



CHEMICAL NEWTECH S.p.A.

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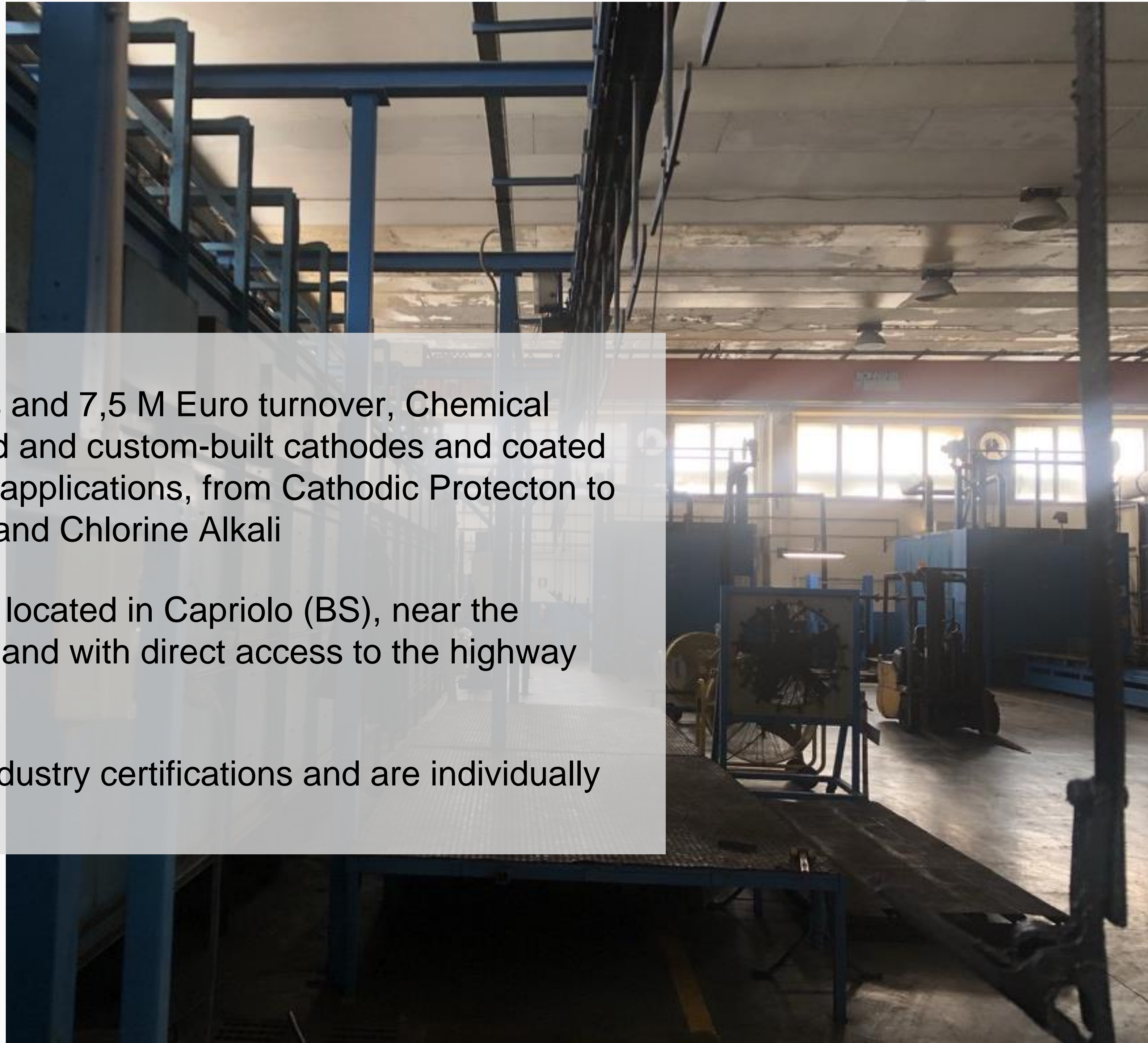
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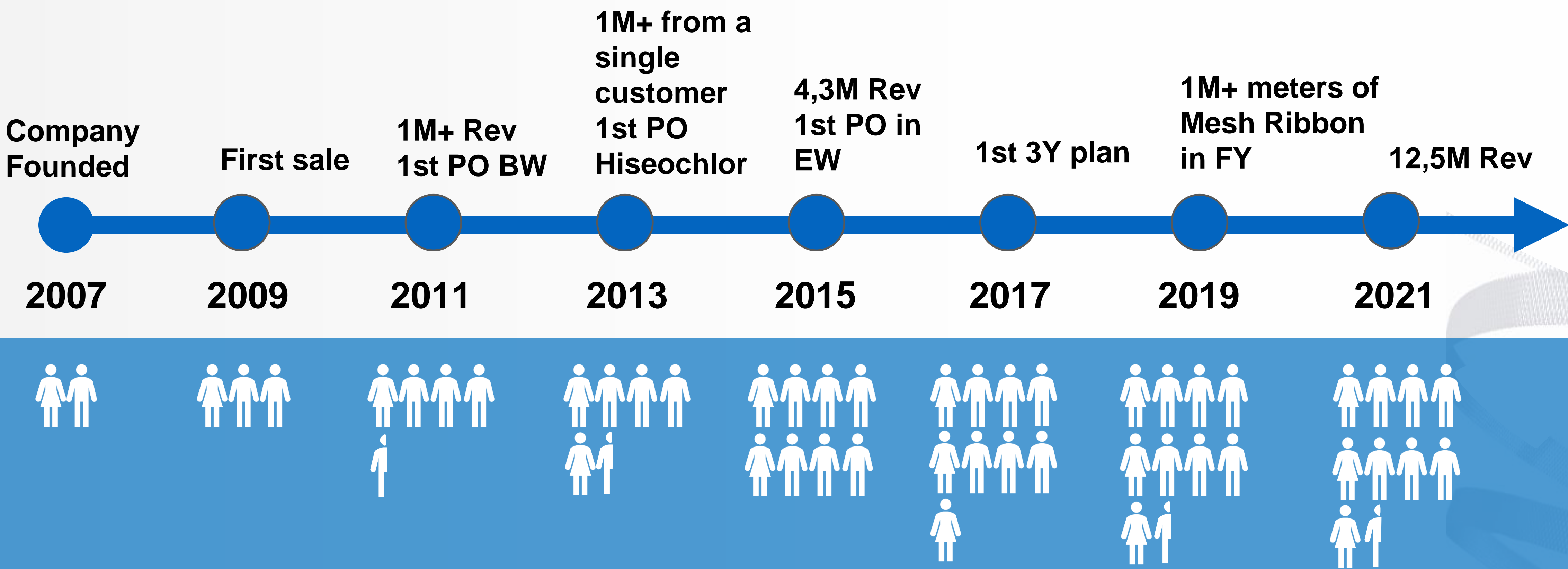
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About us

- Founded in 2007, with 19 employees and 7,5 M Euro turnover, Chemical Newtech SpA manufactures standard and custom-built cathodes and coated titanium anodes for multiple industry applications, from Cathodic Protection to Water Treatment, Oxygen evolution and Chlorine Alkali
- Our HQ and Manufacturing plant are located in Capriolo (BS), near the international airport of Orio del Serio and with direct access to the highway network
- Our products have all the required industry certifications and are individually marked to certify our quality



Our History



Management

Luigi Giannitelli

President, CEO, Chairman of the Board

Mr Luigi Giannitelli is the founder of CNT, Vice President, CEO and a Board Member. With over 25 years of experience in managing companies in diverse industries, in 2007 he founded Chemical Newtech, with the vision to establish a global footprint and become a world leader in the Titanium anode coating business. He strives to achieve perfection and inspires his team with a global view and a local flavor.

lgiannitelli@chemicalnewtech.com

Daniele Beltrami

COO, Board member

Mr Daniele Beltrami has run a number of companies in various industries over the years, always enjoying being close to his team providing support, know how and invaluable direct hands-on experience. Mr Beltrami oversees production.

dbeltrami@chemicalnewtech.com

Paolo Rossi

CTO, Board member

Mr Paolo Rossi brings a wealth of 40+ years of experience in the electrolysis business having worked for world leading electrochemical companies throughout most of his career. He joined CNT in 2009 and has since been the main engine behind our coating technology. He runs our laboratory, oversees our R&D efforts, and supports our team with his knowledge. As part of our Board he helps define our Industry strategy.

prossi@chemicalnewtech.com

Gianluca Lange

Innovation and Strategy Officer, Board member

Mr Lange has an extensive international management background, having worked for large multinational companies for most of his career, handling marketing and sales across geographies and business lines. Joining the board in 2019 with the goal of defining the strategy and innovating processes.

glange@chemicalnewtech.com

Products and Services

- Manufacturing of new Titanium electrodes
 - Hiseo™ Anodes
 - Custom built based on customer specs/design
- Repair and refurbishment of exhausted Electrodes
- Coating Engineering
- Anode Design
- Performance tests



Industry Segments

Cathodic Protection

Civil Construction

Oil&Gas

Base Chemicals

Chlorine Alkali Plants

Water Treatment / Electrochlorination

Ballast water

Pools

Antifouling heat exchanger

Antifouling Cooling Tower

Oil&Gas

Power generation

Oxygen

Surface finishing

Hydrometallurgy of base metals - electro winning

Electro galvanising

Electro thinning

Hydrogen

Water electrolysis

Certifications

- ISO 9001 certified since 2010 with TÜV InterCert
- Silver Member of NACE International

We additionally carry the following certifications:

- Titanium welding procedures
- Welding procedures qualification records (WPQR): EN 15614 – 5
- Welding procedures specifications (WPS): EN 15609
- Procedure qualification records (PQR): ASME IX
- Titanium welders' qualifications
 - Welding operator approval test certificate (WOTC): EN 9606 – 5
 - Welder's approval test certificate (WATC): EN 14732
 - Welder performance qualification (WPQ): ASME IX
- Titanium metal certificate:
 - Origin Inspection certificate: EN 10204 – 3.1



Quality control

- Electrochemical tests
 - NACE Standard TM 108 – 2008
 - NACE Standard M 294 – 2007
 - S.E.P. measurement
- Noble metals load
 - NITON XL2 X-Ray detector
- Third party certificate by Politecnico of Milan



Scientific and Technical Cooperations

We work with our customers, Institutions and Universities to continuously improve our products and technology in areas such as:

- Electrochemical effluents treating
- Electro-organic synthesis
- Coating optimization for Electrowinning
- Coating engineering for Cathodic Protection
- New electrodes and cell design for Pool Chlorination
- Trivalent Chrome



Historical Financials FY18/20

Euro/000	2018	2019	2020
Value of Production	5.313	6.662	7.992
Var. (%) Y/Y	20,2%	25,4%	20,0%
EBITDA	570	900	2.076
EBITDA Margin	10,7%	13,5%	26,0%
EBIT	370	677	1.826
EBIT Margin	7,0%	10,2%	22,8%
Net Profit	287	467	1.303
Net Fixed Assets	650	789	796
NWC	1.784	2.162	2.098
Net Assets	1.506	1.893	2.769
PFN (Net financial position)	853	993	9
PFN/EBITDA	1,5	1,1	0,0
AP days	35	61	67
AR days	46	59	43
Stock rotation days	101	112	92

FY21 Sales Summary

Revenue

Goal: 10M

Forecast: 12,5M (+25% vs Goal | +65% Y/Y)

Bookings

Goal: 10M

Forecast: 17,05M (+70% vs Goal | +93% Y/Y)

FY24 Vision WIP

Vision

Help our society decarbonize by supporting the transition to hydrogen, enable the safest affordable ICCP products for the world's infrastructure and contribute to greener oxygen evolution processes

Mission

Deliver 2X value for shareholders and the best industry experience to customers with consistent operational excellence, automated production in an environmentally sound practice

FY24 Goals

- Sales: 20M
- R&D: Hydrogen
- Production: 80% automated lines
- HR: Hire and nurture talent

Org Chart FY21

