



ANNUAL ACCOUNTS REPORT - 2017

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Ecoslops: The cleantech that brings oil into circular economy



Ecoslops: the circular economy

- From waste to commercial products
- A microrefining specific design
- 98% yield
- Economically justified

REGENERATION





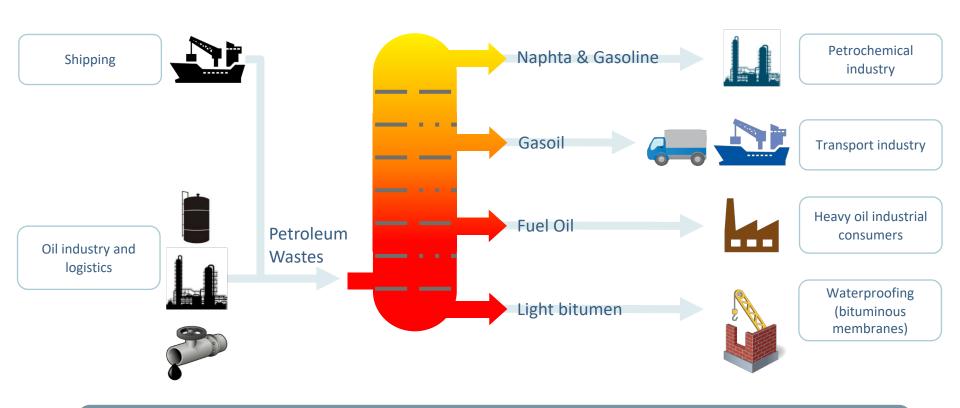
Incineration: a dead end

- Fossile resources destruction
- Lack of traceability
- Poor economic interest



Markets ans Growths potential

A business model built on waste upgrading to international standards commercial products



With 98% yield and off-takers for our products, our business model is sustainable.



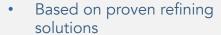
Ecoslops: Forerunner and market leader

ECOSLOPS is the only firm that masters every single step – no current competitor

A proven P2R system

Intensive Research & Development

Unique assets on the market



- Customized after 5 years of R&D to ensure the production of fuels meeting international specifications from oily wastes
- Know-how: proprietary detailed design & operational expertise

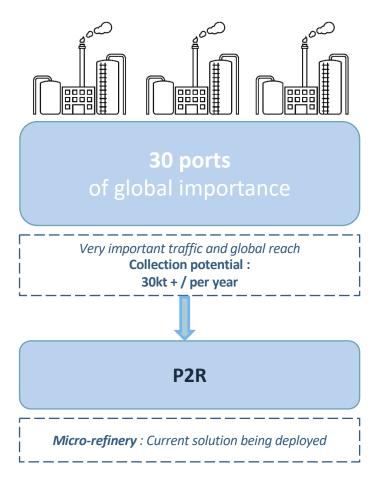
- Continuous study of new ways/options to improve the P2R
- Each unit is tailor-made to perfectly fit to the local market constraints
- Containerization process for Far Ports (MINI-P2R)
- Certified BPI Innovative company, supported by ADEME

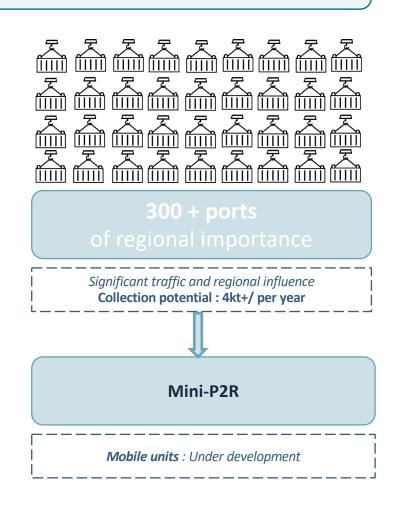
- A pilot unit built in 2008 in Malta
- A first industrial unit operational in 2015 in Portugal
- 2 other industrial units to be built in Marseilles ans Antwerpen (permitting/agreements in progress)
- Building of the Mini-P2R pilot (2018)



Ecoslops: two solutions adapted to the size of ports

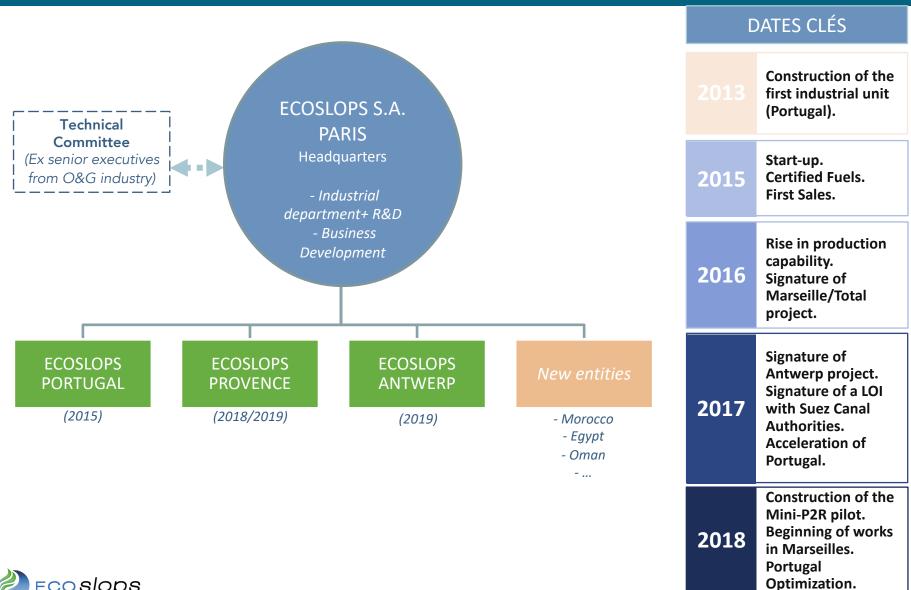
From a proven solution (P2R) and adapted to the 30 largest ports in the world, the Mini-P2R is a solution adapted to the 300 medium-sized ports







Ecoslops, structured for growth





Ecosystem



2017, a landmark year inPortugal



A first site which was profitable as of the first year of exploitation

Launch: mid 2015



2017, a landmark year for the group

- Building & exploitation permit issued in partnership with Total for our Marseille unit.

Mid-2018 building launch for early 2019 grand opening More than 65% of this unit is currently signed with local suppliers over a 7-year period.

Financed for 80% - 5 M euros equity & 9 M euros funding

- Antwerp project with ATPC – 12 months delayed in Marseille (capacity : 60,000 tons)

Goal to reach: 2nd semester 2018 building permit

- Agreement to be signed with The Suez Canal and French Government for a detailled feasibility study.
- Mini-P2R pilot study launch before building first Scale 1 unit (container size) at the end of the year.



Mini-P2R

Mini-P2R will be a solution based on current P2Rwhose specific conditions and constrainsts will meet medium-sized ports requirements.

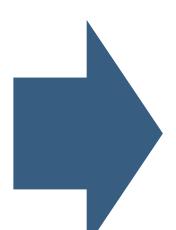
P2R actuel

Current P2R

- Capacity: more than 30,000t per year
- Capex: 15 to 20Meuros
- -Staff: 15 to 20 shift ETP
- -Needs in skilled labour
- -State-of-the-art control systems
- -Refinery: a true Must Have
- -Weighty authorizations
- -World potential: more than 30 ports

ECOSLOPS' role:

- -Developer & financier
- -Own constructor
- -Owner



Mini-P2R

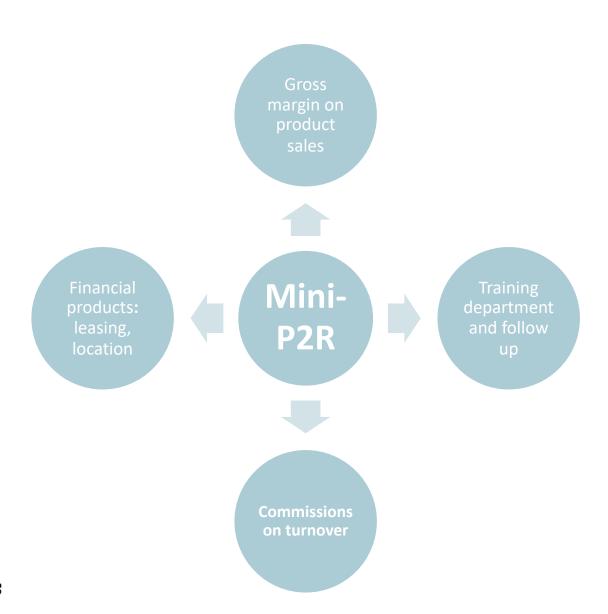
- -Capacity: 3 to 6,000t per year
- -Capex: 2,5 to 3,5Meuros
- -Staff: 3 to 5 ETP week
- -Simpler control system
- Surface: one container (20' or 40')
- -Lighter authorizations
- -World potential: more than 300 ports

ECOSLOPS' role:

- -Licensor
- -Builder & trainer
- -Start then recurrent assistance



Mini-P2R: Income gaining elements





2017 - P&L consolidé d'ECOSLOPS

Income Statement 2017

In € millions	2017	2016	Var.
Turnover	6,1	4,2	+1,9
Other Income	0,4	0,2	+0,2
Gross Margin	5,6	3,1	+2,5
Operating Costs (excluding depreciation)	-6,0	-6,0	+0,0
In France	-2,1	-1,8	-0,3
In Sines	-3,9	-4,2	+0,3
EBITDA	-0,3	-2,9	+2,6
Depreciation	-1,3	-1,1	-0,2
Operating Results	-1,6	-4,0	+2,4
Financial Results	-0,1	-0,3	+0,2
Taxes	0,4	0,9	-0,5
Net Profit (Income)	-1,35	-3,4	+2,1

Operating loss highly reduced due to:

- -activity increase
- -strict expenditures control in France and Portugal
- -EBITDA 2018 = -0,3Meuros in High increase due to Portugal's contributal (+1,4Meuros)
- -Decrease in Financial overheads mainly linked to ORNANE emissions in 2016 for 0,2Meuros
- Reduced net loss to -1,35Meuros, ie 3 times less than in 2016



2017 - Bilan consolidé d'ECOSLOPS

Balance Sheet as per December 31st, 2017

Assets (in € millions)	2017	2016	Var.
Fixed Assets	17.5	18.3	-0.8
Taxes deferred assets	2.0	1.8	+0.2
Net fixed assets	19.5	20.1	-0.6
Raw materials	0.5	0.4	+0.1
Trade accounts receivable	0.9	0.9	-
Cash	8.3	4.3	+4.0
Other	1.5	1.3	+0.2
Net current assets	11.2	6.9	+4.3
Total Assets	30.7	27.0	+3.7
Liabilities (in € millions)			
Capital, premiums from shares, reserves	22.8	15.7	+7.1
Result	-1.4	-3.4	+2.0
Equity	21.7	12.3	+9.1
Conditional Advances	5.4	5.5	-0.1
Convertible bonds		5.5	-5.5
Loans and debts	1.8	1.6	+0.2
Suppliers and tax debts	1.5	1.8	-0.3
Other	0.6	0.3	+0.3
Current liabilities	3.9	9.2	-5.3
Total Liabilities	30.7	27.0	+3.7

- ORNANE capital conversion (5,5M euros)
- Capital increase (5M euros)
- Local refinancing in Portugal (1Meuros)



2017 - Cash flow ECOSLOPS

Cash Flow statement - 2017 (in	M €)	
	2017	2016
Cash Flow	-0,2	-3,0
Working Capital variation	-0,3	+0,1
Fixed asset purchases	-0,5	-0,4
Operating Free Cash Flow	-1,0	-3,3
New loans	+0,4	+4,8
Subscription capital	+10,5	+1,9
Repayment of loans	-5,5	-0,5
Repayment of subsidies	-0,2	-0,3
Others	-0,2	+0,1
Cash Flow Hedge	+4,9	+6,0
T	.4.0	. 2.7
Treasury net variation	+4,0	+2,7
Opening cash	4,3	1,6
Closure cash	8,3	4,3

- Free operating Cash Flow:
 - Portugal = + 1M€ before capex, +0,5 after
 - France = -1,5 M€
 - ORNANES conversion in capital
 - Capital increase
 - Local refinancing in Portugal



2018 Prospects

- The first half year was dedicated to Sinès's P2R increases in order to produce more low flashpoint residues from earth & more and more numerous. Activity gained momentum early April. Such imporvements were able to optimize the working conditions of Sinès as early as 2018 first imports from the Mediterranean region for low flashpoints nearly 5,000t in the summer as well as those from Marseille 50% of which are made of low flashpoints. ECOSLOPS wish they could anticipately find their way on this residue source such residues being stored, ground logistics, pipeline contaminas... including traditional sea residues.
- The aim of such a production is to reach 25,000t for the year which can be possible by the ever increasing diversification of slops sources, be they geographically (Northern Europe, the Mediterranean region) or by nature (sea, ground, high flashpoints and low flashpoints).
- Building Marseille's unit and Antwerp and the Suez Canal's projects are development priorities for the year. So it is for the Mini-P2R validation in order to contemplate 2009's future sales.



2018 Agenda

- June 14, 2018: 10am General Meeting, Maison des Arts et métiers
- Late September 2018: First semester 2018 results



