

PUTTING CARBON BACK INTO THE SOIL

Amended AGM Presentation

Fertoz Limited (Fertoz or the Company) (ASX:FTZ) wishes to advise of a minor amendment to the AGM Presentation (**Presentation**) as released to ASX prior to the Annual General Meeting today.

The currency on page 9 of the presentation should have been in AUD not USD.

The amended AGM Presentation is attached to this announcement.

Approval

This release has been approved by the Company Secretary Kamille Dietrich.

For further information, please contact:

Daniel Gleeson

CEO & Managing Director

Fertoz Limited

Ph: +1 630 269 6276

Nathan Ryan

Investor & Media Enquiries

NWR Communications

Ph: +61 (0) 420 582





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%

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

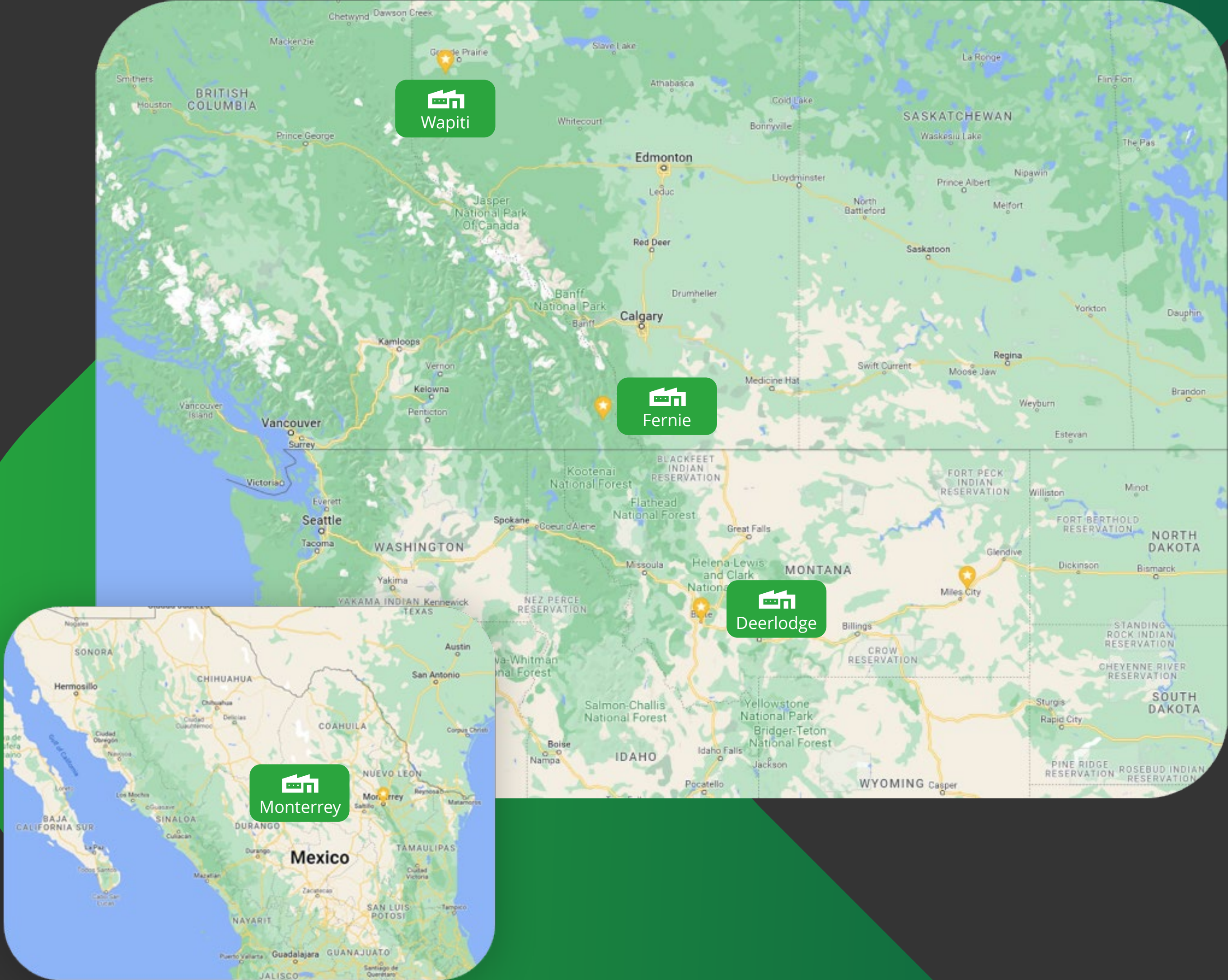
Estimated 40,000 tons available

Monterrey - Mexico

Privately owned

Exclusive USA marketing agreement

Highest quality P₂O₅ available



ACHIEVEMENTS IN 2023

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

FERTIFY™



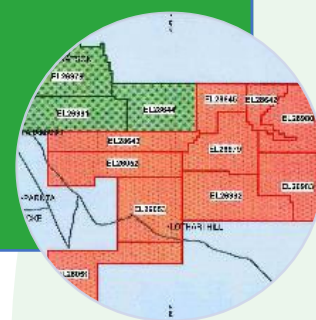
- Identification of new key customers
- Growth of existing customer demand
- Reduction in COGS
- Prepared 4,000 tons in storage for winter

ROCK
PHOSPHATE



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

PERMITTING



- 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

FINANCIALS



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

SALES



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

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

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

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



[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

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

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

Gypsum

Lime

Humic

Recent Sales

Phosphate: 2024 Sales Outlook



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

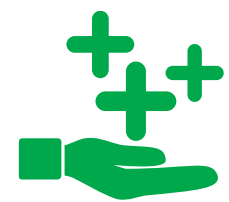


New key customers identified in 2023 – **engaged for 2024 sales**



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 AUD\$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**

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
- ◆ Fertifly 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 Fertifly 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 $\approx$ 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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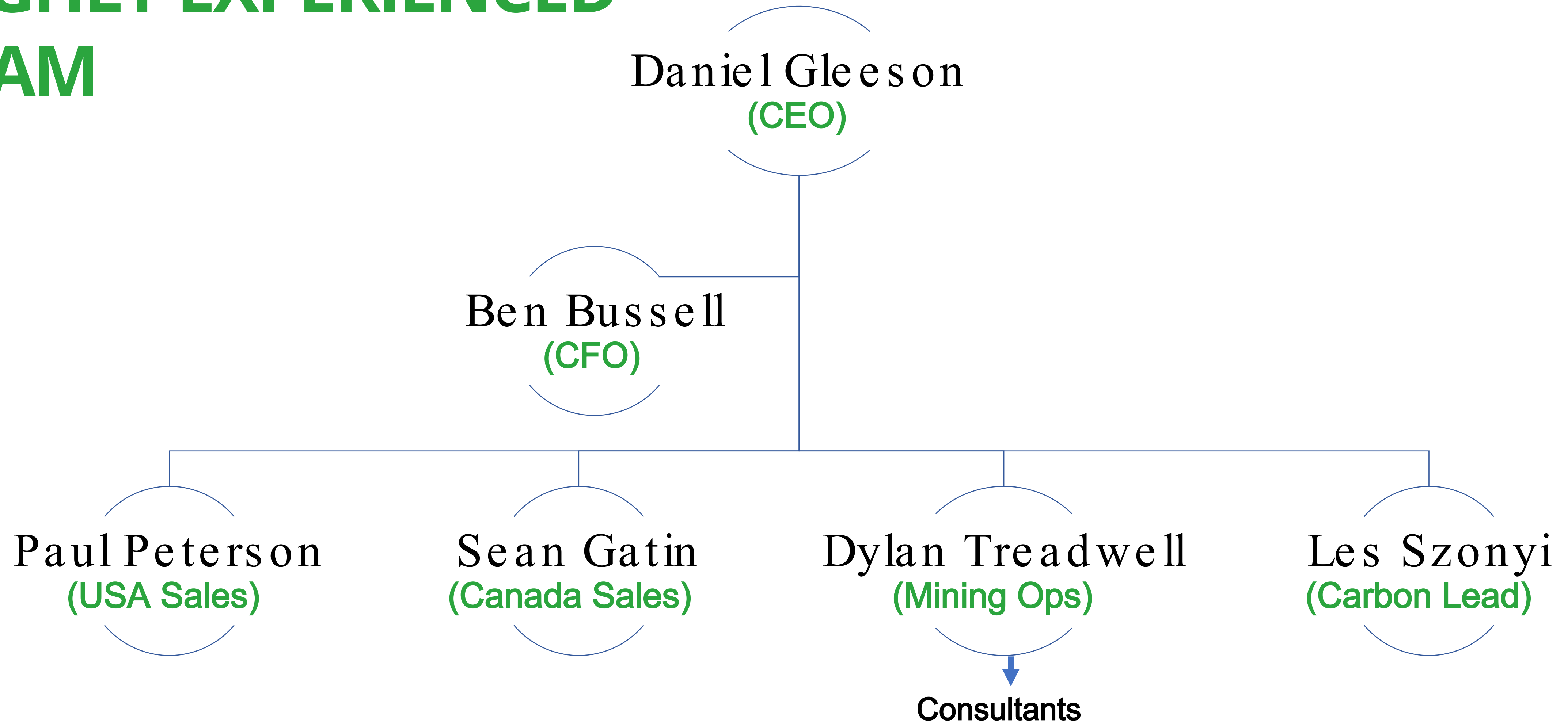
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Authorised by the Board of Directors.

HIGHLY EXPERIENCED TEAM



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HomeGold Resources Ltd.

