



**ECOSLOPS**

The cleantech that brings oil into circular economy

**ANALYSTS' PRESENTATION**  
2019 annual results



Integrated into  
port logistics



Economical



Traceable

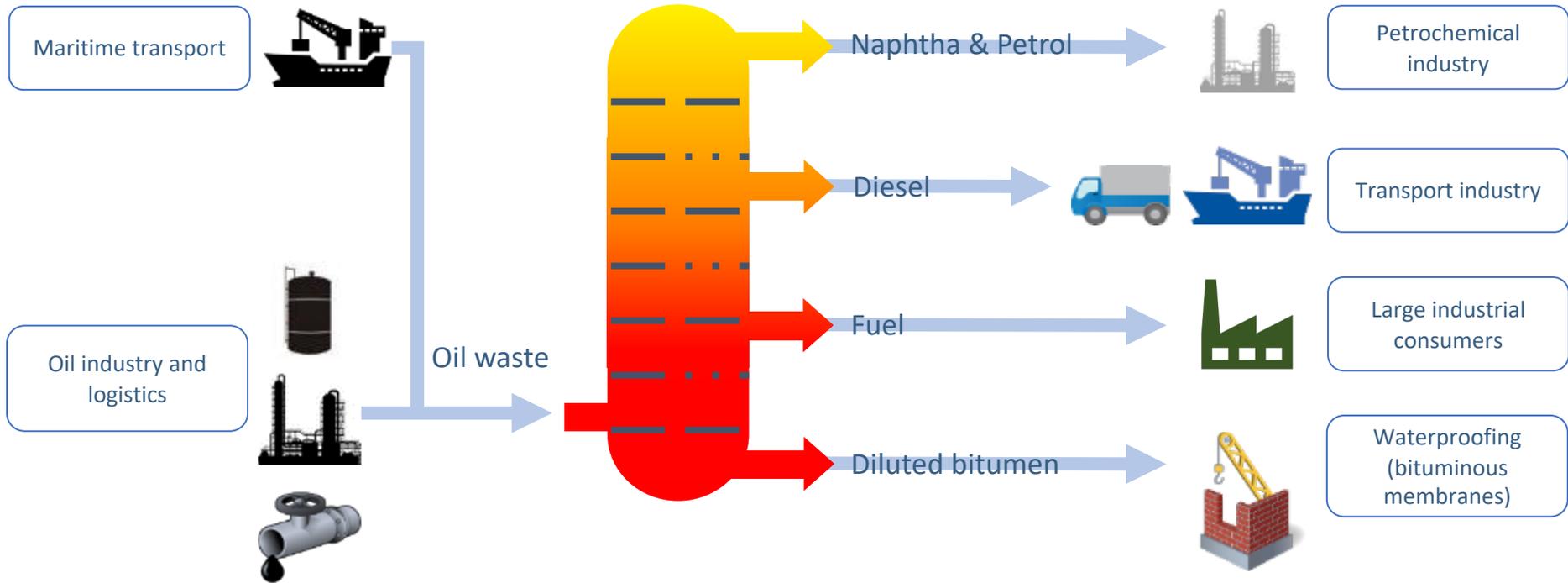


Eco-friendly



[www.ecoslops.com](http://www.ecoslops.com)

# Our expertise: a real micro-refinery



With a return of 98% and a market for each product, our economic model is sustainable.



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Impact of the Covid-19 crisis and  
the price of Brent on the business

# The impact of Covid-19

To date,

- No case of illness has been identified among our employees
- The Sines unit in Portugal is 100% operational, however:
  - limitations in terms of staff (childcare)
  - client constraints (plants shut down or slowed-down significantly)
- The Marseille site has been shut down since 23 March
  - short-time working measures
  - possible impact: delay of 1 to 2 months
- There is no significant impact expected on the Mini-P2R.
- The company has put in place short-time working measures for the head office in Paris.

# Impact of the price of Brent

Sines simulation – \$25/barrel in a full year with a production of 25,000 tonnes

	2020
P2R	3 918
Mini P2R	
Port services & others	2 000
<b>Revenues</b>	<b>5 918</b>
Cost of sales	-1 901
Staff costs	-1 453
Other expenses	-2 250
<b>Operating expenses</b>	<b>-5 604</b>
<b>EBITDA</b>	<b>314</b>
Depreciation / Amortization	-1 301
Financial result	-121
<b>EBT</b>	<b>-1 108</b>
Corporate tax	
<b>Net loss</b>	<b>-1 108</b>

HYPOTHESES					
Brent \$	25				
Exchange rate € / \$	1,08				
Brent €	23,1				
	Bitumen	Fuel	Gasoil	Light Fuel	Total
Production volume	6 750	6 875	8 750	2 625	25 000
Mix %	27%	28%	35%	11%	100%
	Bitumen	Fuel	Gasoil	Light Fuel	Total
Selling price / ton	120	165	225	25	174
Mix %	21%	29%	50%	0%	100%
Gross Margin rate					53%

# Cash forecast

	31/03/2020	Loans / financial expenses	Interco	Operational cashflow. + CIR (research tax credit)	Capex	31/12/2020
Portugal	2,300	-1,315		230	-750	465
Marseille	3,100	3,525	1,960	-305	-8,200	80
Head office	1,100	4,727	-1,960	-1,025	-1,172	1,670
<b>TOTAL</b>	<b>6,500</b>	<b>6,937</b>	<b>-</b>	<b>-1,100</b>	<b>-10,122</b>	<b>2,215</b>

## Potential upside

“Covid 19” line of credit in Portugal (request in process)	1,500
Sale of a Mini P2R	2,000
<b>TOTAL</b>	<b>5,715</b>

*Forecast carried out with Brent at \$25/barrel from March to December 2020*



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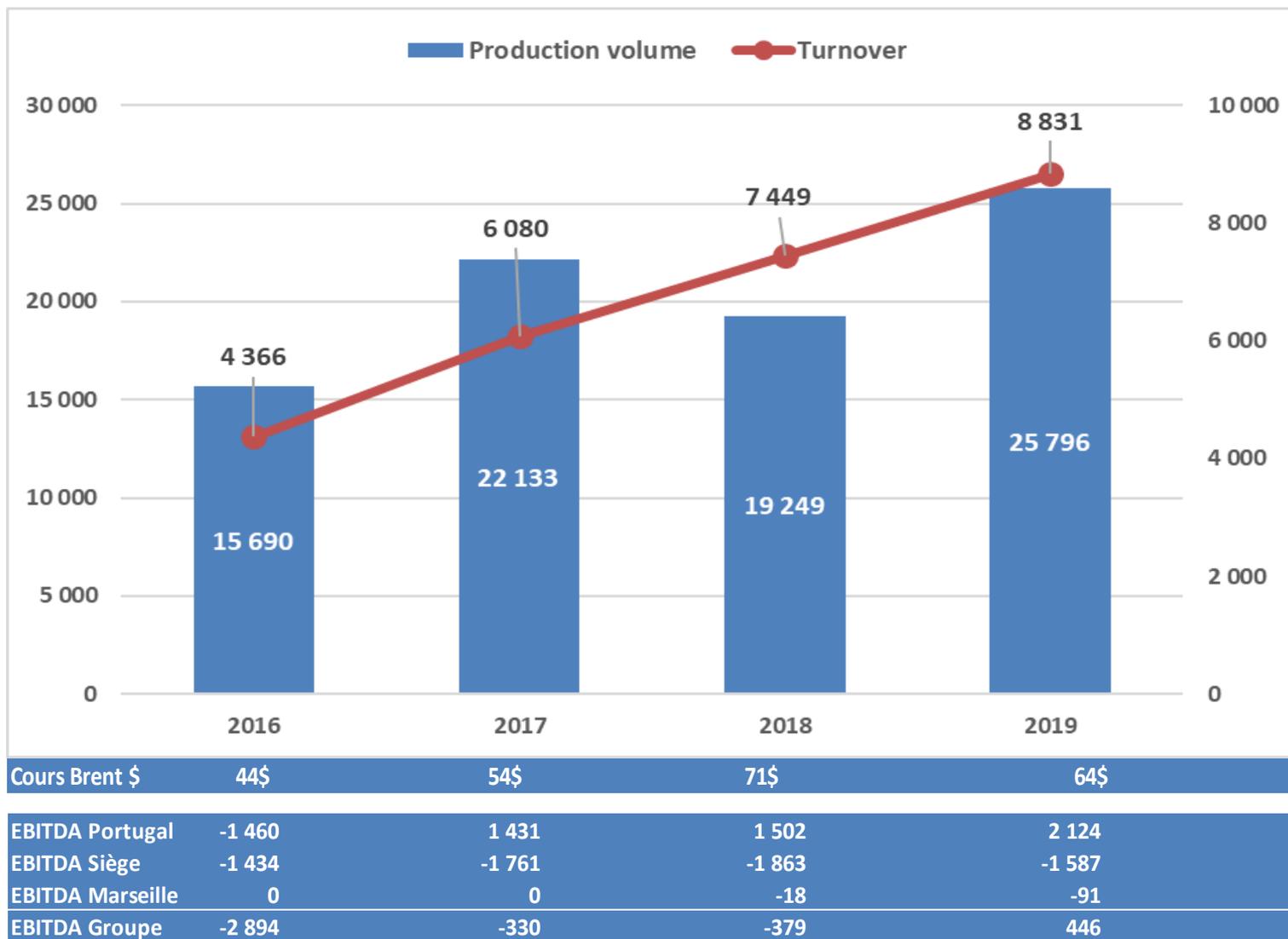
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Financial information

# 2019 overview

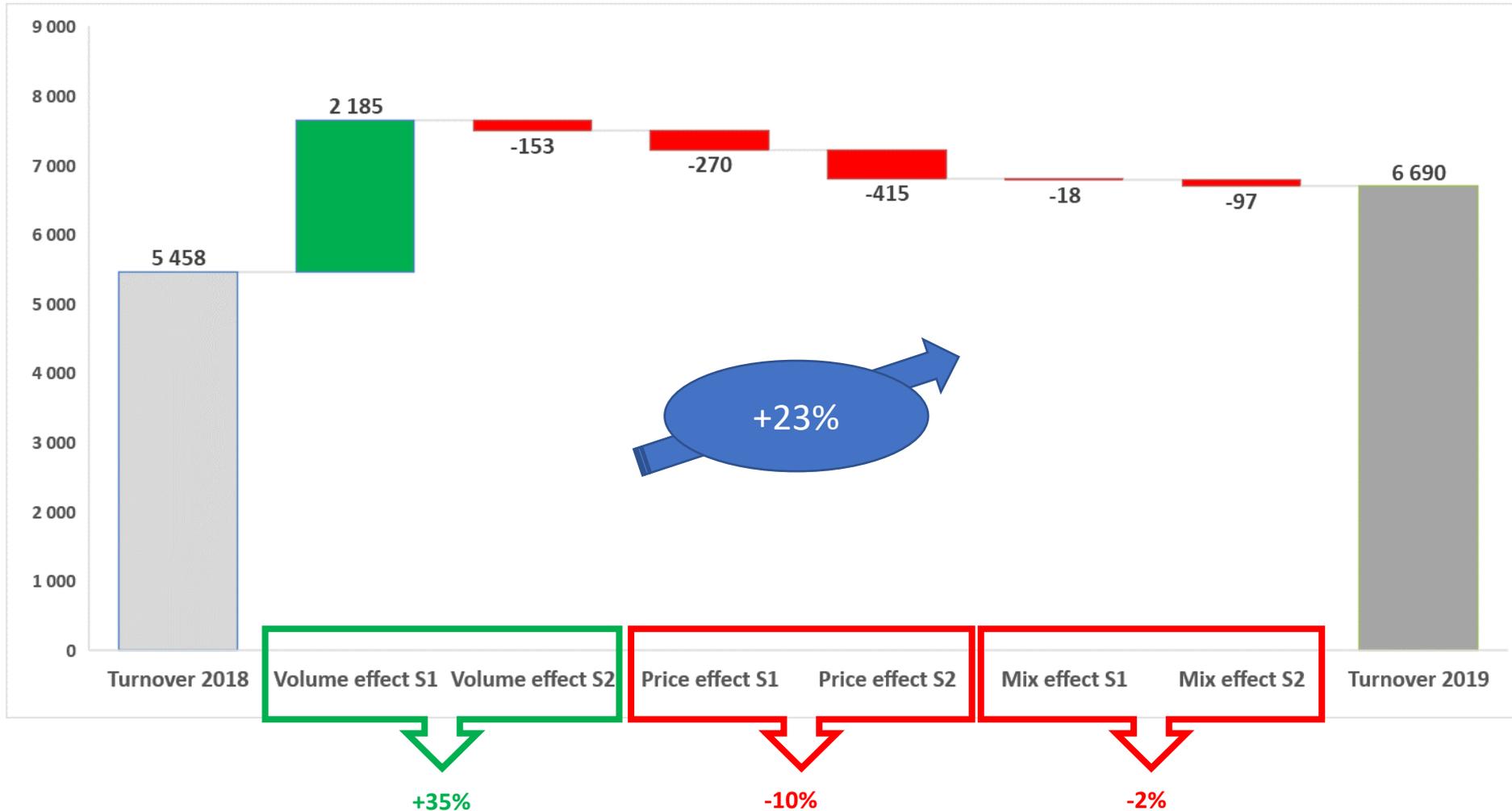
- Turnover up by 19% (+23% for refined products)
- Positive group profitability in EBITDA, +€0.4 million
- €24.5 million of financing secured for future developments, including €20 million still to drawdown at the end of 2019
- Technical teams doubled
- 50% completion on the Marseille site
- Convincing results for the Mini-P2R pilot and first contract at the start of 2020

# Growth in activity/profitability



Production in tonnes, turnover and EBITDA in €k

# P2R turnover - 2019 vs 2018



Including the price of Brent: -9%

# 2019 - ECOSLOPS consolidated P&L

€K	31/12/2019	31/12/2018	Var. k€	Var. %
Turnover - Refined products	6 689	5 458	1 231	23%
Turnover - Port services & others	2 142	1 991	151	8%
<b>Total Turnover</b>	<b>8 831</b>	<b>7 449</b>	<b>1 382</b>	<b>19%</b>
Other operating income	1 694	320	1 374	429%
<b>Total Operating income</b>	<b>10 525</b>	<b>7 769</b>	<b>2 756</b>	<b>35%</b>
Cost of sales	(3 331)	(2 285)	(1 046)	46%
G & A expenses	(3 313)	(2 803)	(510)	18%
Taxes	(88)	(137)	49	(36)%
Staff costs	(3 249)	(2 676)	(573)	21%
Other expenses	(69)	(144)	75	(52)%
<b>EBITDA</b>	<b>446</b>	<b>(379)</b>	<b>825</b>	<b>(218)%</b>
Depreciation and Amortization	(1 386)	(1 244)	(142)	11%
<b>Financial result</b>	<b>(546)</b>	<b>(307)</b>	<b>(239)</b>	<b>78%</b>
<b>Extraordinary result</b>	<b>0</b>	<b>(3)</b>	<b>3</b>	
Corporate tax	(234)	330	(564)	(171)%
<b>Net Result</b>	<b>(1 691)</b>	<b>(1 500)</b>	<b>(191)</b>	<b>13%</b>
<b>Net result for the Group</b>	<b>(1 650)</b>	<b>(1 500)</b>	<b>(150)</b>	<b>10%</b>

❖ Turnover for refined products up by 23%

❖ Other operating income:

- IAPMEI subsidy: €0.7 million (including €0.55 million relating to prior years)
- Capitalised production: €0.8 million

❖ Staff costs

- Strengthening of the teams (Marseille & Head office)

Positive EBITDA at + €0.4 million

❖ Financial result

- IAPMEI and EIB interest

❖ Corporate tax

- €0.4 million relative to research tax credit (CIR)
- -€0.1 million current tax in Portugal
- -€0.5 million impairment of deferred tax assets in Portugal

# 2019 - ECOSLOPS consolidated balance sheet

€K

	31/12/2019	31/12/2018	Var. k€	Var. %
Intangible Fixed assets	534	372	162	44%
Tangible fixed assets	26 024	18 479	7 545	41%
Financial assets	175	161	14	9%
Deferred tax assets	1 353	1 929	(576)	(30)%
<b>Fixed assets</b>	<b>28 086</b>	<b>20 941</b>	<b>7 145</b>	<b>34%</b>
Inventory	1 172	1 460	(288)	(20)%
Trade receivables	1 494	1 529	(35)	(2)%
Other receivables	1 822	1 696	126	7%
Cash and cash equivalent	5 979	7 909	(1 930)	(24)%
Prepaid expenses	1 234	76	1 158	1524%
<b>Current assets</b>	<b>11 701</b>	<b>12 670</b>	<b>(969)</b>	<b>(8)%</b>
<b>Total Assets</b>	<b>39 787</b>	<b>33 611</b>	<b>6 176</b>	<b>18%</b>

	31/12/2019	31/12/2018	Var. k€	Var. %
Capital & Reserves	20 327	21 598	(1 271)	(6)%
Subsidy	1 751	2 320	(569)	(25)%
Minority shareholders	1 208	-	1 208	-
Net result for the Group	(1 650)	(1 500)	(150)	10%
<b>Equity</b>	<b>21 636</b>	<b>22 418</b>	<b>(782)</b>	<b>(3)%</b>
<b>Prov. For risks &amp; charges</b>	<b>129</b>	<b>135</b>	<b>(6)</b>	<b>(4)%</b>
<b>Financial debt</b>	<b>13 186</b>	<b>7 867</b>	<b>5 319</b>	<b>68%</b>
Trade payables	3 252	1 670	1 582	95%
Social and tax payables	879	643	236	37%
Other payables	705	878	(173)	(20)%
<b>Current liabilities</b>	<b>4 836</b>	<b>3 191</b>	<b>1 645</b>	<b>52%</b>
<b>Total Liabilities &amp; Equity</b>	<b>39 787</b>	<b>33 611</b>	<b>6 176</b>	<b>18%</b>

- ❖ 2019 investments (gross value)
  - €8.6 million (including €8 million for Marseille)
  
- ❖ Prepaid expenses:
  - €1.2 million spread over the term of the loans
  
- ❖ Equity:
  - IAPMEI subsidy recognised in the P&L (€0.7 million before tax)
  - Total's contribution to the capital of Ecoslops Provence: €1.2M
  - BSPCE subscription: €0.2 million
  
- ❖ Net debt at the end of 2019: €7.2 million

# 2019 Cashflow statement

	HQ	Provence	Portugal	Total 2019
<b>EBITDA</b>	<b>(1 587)</b>	<b>(91)</b>	<b>2 123</b>	<b>446</b>
Subsidy recognized in P&L			(735)	(735)
Capitalised production	(115)	(143)		(258)
Working capital variance	(150)	(7)	365	208
<b>Operating Cashflow</b>	<b>(1 852)</b>	<b>(241)</b>	<b>1 753</b>	<b>(339)</b>
Capex (excl. Capitalised prod.)	(19)	(7 932)	(675)	(8 626)
Working capital variance on invest.	1 642	(130)	133	1 645
<b>Investing Cashflow</b>	<b>1 623</b>	<b>(8 062)</b>	<b>(542)</b>	<b>(6 981)</b>
Share BSPCE subscription	230	0	0	230
Ecoslops Provence capital contribution	(3 651)	4 900	0	1 249
Loan Ecoslops Provence	(3 325)	4 300	0	975
Loan issuance expenses	(870)	(305)	0	(1 175)
Loans	5 000		(760)	4 240
Financial interests	(30)	(45)	(388)	(463)
<b>Financing cashflow</b>	<b>(2 646)</b>	<b>8 850</b>	<b>(1 148)</b>	<b>5 056</b>
Corporate tax	398	0	(63)	335
<b>Cash variance</b>	<b>(2 477)</b>	<b>547</b>	<b>0</b>	<b>(1 930)</b>
Cash - opening balance	5 886	100	1 923	7 909
Cash - closing balance	3 409	647	1 923	5 979
<b>Variance</b>	<b>(2 477)</b>	<b>547</b>	<b>0</b>	<b>(1 930)</b>

❖ Operating cashflow close to break even

❖ Marseille Investing cashflow

- Marseille: in investment phase (€8 million over the period)

❖ Financing cashflow:

Cash "In"

- EIB loan: €5 million
- Total contributions: €2.2 million
- BSPCE: €0.2 million

Cash "Out"

- Debt issuance expenses: €1.2M
- Loan repayment + Interest: €1.2M

# Cash position

	31/12/2019	31/12/2018	Var. k€
Ecoslops SA	3 409	5 886	(2 477)
Ecoslops Provence	647	100	547
Ecoslops Portugal	1 923	1 923	0
<b>Cash in Bank</b>	<b>5 979</b>	<b>7 909</b>	<b>(1 930)</b>

	31/12/2019	31/12/2018	Var. k€
EIB loan	5 000	0	5 000
BPI loan	2 000	2 000	0
PACA Loan	400	400	0
Group Total loan	975	0	975
Portugese banks loans	3 430	3 313	117
IAPMEI	1 267	2 144	(877)
Accrued interests	114	10	104
<b>Financial debt</b>	<b>13 186</b>	<b>7 867</b>	<b>5 319</b>

<b>Net debt</b>	<b>7 207</b>	<b>(42)</b>	<b>7 249</b>
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# Financing in place: €20 million still to drawdown

	31/12/2019	available for drawdown	Total
EIB loan	5 000	13 000	18 000
BPI loan	2 000		2 000
PACA Loan	400		400
Loan BNP/HSBC/BP Med	0	6 500	6 500
Emprunt Groupe Total	975	1 203	2 178
Portugese banks loans	3 430		3 430
IAPMEI	1 267		1 267
<b>Total</b>	<b>13 072</b>	<b>20 703</b>	<b>33 775</b>
	<b>39%</b>	<b>61%</b>	<b>100%</b>

Maturity			
< 1 year	2-5 years	> 5 years	Total
	2 000	16 000	18 000
	1 200	800	2 000
	240	160	400
	4 000	2 500	6 500
		2 178	2 178
1 329	1 981	120	3 430
	1 267		1 267
<b>1 329</b>	<b>10 688</b>	<b>21 758</b>	<b>33 775</b>
<b>4%</b>	<b>32%</b>	<b>64%</b>	<b>100%</b>

## Operations planned for 2020:

BNP/HSBC/BP Med Loan: 1st drawdown of €3.5 million carried out at the end of March; 2nd drawdown of €3 million anticipated at the end of June

EIB loan: 2nd drawdown of tranche A for €5m to carry out before the end of June



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Operations

# The strengthening of technical teams

- ✓ Teams - start 2019:

  - 3 Process engineers

  - 1 Construction site engineer for Marseille

  - 1 Project manager

- ✓ 2019 strengthening:

  - 1 Process engineer and 1 EIA engineer

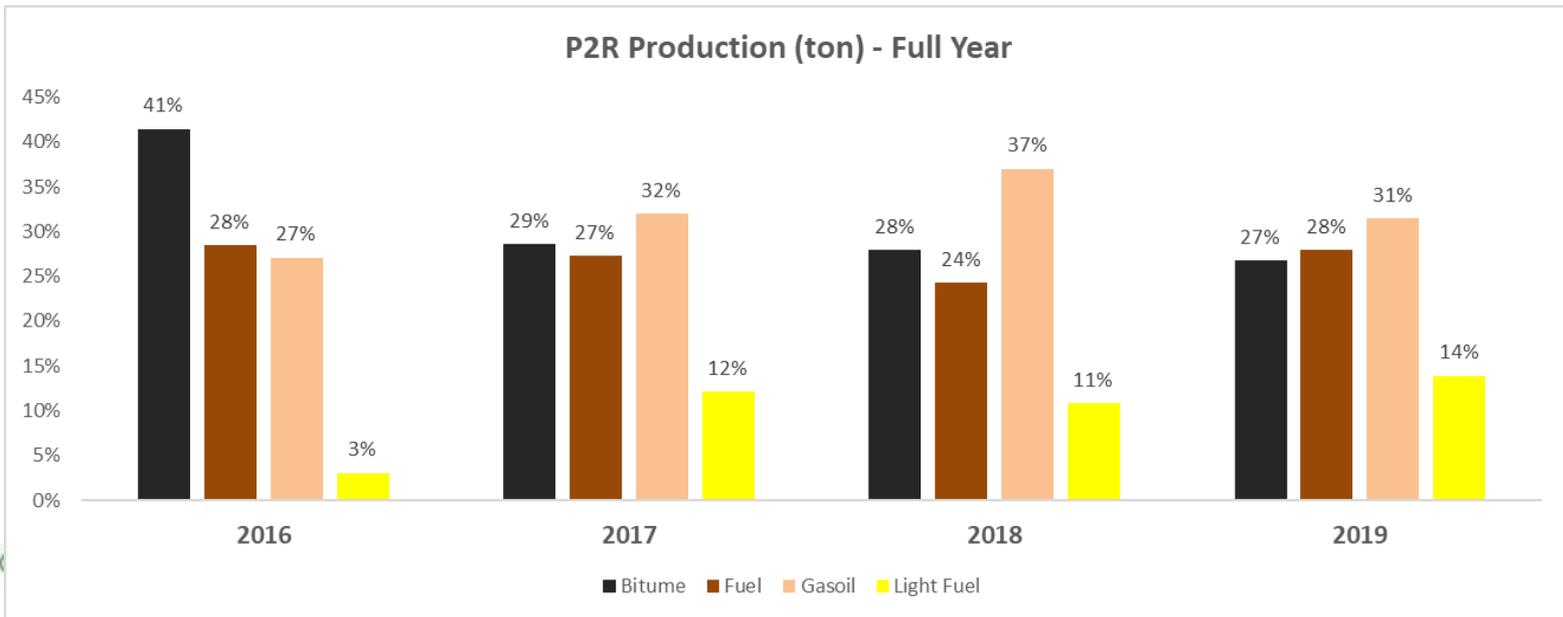
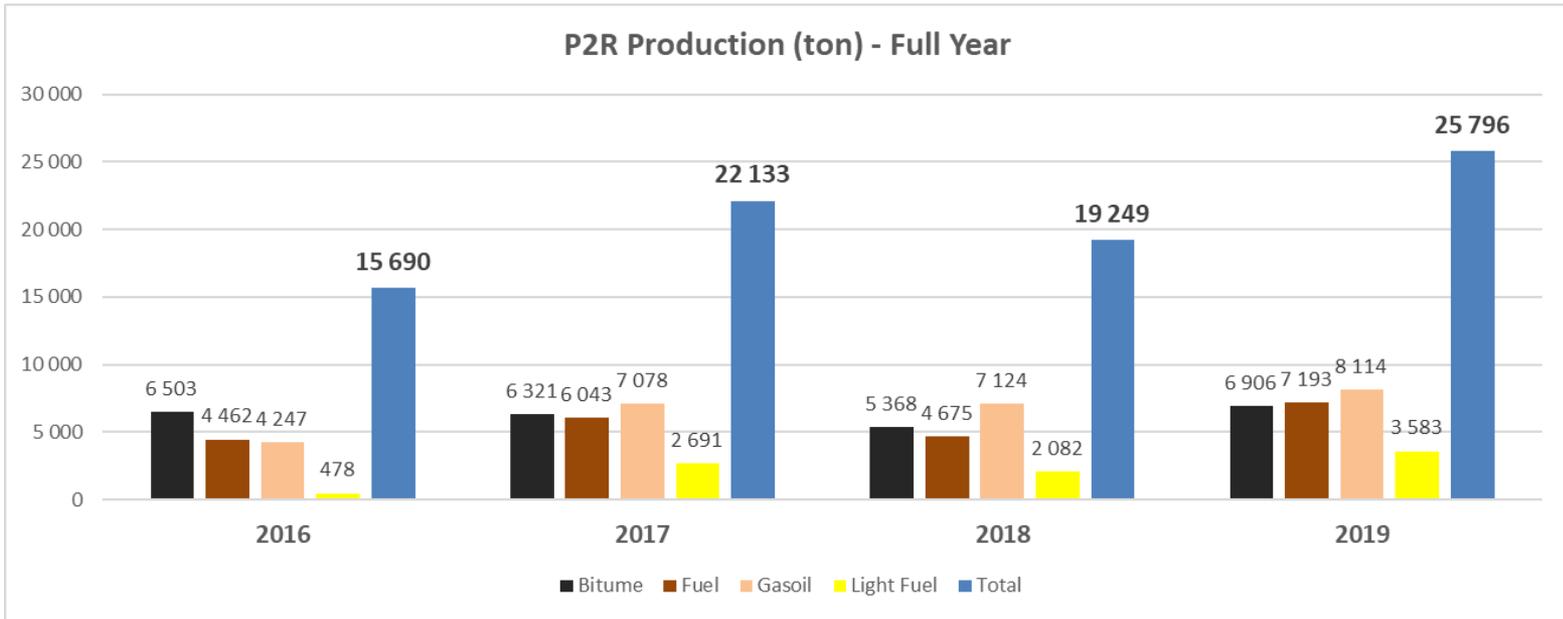
  - 1 Operations engineer and 1 Construction site engineer for Marseille

- ✓ 2020 strengthening:

  - 1 Process engineer (Mini P2R)

- ✓ Increase from 5 people to 10 people

# Sines: 2019 production



# Marseille

## ✓ Permitting:

- Construction permit granted by the Town Hall of Chateauneuf les Martigues, transferred to EP
- Transfer of the Environmental license to operate to EP

## ✓ TOTAL:

- Closing and equity investment on 29/03/2019

## ✓ Key indicators:

- Capex budget: €19 million
- Turnover - full year: €10 million - €12 million (Brent @ 65\$/t)
- EBITDA: 25%

## ✓ Financing:

- €6.5 million by BNP, HSBC, BP Med (closing 15/04/2019) + €0.4 million by the PACA region
- Shareholders' contributions (75% Ecoslops/25% Total): €12.1 million (including €8 million via the EIB corporate loan)

## ✓ Time schedule:

- Pre-Covid: Commissioning from Sep to Nov. 2020 and start-up in December
- Covid impact: 1 to 2 months at this stage

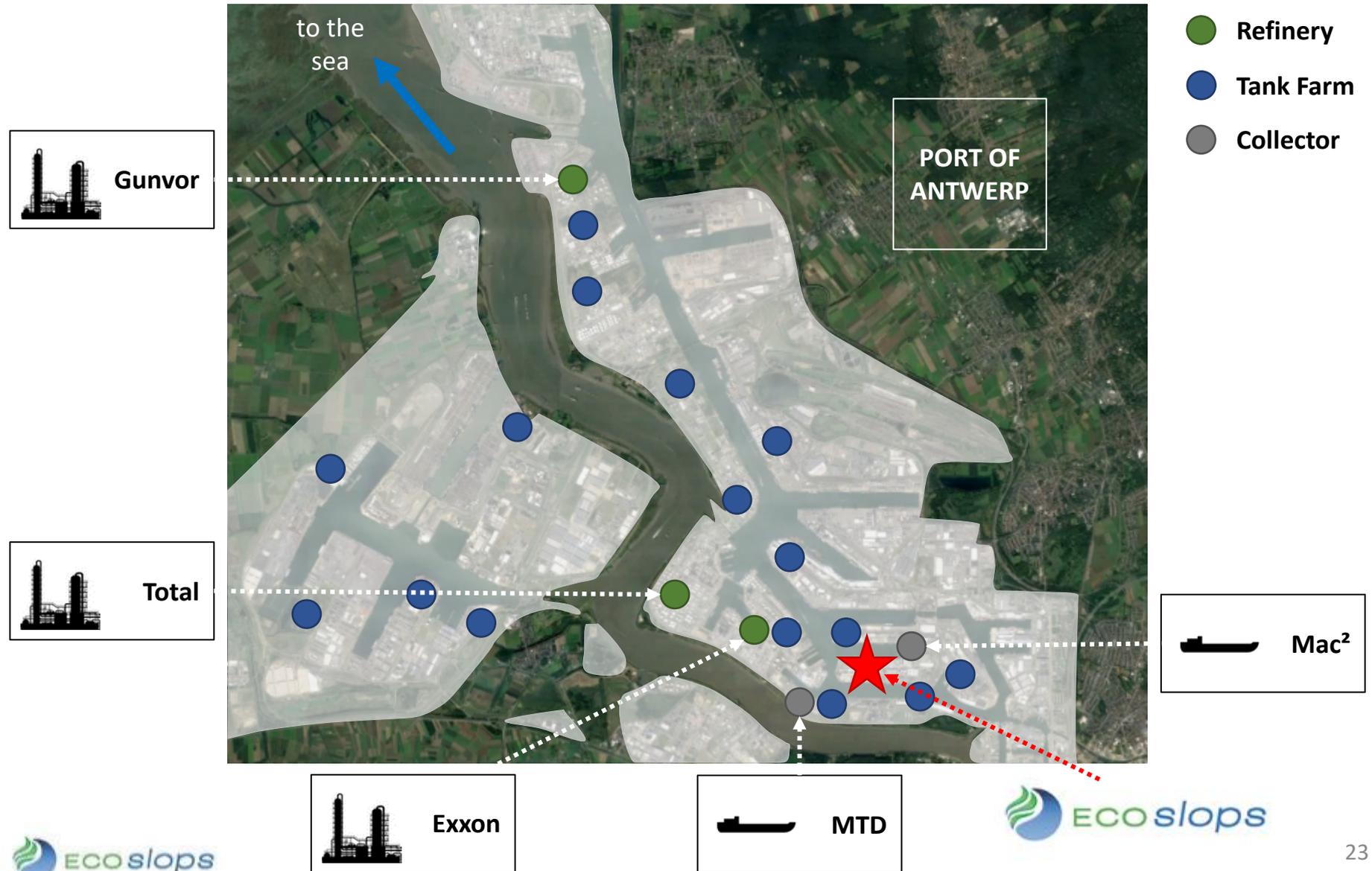
# Marseille



# Antwerp

- ✓ Creation of Ecoslops Flanders in January 2020, head office in Antwerp
- ✓ Kick-off meeting in January 2020 with ATPC
- ✓ Launch in April 2020 of the environmental impact and hazard studies
- ✓ Key indicators:
  - Capex budget: €20 million (production capacity of 60,000 tonnes)
  - Turnover - full year: €20 million - €24 million (Brent @ 65\$/t)
  - EBITDA: 25%
- ✓ Anticipated financing structure:
  - Ecoslops SA contribution: €8 million (EIB)
  - Local bank senior debt: €8 million
  - Industrial partner / institutional partner / subsidies: €4 million
- ✓ Time schedule:
  - Permits granted: mid 2021
  - End of construction: mid 2022

# Antwerp: Port layout

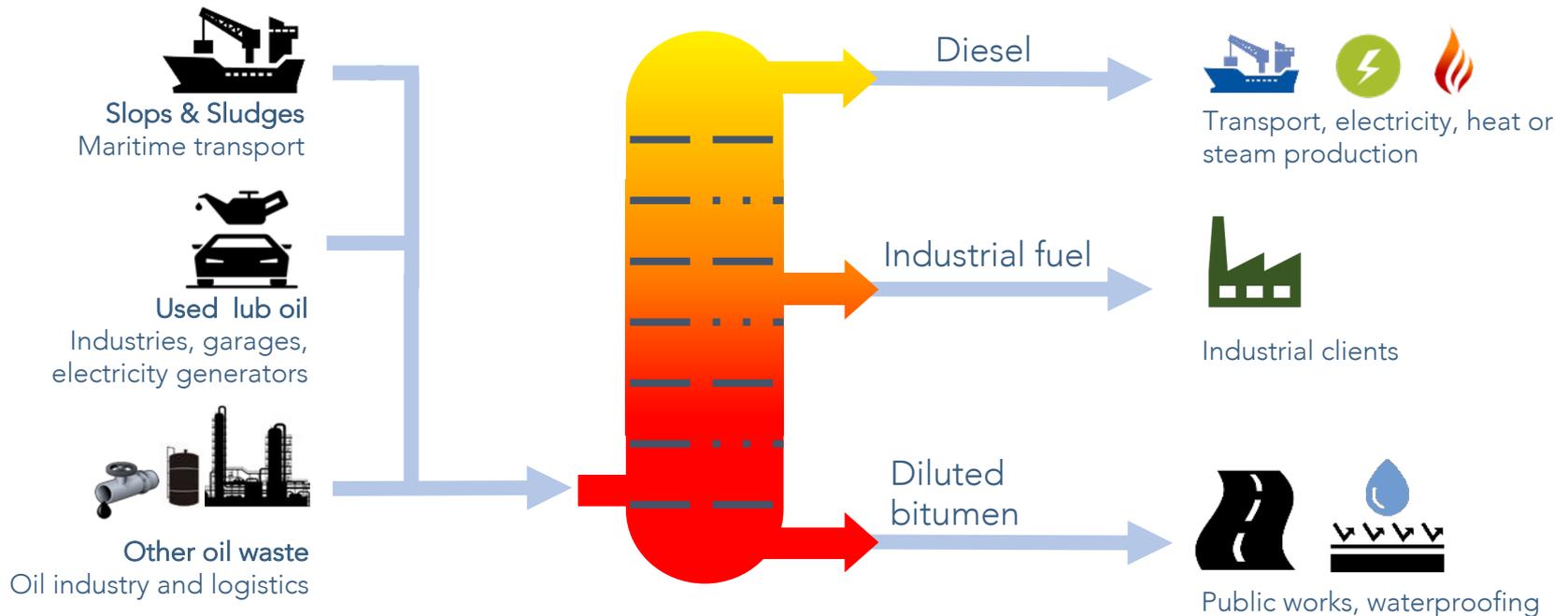


# Egypt pre-project

- ✓ Feasibility study finalised
  
- ✓ Next stages:
  - Drafting of an agreement between the parties
  - Mobilisation of financing by international financial institutions
  
- ✓ Ecoslops' role:
  - Project EPC
  - Unit operator

# Mini P2R: Working principle

A commercial model based on the regeneration of waste into commercial products



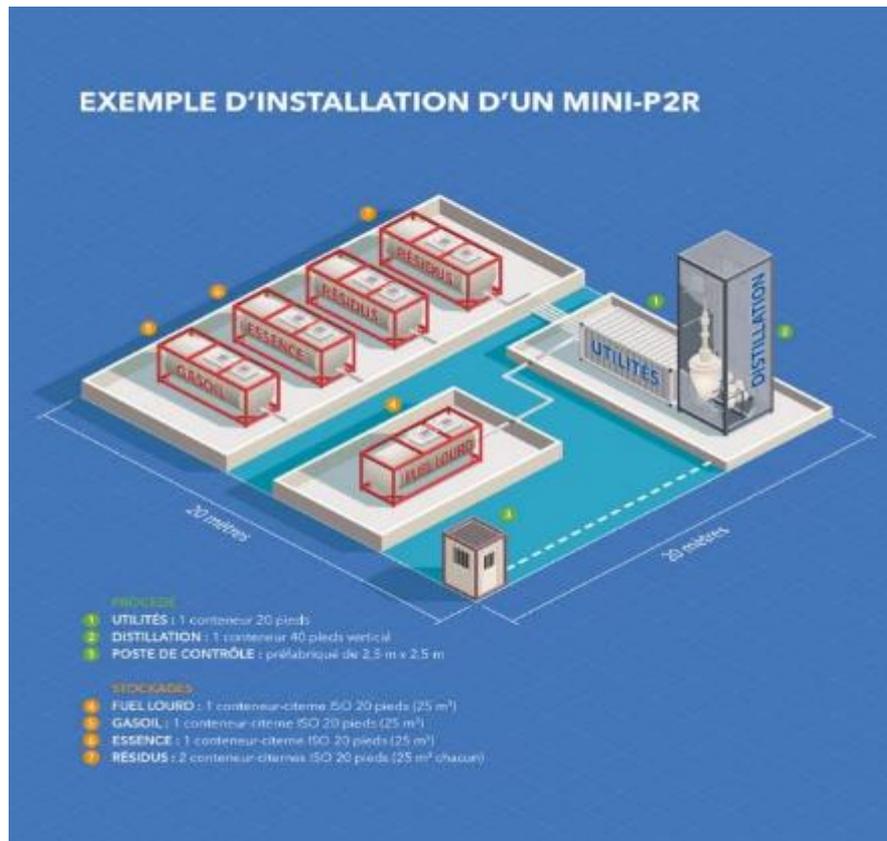
# Mini P2R

2019: End of construction and testing of the pilot version in Sines



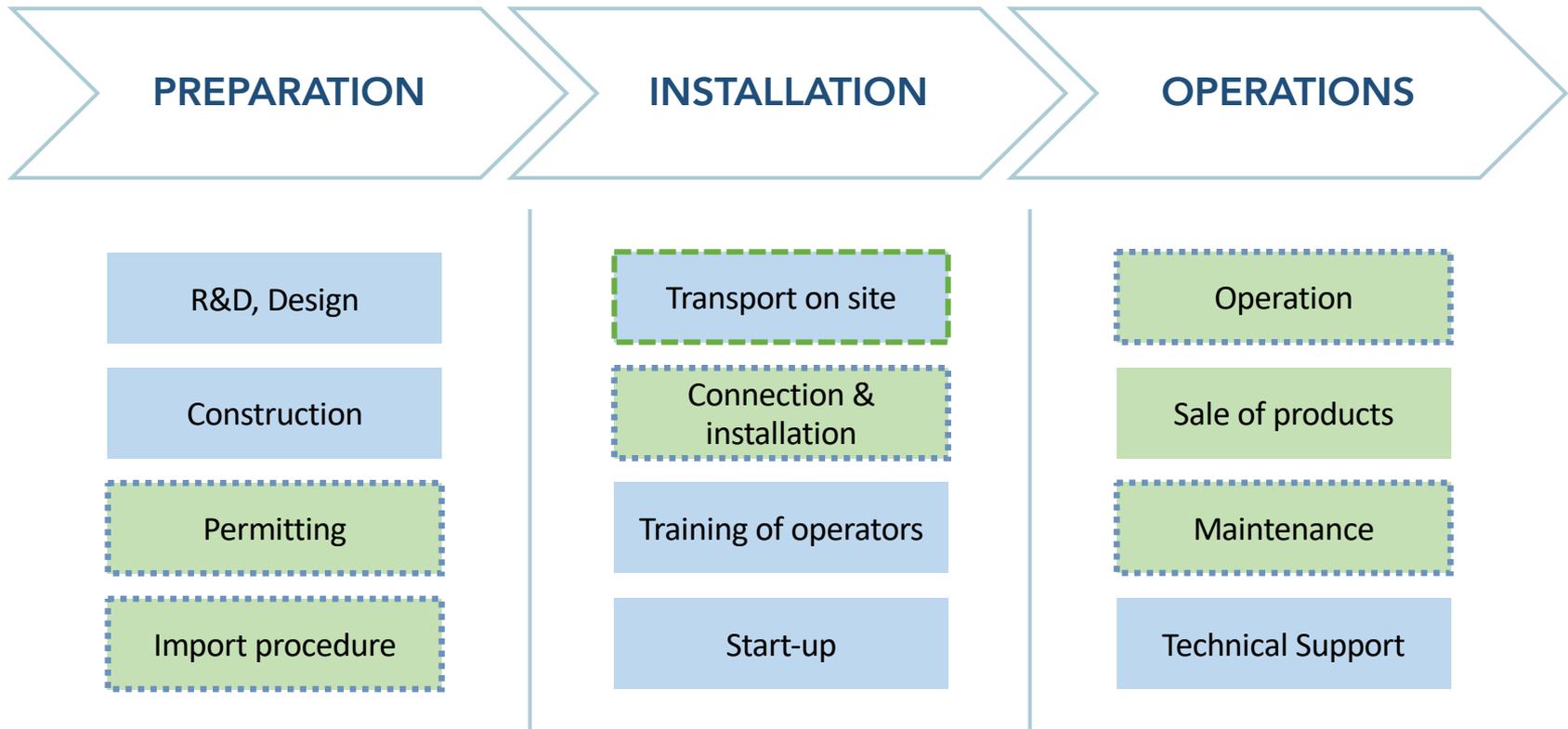
# First global installation

2020: construction of the first industrial unit for installation in Agadir (Morocco)



- ✓ 31/01: Signing of a test/sales agreement with Aqua Flore (Agadir)
- ✓ Finalisation of PIDs and launch of detailed studies, then equipment purchase
- ✓ Construction in France
- ✓ Target for completion: End 2020
- ✓ A new outlet identified with high demand: used lub oil
- ✓ Other prospects: Senegal, Congo Brazaville, Ivory Coast, Guadeloupe

# Mini P2R: Ecoslops Value Added



Responsibilities:

■ Ecoslops

■ Client

■ Ecoslops with the support of the client for the local part

■ Client with the support of Ecoslops



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CSR is in our DNA, by nature

# A positive environmental impact

- A three-time reduction in GHG emissions related to the production of oil products
- 22 kt CO<sub>2</sub>eq avoided per year for a site like La Mède treating 30,000t of waste per year
- Reduction in illicit dumping in the sea
- Contribution to improving the fossil-fuel related material footprint (preservation of stocks of non-renewable fossil-fuel raw materials)
- Complete traceability of the waste treatment process, encouraging more virtuous behaviour

**GREENHOUSE GAS  
EMISSIONS AVOIDED =**



# A resolute CSR approach with, in 2019:

- ✓ The appointment and training of a CSR manager in the principles of ISO 26000 and GRI standards
- ✓ The completion of the first CSR diagnostic
- ✓ The validation of 2019 & 2020 objectives by the Board of Directors
- ✓ Formalisation of social, environmental and governance-related policies under way

- ✓ The signing of the United Nations Global Compact
- ✓ The direct entry in 24th position into the Gaïa Rating for companies with less than €150 million in turnover.

2020: ECOSLOPS publishes its first CSR report

\*: Gaïa Rating of companies generating less than €150 million in turnover.

# 2020 Objectives

- Commissioning of the Marseille plant
- Submission of the permits and structuring of the financing for Antwerp
- Commercialisation of the Mini-P2R

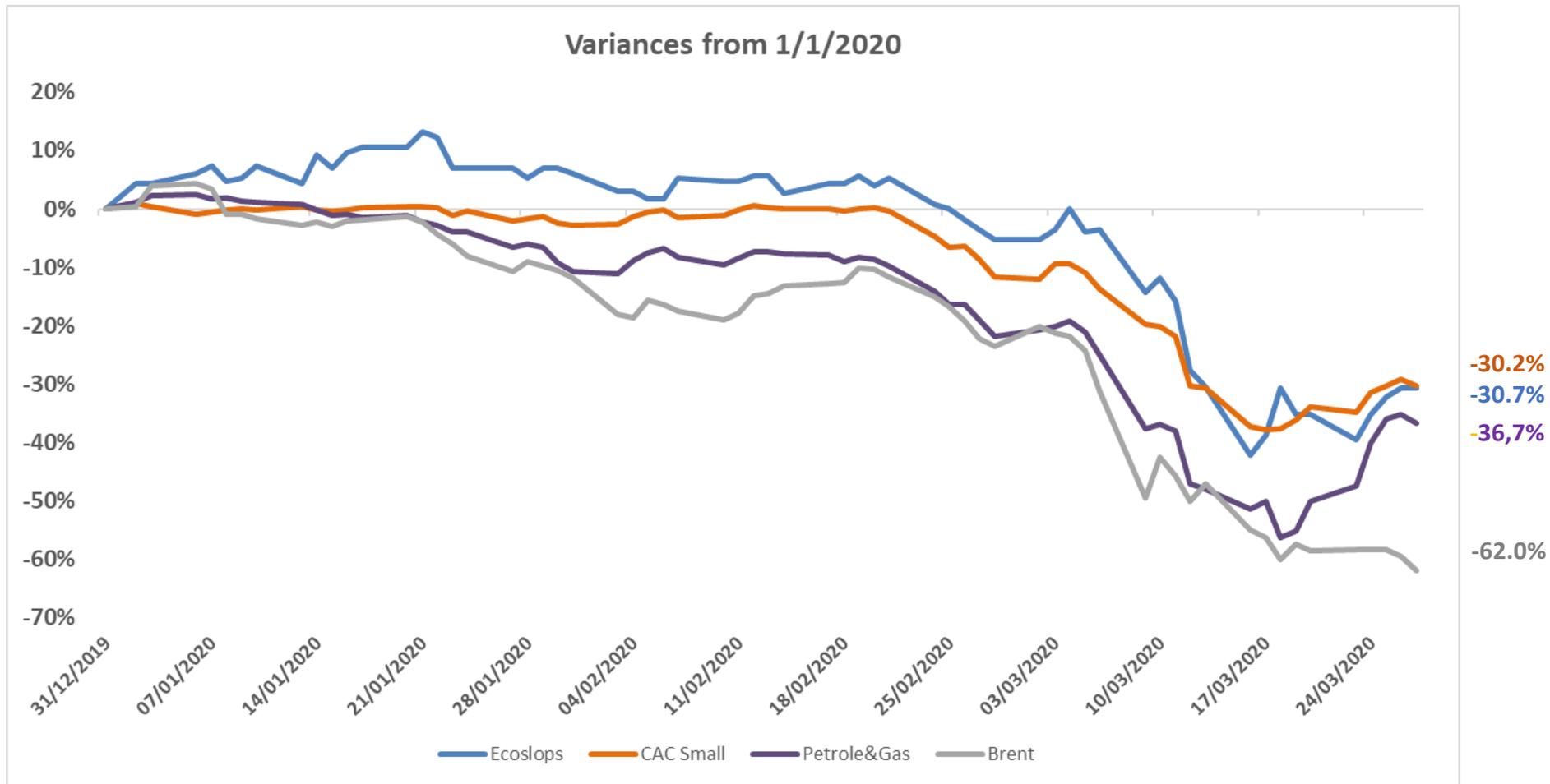


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Share price

# Ecoslops share price



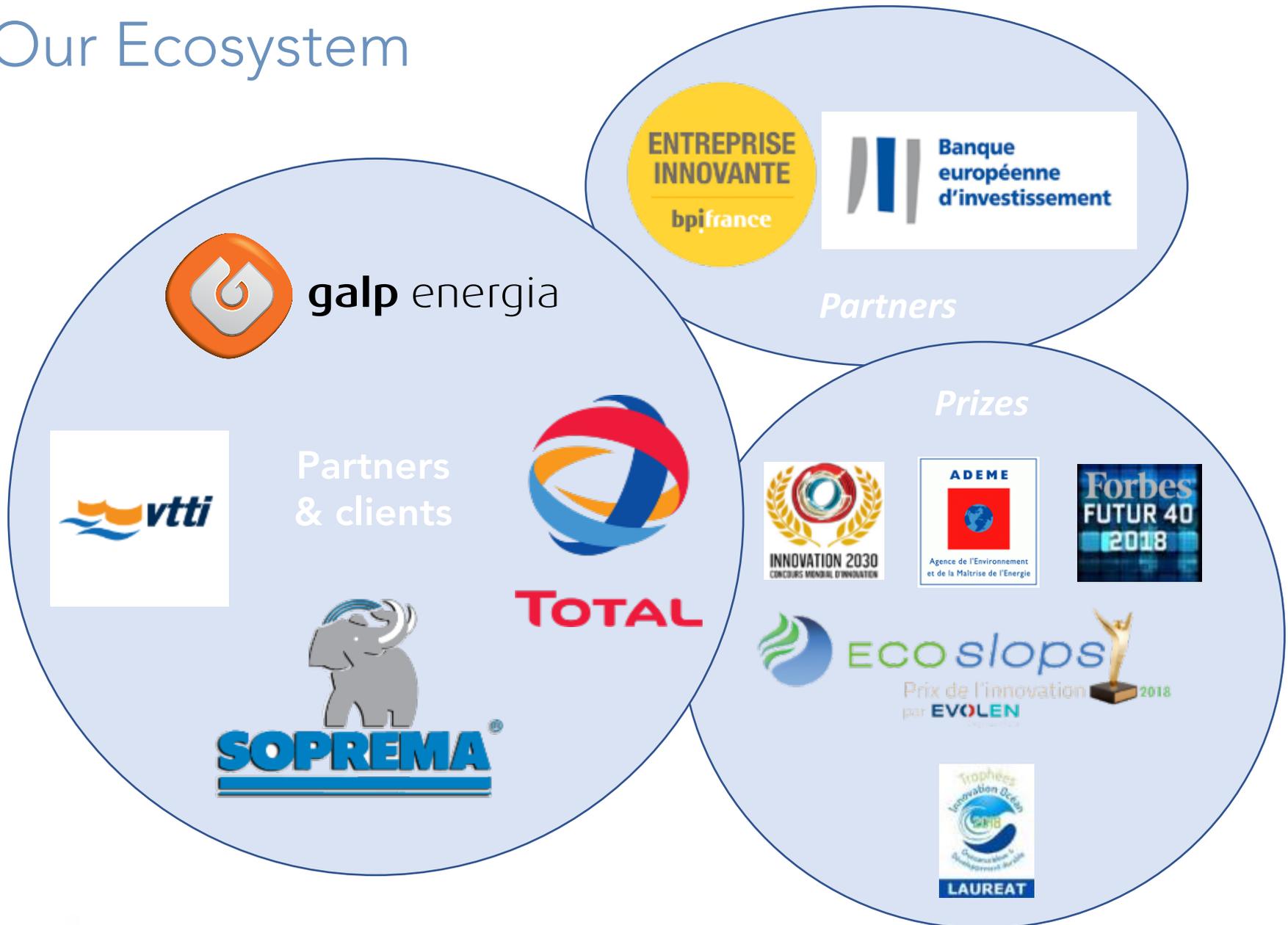
# Financier calendar 2020

- 11 June 2020: General Meeting of Shareholders
- 24 September 2020: Half-year results (analyst conference on 25/9)

## Investors conferences

- Oddo Forum conference, 9 January, Lyon
- Midcap Partners conference, 13 May, Paris
- CIC forum – Market Solutions, 12 June, Paris
- Portzamparc conference , 2 July, Paris
- MidCap Event CF&B , 19 October, Paris
- Portzamparc Energy/Environment Seminar, 17 November, Paris

# Our Ecosystem





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# Thank you for your attention

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