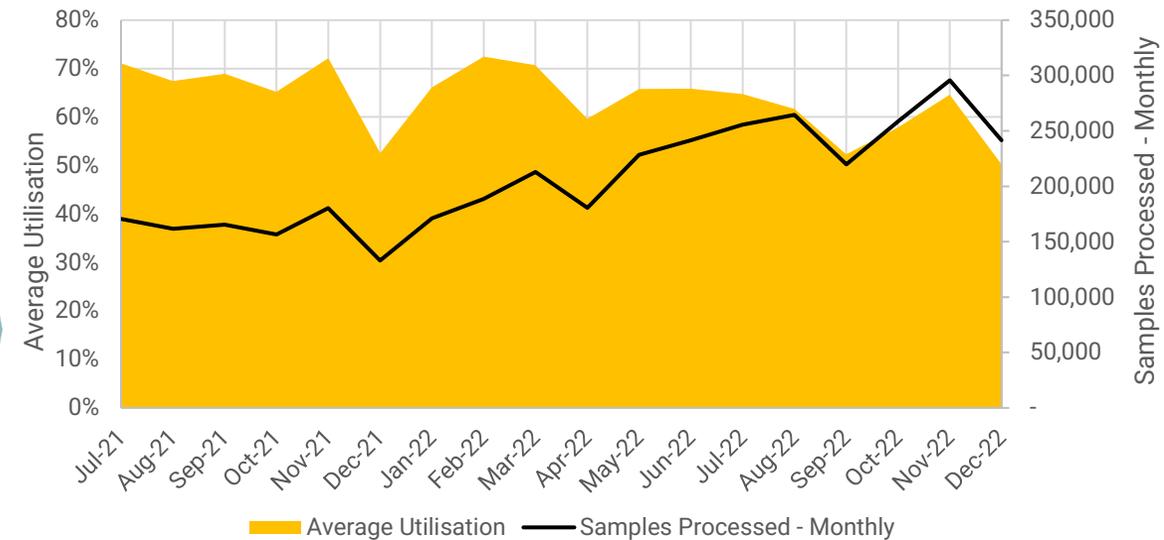
Strong and sustainable growth underpinned by long-term annuity-style recurring revenue

## 15 Units Deployed<sup>1</sup>



Chrysos continues to make headway in rolling out contracted units globally

## Average Unit Utilisation & Samples Processed



Average unit utilisation rate of 58%, with some expected softening as newly-deployed units ramp-up to steady-state (prospectus forecast of 55%)

1. As at 24 January 2023

# Strong sales pipeline ahead

Continued adoption of PhotonAssay™ by global laboratories and miners

## Customers



Laboratories

**Intertek MSALABS ALS**

**Britannia Mining Solutions**

**Alfred H Knight SGS**



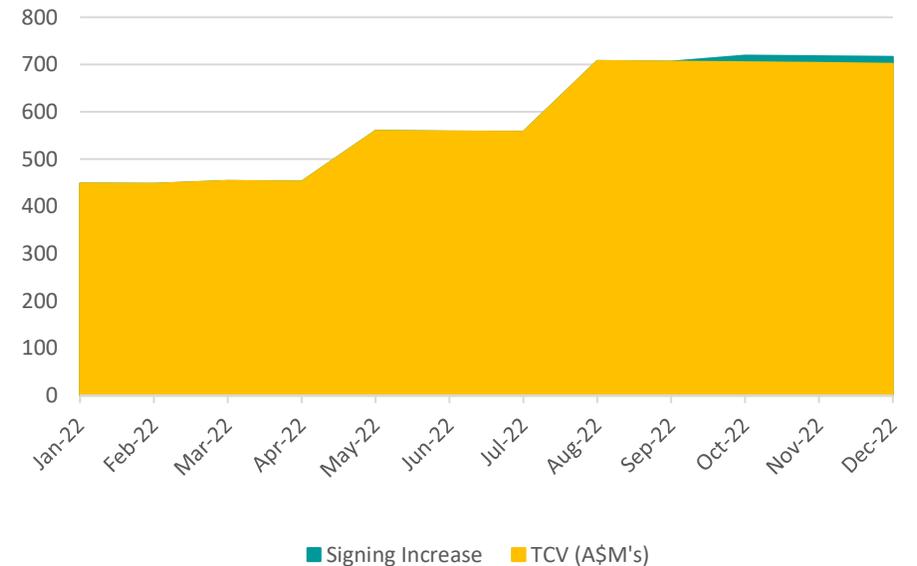
Miners

**Barrick Gold Corporation**

**Agnico Eagle Ravenswood Gold**

**Novo Resources Corp**

## Total Contract Value<sup>1, 2</sup>



**\$714m of Total Contract Value committed under existing contracts<sup>3</sup>**

<sup>1</sup> TCV is calculated using foreign exchange rates of AUD:USD 0.73, AUD:CAD 0.94 and AUD:GBP 0.56. The USD and CAD rates are based on the average of the 3-month forward curve from Bloomberg in March 2022, per the Chrysos Prospectus and GBP rates are based on the average of the 3-month forward curve from Bloomberg in May 2022.

<sup>2</sup> TCV represents the future minimum contracted revenue on PhotonAssay leases (both deployed and committed) that are yet to be invoiced at a point in time, which are subject to the Company's contractual performance obligations and where the Directors consider reasonable certainty exists, may include values associated with exercise of option periods.

<sup>3</sup> As at 31 December 2022

# In summary

## Chrysos continues to execute on its global growth strategy

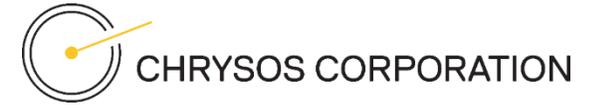
- Strong top line growth in Q2 FY23:
  - 25% QoQ increase in Unaudited Total Revenue
  - 32% QoQ increase in Minimum Monthly Assay Payments
- 49 contracted units:
  - 15 currently deployed and generating revenue
  - On track to deploy 21 units by end of FY23
  - Contracted unit deployments extending into 2025
- Manufacturing capacity on track to increase to 18 units/year in FY23
- Net Operating Cash flow positive and well-funded with \$81.1m cash in bank to support PhotonAssay™ unit growth
- Continuing discussions with financiers for debt facility to support further growth





# About Chrysos

# Chrysos – revolutionising the global mining industry



Chrysos is a global provider of novel assay services through its proprietary PhotonAssay™ technology

## Disruptive Minerals Analysis Technology

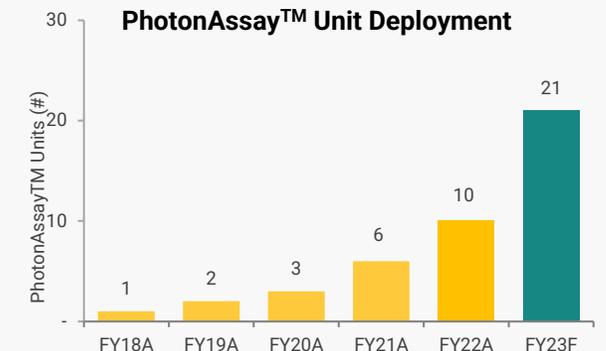
- Developed by CSIRO
- Faster process
- More accurate results
- Reduced sample preparation
- Automated operation
- Lower labour requirements
- Improved workplace OHS
- Better environmental outcomes
- Larger, more representative, sample size

## Service and Lease Model with Tier 1 Counterparties

- Units operating commercially since 2018
- Deployed across 3 continents
- Over 5.0m commercial samples processed
- Secure Long-Term Revenue
- Unit deployments contracted out to 2025
- \$714m Total Contract Value
- Upside on revenue via increased unit utilisation
- Annual Return on Invested Capital 47% - 82%
- No known viable competitors

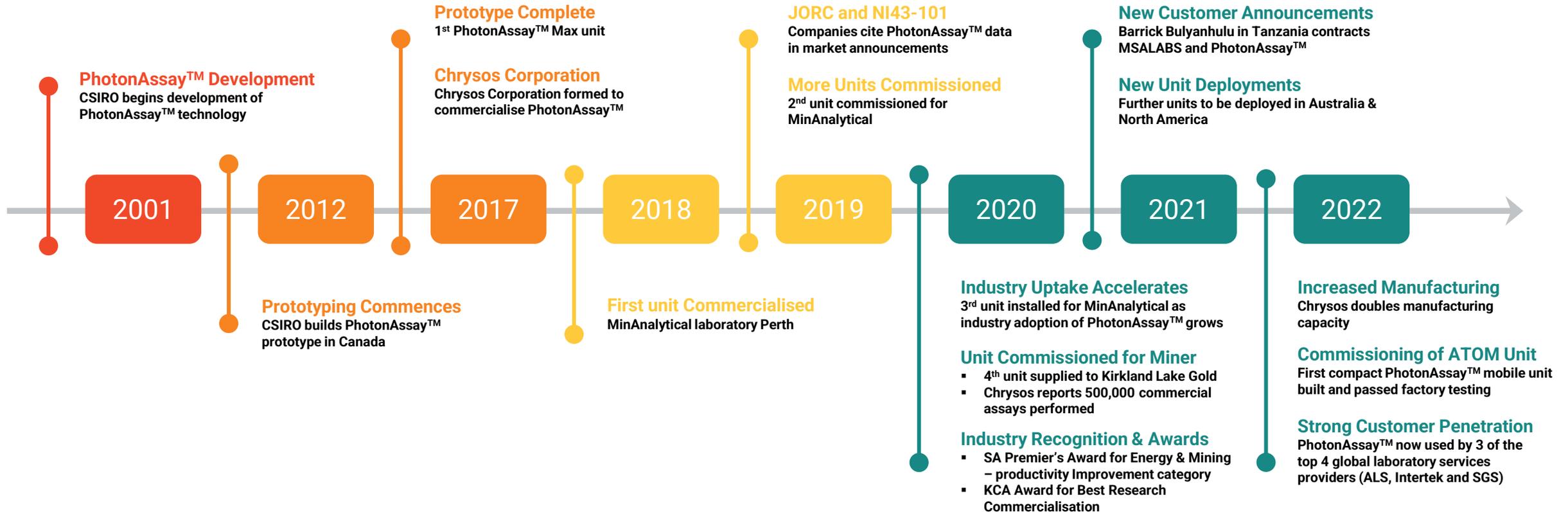
## Industry Accepted Technology Displacing Traditional Fire Assay

- 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



# Our commercialisation journey

The outcome of 20+ years of research and development



# The Chrysos Vision

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



## Market Challenge:

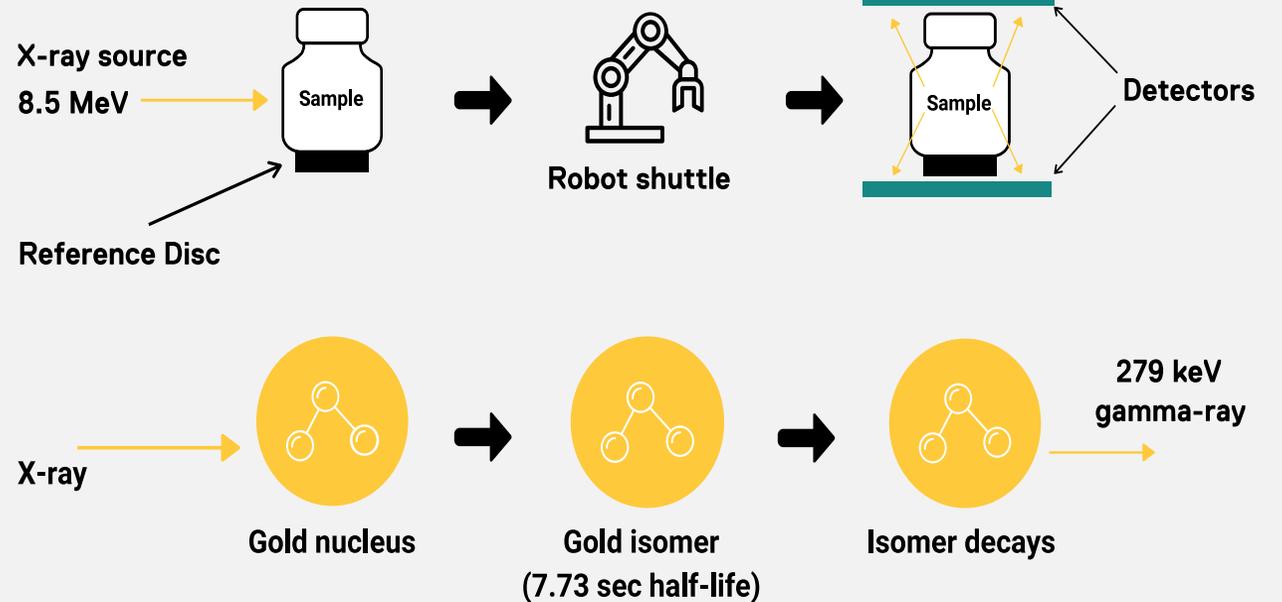
Traditional assay techniques are slow, labour intensive, complex, destructive to the assay sample, and involve dangerously high temperatures and toxic chemicals that are hazardous to both operators and the environment.



## 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

## Fully-quantitative analysis in as little as 2 minutes!



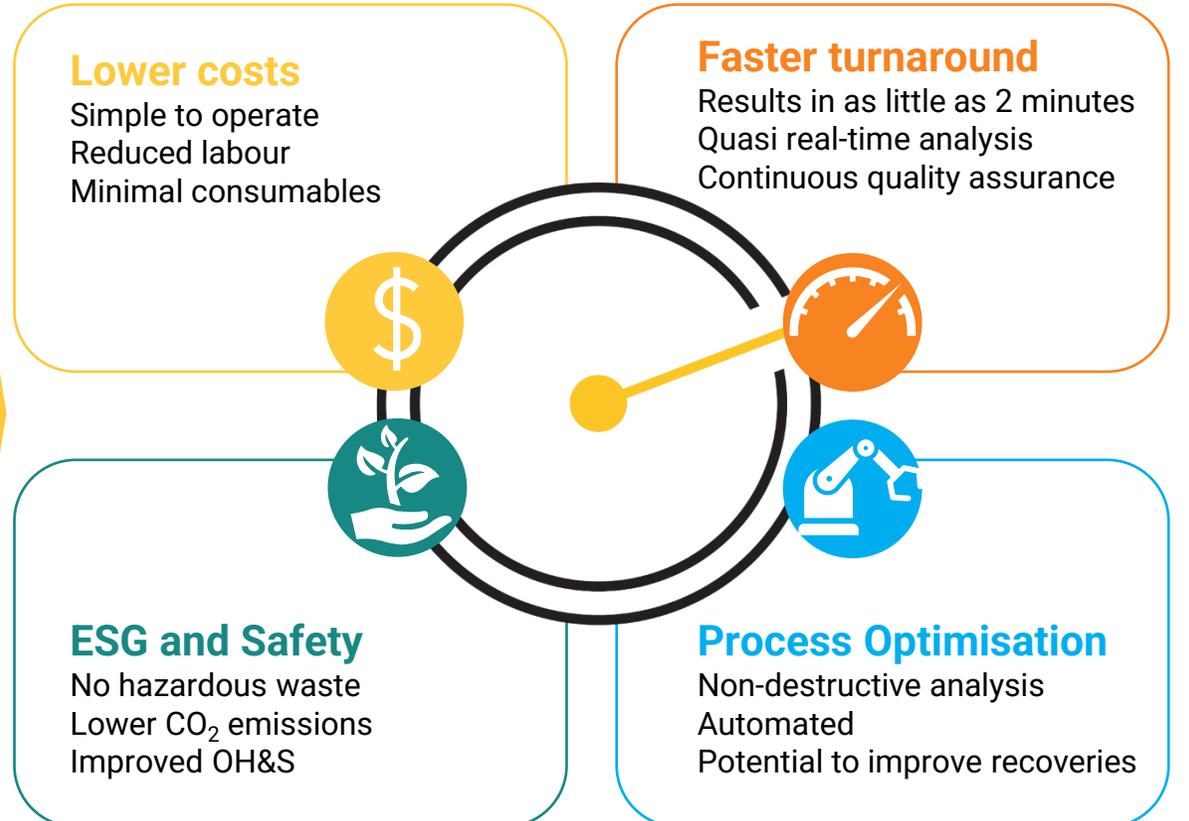
# PhotonAssay™ technology

Best in class gold assaying with measurable benefits over traditionally used methods

## PhotonAssay™ vs. Traditional Fire Assay<sup>1</sup>

	Fire Assay	PhotonAssay™
<b>Time per sample<sup>2</sup></b>	~3-4 hours	~2-3 minutes ✓
<b>Sample size</b>	10-50 grams	250-650 grams ✓
<b>CO<sub>2</sub> per sample</b>	0.91kg	0.455kg ✓
<b>Hazardous waste per sample</b>	0.31kg	0kg ✓
<b>Energy use per sample<sup>3</sup></b>	1.3kWh	0.65kWh ✓
<b>Automation</b>	✗	✓

## PhotonAssay™ value proposition



1. Comparison of PhotonAssay™ and fire assay per Frost & Sullivan industry report  
 2. Fire assay shown based on the minimum processing time. 24-hours is generally considered rapid turn-around time in practice.  
 3. Assumes same electricity source is used

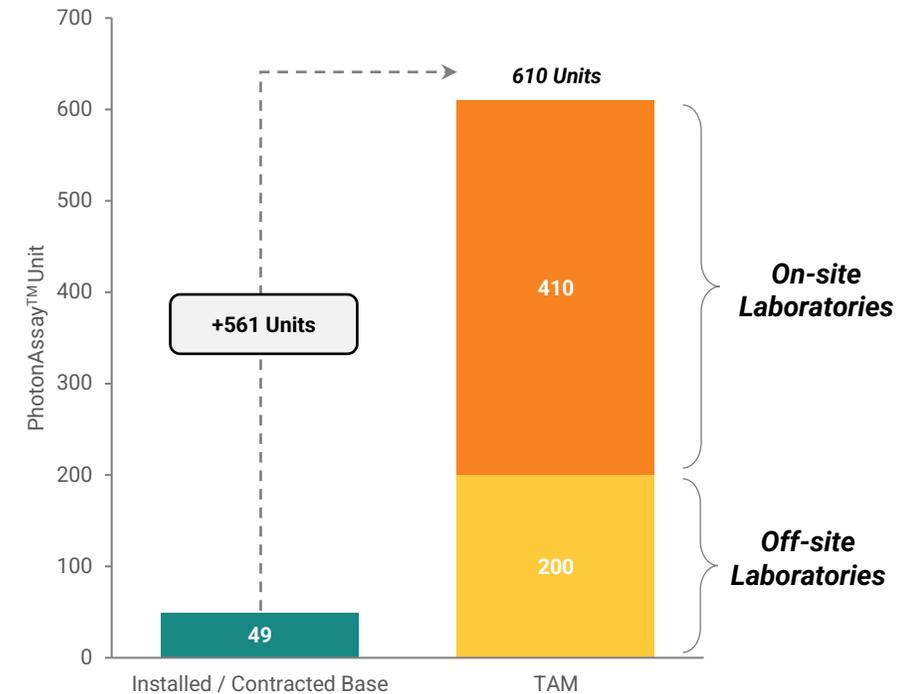
# Large & unpenetrated TAM

Assay expenditure is a non-discretionary operating cost

## Existing PhotonAssay™ Reach



## TAM for PhotonAssay™ Units



1. Frost & Sullivan industry report – assumes A\$1.6m revenue per annum per unit for total annual revenue

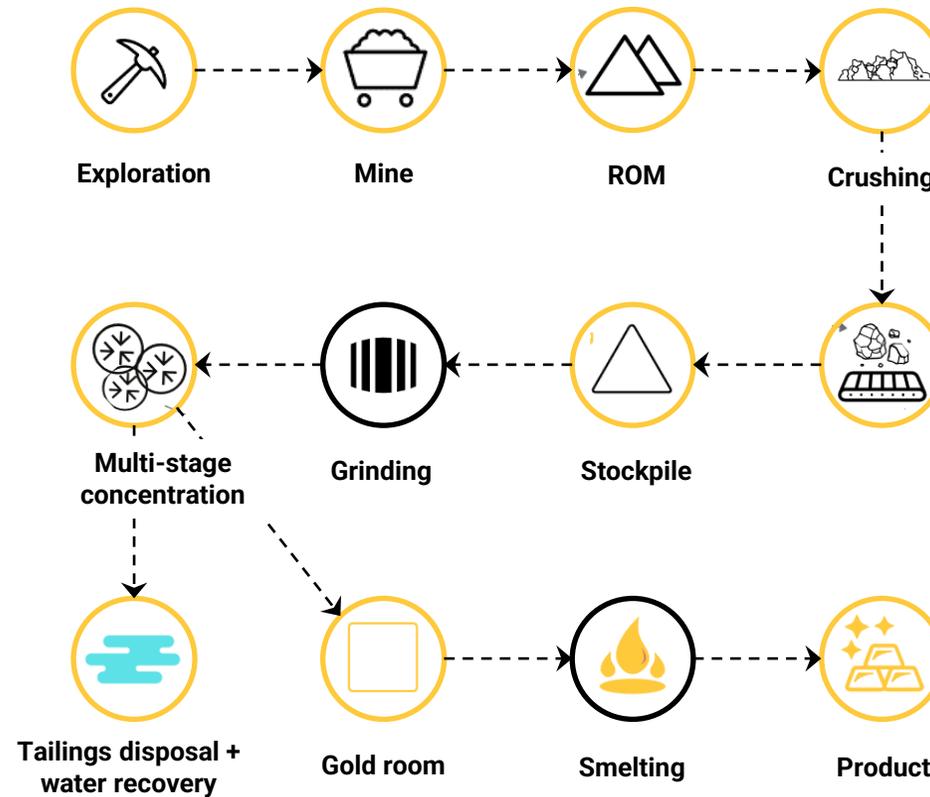
# Delivering tangible benefits for miners

PhotonAssay™ enables timely decision making and additional gold recovery

## The opportunity...

- Each year global miners are estimated to lose >\$2.0 billion worth of recoverable gold
- PhotonAssay™ provides miners with access to real-time data, helping to improve decision making through the value chain
- Enabling the optimisation of processes to generate potential productivity gains

## PhotonAssay™ is embedded in the mining value chain



 Denotes PhotonAssay™ value add

PhotonAssay™ Value Add	
Exploration	Fast turnaround for mine planning and scheduling
Mine	in-pit
ROM	Assay-supported blending between pit & processing
Crushing	
Stockpile	Stockpile sampling & optimised gold recovery
Multi-stage concentration	Reduction in process reagents & consumables
Tailings + Water recovery	Tailings grade monitoring
Gold room	All samples retained for QA/QC
Product	Buyer / seller assays

# An environmentally-friendly solution

Substantially better for the environment and significantly safer than fire assay

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

- ✓ PhotonAssay™ **reduces CO<sub>2</sub> emissions and eliminates lead-contaminated 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

## LIKE TO TREAD MORE LIGHTLY ON THE PLANET?

Every sample analysed with PhotonAssay™ means reduced CO<sub>2</sub> emissions and less hazardous waste. To date, we have achieved:



2410.16 tonnes

Reduced CO<sub>2</sub> emissions



1624.24 tonnes

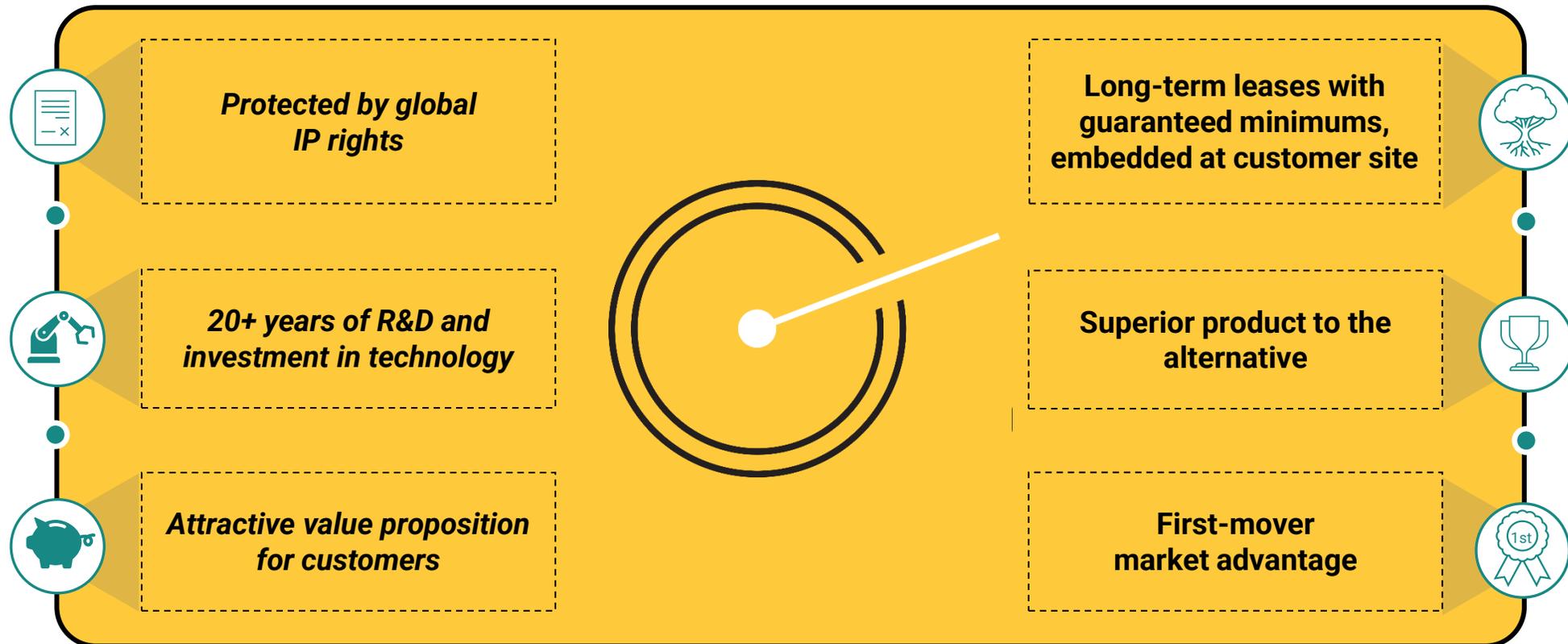
Hazardous waste reduction

As at 20 January 2023

# High barriers to entry

High barriers to entry supported by global IP rights

## Barriers to competitive entry



# Clear growth pathway

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

## Business development pipeline

- Global networks of laboratories

**Intertek ALS SGS MSALABS**

- PhotonAssay™ unit commitments extend out to 2025
- Existing customers offer additional deployment opportunities

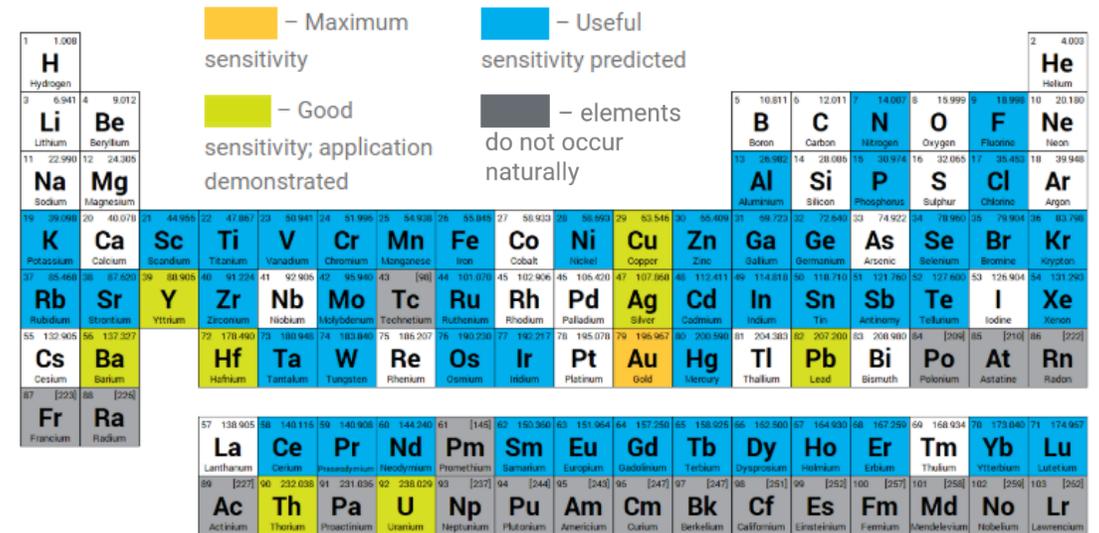
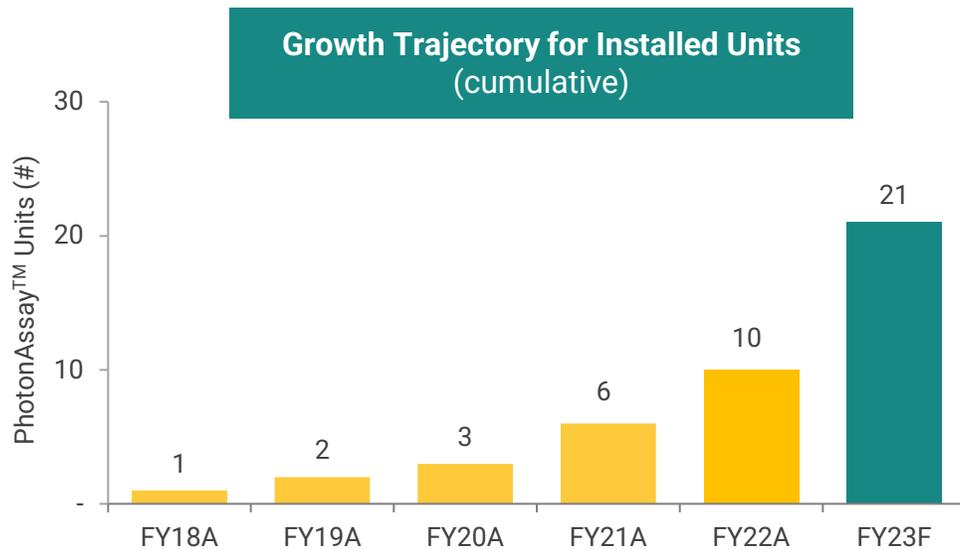
## Multi-commodity assaying

### Potential to expand TAM

- Base metals
- Energy metals
- Electronics recycling

### Potential to increase profitability

- Add-on analyses
- Concurrent moisture



# 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



**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



**Ivan Mellado**  
Founding Director

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



**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



**Eric Ford**  
Director

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

# Thank you

For more information, please visit [chrysoscorp.com](http://chrysoscorp.com)  
or contact us at [investors@chrysoscorp.com](mailto:investors@chrysoscorp.com)



**CHRYSOS  
CORPORATION**  
Assays at the speed of light