# Revolutionizing the recycling of Used Motor Oil.

**INVESTOR PRESENTATION - SEPTEMBER 2024** 

TSXV: GIII | OTCQB: ISRJF | FSE: PN4

USD unless otherwise noted



#### Forward Looking Statements & Non-GAAP Financial Measures

#### **Forward Looking Statements**

This presentation contains forward looking statements that reflect management's expectations regarding the future growth, results of operations, performance (both operational and financial) and business prospects and opportunities of ReGen III Corp. ("ReGen III" or the "Company"). All statements contained in this presentation, other than statements of historical fact, are forward looking statements. Whenever possible, words such as "plans", "expects" or "does not expect", "budget", "scheduled", "estimate", "forecast", "anticipate" or "does not anticipate", "believe", "intend" and similar expressions or statements that certain actions, events or results "may", "could", "would", "might" or "will" be taken, occur or be achieved, have been used to identify forward-looking statements.

In particular, this presentation contains forward-looking statements, including certain financial outlooks, EBITDA expectations, future capital requirements, the timing and anticipated receipt of required regulatory approvals, expectations regarding future commodity market pricing and supply and demand for produced products, the Company's ability to maintain its obligations under key contracts and the Company's ability to obtain necessare permits. Undue reliance should not be placed on these forward-looking statements and information as they are based on assumptions made by ReGen III as of the date hereof regarding, among other things, the ability to secure sufficient debt and equity financing for the proposed facility in the United States Gulf Coast as well as the proposed facility in Alberta, the ability to secure and protect ReGen III's proprietary technology and intellectual property, that favourable growth parameters will exist in respect of the Company's proposed projects (including the ability to finance such projects on favorable terms), future cash flows, prevailing commodity prices, margins and exchange rates, that ReGen III's businesses will achieve sustainable financial results, and that the Company's future results of operations will be consistent with management expectations in relation thereto, the availability and sources of capital, operating costs, ongoing utilization and future expansion, the ability to reach required commercial agreements, delays in plant development and construction, issues obtaining sufficient feedstock, and unexpected facility downtime and the ability to obtain required regulatory approvals as and when required.

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This presentation contains future-oriented financial information and financial outlook information (collectively, "FOFI") about ReGen III's prospective results of sales, greenhouse gas credits, cash flow, EBITDA, margins, costs, debt and interest thereon, all of which are subject to the same assumptions, risk factors, limitations and qualifications as set forth in the above paragraphs. FOFI contained in this presentation was made as of the date of this presentation and was provided for the purpose of providing further information about ReGen III's anticipated future business operations. ReGen III disclaims any intention or obligation to update or revise any FOFI contained in this presentation, whether as a result of new information, future events or otherwise, unless required pursuant to applicable law. Readers are cautioned that the FOFI contained in this presentation should not be used for purposes other than for which it is disclosed herein.

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Investors should be cautioned that these non-GAAP measures should not be construed as an alternative to net earnings, cash flow from operating activities or other measures of financial performance determined in accordance with GAAP as an indicator of ReGen III's performance. These measures may also be used by investors and analysts for assessing financial performance and for the purpose of valuing an issuer, including calculating financial and leverage ratios. The information contained herein with respect to non-GAAP and additional GAAP measures may not be appropriate for other purposes.

#### **Investment Highlights**

ReGen III is a cleantech company commercializing disruptive, patented technology to **upcycle Used Motor Oil** ("UMO") into high-value Group III base oils, used in the production of synthetic-grade lubricants

#### **Disruptive Technology with Exceptional Economics**

- Proven solvent extraction technology yields >53% Group III
- Group III 50% price premium<sup>1</sup> and low-cost production result in margins 3x peers<sup>2</sup>

#### Sustainable & Circular

- Project addresses up to 10%<sup>2</sup> of UMO burned/dumped in U.S.
- 82% lower CO<sub>2</sub>e emissions vs. burning, 36% lower production emissions and 99.7% less eco-toxic<sup>3</sup>

#### **Tipping Point**

- 5,600 bpd Texas City Project significantly de-risked and ready to proceed to FEL-3
- Offtake key catalyst for project advancement
- Peer group currently trading at 10x EV/EBITDA (2025e)<sup>2</sup>

#### Highly Attractive Investment Attributes



Operating in an underserved segment of the base oil market, ReGen III aims to become the world's largest producer of sustainable Group III base oils

1. Argus Media, Sep 2014 to Aug 2024, USGC Domestic Spot pricing, highest grade. 2. See Slide 10 for disclosures 3. GHD Services Inc. Greenhouse Gas Statement: ReGen III Report dated June 14, 2022 ("2022 GHD Report") 4. Based on Texas Facility once operational 5. Management estimates; Aug 30, 2024, base oil prices per Argus Media. See slide 10 for list of peers. 6. Lubes'n'Greases

# Base Oils Keep Our World Moving

- Major industries across the globe rely on lubricants for productivity, protection and reliability
- Automotive engine oils typically consist of 85% base oil and 15% additives<sup>1</sup>
- Additives wear out but base oils do not break down
- The American Petroleum Institute (API) categorizes base oils into Groups I, II, III, IV & V according to saturate content, sulfur content, and viscosity
- Group III is a high-quality synthetic base oil, used in modern vehicles and industry:
  - Lubricating greases
  - Engine oils
  - Shock absorbers
  - Transmission, compressor, hydraulic, and brake fluids
  - Coolants

- Metal processing fluids
- Aviation lubricants
- Turbine, circulating, gear, transformer, and refrigeration oils
- Wind turbine lubricants

# Average Base Oil Price (\$US/gallon)<sup>2</sup> \$3.81 \$2.56 \$2.57 **Group III Group I Group II** ReGin Traditional Re-Refiners Group I **Group II Group III** Low-grade oil for Non-synthetic motor Synthetic-grade oil lawn mower or oil for older cars for newer cars

2-stroke engine

Sources: 1. Afton Chemicals 2. Argus Media, USGC Domestic Spot, low price, highest grade. 10-year monthly average, Sept 2014 to Aug 2024

# Addressing Key Sustainability Problems in the Lubricant Market

Environmental Damage / Waste

Nearly 800 million gallons/year<sup>1</sup> of used motor oil (UMO) are burned or dumped in the U.S.



#### **Outdated Processes**

Existing re-refineries are not designed to produce Group III economically or at high yields



#### **Supply Chain Risks**

North America is largely dependent on Asia & Middle East to fill Group III demand<sup>1</sup>



ReGen III's Texas Project would address up to 10% of UMO burned or dumped each year in the U.S.<sup>1</sup>



Expected reduction in CO<sub>2</sub>e emissions by ReGen<sup>TM</sup> process, as compared to virgin crude derived base oils combusted at end of life<sup>2</sup>

Sources: 1. Used Oil Management and beneficial Reuse Options to Address Section 1: Energy Savings from Lubricating Oil Public Law 115-345" (available at energy.gov) (the "December 2020 DoE Report"). 2022 values based on 2008 –2018 growth rates and data extrapolated from 2018 2.GHD Services Inc. Greenhouse Gas Statement: ReGen III Report dated June 14, 2022 ("2022 GHD Report")

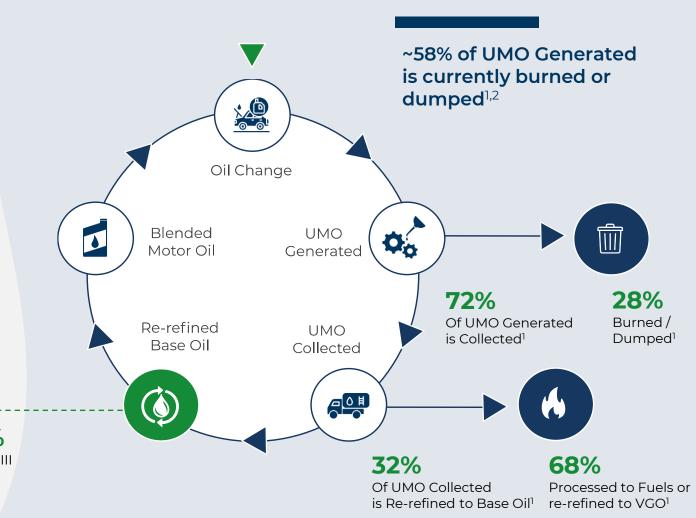
# The UMO Lifecycle and ReGen's Proprietary Process

# The ReGen™ Process ■ Removes additives and

- contaminants from UMO and yields Group II+ and Group III base oils
- Produces industryleading yields of highvalue Group III base oil
- Significantly expands supply of sustainable base oils for syntheticgrade passenger car motor oils ("PCMO")

ReGEn'''

**53%**Group III





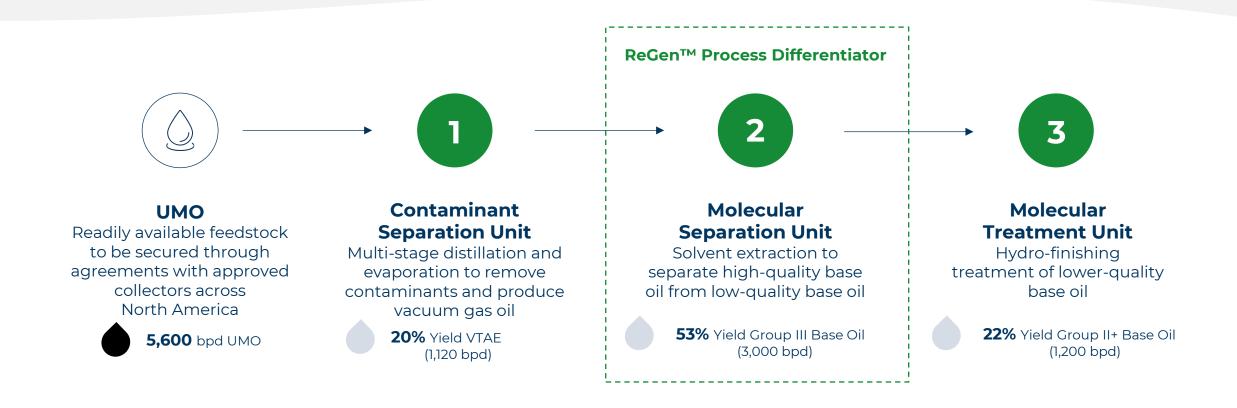
Just 1 gallon of oil can contaminate 1 million gallons of water<sup>3</sup>



Low temperature burning of UMO can create airborne pollutants, which can cause adverse health effects

Sources: 1. December 2020 DoE Report. 2022 values based on 2008 –2018 growth rates and data extrapolated from 2018. 2. 58% excluding re-refined to non-base oil; 77% including re-refined to non-base oil (i.e., VGO) 3. Oil Care, Environmental Impact of oil, http://oilcare.org.uk/what-we-do/impacts-of-oil/

ReGen III's patented re-refining process is designed to reduce costs while generating higher **Group III** base oil yields compared to traditional two-stage processes



# Group III: \$10 Billion<sup>1,3</sup> Global Market with 3 Key Tailwinds

#### **Growing Demand for Circular Materials**

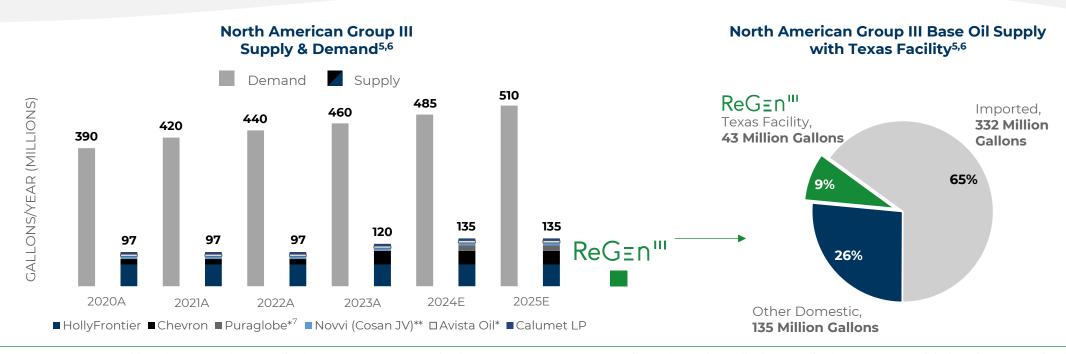
Driven by recycling and re-refining mandates, emission disclosure requirements, and emission reduction targets

#### **Shift to Synthetic Lubricants**

- Due to superior fuel economy, engine longevity, and performance; fewer oil changes
- Group III global CAGR of 7%;<sup>2</sup> demand driven by consumer preferences, OEM specifications, and fleet upgrades

#### **Onshoring**

~75% of North America Group III supply imported,<sup>1,4</sup> largely from Asia & Middle East



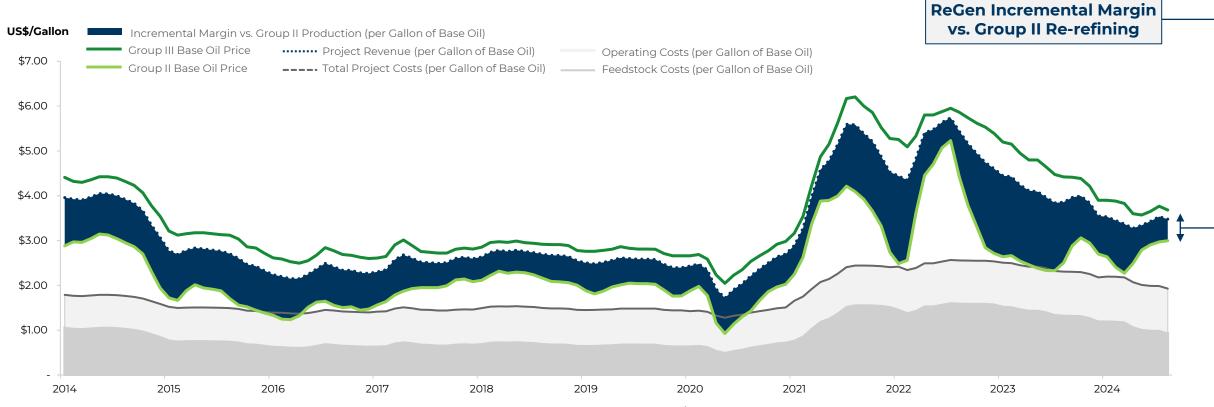
1. Management estimates; Labine Dionne Associates. 2. Lubes'n'Greases 2021-2022 Factbook 3. Argus 2022 Group III USGC domestic spot base oil prices. 4. Lubes'n'Greases 2023 Global Guide to Base Oil Refining. 5. Demand per Labine Dionne, Lubes'n'Greases 2021-2022 Factbook; Supply per Lubes'n'Greases 2023 Global Guide to Base Oil Refining, Company Reports. 6. Future supply per Argus Base Oils Outlook; ReGen III on commissioning 7. Q424e.

\* Re-refined \*\* Bio-based



# **Strong Project Economics**

#### **Group III Premium Pricing Generates Superior Revenue and Profit Potential<sup>1</sup>**

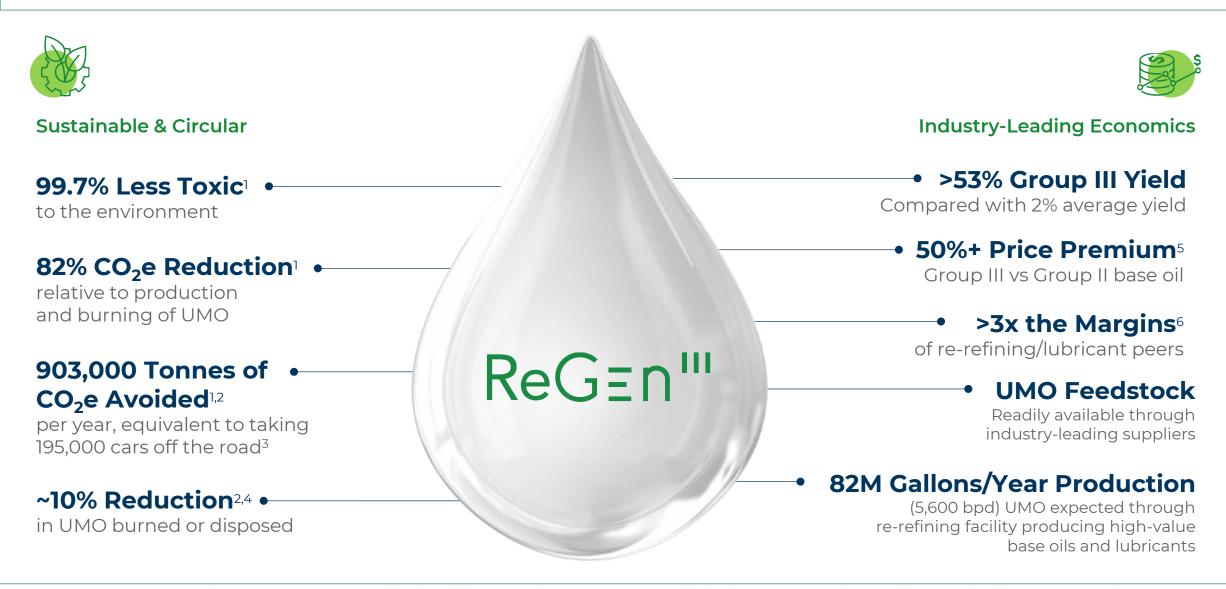


From 2014 to H2 2021, Group III base oils traded at a ~50% / US\$1.05 per gallon premium to Group II Since July 2021, this premium has widened to an average of 56% / US\$1.77 per gallon

1. Illustrative retroactive economics, per Gallon of Base Oil produced. Source: Management estimates, Argus Media (USGC spot, low prices; Group III domestic, Group II Export), and Bloomberg. As of Aug 30, 2024



# The ReGen Advantage



Sources: 1. 2022 GHD Report 2. Based on Texas Facility 3. EPA GHG Equivalencies Calculator 4. December 2020 DoE Report. 2022 value based on 2008 – 2018 growth rates and data, extrapolated from 2018 5. Argus Media, Sept 2014 to Aug 2024, USGC Domestic Spot pricing; highest grades 6. Source: Management estimates, Aug 30, 2024. Quartr.com 2025e consensus estimates for Vertex Energy Inc, Clean Harbors Inc, Valvoline Inc, Neste Oyj, Quaker Chemical Corporation and Calumet Specialty Products Partners, L.P; Aug 29, 2024

# **Texas Project Summary**

#### **Project Summary**

- Leveraging industry-proven technologies and the Company's unique, patented re-refining process, ReGen III is developing a 5,600 bpd UMO re-refinery in the Galveston Bay area in Texas City, TX
- The Texas Facility is designed to produce:
  - 3,000 bpd Group III
  - 1,200 bpd Group II/II+
  - 1,100 bpd of VTAE and light oil
- Texas Facility positions ReGen as the:
  - World's largest sustainable Group III producer
  - 2nd largest North American producer of Group III
- Project significantly de-risked:
  - Extensive pilot and vendor-scale testing
  - Advario site selected
  - LOIs and draft contracts for 66% of feedstock
  - NDAs with potential offtake parties
  - LPO Part II application underway; EDC indicative terms received
  - National Bank Financial and Raymond James engaged
  - GHG pre-feasibility assessment complete



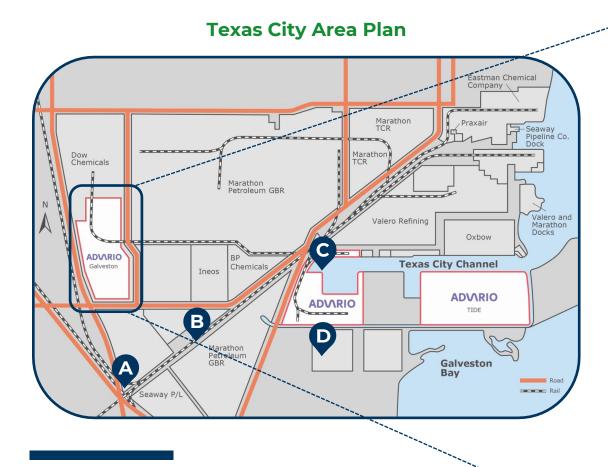
# Industry-Proven Technologies and Extensive Patent Portfolio

	Technology Validated by World-Class Partners		Design Pilot Tested and Validated	Extensive Patent Portfolio
MARCH 2009	OAK RIDGE National Laboratory	2005 - 2009	6,000-Hour Pilot Test, 5 bpd <sup>1</sup>	
MARCH 2014	TETRA TECH	2013 - 2014	Incremental Pilot Testing <sup>2</sup>	32 Issued or Pending Patents
MARCH 2017	<b>\\</b> \$[)	2017	Duke Technologies	
MARG	Stantec	2018 – 2019 2024	Koch Modular PROCESS SYSTEMS	

1. Technology inventor 2. Previous technology owner

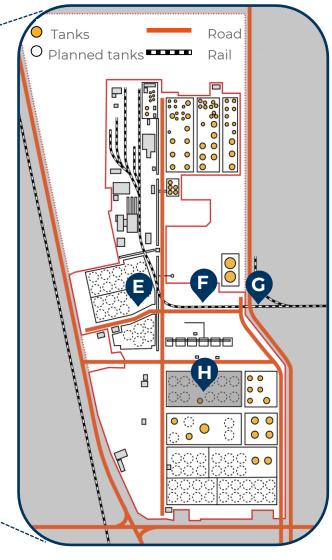
#### Texas City Site Offers Strategic Benefits

- Site situated in Galveston Bay
- Partnering with Advario to develop Texas Facility infrastructure
- Advario to provide ~10
   acres and design, develop,
   and maintain external
   logistical assets
- Strategic access to major land and marine transportation routes, including major highways, rail lines and barge
- EPC contractor expected to provide project execution and management services with single point of responsibility for the delivery of re-refinery



- A. Access to 6 highways
- B. Texas City terminal railway
- C. Advario Barge Terminal
- D. Gulf Coast Authority (wastewater)

- E. Advario Galveston switching terminal rail yard & railcar storage
- F. Advario storage tank farm
- G. Natural gas, hydrogen & nitrogen tieins
- H. Texas Re-Refinery site



Source: Advario; ReGen III

# Milestones & Pending Catalysts

#### Offtake

- 1st offtake LOI received
- Multiple parties under NDA and interested in offtake and/or strategic investment
- Additional product samples being delivered and tested by offtake parties

# **3** FEL-3

- Initiate FEL-3
- Finalize engineering, procurement and construction ("EPC") provider and contract

# **2** Financing

- National Bank Financial and Raymond James engaged to co-lead M&A and project-level financing
- U.S. Department of Energy ("DOE")
   Loan Programs Office ("LPO") Part II
   application underway
- Export Development Canada ("EDC") indicative terms received

# 4 Final Investment Decision

 Key milestone to commence site preparation, procurement cycle, detailed design and construction



# Build & Own Outright

Plant, equipment and business

# **Asset Acquisitions**

Acquire existing rerefineries to install bolton ReGen™ modules and upgrade processes

#### **Joint Venture**

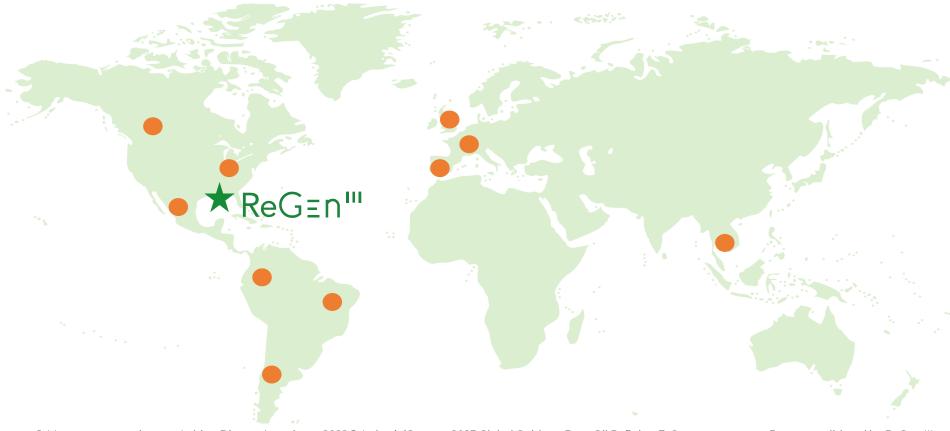
Partner with existing operators to install bolton ReGen™ modules and upgrade processes

# License Technology

License ReGen™ in exchange for upfront fee and royalty

#### **Robust Global Market for Sustainable Group III Base Oils**

- Global Group III market of over 100,000 bpd;<sup>1</sup> minimal supply of re-refined Group III: 1,400 bpd globally, 400 bpd in North America<sup>2</sup>
- Scope 3 targets established: Of 16 major lubricant producers evaluated, 50% have established **Scope 3 Net Zero** goals; another 18% have established Scope 3 emission reduction targets<sup>3</sup>



Sources: 1. Management estimates; Labine Dionne Associates, 2022 2. Lubes'n'Greases 2023 Global Guide to Base Oil Refining 3. Company reports. Data consolidated by ReGen III

#### **Disruptive Recycling Technology with Exceptional Economics**



#### Proven Processes Generating Exceptional Yields

Group III base oil yield of 53% provides competitive advantage compared to traditional methods that produce lower-grade Groups | & II/II+



#### **Strong Project Economics**

- Long-term, robust margins and cash flows
- Natural margin hedge from indexing feedstock supply to Group III base oil pricing
- >3x the EBITDA margins of peers

#### Sustainable & Circular



#### Sustainable & Circular Solution to ~800 M Gallon Problem

- Upcycling UMO through Texas Facility avoids >900,000 tonnes of CO₂e emissions annually vs. burning
- Addresses 10% of UMO burned/dumped annually
- Equivalent to avoiding emissions from ~195,000 cars per year
- GHG credits pre-feasibility study completed by ClearBlue Markets



#### Growing Market for Sustainable Group III Base Oil

- Group III demand driven by superior performance, OEM specifications and emission regulations
- 75% of North American Group III supply imported
- Growing demand for re-refined base oils, driven by corporate net zero goals and government mandates

#### **Tipping Point**



#### Validated Technology with a Patented Process

- ReGen III's uniquely engineered approach based on industryproven technologies
- Process technically validated, pilot tested and ready to proceed to final engineering
- 32 patents awarded or pending
- Ability to retrofit existing re-refineries and accelerate operations



#### De-Risked Project Ready to Advance

- FEL-2 and Value Engineering completed in May 2022
- Process guarantees and de-risked execution strategies in place
- Readily available feedstock supply
- Engaged Koch Modular Process Systems, STP, and Duke Technologies
- NBF and Raymond James engaged as financing co-leads
- Invited to prepare LPO Part II application

#### **Experienced Leadership Team**



**Gregory Clarkes**Chief Executive Officer

- 30+ years of leadership experience across private and public companies
- Previously co-founder, director, and significant shareholder of 41 million-tonne nickel reserve company sold to HudBay Minerals



Mark Redcliffe
President

- 20+ years of securities and venture banking experience
- Previously founding
   President and CEO of Jordan
   Capital Markets



**Tom Lawlor**Chief Operating Officer

- 25+ years of leadership experience in project management and engineering
- Significant experience in completion of large upstream and midstream projects and leading production operations teams



**Rick Low**Chief Financial Officer

- 15+ years of senior management experience; successfully overseen the finance and accounting functions of a pre-revenue company leading it through feasibility, construction and revenue generation
- ReGen III's CFO from Sept '12 to Oct '21



**Kimberly Hedlin**VP, Corporate Finance

- ~20 years of progressive finance experience, including a decade in equity research covering energy sector and emerging industries
- Significant experience in corporate communications, IR, market research, and financial modeling and analysis













RELEVANT OIL & GAS AND REFINING EXPERIENCE, MANAGEMENT & ADVISORY TEAM

#### **Board of Directors**



**Gregory Clarkes**Chair

- 30+ years of leadership experience across private and public companies
- Previously co-founder, director, and significant shareholder of 41 million-tonne nickel reserve company sold to HudBay Minerals



**Larry Van Hatten**Lead Director

- Former Partner at Ernst & Young LLP, leading its
   Vancouver Assurance practice
- Previously Managing Partner of Ellis Foster, Chartered Accountants



**Bob Rennie** Director

- Founder and executive director of Rennie Group, offering specialized national and international marketing, data gathering intelligence information and technology services for over 40 years
- Recipient of the Queen's Diamond and Golden Jubilee awards, the Order of British Columbia



**Jose Salinas**Director

- Former head of the Risk
   Management Department for the
   Panama Canal Commission
- Studied law at Pontificia
   Universidad Catolica and holds
   two postgraduate degrees, an
   MBA and an LLM



**Brad White**Director

- Advisor at Blue Deer Capital Partners with 25+ years of experience as a portfolio manager, with a focus on alternative investments, including public equities, hedge funds, shareholder activism, private equity, and venture capital
- Previous positions at Morgan Stanley, TD Securities and BMO Nesbitt Burns

# **Capital Structure**

Shares Outstanding	118.4M
Market Capitalization	\$26.0 M
F/D Shares Outstanding	140.5 M
Insider Ownership	20.7%
52-Week Range	<b>\$0.195 - 0.51/sh</b>



Brent Watson
Cormark Securities Inc.
bwatson@cormark.com

As of August 29, 2024	Shares	Exercise Price Range (C\$)	W. Avg (C\$)	W. Avg Life (years)
Shares Issued & Outstanding	118,355,547	-	-	-
Options	8,810,000	\$0.75-\$0.77	\$0.75	3.87
Convertible Debentures	7,409,091	\$0.55	\$0.55	1.38
Warrants	5,921,251	\$0.55-1.25	\$0.77	1.12
Fully Diluted	140,495,889	-	-	-

All dollar figures in Canadian dollars

**Analyst Coverage** 

<sup>\*</sup>as of August 29, 2024

#### **Corporate Inquiries**

**Investor & Media Inquiries** 

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