

### **Investor Presentation**

July 2024

California Nanotechnologies Corp.



TSXV:CNO | OTC:CANOF



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# **Cal Nano** is on a **mission** to bring next generation materials to market with cutting-edge technologies

We imagine a world in which our **advanced technologies** are used to make the most innovative products on this **planet** and **beyond** 



# We help companies with their **material science challenges**. By partnering with Cal Nano, our clients develop and produce materials for cutting-edge applications, enhancing material properties such as strength and lightness.

#### **Examples of Applications**

Rocket Engine Components Nuclear Reactor Materials Military Armor Deep Cycle Battery Parts Specialized Conductors Thermoelectrics

Automotive Brakes Metal Alloy Disks Shoe Spikes



# Cal Nano In 2024: Leverage investments for growth

Aiming to scale manufacturing services in new Santa Ana facility while continuing customer wins



2. Spark Plasma Sintering



# Core Technology #1: Cryogenic Milling

A specialized grinding/mixing process conducted in a cryogenic liquid environment of -190°C used to make nanomaterials & high-performance alloys

#### 1. Particle Size Reduction

Rapidly reduces particle size in materials that smear

#### 2. Custom Alloys and MMCs

Create unique materials by combining different

#### 3. Material Properties Improvement

See 2x increase in strength in certain applications like aerospace

### 4. Moisture, Oxygen or Heat Sensitive Materials

Can process dangerous materials very effectively and safely



# Core Technology #2: Spark Plasma Sintering

A novel process that turns powder into solid parts. SPS rapidly creates materials and components with unique properties that are not possible with traditional manufacturing techniques

#### 1. Extremely Versatile

Compatible with many materials such as ceramics and alloys

#### 2. Shorter Cycle Times

Up to 10x faster than traditional techniques

#### 3. More Cost Effective

Energy savings of 80%+ compared to conventional sintering

#### 4. Bonding and Functionally Graded Materials

Bond metals to ceramics for complex electronic components



# Why invest in Cal Nano?

A unique asset with proven profitability and opportunities for significant growth

**1. High technology service provider** Specialized manufacturing service provider in the

growing field of advanced material processing

- 2. Growing SPS adoption in North America Adoption for Spark Plasma Sintering (SPS) core technology at inflection point which will support more customer demand
- 3. Onshoring of U.S. manufacturing

Trend towards supply chain resiliency bringing manufacturing back to U.S. with attractive tax and grant incentives

- **4. Transition from R&D to commercial-scale** Significant growth opportunity from move to include larger-scale commercial product manufacturing
- **5.** Proven and profitable business model Company has successfully generated 60%+ gross margins, 30%+ EBITDA<sup>1</sup> margins and positive operating cash flow

#### 6. High barrier to entry

Over a decade of know-how (12,500+ trials) and technology infrastructure to successfully deliver on projects at scale



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Our technologies deliver key material improvements that enable new products to get to market



Cal Nano's **business model** addresses each part of the customer's advanced manufacturing supply chain



### Growing market supported by several key trends



#### U.S. Manufacturing Onshoring

Push towards bringing manufacturing back to the U.S. will create demand for advanced manufacturing processes



#### Inflation Reduction Act (2022)

Tax credits and incentives to invest in clean energy infrastructure and technologies which require higher performant materials with SPS



#### **Transition from Traditional Sintering**

Traditional sintering techniques are less effective than SPS which will move the technology along adoption curve

Cal Nano is well positioned to benefit from these trends from its **first mover advantage** and **expertise** 



Cal Nano's flywheel creates a **growth engine** for future traction and success

# Growth strategy to become a more valuable company

Leveraging our profitable and expanding R&D base to become a commercial-scale partner



Cal Nano is exposed to next-gen material advancements which are pre-production

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Select customers transition to commercial-scale services which gives Cal Nano the opportunity to secure larger contracts Developed several partnerships to create distribution channels to sell Cal Nano services alongside complimentary partner offerings



### Top institutions trust Cal Nano's material expertise



# A unique service offering in North America

Cal Nano's incentives and portfolio of services result in a unique market offering

	Cal Nano	Technology Manufacturers	National Labs/Universities	
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Incentive	Sell Manufacturing Services	Sell Equipment	Provide R&D Support	
R&D Service Offering	$\checkmark$	$\checkmark$	$\checkmark$	
Production Service Offering	$\checkmark$	_	_	
Cost Competitive	$\checkmark$	_	_	
SPS and Cryomilling Access	$\checkmark$	_	_	
Aftermarket Parts	$\checkmark$	$\checkmark$	_	
Aftermarket Services & Training	$\checkmark$	$\checkmark$	_	
Current SPS Capacity	1,000s parts/yr	Not Applicable	_	
Current Cryomilling Capacity	10,000s kg/yr	Not Applicable	_	
Trials Completed to Date	12,500+	_	Varies by Lab	

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#### **Cerritos Manufacturing Facility**

Original 3,500 sq. ft manufacturing facility co-located with sister company Omni-Lite Industries, hosts SPS machines, a cryomill, and associated aftermarket parts and service



#### Santa Ana Facility (Under Development)

New 19,500 sq. ft advanced materials manufacturing facility which will host the largest commercially available SPS machine (MSP-5) in North America along with larger cryomills, and warehousing

Two flagship facilities located in Los Angeles County for core SPS and Cryomilling equipment



### Strong leadership with deep materials expertise



Eric Eyerman CEO & Director

Intimate knowledge of Cal Nano with journey from intern to CEO





Spencer Song VP of Operations

Cryomilling and machining expertise, oversees all project execution





Brian Weinstein VP of R&D

Spark Plasma Sintering focus with 2,000+ logged hours in SPS and Cryomilling





**Chris Melnyk** Director of Business Development & Director

Returned Cal Nano insider with diverse expertise in industrials





### Backed by a board with **diverse experience**



Roger Dent Director

Capital markets and smallcap investing expert



#### Sebastien Goulet Director

Operations and manufacturing know-how from multinationals





#### Dr. Enrique Lavernia Director

World-leading professor and researcher in material science



# Focus on profitable growth is driving performance

Cal Nano has grown revenues significantly while improving EBITDA<sup>1</sup> and net income



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# Improving **balance sheet** while **executing growth**

Management committed to reducing its legacy outstanding debt balance



(in US\$ thousands)

As of May 31, 2024				
Maturity Amount	Outstanding Debt			
%) 30-May-25 \$729K	Omni-Lite Industries Canada Inc. (7.5%)			
%) – \$250K	Omni-Lite Industries Canada Inc. (4.3%)			
\$ 979K	Total			

#### **Recent Debt Payments**

- Remaining US\$133K bank debt paid off by Q2/FY2023
- US\$220K in accelerated debt prepayments within TTM to Omni-Lite
- Debt conversion valued at CA\$180K concurrent with CA\$1.5 million non-brokered private placement in Q3/FY2024
- Subsequent to Q3/FY2024, another US\$170K in debt payments to Omni-Lite

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### Capitalization Table and Insider Ownership

California Nanotechnologies Corp. – TSXV: CNO, OTC: CANOF				
Outstanding Shares	44,306,250			
Stock Options	4,200,000			
Warrants (Exercisable at CA\$0.25)	3,888,900			
Fully Diluted Shares	52,395,150			
Market Capitalization <sup>1</sup>	CA\$20.4M			
Fully Diluted Market Capitalization <sup>1</sup>	CA\$24.1M			

Insider Ownership	Shares	% Outstanding
Omni-Lite Industries Canada Inc.	7,204,570	16.3%
Roger Dent	3,881,447	8.8%
Patrick Berbon	3,208,164	7.2%
Eric Eyerman <sup>2</sup>	2,432,220	5.5%
Other Insiders	1,061,463	2.4%
Total	17,787,864	40.1%



1. As of July 9, 2024, at a share price of \$0.46 2. Includes shares related to a loan agreement from an issuance of units (October 30, 2023) with Eric Eyerman, CEO & Director



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