



SYNERTEC

**SYNERTEC**

Synertec Corporation Limited  
(ASX: SOP)

# ***‘Transition Technology for a Low Carbon Future’***

***‘The only ASX-listed company focused on  
zero-emission remote continuous  
industrial-scale energy production.’***

expertise  experience

# Disclaimer

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# Disclaimer (continued)

The Joint Lead Managers are acting as lead managers and bookrunners to the Placement. A summary of the key terms of the placement agreement between Synertec and the Joint Lead Managers is provided in the following presentation.

The Joint Lead Managers are acting for and providing services to Synertec in relation to the placement of new fully paid ordinary shares in the Company (New Shares) to institutional investors under section 708A of the *Corporations Act 2001* (Cth) (Corporations Act) (Placement or Offer). The Joint Lead Managers have been engaged solely as independent contractors and are acting solely in a contractual relationship on an arm's length basis with Synertec. The engagement of the Joint Lead Managers by Synertec is not intended to create any agency, fiduciary or other relationship between the Joint Lead Managers and Synertec, its shareholders or any other investors. The Joint Lead Managers, in conjunction with their affiliates, are acting in the capacity as such in relation to the Offer and will receive fees and expenses for acting in this capacity.

The Joint Lead Managers and their affiliates are full service financial institutions engaged in various activities, which may include trading, financing, corporate advisory, financial advisory, investment management, investment research, principal investment, hedging, market making, brokerage and other financial and non-financial activities and services. The Joint Lead Managers and their affiliates have provided, and may in the future provide, financial advisory, financing services and other services to Synertec and to persons and entities with relationships with Synertec, for which they received or will receive customary fees and expenses. In the ordinary course of their various business activities, the Joint Lead Managers and their affiliates may purchase, sell or hold a broad array of investments and actively trade securities, derivatives, loans, commodities, currencies, credit default swaps and other financial instruments for its own account and for the accounts of its customers, and such investment and trading activities may involve or relate to assets, securities and/or instruments of Synertec, and/or persons and entities with relationships with Synertec. The Joint Lead Managers and its affiliates may also communicate independent investment recommendations, market colour or trading ideas and/or publish or express independent research views in respect of such assets, securities or instruments and may at any time hold, or recommend to clients that they should acquire, long and/or short positions in such assets, securities and instruments.

To the maximum extent permitted by law, Synertec and the Joint Lead Managers and their respective related bodies corporate and affiliates, and their respective officers, directors, employees, agents and advisers:

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You acknowledge and agree that determination of eligibility of investors for the purposes of the Placement was determined by reference to a number of matters, including legal and / or regulatory requirements and the discretion of Synertec and the Joint Lead Managers and each of Synertec and the Joint Lead Managers disclaim any duty or liability (including for negligence) in respect of the exercise or otherwise of that discretion, to the maximum extent permitted by law.

The Joint Lead Managers may have interests in the securities of Synertec, including by providing investment banking services to Synertec. Further, the Joint Lead Managers may act as market maker or buy or sell those securities or associated derivatives as principal or agent.

# Executive Summary

## Synertec – Technologies for a world in transition



Synertec is the only ASX-listed company focused on zero-emission remote continuous industrial-scale energy production. We partner with organisations looking to lead the charge in finding clean, cost-effective ways to execute their industrial processes while simultaneously reducing their carbon footprint.

### Powerhouse – Reliable renewable power in remote locations

- AI-controlled predictive solar array and battery power with data-driven load management system
- Powerhouse enables the utilisation of continuous 100% renewable base load power in remote locations
- Capable of rapid mobilisation, works with existing renewable hardware, minimal maintenance
- Large target markets across remote industries such as energy, mining, agriculture, manufacturing and community batteries
- Goods and Services Contract with Santos
- Powerhouse successfully passed factory acceptance testing and current field testing with Santos is ongoing

### Capital Raise – Fund the commercial roll-out of Powerhouse

- Placement to institutional and sophisticated investors to raise A\$5.0 million via the issue of approx. 31.25 million shares
- Issue price of A\$0.16 per share
- Capital raised through the Offer will be used to provide balance sheet support for execution of the dual strategy of commercialising several large near-term ESG-focused technology opportunities in the energy sector and growing out a high-end engineering solutions business
- Post raise Synertec will have approximately \$7.5 million in cash with zero debt or covenants from their bank



# Integrating Technology and Engineering for 25+ years

At this critical juncture for the global economy, Synertec can deliver **immediate solutions** to help solve the challenges of **energy efficiency, security and reliability** that governments and commercial leaders require



Technology



Engineering



Product commercialisation

Innovation,  
Idea Evaluation,  
Development and  
Delivery

Real-world  
problems

Technology IP is protected

Synertec's technology solves the most pressing needs of our time

Synertec's engineering solutions are practical & commercial

# Technologies for a World in Transition

We are **partnering with organisations** looking to lead the charge in finding clean, cost-effective ways to execute their industrial processes while simultaneously **reducing their carbon footprint**



1

## Powerhouse

AI-controlled predictive solar & battery system providing 100% renewable & reliable variable base load power for remote areas

- MOU & Goods and Services Agreement with Top 20 ASX-listed company, Santos Ltd (ASX:STO)
- Full scale field trials on-track to commence Q1 FY23



2

## LNG Custody Transfer System (CTS)

Measurement and metering system for the safe and accurate fiscal transfer of LNG from one owner to another

- Collaborations with Blackrock-owned, 'GasLog' & world-leader in marine solutions, 'Trelleborg Group',
- Sale-ready technology



3

## Composite Dry Powder (CDP)

Technology to rapidly convert hydrocarbon drilling mud & wastewater into non-polluting soil & potentially, high-strength building materials

- Perpetual, exclusive and royalty-free licence
- Progressing field testing in Australia with existing partners

# Powerhouse Technology

# Powerhouse – Reliable Renewable Power in Remote Locations

Cost-effectively replacing fossil fuels solves the world's CO2 problem and Powerhouse is the technology to do just that



## The Challenge



- Energy industry is one of the heaviest emitting sectors globally
- Renewable power for the energy industry must be reliable, constant and cost effective
- Powering remote sites today typically employs multiple large diesel or gas generators only to achieve sub-optimal reliability and efficiency
- Generators:
  - consume large quantities of diesel fuel or gas with high CO<sub>2</sub> emissions (Scope 1)
  - require constant re-fueling and maintenance (Scope 2)
  - reliability and accessibility is impacted by inclement weather; and
  - present a human safety and environmental hazard.

## The Solution



- Powerhouse's breakthrough technology provides reliable, continuous, clean, zero-emission, smart base load power to drive critical industrial scale equipment
- Advanced AI-software unique to Powerhouse's breakthrough technology predicts and adjusts for local solar irradiance
- Remote monitoring, control and low on-site maintenance is ideal for outback applications and safety
- High-volume, modular manufacturing techniques will enable supply-chain reliability, scale and cost efficiency
- The only ASX-listed company focused on zero-emission remote continuous industrial-scale energy production
- International patent application filed



# Market Position

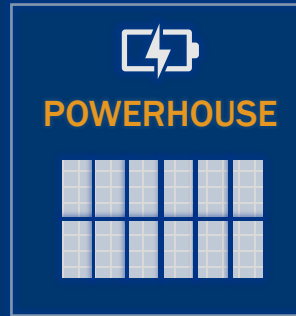
Powerhouse fits a large gap in the market to satisfy **critical continuous industrial applications**

## Solar Generation Systems – Sizing Spectrum

Small Scale ←

→ Powerhouse

→ Large Grid Scale



**<50kW**

- Off-the-shelf systems
- Suitable for small loads
- E.g., homes, remote monitoring sites etc.
- Inflexible

Competitive Landscape

Tesla Powerwall, Sonnen, Alpha ESS, Redback

**50kW to 10 MW**

- Modular, rapid deployment, portable solution
- Suitable for all continuous industrial load types
- Mining, Oil & Gas, Agriculture, Community Batteries
- Advanced AI control system enables flexibility & optimisation of battery and load management
- Batteries 100% recyclable, long-life componentry

**POWERHOUSE**  
by SYNERTEC

**10 MW +**

- Utility scale renewables
- Permanent installation
- Large capital investment
- High maintenance
- Environmental and social impacts

Competitive Landscape

Zenith Energy, Pacific Energy, EDL, Genex Power



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# The ESG Value Proposition is Compelling – In Australia and the USA

Prototype environmental credentials **proven in the field to meaningfully address climate change**



## The Opportunity



Global mining & energy companies have publicly committed to a substantial reduction in GHG emissions, working towards net zero as a matter of social license



Powerhouse will immediately benefit companies in meeting their GHG emissions targets with increased reliability and no “green premium”



Mining and energy companies have many thousands of fossil-fueled power generators

## Key Benefits



Critical diesel/gas power generation applications (30-40 kWh continuous load) consumes approx. 500,000 litres of diesel p.a. & emits approximately 1,400t of CO<sub>2</sub> p.a. (Scope 1)



This does not account for the emissions and activities involved in constant re-fueling and maintenance (Scope 2) which also present a human safety hazard



Batteries are 100% recyclable



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# The Technology is Globally Applicable

Intelligently decarbonising industry with Artificial Intelligence, sunlight and batteries



AI-driven – Multi-satellite-driven big-data solar algorithms enabling accurate prediction of local solar irradiance levels to automate load management



Predictive - AI-predictive control feature takes standard battery tech & delivers breakthrough capability for remote applications



Scalable – In-field prototype (shown right) is a 1.5 MWh storage unit powering loads up to 300kWh, with “flex” to accommodate many scenarios



Commercial – includes partnership with Siemens to deliver cutting-edge technology



Modular - Powerhouse is capable of rapid mobilisation and demobilisation with an effective operational life of 10+ years



Responsible - Reduces impact on environment, landowners and eliminates the need for mains power connection in remote areas

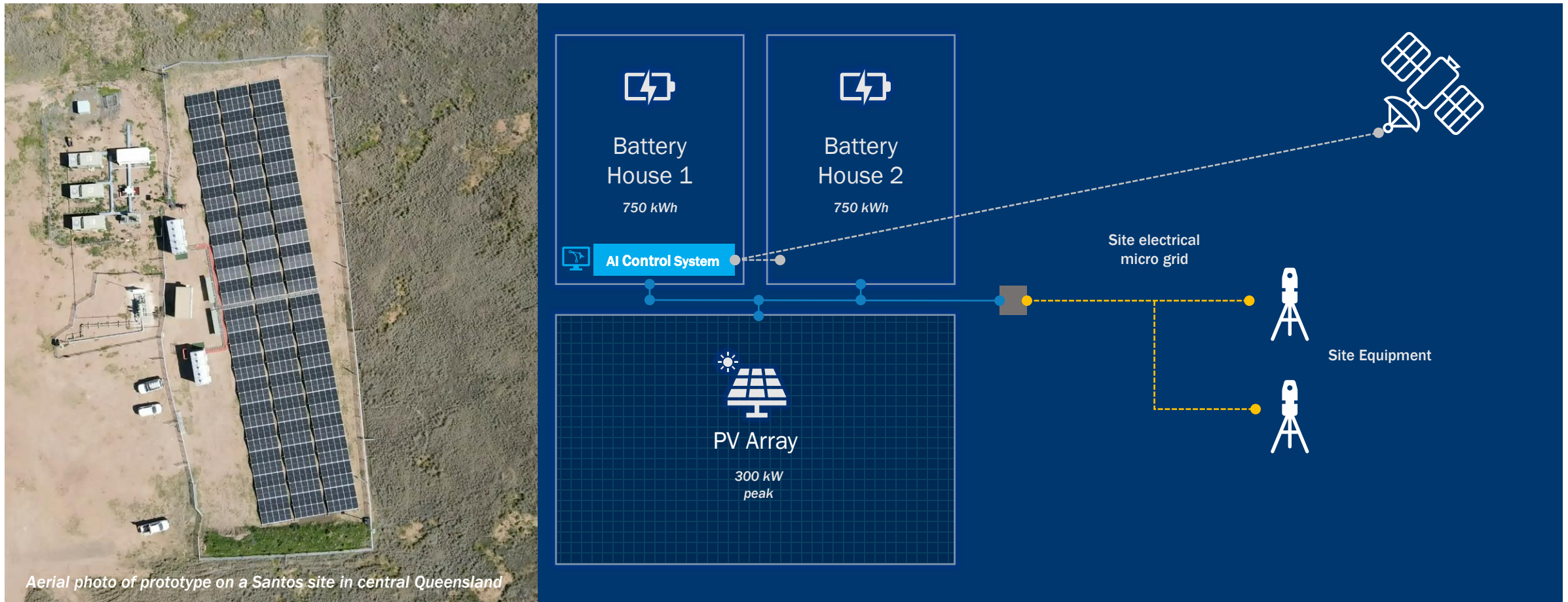


# System Design - Overview



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Powerhouse is a solar PV and BESS system intelligently designed with **AI-driven controls for industrial grade applications**



# The Market Opportunity

Synertec's Powerhouse technology can be utilised on any remote site globally

Staged development and rollout program to drive growth across multiple target markets in Australia and United States

CSG exploration & production

Mining exploration & production

Agriculture

Manufacturing

Community Batteries

## Initial Target Market:

- CSG accounts for ~25% of Australia's gas production, which has increased by 140% over the past decade
- USA "unconventional" gas sector is approaching the size of the Australian CSG sector, and accounts for almost 10% of USA's gas production
- USA focus is accelerating on the heels of the Inflation Reduction Act committing US\$369bn to green energy related investment
- CSG fields require more gathering lines, pumps and compressors than conventional gas fields
- Tens of 1,000's of diesel, gas and hybrid generators are used for remotely-located gas well plant and equipment
- Each Powerhouse typically replaces 3-4 diesel or gas generators
- Following success of prototype, Powerhouse will be deployed to other key sectors





# The Proposed Commercial Model – In Australia and the USA

**Strong pre-tax cash flows** over fixed long-term **'BOOM'** agreement

## Construction and supply chain

- Key component supply chain identified & confirmed
- Leading OEM's such as Siemens to prioritise supply chain support and commercial terms
- Utilising multiple supply sources to provide supply chain security
- Produced in Australia
- Centralised quality control & assembly site identified
- Local skillset for construction & deployment workforce

## Proposed roll-out strategy

- Initial orders can be supplied promptly from existing contractors
- Aim to have a dedicated assembly site within 12 months of first order
- Unit is transportable and can be mobilised to site, and/or relocated within approx. 1 week

## Revenue Model

- Build-Own-Operate-Maintain ('BOOM') model of supply
- Revenue and cash generated via flat monthly rental
- 7-to-10-year BOOM commercial term
- Higher-than-average infrastructure equipment pre-tax IRR
- Very low operating costs given the nature of the equipment

# Santos Agreements



Commercial agreements are in place with Santos to provide a ready end-customer



## Goods and Services Contract with Santos (ASX:STO):

- Original MOU progressed as-planned to a master Goods and Services Contract ('GSC') to streamline future orders
- Work Orders for future commercial installations can be issued by Santos under the GSC
- Synertec owns all Powerhouse IP and agreement with Santos is non-exclusive
- Prototype development was originally documented via a 12 month agreement (refer ASX Release 4 August 2021)
- Total estimated investment of approximately \$3.0m by Synertec, fully funded

# Pathway to Commercialisation

Initial rollout of Powerhouse units is to be on brownfield sites to eliminate fossil-fuel generated power



## Key recent developments include:

- Successful Factory Acceptance Testing
- Successful delivery and site installation of the system
- Master contracting framework agreed with Santos via execution of a General Services Agreement (GSA)

## Upcoming milestone targets (H1 FY23):

- Integration of Powerhouse control system with Santos' remote operations system (Q1)
- Completion of Site Acceptance Testing ('SAT'), including stress-testing of system at load settings up to 200% of typical field application, failure scenarios, maintenance practices & safety responses (Q1)
- Coordinating site services for cutover to field trial on Santos' plant (Q1) *(timing is subject to weather conditions & availability of specialist personnel)*
- Initial field trial results (Q2)

## Upcoming milestone targets (H2 FY23):

- Aim for initial purchase orders
- Forecast commercial deployment & cash flow

Phase	Estimated Completion	Status
Concept design	Q4 FY21	Complete
Statement of requirements approved	Q1 FY22	Complete
Front End Engineering Design (FEED)	Q2 FY22	Complete
Procurement of key equipment inputs	Q3 FY22	Complete
Detailed design	Q3 FY22	Complete
Beta testing software & load management	Q3 FY22	Complete
Fabrication	Q4 FY22	Complete
Factory Acceptance Testing (FAT)	Q4 FY22	Complete
Commercial terms for prototype agreed	Q4 FY22	Complete
Site Acceptance Testing (SAT)	Q1 FY23	In-progress
Field Trial Period commencement	Q1 FY23	In-progress
Commercial terms beyond prototype agreed	H2 FY23	In-progress
Completion/sign-off	H2 FY23	



# Other Technologies





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# LNG Custody Transfer System (CTS)



High precision measurement system for the fiscal transfer of LNG



Eliminates fugitive emissions - competitive advantage



Leverage to growing demand for LNG as a marine fuel



Synertec-installed land-based systems in place



Developing marine-based solution with GasLog



## Current LNG CTS applications:

- Synertec has installed and maintains large land-based CTS systems in place at the Gorgon and Wheatstone facilities in Western Australia

## CTS opportunities:

- Synertec has partnered with LNG carrier owner GasLog to develop marine (ship-to-ship) CTS
- Marine CTS design recently certified by Det Norske Veritas (DNV) – world leading independent certification body
- IMO2020 marine fuel standards are driving a long-term transition to less polluting fuels such as LNG - in 2020, 175 LNG fueled ships, >200 on order
- CTS technology anticipated \$0.5M-\$1M in revenue per vessel
- Next steps in FY23:
  - Venice Energy first potential customer with Outer Harbour LNG project in South Australia
  - Gaslog's & other FSUs under construction

# Composite Dry Powder (CDP)



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Treatment of hydrocarbon drilling mud & wastewater



Potential to convert mud into non-polluting high-strength building materials



Enhances operational safety and lowers transportation risks



Synertec has IP/supply licence from GreenTech



Wider applications in mining tailings and sewage sludge

## CDP opportunities:

- Synertec has a perpetual and exclusive licence to utilise Sichuan GreenTech Environmental's CDP technology within Australia, New Zealand, Canada, North America, Central America and South America
- Synertec supported GreenTech with commercial-scale pilot programs in China with Sinopec and PetroChina
- Lab testing in Australia has delivered similar results to China
- Synertec has an MOU with BeneTerra to progress environmental testing and promotion of CDP
- Next steps in FY23:
  - Continue with analysis and further progress environmental testing and promotion of CDP in Australian market, including further engagement with Australian authorities
  - Re-engagement post COVID-19 demobilisation towards commercial scale on-site testing in key Australian hydrocarbon fields and other potential applications



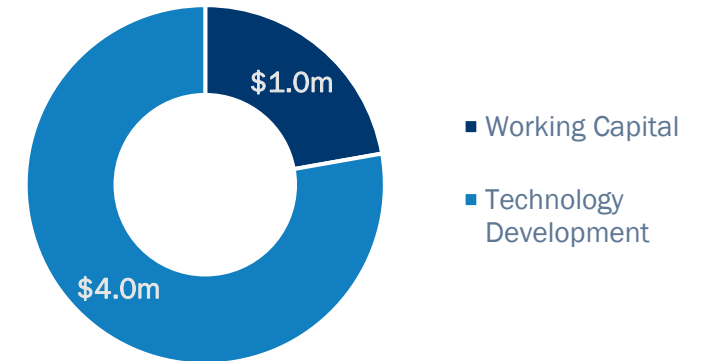
# Capital Raising Details



# Capital Raise Overview

<b>Offer structure &amp; size</b>	Raising <b>\$5.0 million</b> (before costs) through a placement of 31.25 million new fully paid ordinary shares to institutional & sophisticated investors
<b>Offer Price</b>	<b>\$0.16 per share</b> , a 13.5% discount to the last closing price of \$0.185 as at 8 September 2022, and a 14.1% discount to the 5-day VWAP of \$0.186 on, and including, 8 September 2022
<b>Ranking</b>	Pari passu with existing fully paid ordinary shares
<b>Key Dates</b>	<ul style="list-style-type: none"> <li>Trading Halt lifted and return to trading on ASX: 13 September 2022</li> <li>Settlement of New Shares: 19 September 2022</li> <li>Issue &amp; Trading of New Shares: 20 September 2022</li> </ul>
<b>Joint Lead Managers (JLMs)</b>	<ul style="list-style-type: none"> <li>Taylor Collison Limited</li> <li>PAC Partners Securities Pty Ltd</li> </ul>
<b>JLM Key Terms</b>	<ul style="list-style-type: none"> <li>The JLMs will be paid a management fee of 2% (plus GST), and a selling fee of 4% (plus GST) of proceeds.</li> <li>Subject to shareholder approval, the JLMs and/or their nominees will also be issued with 3,600,000 unlisted options with an exercise price that is a 100% premium to the offer price of the Placement and an expiry date that is 2 years from the date of issue.</li> </ul>

## Use of Proceeds



Capital raised through the Offer will be used to provide balance sheet support for execution of the dual strategy of commercialising several large near-term ESG-focused technology opportunities in the energy sector and growing out a high-end engineering solutions business as follows;

- **\$4.0 million** - Drive technology development and commercialisation to assist in the decarbonisation of Synertec's large and prestigious customer base; and
- **\$1.0 million** - Working capital applied to funding a growing portfolio of engineering solutions with the Company's blue-chip customer base.

# Indicative Timetable



EVENT	AEST	DATE
Placement closes	By 5.00pm	Friday, 9 September 2022
Announcement of results of Placement	By 9.00am	Tuesday, 13 September 2022
Trading halt lifted	By 9.00am	Tuesday, 13 September 2022
Trading resumes on ex-entitlement basis	By 9.00am	Tuesday, 13 September 2022
Settlement of New Shares under Placement		Monday, 19 September 2022
Entity provides ASX with an Appendix 2A with the issue date and number of securities for which quotation is sought under the Placement	Before noon	Monday, 19 September 2022
Issue and trading of New Shares under Placement		Tuesday, 20 September 2022
Lodgement of Placement cleansing notice	Before 10.00am	Tuesday, 20 September 2022

# Group Outlook



# Investment Opportunity



## Technologies for a world in transition

- Three advanced technologies to help customers solve their environmental problems
- Strong focus on ESG outcomes and reliability
- Powerhouse technology targeting commercialisation in FY23
- Supported by a large growing & self-sustaining engineering team

## Powerhouse technology progressing to commercialisation

- Agreements with Santos for prototype
- Field trial commencing in Q1 FY23, aim to have first unit sales in H2 FY23
- Large scalable renewable technology with global opportunities, exploring USA
- Strategy includes having a bankable funding model

## Underpinned by deep technical & management skillset

- ~90 highly skilled engineers and professionals, up >60% on FY21
- Strong R&D track record
- Retain IP in-house
- Ability to attract and retain key staff
- Stable Board and management team

## Robust balance sheet & financial performance

- Approx. \$7.5m of cash at hand *[post capital raising]*
- No bank debt or covenants
- FY22 Total Revenue & other income of \$12.1 million, up 44% on FY21
- \$7.5 million in carry-forward tax losses



# Appendices



# Sustainable Business Focus

The global focus on carbon emissions reductions presents an **historic investment opportunity** in Synertec's Technology and Engineering solutions



## Environment

- Developing technologies to support the energy transition
- Reducing the carbon footprint of legacy processes and repairing past damage
- Responding to tightening environmental regulations with innovative 'green' technologies



## Social

- Working with industry to reduce its carbon footprint, recycle and deliver cleaner energy, water, products and services
- Supporting local economies with sustainable employment
- Social enterprise procurement strategy



## Governance

- Transparency and accountability to stakeholders
- Product transparency
- Solutions formed in collaboration with local regulators



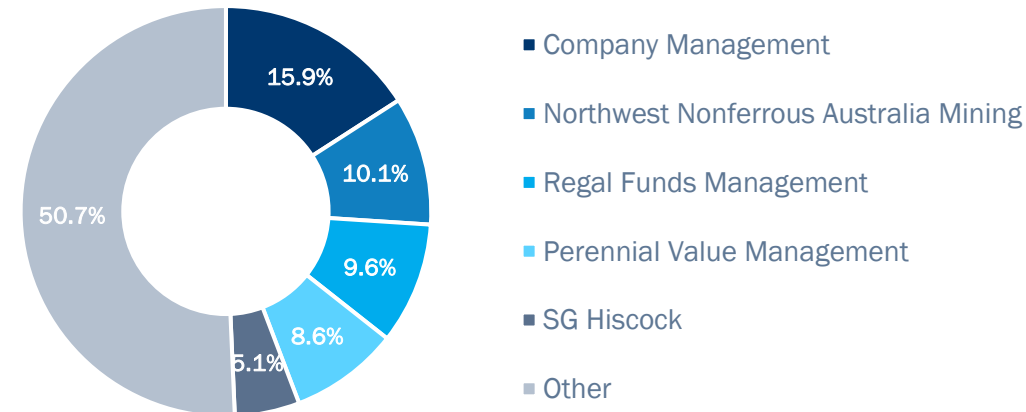
# Corporate Snapshot



## Synertec Corporation Ltd

ASX Code	ASX:SOP
Shares on issue (post Placement)	388,610,560
Placement Offer Price (cents per Share)	16.0
Market Capitalisation (post Placement)	\$62.2m

## Key Shareholders\*



## Company Board



**Dennis Lin**  
Independent Non-Executive Chair



**Michael Carroll**  
Managing Director



**David Harris**  
Executive Director, [Technology & Future Business], CFO & Company Secretary



**Leeanne Bond**  
Independent Non-Executive Director

\*Indicative shareholdings based on shareholdings as at date of last substantial holding notice plus allocations under the share placement.

# SYNERTEC

expertise  experience



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