

# ASX Announcement

February 24, 2021

## 1H FY21 Results – Continued Strong Growth

**Sydney, Australia | February 24, 2021** – Multi-award-winning Australian technology company Calix Limited (ASX: CXL) (“Calix” or “the Company”) is pleased to report its financial performance for the six months ended 31 December 2020.

### Financial Highlights

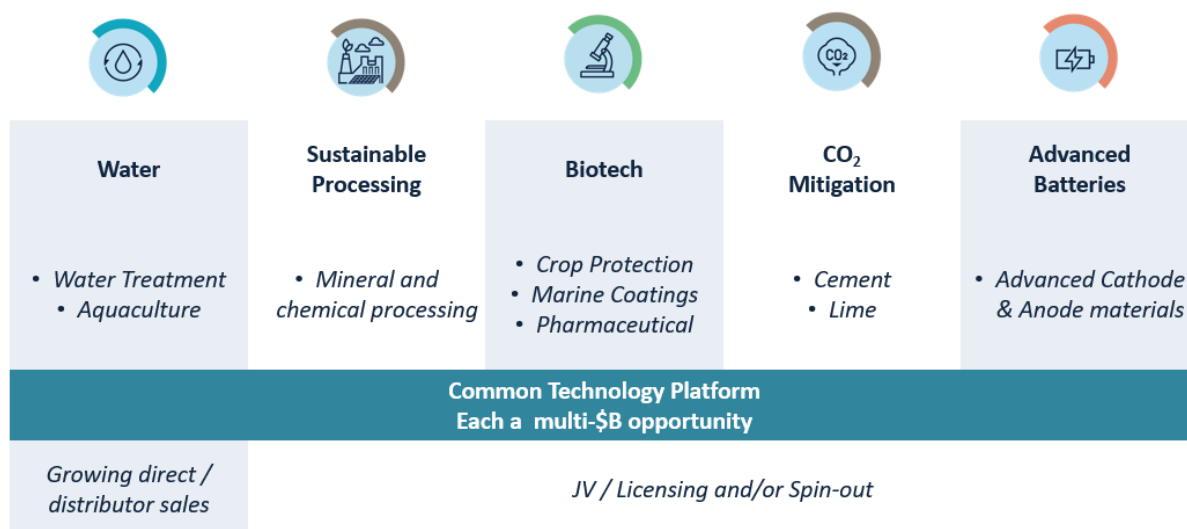
- Total sales revenue grew 151% on Previous Corresponding Period (“PCP”) to \$9.21m (1H FY20: \$3.67m)
- Total revenue and other income grew 114% on PCP to \$16.27m (1H FY20: \$7.61m)
- Operating Profit of \$3.06m (1H FY20 Loss of \$0.25m)

During the half-year to 31 December 2020, Calix continued to develop its core technology platform, from which the Company is developing several multi-billion-dollar global business opportunities.

### Commenting on the half-year results, Calix’s Managing Director and CEO Phil Hodgson said:

*“Calix is well on its way to building a diverse, sustainable and profitable business. The progress the Company has made during the first half of FY21 continues to demonstrate that the core technology has billion-dollar potential in several industries. Strong growth in our water business and income from projects and grants underpin several exciting lines of business for the Company, and we are steadfastly focused on accelerating these opportunities and taking them to the commercialisation stage.”*

Calix has aligned the focus of the organisation around targeting 5 major environmentally-driven lines of business:



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## Water

- Water Treatment sales: up 159% on PCP to \$9.14m
- Aquaculture sales: down 28% on PCP to \$0.09m
- Gross margin up to 31% from 25% on PCP
- IER US\$ sales revenue up 14% on PCP

Calix made strong overall progress in the Water segment during the half year, having completed 3 US plant upgrades and commenced construction of a fourth US plant. The Company signed its first MOU with a European partner with paid trials underway. The first lake remediation contract has been delayed largely due to COVID-related issues.

Calix remains poised to re-establish aquaculture sales in China and enter new markets post-COVID having launched in Bangladesh during 1H FY21.

## CO<sub>2</sub> Mitigation

The LEILAC-1 extended test campaign was approved by the EU and is on track for completion by June 2021. LEILAC-2 is progressing on time with a key milestone - a successful basis of design – targeted by the end of FY21 with Front End Engineering and Design to commence by Q1, FY22.

Calix will continue to look for licensing opportunities for its CO<sub>2</sub> technology and is currently undertaking project-specific discussions for cement with 6 counterparties and lime application-specific concepts with 4 counterparties.

## Advanced Battery Materials

Calix completed and published first half-cell results for prospective new materials and processes with very encouraging early results in November, 2020. Full-cell prototypes and testing with prospective materials are underway and these tests are expected to be completed during FY21.

## Biotech

Crop protection sales were down due to COVID impacting the product launch in Europe. Despite this, our partner Afepasa achieved some sales (8T) across several countries and crops and the product performed strongly. Calix has commenced licensing discussions with a crop protection major with continued interest from two other majors who are keeping a close eye on Calix's crop protection development.

3 Material Transfer Agreements for Marine Coatings are currently in place with 2 coatings manufacturers and 1 major end-user. New trials have commenced with these parties with current trial results continuing to display promising results.

## Sustainable Processing

The Company has developed a new line of business for sustainable processing of raw materials for multiple chemical and ore processing applications, given in-bound interest in the technology. Many mineral and chemical processes require heating in a kiln and Calix's electric Calix Flash Calciner ("CFC") technology is a comparable yet sustainable option for when alternative or renewable power is desired. Electrification and use of renewable energy is a growing focus of many industries.

The Company is aiming to develop licensing/JV projects with several industries, including refractories (Phase 2 testing now underway with a refractory major) and spodumene (trials underway for lithium extraction with a spodumene mining major), as well as opportunities in calcined clays, chemical processing and chemical looping.

## Outlook

The Company will continue working towards the FY21 targets across each segment. With exciting opportunities in the sustainable processing business, there is significant potential to expand relationships pending successful early trial results, which Calix anticipates to report on in the near-term.

Exploiting technical advantages in the US and re-establishing Chinese aquaculture sales are the key priorities for Water, with the aim to grow revenues and improve margins post-COVID.

Crop protection continues to be a promising lines of business for Calix. Building on existing early revenues and trial results, developing the next major license is the key next step toward commercialisation in this segment. The new opportunity emerging in marine coatings is also exciting, and attracting significant industry interest.

## Webinar

Calix will be holding an investor webinar on Wednesday, 24 February 2021 at 3:00pm AEDT with Managing Director Phil Hodgson and Chief Financial Officer Darren Charles to discuss the 1H FY21 half year results.

Register for the investor webinar at the link below:

[https://us02web.zoom.us/webinar/register/WN\\_9fMWxOaxRxm8BC5CCURkQA](https://us02web.zoom.us/webinar/register/WN_9fMWxOaxRxm8BC5CCURkQA)

After registering, you will receive a confirmation email containing information about joining the webinar.

A recording will be made available shortly after the conclusion of the webinar at the same link.

This announcement has been authorised for release to the ASX by:-

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## About Calix

Calix is a team of dedicated people developing a unique, patented technology to provide industrial solutions that address global sustainability challenges.

The core technology is being used to develop more environmentally friendly solutions for advanced batteries, crop protection, aquaculture, wastewater and carbon reduction.

Calix develops its technology via a global network of research and development collaborations, including governments, research institutes and universities, some of world's largest companies, and a growing customer base and distributor network for its commercialised products and processes.

Because there's only one Earth – Mars is for Quitters.

**Website:** <https://www.calix.global/>  
**Twitter:** @CalixLimited  
**Youtube:** [CalixLimited](#)

### For more information:

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