

# Notice to Reader

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# Ready to Deploy

Recycling used motor oil to reduce greenhouse gases while producing a lower carbon-intensive marine fuel



Tremendous Global Opportunity: Targeting the growing 17 billion litres of Used Motor Oil (UMO) that is currently not recycled but is burnt or dumped.



Targeting North America: 1.7 billion litres of collected UMO is being burnt in the US.



**Localized Solution**: Smaller footprint and lower CAPEX (~5%) enables regional recycling of the disseminated problem to "bring the solution to the problem".



**Proven and Validated:** 1.6 million litres processed with patented technology and 1.2 million litres sold to provide market validation.



Marine Fuel Market: Substantive and growing market with increasingly stringent fuel requirements. Our fuel is 14.6% less carbon intensive and a low sulphur content.



Compelling Solution: Addresses significant environmental issues while delivering strong economic returns (IRR: 51%) and reducing GHG emissions (36,315 tonnes/recycling plant).



Delivering: Near-term growth catalysts with a focused and robust deployment plan.



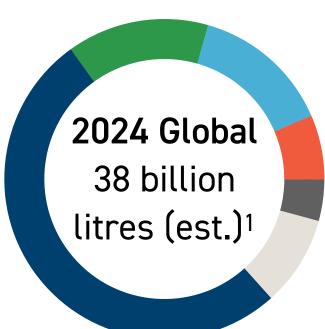


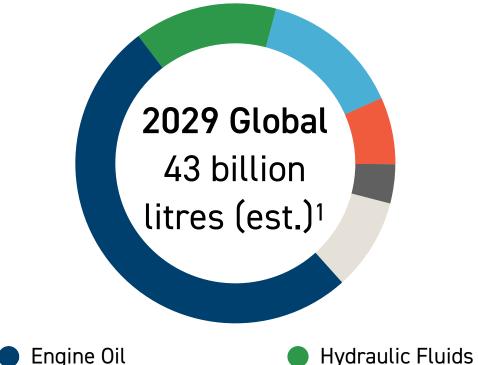
# Tremendous Global Opportunity

Used Motor Oil (UMO) is a waste product generated by the global lubricants market.

#### **Global Lubricants Market**

Forecasted to continue to grow.





🕽 Transmission & Gear Oils 🛑 Greases

Metalworking Fluids

#### **Estimated Global UMO**

30-44% of lubricants will be "lost-in-use".

UMO is petroleum-based or synthetic lubricating oil that cannot be used for its original purpose due to contamination and is a globally disseminated problem.

> 2024 Global UMO 24 billion litres (est.)<sup>2</sup>

2029 Global UMO 27 billion litres (est.)<sup>2</sup>

### Where Does it Go?

Most preferred option

Recycled: UMO doesn't wear out - it just gets contaminated and can be recycled into re-refined lubricants or other petroleum products.3



Improper handling and burning raises environmental and health concerns due to release of hazardous emissions.3

Burnt: UMO includes additives, metals, and various other compounds, which are combusted and released into the air.4

2024 Global<sup>4</sup> 17 billion litres

2029 Global<sup>4</sup> 19 billion litres

Least preferred option

**Dumped:** One litre can contaminate up to 1,000,000 litres of fresh water.

Other Product Types









<sup>&</sup>lt;sup>1</sup> Mordor Intelligence, Global Lubricants Market (Study Period: 2016–2029) used to forecast underlying driver of market to understand macro-trends.

<sup>&</sup>lt;sup>2</sup> Actual loss in use numbers are difficult to quantify given a lack of quantitative data such as vehicle motor oil loss and consumption rates and variation by geographic region. US Department of Energy (DOE) estimated 44% in its 2020 Report.

<sup>&</sup>lt;sup>3</sup> December 2020 US DOE Report to Congress: Used Oil Management and Beneficial Reuse Options

<sup>4</sup> No aggregated dumped or burnt UMO data exists and practices are likely to vary significantly between jurisdictions. Figures provided are internal company estimates to illustrate the size of the potential issue and the tremendous opportunity that exists. Burning UMO releases more hazardous compounds than burning cleaner energy sources.



## Fargeting North America

The improper disposal of UMO is a growing North American and global issue.

9.3B L

**US Lubricants Sold** In 2018, the US consumed ~21% of the global lubricants market

4.1B L

#### Lost-in-Use

Consumed through vehicles, other engine oils, and industrial uses.

The US DOE estimates that 36% of UMO generated is recycled and has issued a number of recommendation and acknowledges the opportunity that exists to recycle UMO.1



5.2B L

**UMO Generated** Estimated 56% of lubricants sold

1.6B L

**Unaccounted for at Source** Dumped, disposed, burnt.<sup>2</sup>

3.6B L

**Collected UMO** 

Estimated that ~70% of collectable UMO has been collected over past decade.

1.7B L **Collected UMO** Burnt

1.9B L **Collected UMO** Recycled into base oil or other fuels.<sup>2</sup>

#### **Secondary Opportunity**

More localized recycling should enable more cost-effective collection and therefore higher collection rates.



**Primary Opportunity** 

Recycling the 1.7 billion litres of UMO currently burnt.

#### **Secondary Opportunity**

Through direct competition with existing recyclers.

Collectable UMO

Collected UMO



<sup>&</sup>lt;sup>2</sup> In 2018, the DOE estimated that 18% of lubricants sold (31% of UMO) were unaccounted for at source (e.g. burned in generators, recycled onsite, or disposed of in landfills or dumped into storm sewers).











## We Bring the Solution to the Problem

### While delivering a premium product with a localized solution.

#### **Secondary Opportunity**

Unaccounted for at Source Dumped, disposed, burnt.



**Primary Opportunity** 

**Collected UMO** Burnt

**Secondary Opportunity** 

**Collected UMO** Recycled into base oil or other fuels.

#### **Current State**

Limited recycling (<40%)<sup>1</sup> from much larger facilities<sup>2</sup> focus on the production of base oils.

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

- Capital intensive with large footprints
- Require extensive collection networks
- Smaller market for re-refined lubricants
- End-product stigma of re-refined lubricants

#### **Our Impact**

- Achieving 21/6 goal will increase recycling alternatives and industry capacity.
- Compact repeatable modular skid mounted design enables ease of deployment (18 months) and minimizes cost.
- Smaller site requirements (3 acres) and labour requirements (14 staff) minimize operating costs.
- Viable localized solutions will enable better environmental enforcement.
- Lower CAPEX (\$15m): ~5% of alternatives.3
- Processing capacity reduces need for extensive collection network.4
- Selling finished product into substantive and growing marine fuel market.
- Producing a premium in-demand product vs. the stigma associated with a re-refined lubricants.









<sup>&</sup>lt;sup>1</sup> Recycling rates vary by region and depending on loss-in-use estimates, could be as low as 20%.

<sup>&</sup>lt;sup>2</sup> Clean Harbors, Heritage-Crystal Clean, etc. are focused on production of base oils.

<sup>&</sup>lt;sup>3</sup> Competitor solution: \$293m per plant

<sup>4 31.5</sup>m litres/198k barrels annually



## Proven & Validated

### Through UMO recycling at pilot plant and fuel sold to Maersk Shipping.





1.2m litres sold<sup>2</sup> **MAERSK** 

Drop-in fuel that blends seamlessly with existing marine fuels; requiring zero operational changes.

43% scale of full commercial plant<sup>3</sup> and exceeded expectations in terms of validating the technology, operating processes, and market demand.

#### **Pretreat**

UMO is treated and

prepared for thermal

cracking.

#### Crack

Thermal cracking breaks the purified UMO into smaller hydrocarbon molecules.

#### Distill

Distillation separates the fuel streams that meet the specifications for sale as marine grade fuel.

### Marine Fuel

With 14.6% Lower Carbon Intensity<sup>4</sup>

Patented UMO recycling process via a refinery, using technology and processes deployed in the petroleum industry for over a century, with 16 patents in key strategic markets around the world.

**UMO Feedstock** 

With less contaminants than crude oil.









<sup>&</sup>lt;sup>1</sup> Equivalent of 0.4m gallons/10,000 barrels

<sup>&</sup>lt;sup>2</sup> Equivalent of 0.33m gallons/7,800 barrels; sold via Elbow River Marketing, a subsidiary of Parkland, primarily to Maersk, the world's largest container shipping company.

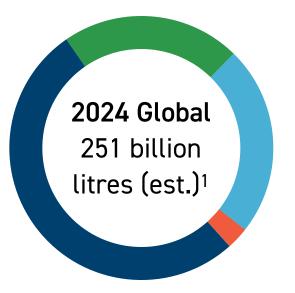
<sup>&</sup>lt;sup>3</sup> Processing capacity of Manitoba Pilot Plant was 1,700L/hr, full scale commercial plant is 4,000L/hr.

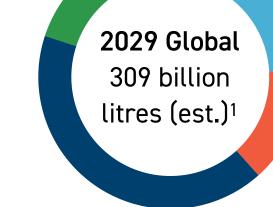
<sup>&</sup>lt;sup>4</sup> Third-party report calculated 14.6% lower carbon intensity.

## Marine Fuel Market

### Growing global demand while exceeding more stringent requirements

#### Marine Fuel Market





Very Low Sulphur Fuel Oil (VLSF0)

Liquid Natural Gas (LNG)

- High Sulphur Fuel Oil (HSFO)
- Marine Gasoil (MGO)
- Other

Marine fuels are approximately 20 times as energy dense as the most advanced Tesla batteries.<sup>2</sup>

**Energy Density** 

Projected Global Market Share		
21/6 Goal	0.2%	
54/10	0.5%	
10% of UMO Market (76 plants)	0.7%	

#### **Growing & Evolving Market**

International Maritime Organization (IMO) Looking for Cleaner Solutions.

Legislation is driving change in the industry.<sup>3</sup>



IMO mandates max. sulphur content: 0.5% (international) and 0.1% (inter-coastal).4

IMO strategy to reduce carbon intensity.<sup>5</sup>

IMO 2030 target to reduce GHG emissions by 40%.5

#### **Our Solution**

Our LSMGO and VLSFO meets and exceeds the IMO's Stringent New Requirements.

**Sulphur Content < 0.1%** 

Exceeds ultra-low sulphur oil marine fuel standards including ISO 8217.6

14.6% Less Carbon Intensive

Reduces GHG emissions by 36,315 tonnes and CAC emissions by 437 tonnes annually.

Higher Cetane Value & Lower Ash Content
Delivers cleaner burning fuel with increased fuel economy.



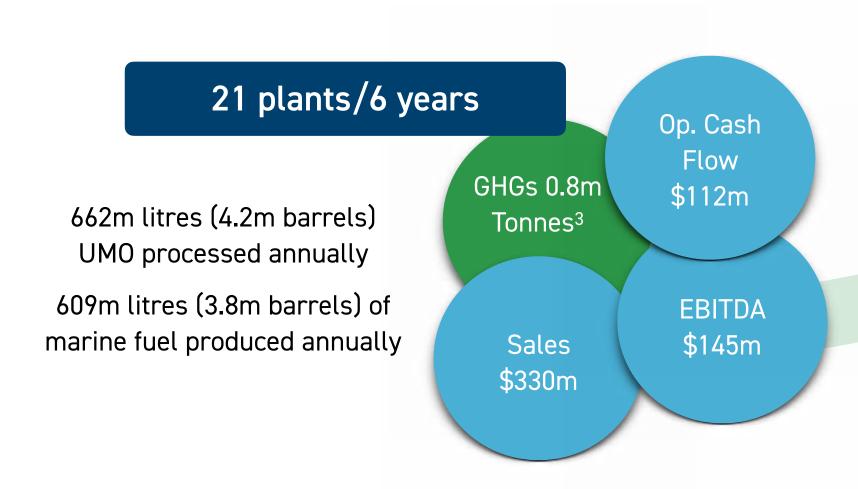


## Compelling Annual Impacts

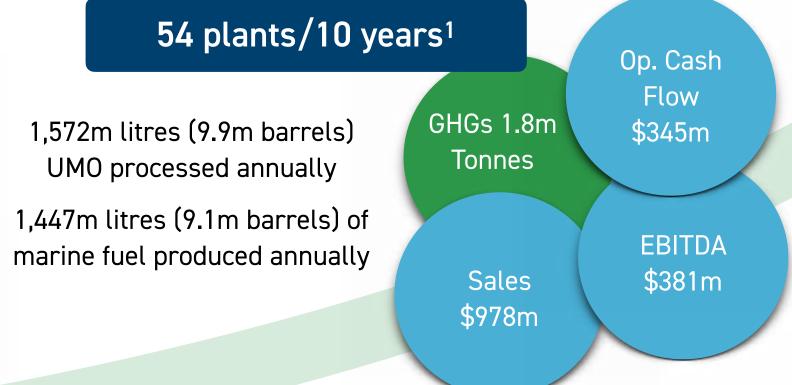
Addressing environmental need with strong economic returns

## Initial Goal: 21/6

Eliminating a million tonnes of GHGs within 6 years.



10% of Global UMO Market (76 plants)<sup>2</sup> Op. Cash Flow GHGs 2.6m 2,213m litres (13.9m barrels) \$485m UMO processed annually Tonnes 2,036m litres (12.8m barrels) of **EBITDA** marine fuel produced annually \$537m Sales \$1,376m



Excludes monetizing any carbon credits and recycling credits. Each Recycling Plant is estimated to remove 36,315 tonnes of GHG emissions and 437 tonnes of CAC emissions annually.4









<sup>&</sup>lt;sup>1</sup> Figures derived from EP 10yr Financial Model based on build out plan. Annual impact of operating all 54 recycling plants would be 1,961k, respectively.

<sup>&</sup>lt;sup>2</sup> Indicative estimate based on extrapolation of financial models.

<sup>&</sup>lt;sup>3</sup> Cumulative removal of over one million tonnes of GHGs.

<sup>&</sup>lt;sup>4</sup> GHG emissions calculated by SLR Consulting (Canada) Ltd. to commercial design size.



## Strong Economic Returns

### Understanding the Key Financial Drivers

Sales \$330 Million

EBITDA \$145 Million

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

#### Recycling Plant Economics<sup>1</sup>

CAPEX: \$15m (per daily flowing barrel: \$29,400)

Payback: Less than 2.5 years

► IRR: 51%

Gross Revenue from 29m² litres: \$15.6m³

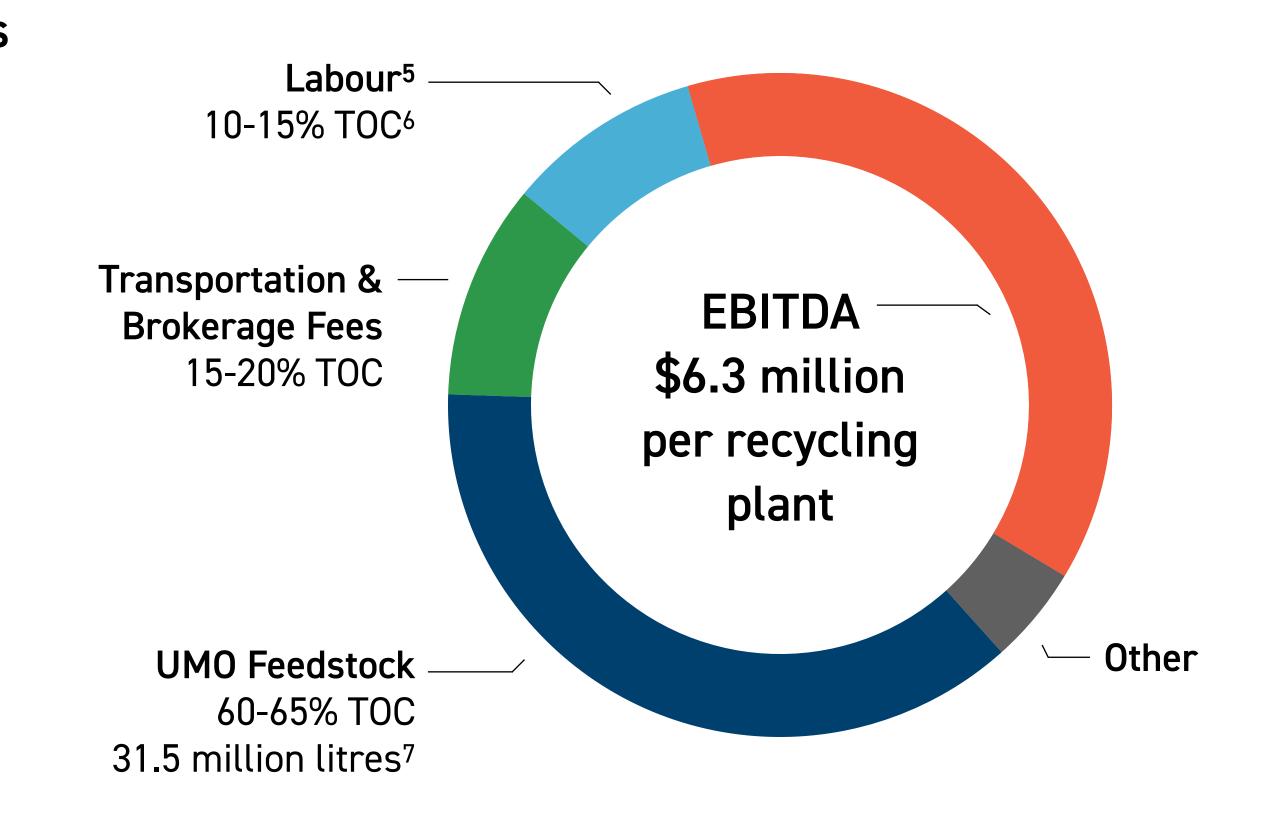
► EBITDA: \$6.3m

Industry leading 93% conversion rate

Cost of Conversion: 6.0 cents per UMO litre

#### **Fully Loaded First Commercial Plant Economics**

Fully loaded CAPEX: \$21m<sup>4</sup>, Payback: 3.3 years, IRR: 36%



Securing a dependable and consistent supply of feedstock will be key in any site selection criteria.<sup>8</sup> Recycling plants have been specifically sized to reduce permitting timelines. UMO prices have historically correlated with energy prices.







<sup>&</sup>lt;sup>1</sup> Based on pre-tax Alberta project economics; FX rate of 1.38

<sup>&</sup>lt;sup>2</sup> Equivalent to 8.3m gallons/198k barrels

<sup>&</sup>lt;sup>3</sup> Based on \$80 per barrel (Excludes monetizing any carbon credits and recycling credits.)

<sup>&</sup>lt;sup>4</sup> Includes initial one-off engineering costs.

<sup>&</sup>lt;sup>5</sup> Based on continuous operation with 4 shifts of 3 operators.

<sup>&</sup>lt;sup>6</sup> Total Operating Cost

<sup>&</sup>lt;sup>7</sup> Equivalent to 7.7m gallons/182k barrels

<sup>&</sup>lt;sup>8</sup> For example, Alberta collected approximately 90 million litres in 2023/24. Our plant recycles 31.5 million litres annually.

Modular Design<sup>2</sup>

Repeatable

and

ompact

## Deployment Schedule - 21/6

Design, locate, build, and operate 21 recycling plants in 6 years.





















Finance: March 2025



Phase I: Alberta Plant

Phase II: 2027 & 2028 Plants

> Phase III: to 2033

**Updated Commercial** Design Near Completion<sup>2</sup>



**Construction Engineering:** Q2 2025 **Fabrication & Construction:** Q3 2025

**Start of Commercial Plant** Operations: Q1 2027

Use of Standardized Design from Alberta Plant

> Use of Standardized Design from Alberta Plant

**On-going site** identification and selection for next plants: April 2025 onwards

Finance: Q1 2027 **Fabrication & Construction:** Q3 2027 onwards

Q1 2029 onwards 9 operating plants by end of 2029

**Start of Phase II Operations:** 

**On-going Fabrication &** Construction from Phase II 28 operating plants by end of 2031 54 operating plants by end of 2034









<sup>&</sup>lt;sup>1</sup> The Pilot Plant was designed for testing and proofing of the technology; processed 1.6m UMO litres, primary end customer has been Maersk.

<sup>&</sup>lt;sup>2</sup> EnerPure has updated the process engineering package for its 4,000 litres per hour (31.5m litres of UMO processed annually) recycling plant which will be the common design across all future sites with only minor site specific engineering work required, which is included within the capital estimates on slide 10.



# Experienced Executive Management Team

### That has laid the foundation for future success.

EnerPure has been able to attract, retain and will continue to engage the right individuals to drive the business forward with the right mix of leadership, industry knowledge and past startup experience.



**Todd Habicht** CEO & Board Chair

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



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 & Corporate Secretary

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

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.



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



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



Build: Significant project construction experience and commissioning



Operate: Management and financial oversight and leadership of production and operations











## Company Overview

### Share Structure, Ownership, and Financings

Share Structure (CAD\$ millions) <sup>1</sup>		
Common Shares Outstanding	151.5	
Dilutive Securities <sup>2</sup>	22.4	
Fully Diluted Common Shares	173.9	
Last Unit Offering Price	\$0.55	
Implied Market Capitalization at 2023 Financing <sup>3</sup>	\$83	
Cash <sup>4</sup>	\$0.4	
Total Cash Raised to Date <sup>5</sup>	\$40.5	



### **Latest Financings**

C\$7.4 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

36%











# Growth Catalysts

### Upcoming milestones fuelling our growth

- Conversion Efficiency Increase (88% to 92%) Q1 2024
- Product Mix Optimization Q3 2024
- Commence site permitting for Alberta Q3 2024
- Completion of Process Engineering Package Q4 2024
- Update to GHG Emission and Carbon Intensity Study Q4 2024
- Financing terms and structure for Phase I: Alberta Plant H1 2025
- Completion of Alberta Drawings & Construction Package H2 2025<sup>1</sup>
- Completion of Alberta site permitting H2 2025<sup>1</sup>
- Commence Alberta Plant fabrication H2 2025<sup>1</sup>







Lack of recycling represents a tremendous market opportunity.



Eliminating a million tonnes of GHGs within 6 years.



Focused on 1.7 billion litres of collected UMO that is being burnt in US.



Localized solution enables regional recycling of the disseminated UMO problem.



Validated strong customer demand with 1.6 million litres processed and 1.2 million litres sold.



Selling marine fuel into substantive and growing market with increasingly stringent fuel requirements. Our fuel is 14.6% less carbon intensive and has a lower sulphur content.



Providing a compelling solution by addressing a significant environmental issue with strong economic returns (51% IRR and less than 2.5 year payback) while reducing GHG emissions (36,315 tonnes per recycling plant).



Delivering into near-term growth catalysts with a focused and robust deployment plan.

### Recycling that Will Fuel the Energy Transition.









For further information info@enerpure.tech +1 204-944-1901





