Fertoz
NATURE'S SOLUTIONS

Sustainable Farm Inputs

Annual General Meeting May 2024

FERTOZ LTD (ASX: FTZ)

www.fertoz.com

Our Company

Focused on regenerative and sustainable agriculture in North America & Australia

Owner of high-quality rock phosphate mines and stockpiles in North America containing high P_2O_5 and low heavy metals

Successfully launched Fertify™ all-in-one NPKS fertilizer plant in Montana, USA in 2023

Securing partnerships to scale Fertify business across North America

Rapidly expanding rock phosphate use in regenerative fertilizers

Our Leadership & Structure

Experienced Board And Management

- **Stuart Richardson**
  Non-Executive Chairman
- **Daniel Gleeson**
  MD & Group CEO
- **Greg West**
  Non-Executive Director
- **Ben Bussell**
  Chief Financial Officer
- **Dylan Treadwell**
  Mines and Operations
- **Les Szonyi**
  Australasia Manager

Capital Structure

Shares on issue	250M
Share Price	$0.04
Market Cap	A$10M
Cash (at 31 March 24)	A$1.1M
Debt note	A$0.3M
% Held by Top 20	57%
% Held by BoD	6.75%

15 Nov 2023 - Fertoz raised $1.23M via a convertible note. This note converts to fully paid ordinary shares at 10 cents per share on or before 17 Nov 2026. Maximum number of shares to be issued under convertible note is 1,230,000. Coupon is payable to note holders – 10% per annum paid quarterly in arrears.

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Phosphate Reserves

JORC Assessments – 2024

Wapiti – Canada

Fertoz owned

JORC Inferred (2015): 1.54 Mt

Only 20% of exploration licence explored

Fernie - Canada

Fertoz owned

Large portfolio of permitted exploration licences held

Multiple permits awaiting approval H2 2024

Lodging industrial mine permit ~150,000 tpa in 2024

Deerlodge - Montana

Privately owned

10yr extension granted Dec 2022

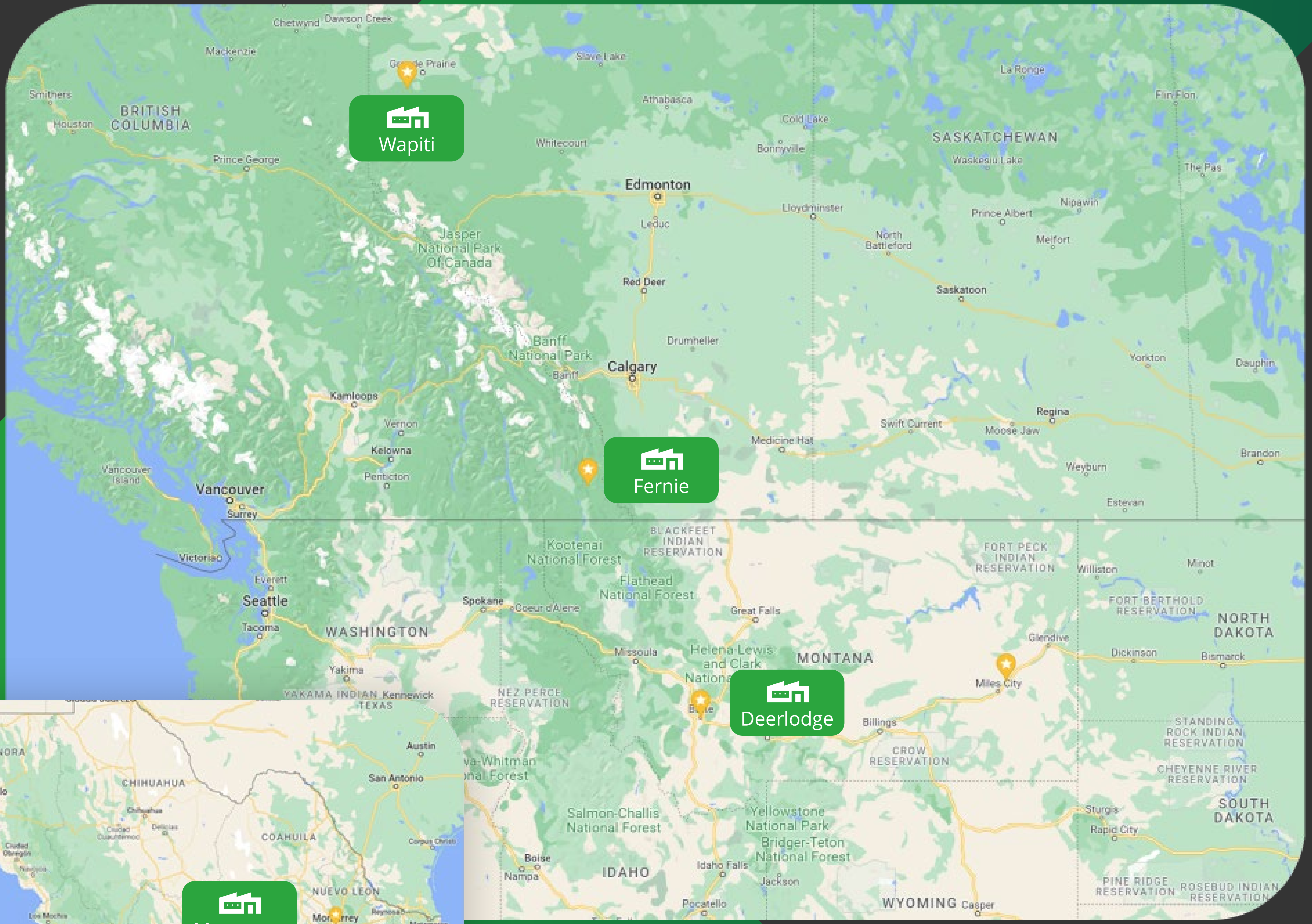
Estimated 40,000 tons available

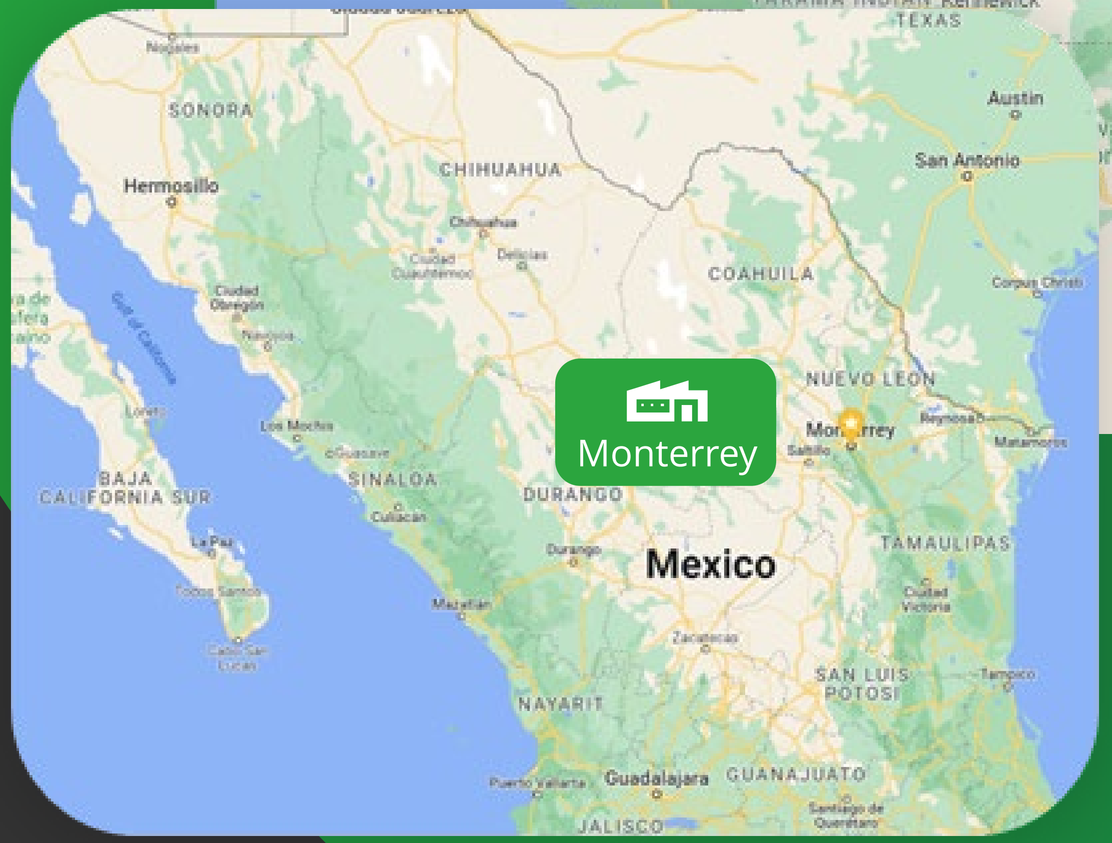
Monterrey - Mexico

Privately owned

Exclusive USA marketing agreement

Highest quality P_2O_5 available





ACHIEVEMENTS IN 2023

FERTIFY™

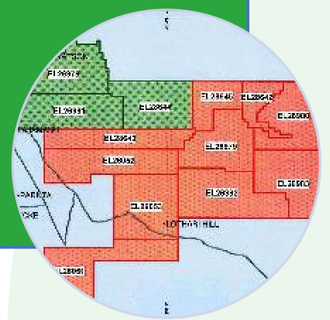
- Pioneers with high value Fertify™ product
- Built & Run to Nameplate by August 2023
- First sales and brand awareness made
- Achieved in ≈ 12 mths

ROCK PHOSPHATE

- Identification of new key customers
- Growth of existing customer demand
- Reduction in COGS
- Prepared 4,000 tons in storage for winter

PERMITTING

- Alignment of process with regulators/First Nations
- Simplification for bulk and industrial permits
- Advancement of 3 permits totaling 150,000 tonnes



FINANCIALS

- Gross profit increase from 4.5% to 23%
- Reduction of C&B by $740,000 recognized in 2024
- Impairment on granulator - $441,000
- Prepaid $0.7M Fertify

SALES

- $3.05M sales (-30%)
- Reduced demand of $1M in Australia
- Stopped unprofitable sales in Nth America
- Limited stock in Canada

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2024 OUTLOOK

Regenerative Ag Macros

Soil health is a key focus for every type of farmer

Rock Phosphate remains most cost-effective source for regen

Multiple fertilizer products entering market with RP as base ingredient

Soil amendment companies value adding with RP. Gypsum, Manure, etc

Multinationals becoming more focused on retailing regenerative products

FERTOZ – Strategic Western Nth America Supplier

FERTIFY - 2024

FERTIFY
PREMIUM FERTILIZER

Continue the sales and product development momentum of Fertify across Nth America

Dual application – Pelleted or Bulk blended for local farmers with spreaders

Compost is becoming a standard practice in many farming operations, but needs pellet form moving forward

Soil Health from organic matter, microbes, etc	Cost Benefits over conventional fertilizer	Waste Management Strategy

More companies becoming focused on recycling composted waste and adding rock phosphate.
"A Rising Tide Lifts all Ships"

Value adding compost with rock phosphate and other elements is key to overcoming freight costs and reducing number of field passes

GOV.UK

Home > Environment > Food and farming > Food and farming industry

Guidance

Rules for farmers and land managers to prevent water pollution

What you must do to manage manure, fertiliser and soil to prevent runoff, erosion and leaching.

Published On: 02/28/2022
Categories: Agbiosciences, Economic Development, Industry News

Hello Nature and MPS Egg Farms Announce Partnership, $50M Specialty Fertilizer Manufacturing Facility

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Rock Phosphate

Fertoz Customers: Growth from existing customers and newly identified ones through 3 key avenues.

Retailers: Major corporates beginning to stock our customers regenerative products on shelves

Granulation: combined into a granule with other nutrients for application in seeding equipment or air seeders

Historical Sales

New Sales

Soil Amendments: blending with rock phosphate due to compatible application, value add and synergies for release of P_2O_5

Gypsum	Lime	Humic

Compost/Manure: including rock phosphate increases P_2O_5 nutrient analysis making it a phosphorous based fertilizer and justifies freight cost.

Recent Sales

Phosphate: 2024 Sales Outlook

Forecasting **growth in 2024** due to strong demand for rock phosphate

New key customers identified in 2023 – **engaged for 2024 sales**

Rock Phosphate inclusion with soil amendments:

- **Four key customers including RP** in Autumn programs for lime, gypsum or humic
- Collectively **> 120,000 tonnes applied by these 4 customers**
- **Rock Phosphate helps to value add** their product and justify freight costs
- Gypsum & humic **aid in release of phosphate,** while lime is applied to acidic soils where **rock phosphate works best**

Fertify inventory created in 2023 to generate US$700,000 revenue in 2024

Permitting strategy for 2024/25 aligned with regulators and First Nations – **bulk sample permit decisions expected in Q3**, increasing sales and profitability

Targeting **further cost reductions, increased gross profit and expanded sales**

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Carbon

Restoration

Continue to sell fertilizers in North America and Australia, with a low carbon footprint i.e. rock phosphate and fused magnesium calcium silicate phosphate, respectively.

Promote the benefits of the low carbon intensity score of Fertify™ to growers and biofuel plants as a way of increasing fertilizer sales.

Continue reforestation in the Philippines by seeking a local investor to fund a minimum of 60% of its reforestation projects in the Philippines.

Summary

Improvements Achieved

- Highly effective and dynamic team fit for purpose
- Costs reduced – targeting cash positive operations
- Fertify Montana achieves nameplate production – early October 2023
- Development of new customer basis that provide volume sales
- Renewed strategy leveraging existing assets and macro economics

Revenue Growth the Key

- **FY2024:** Significant growth with improved gross margin
- Accelerating inclusion of RP in soil amendments
- Executing Fertify sales on prepaid inventory for positive cash inflows
- Continued expansion of new customers aligned with Fertoz
- Positive working relationships with regulators and First Nations for mining in Canada with bulk sample decisions in Q3

Fertoz Potential

- Development of a 50,000 tpa business in ≈ 2 years
- Capable with existing team and consultant base = high profitability
- Significantly broader customer base, predominately near our Fernie mine
- Realizes value of our tenements
- Rock Phosphate becomes a main ingredient in soil amendments, manure and granulated fertilizer
- Continue to seek local ownership up to 60% in Philippines reforestation project to ensure compliance with local foreign investor regulations

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Authorised by the Board of Directors.

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HIGHLY EXPERIENCED TEAM

Daniel Gleeson
(CEO)

Ben Bussell
(CFO)

Paul Peterson
(USA Sales)

Sean Gatin
(Canada Sales)

Dylan Treadwell
(Mining Ops)

Les Szonyi
(Carbon Lead)

Consultants

Nova Pacific Environmental

[communica]

HomeGold Resources Ltd.

Mineit

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