

CALIX - Product Earnings Projection

Technology Application	Description	Source of Revenue (Likely)	Margins	Business Risk	TAM (\$b) 2030	NPAT%	Prob (%)	Max Mkt Share	NPAT (\$m)	% of TAM	Stage	Technology Application	21/4/21 Valuation	Value Changes	15/9/21 Valuation		
WATER	Safe, environmentally friendly Magnesium based water treatment products	Direct/Distributor sales	Low - manufacture	Moderate - Plant & Inventory	88.0	10%	20%	5%	88.0	0.10%	Commercial	WATER	3.23	-	3.23		
CO2 Mitigation	Valued separately due to Carbon Direct purchase											CO2 Mitigation	1.78	1.22	3.00		
Biotech	Safe, environmentally friendly biotech product (Crop Protection, Anti-Foul Marine Coatings) underway	JV/Licence	High - no COS	Low - capital lite	16.1	40%	20%	5%	64.4	0.40%	Commercial	Biotech	2.36	-	2.36		
Advanced Batteries	Targeting safe, environmentally friendly, more recyclable, better performing batteries	Spin-out/Licence (still in R&D)	Medium to high likely, TBA	Low - capital lite	34.2	30%	6%	5%	30.7	0.09%	Advanced R&D	Advanced Batteries	1.13	-	1.13		
Sustainable Processing	CFC Targeting renewable energy driven industrial processes for existing chemical processes requiring "Calcination"	JV/Licence	High - no COS	Low - capital lite	28.5	40%	6%	5%	34.2	0.12%	R&D	Sustainable Processing	-	1.25	1.25		
Present Value Assumptions:					166.8	NPAT Future Val Yr			217.4	0.13%			8.50		10.97	29%	
	Discount Rate	10%						PE Mult	15			CO2 Bus Valuation					
	Current Year	2021						M Cap (\$m)	3,260.7			Carbon Direct price (A\$m)				24.5	
	Future Valuation Year	2030						Shares (m)	159			Full LEILAC value (A\$m)				6.98%	351.0
	Discount Multiple	0.3874						2030 Value	\$ 20.57			LEILAC + Royalty Value				70%	501.4
								Pobability TAM Values	\$ 7.97			less Carbon Direct's ownership				-	24.5
								Add CO2-LEILAC	3.00			Calix value of CO2-LEILAC					476.9
								New Valuation	\$ 10.97			Per Share Value				159	3.00

CALIX - Total Addressable Market (TAM) by Product

Technology Application	Product/Market	TAM (A\$b) 2018 prospectus (Frost & Sullivan)	Annual Growth Rate assumed	2030 TAM Estimate (A\$b)
WATER	ACTI-Mag	36.7	3%	52.3
	PROTECTA-Mag	25.0	3%	35.6
Biotech	AQUA-Cal	1.5	3%	2.1
	BOOSTER-Mag	9.8	3%	14.0
CO2 Mitigation	Lime & Cement	10.8	7%	24.3
	Lithium Salt - CO2 reduction	-	3%	-
Advanced Batteries	Li-Ion Batteries	6.5	13%	28.2
	battery energy storage	4.2	3%	6.0
Sustainable Processing	Refractory Industry	20.0	3%	28.5
	SaltX (-	3%	-
	Decarbonisation of Fossil fuels	-	3%	-
	Advanced Building Products	-	3%	-
	Health/Pharmaceuticals	-	3%	-
	3D Printing	-	3%	-
	Catalysts	-	3%	-
		114.5		191.1