

LEADING A REVOLUTION

IN CLEAN METALS & BATTERY RECYCLING

NASDAQ: AQMS

February 2024



Disclaimer



This presentation contains forward-looking statements concerning Aqua Metals, Inc. Forward-looking statements include, but are not limited to, our plans, objectives, expectations and intentions and other statements that contain words such as "expects," "contemplates," "anticipates," "plans," "intends," "believes", "estimates", "potential" and variations of such words or similar expressions that convey the uncertainty of future events or outcomes, or that do not relate to historical matters. The forward-looking statements in this press release include our expectations for our pilot recycling plant, our ability to recycle lithium-ion batteries and the expected benefits of recycling lithium-ion batteries. Those forward-looking statements involve known and unknown risks, uncertainties, and other factors that could cause actual results to differ materially. Among those factors are: (1) the risk that we may not be able to acquire the funding necessary to develop our recently acquired five-acre campus; (2) the risk that we may not be able to develop the recycling facility, the risk that we may not realize the expected benefits; (4) the risk that licensees may refuse or be slow to adopt our AquaRefining process as an alternative in spite of the perceived benefits of AquaRefining; (5) the risk that we may not realize the expected economic benefits from any licenses we may enter into; and (6) those other risks disclosed in the section "Risk Factors" included in the company's Annual Reports of Form 10-K. Aqua Metals cautions readers not to place undue reliance on any forward-looking statements. The Company does not undertake and specifically disclaims any obligation to update or revise such statements to reflect new circumstances or unanticipated events as they occur, except as required by law.

Investor Highlights



Patented recycling solution that has the potential to deliver the <u>best economics</u> and the <u>lowest environmental impact</u>



Surging demand

EVs, mobile devices, solar storage, everything uses batteries, and demand is rapidly growing.



Component deficit

The minerals for making modern batteries are rare, expensive, and frequently mined in unfriendly regions. The US does not have a domestic supply chain and China is increasingly creating a monopoly.



Environmental disaster

Legacy recycling methods are dirty, hazardous, and inefficient. Current lithium-ion recycling produces far more carbon pollution and landfill waste than valuable material recovered.

Innovative solution with operational pilot proving technology, and plans for commercial-scale campus

Massive and growing global addressable market

Greenfield opportunity for partnerships and strategic alliances

Strong IP protection: 73 global patents; 43 patents pending Only electro-hydrometallurgy recycler in North America

Adaptable business models (build & operate, joint venture, license)

Only Li-lon recycling method with pathway to net-zero operations

AquaRefining recovers all valuable materials, including Lithium Hydroxide and Manganese Dioxide, which are not recovered by competing methods

The World Is Powered By Batteries



Lead-Acid Batteries (LAB)



- Most of LABs are used in EVs/cars, forklifts, cranes, data centers and e-bikes
- LAB market is about \$65B globally
- 95%+ of LABs are recycled, but at massive environmental cost through smelting, one of the top polluting industries in the world
- Typical LAB contains 60 to 80 percent recycled lead and plastic
- LAB market expected to rise at 5.2% CAGR from 2021-2031



Lithium-ion Batteries (LiB)



- Energy storage, microgrids, electric vehicles, and mobile electronics driving use-cases
- Only 5% of LiBs are recycled globally, from an estimated 8M tons/yr waste stream
- 145M EVs predicted to be on the roads globally by 2030
- Typical 10-year LiB life span, with an est. 6.5M tons available for recycling 2025-2030
- Legacy recycling processes generate polluting emissions and chemical waste streams
- Legacy process can not recover lithium hydroxide
- Demand for LiB expected to grow from \$44B to \$94B by 2025²
- Global battery demand for lithium and nickel will be 12-13x of the current size, 2x of the current size for cobalt by 2040E³



¹ Future Market Insights; 2 CNBC, March 2022; 3 Goldman Sachs

Rapid Expansion of North American Battery Industry

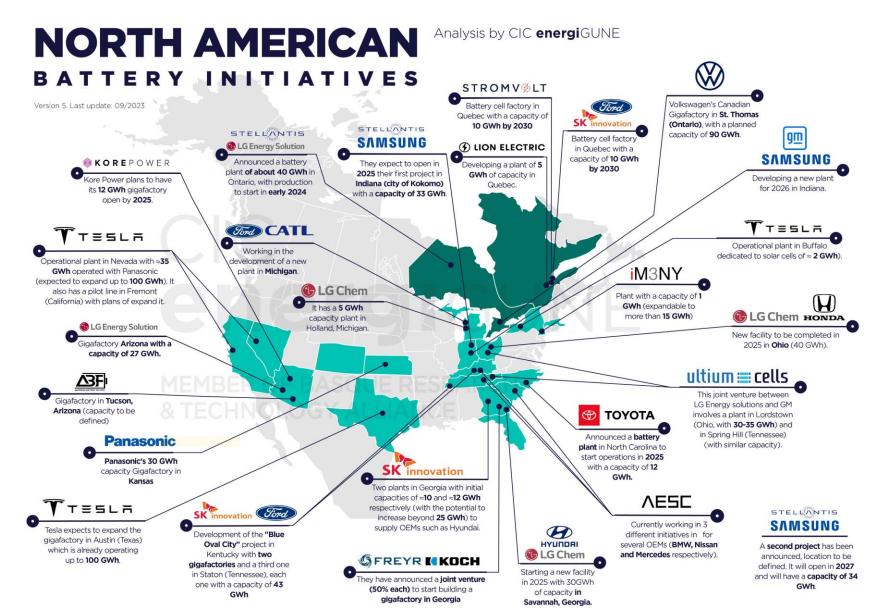


By 2030, the US alone is projected to have nearly 1 terawatt hour of lithium battery cell manufacturing

- \$92B total investment and counting
- 80+ processing & manufacturing facilities

Supply chain for lithium batteries is growing rapidly throughout North America

- Creating immense demand for critical minerals
- Requiring significant new battery EOL and recycling infrastructure



Expensive, Scarce Components in Li-ion Batteries AQUA



As demand for EV batteries grows, countries are racing to build domestic supply chains 99% of raw and component materials for LiBs are produced outside the U.S.

Mineral	Pricing and demand growth ¹	Supply shortfall risks	Geopolitical challenges
CoBALT	 Currently \$28,690/MT 9.26% CAGR 2021-2025. 	Cobalt market to move into deficit by 2024.	 US sees cobalt a strategic and critical to U.S. security. More than 2/3s mined cobalt comes from politically sensitive DRC.
NICKEL	 Currently \$15,930/MT Nickel usage in EV battery sector predicted to increase 62% in 2022; 26% in 2023. 7.3% CAGR 2021-2028. 	 Class I nickel, essential for electric vehicle batteries, is expected to face a shortage for the next three to five years (Oregon Group). Ongoing LME market volatility. 	 Indonesia a major supplier; converts low-grade ore with high-carbon footprint to LiB quality. Russia accounts for ~17% of production capacity.
MANGANESE Mn	 Currently \$2,000/MT High purity manganese needed for EVs. Predicted 43% CAGR in next 5 years. 	 Manganese dioxide is a critical link in the LiB supply chain that is driving EV adoption. Many battery producers shifting to NMC vs. NCA batteries. 	 US is 100% dependent on manganese imports. China #1 miner and dominates manganese ore and concentrate imports, with 75% of imports.
COPPER	 Currently \$8,300/MT Demand estimated to grow 53% by 2040, driven by the electrification of transport and infrastructure (BNEF). 	 By 2027, nearly 600,000 MT of additional copper needed to match EV demand (IDTechEx). Forecasted deficit of 9M mt by 2030 (BMO Capital markets), and 14M mt by 2040 (BNEF). 	Supply chain issues at key copper Latin American countries, dearth of new mines.
LITHIUM	 Currently \$15,350/MT (LiOH) 20.6% CAGR 2020-2025. Lithium use up 4x since 2010 (BNEF). 	 Global LI market predicted to move into deficit starting in 2025. Typically produced as lithium carbonate, requires additional refining. 	China dominates lithium refining. 96% of Australia's exports go to China; largest importer of Chile's lithium carbonate.

¹ Pricing based on London Metal Exchange, <u>www.lme.com</u>, and company estimates.

Copyright © 2024 Aqua Metals, Inc. All Rights Reserved.

The Next Generation Recycling Process



Replaces furnaces and heavy chemical use with 100% electricity-powered and closedloop recycling, creating fundamentally non-polluting, cost-efficient solution that generates minimal waste



Recovers the high-value metals lost in smelting (like lithium and manganese), and produces high purity products

Safer work environment, less hazardous materials, eliminates constant trainloads of chemicals

Strong IP protection:

Proven for LABs and

expanding to LiBs

73 global patents 43 patents pending

The only recycling process that:

Produces lithium hydroxide directly (or Li2CO3), reclaims high purity metals (not salts), regenerates chemicals used in closed-loop system, and has a clear pathway to net-zero operations

Current Recycling Outlook Not Sustainable



Pyrometallurgy

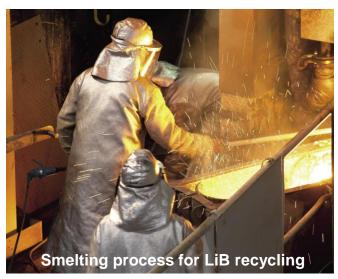
- Energy intensive, fossil-fuel powered
 - Furnaces incinerate & oxidize valuable materials (even electric)
 - Creates slag and alloys needing further refining
 - Requires additional steps to salvage lithium, manganese, graphite



Hydrometallurgy

- Chemical intensive, embedded emissions
 - Trainloads of consumable chemicals required (i.e., NaOH, H2O2)
 - Embedded emissions from chemicals production & transport
 - More sodium sulfate & other waste than valuable material recovered

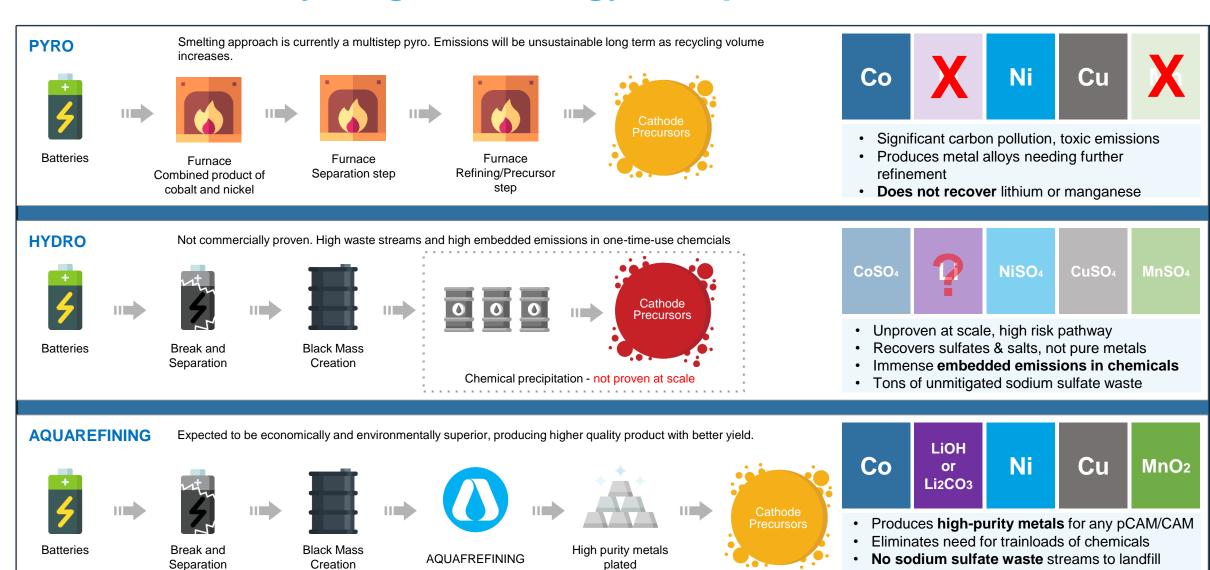








Current LiB Recycling Technology Comparison



Multiple pathways (LiOH, Li2CO3, salt conversion)

Li AquaRefining: First Sustainable LiB Recycling





Li AquaRefining™ recovers critical materials using electricity in a closed-loop system

- 99% less CO2 than pyro or mining and no polluting furnaces
- 95% less chemicals than hydro, regenerative process lowers costs and emissions
- 95%+ recovery rate of all valuable materials



Sourced Black Mass

Pure Copper Plating

Lithium Crystallization (LiOH - Pictured) or Carbonation (Li2CO3)

Pure Nickel Plating

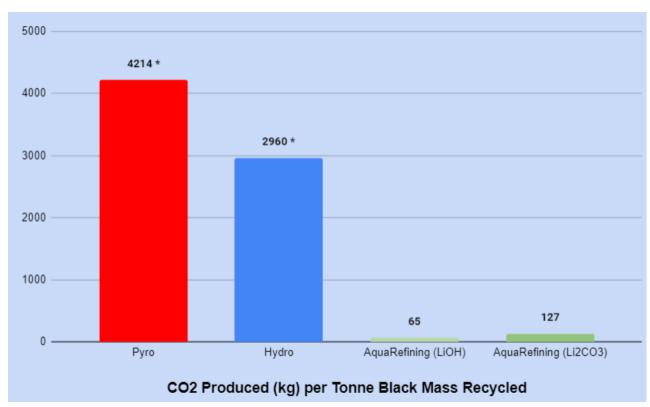
Pure Cobalt & Manganese Dioxide
Co-Plated

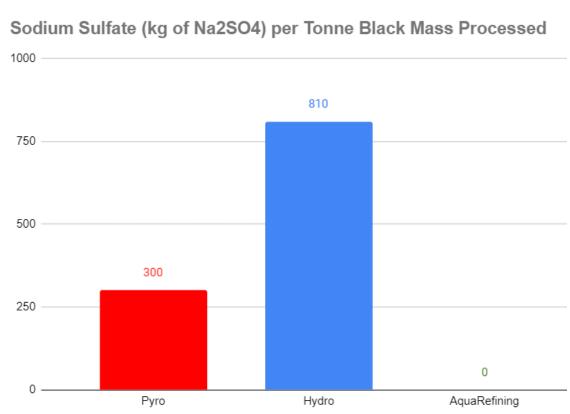
Game Changing Environmental Performance



Electrifying lithium battery recycling to reduce emissions and waste

- Aqua Metals' Li AquaRefining technology uses dramatically less energy powered by electricity, instead of fossil fuels
- Much lower emissions per tonne recycled than pyro- and hydrometallurgical processes
- AquaRefining also produces substantially less waste than competing solutions and no sodium sulfate





^{*}Based on Argonne National Labs battery life-cycle model —EverBatt

Competitive Landscape Lithium Recycling

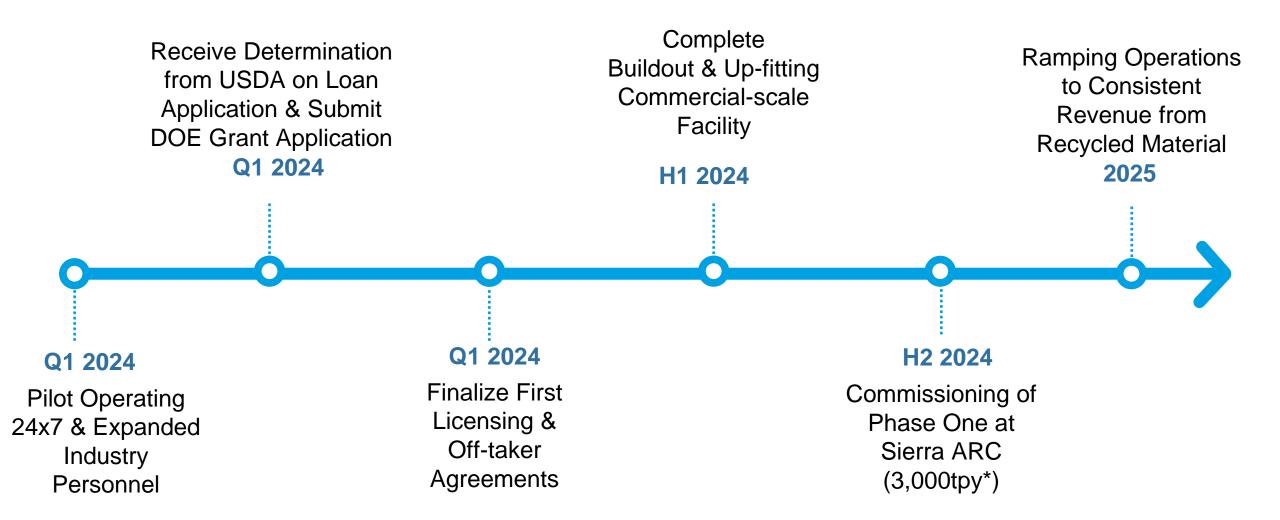




(1)

Aqua Metals' Commercial-Scale Timeline







Li AquaRefining Pilot Plant Operations Update



Only sustainable lithium battery recycler with operational Pilot in North America – Scaling to 24x7 Operations in Q1

Proven ability to recover valuable materials from black mass, samples being distributed

Only facility <u>natively producing lithium</u>
hydroxide or carbonate - eliminating costly
& polluting refining

Regenerative Process: No trainloads of chemicals or waste storage necessary, and no sodium sulfate (Na2SO4)









Pilot Recycling Operations Lifecycle Analysis

AQUA METALS

Independent Technical Report conducted by global engineering firm **ICF International** including Lifecycle Analysis (LCA) of Aqua Metals' AquaRefining Pilot



16

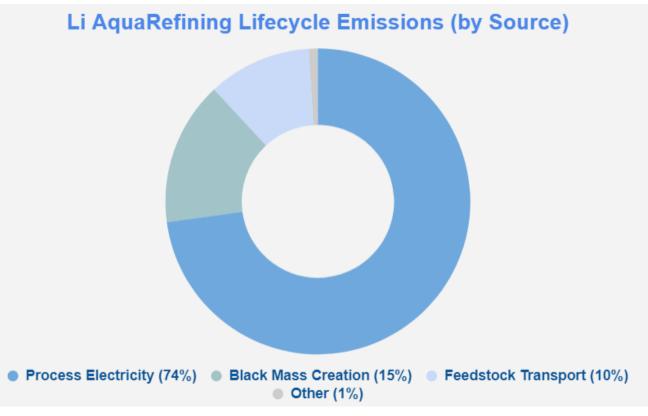
Technical Report Conclusions:

• Today, AquaRefining shows <u>83% reduction in carbon emissions</u> compared to hydrometallurgy – and can uniquely reduce climate impacts even further

~75% of emissions from NV grid electricity

- Sourcing carbon-free electricity lowers CO₂
 even further beyond capabilities of hydro
- Currently off-setting emissions, securing VPPA for future commercial operations
- ~25% from black mass creation & transport from our supply chain
- Partnerships with low-carbon black mass producers actively reducing emissions

Lower climate emissions by design, and a clear pathway to net-zero LiB recycling



Copyright © 2024 Aqua Metals, Inc. All Rights Reserved.











SIERRA ARC
Concrete Pour & Build Out (December 2023)



Aqua Metals Business & Partnerships Updates



Aqua Metals Converting Black Mass into Revenue METALS



TAM: \$150B based on 7.5M/MT of black mass x \$20,000 of extractable value



LiB Recycling – An Exponentially Growing Market Opportunity

- LiB recycling predicted to hit \$6.55B by 2028 with 18.5% CAGR vs. \$1.7B in 2020 (Fortune Business Insights)
- 2025-2030, an estimated 6.5M tons of EV batteries will reach end of life and need to be recycled, surpassing 1M tonnes per year and growing from there
- Upcoming DOE grant status, applying for \$100M+ opportunity through MESC, expect formal opening in Q4 2023

Strategic Partnerships

- Strategic investment and partnership with Yulho Materials for a large-scale licensing agreement in South Korea, with plans for Asia and the EU
- 6K Energy Partnership to develop battery metals conversion technology from known pathway, long-term supply agreement for PlusCAM (13,000tpa CAM factory)
- LOI with Dragonfly Energy Corporation has qualified Aqua Metals' lithium hydroxide for use in Dragonfly batteries for its planned solid-state LiB Gigafactory
- Meeting with and providing samples to manufacturers and suppliers from throughout the battery supply chain, with more announcements forthcoming







Circular Supply Chain: Strategic Partnerships



Domestic Battery Supply Chain Off-Takers





6K ENERGY

Innovative Battery Materials Manufacturer (CAM/pCAM)

Building 13,000tpa PlusCAM facility in Jackson, TN

Partners:

- Off-taker for recycled Li, Ni, Co, MnO2
- Sustainable battery materials conversion for CAM & pCAM

DRAGONFLY ENERGY

Leading LFP Battery & Energy Storage Company

Lithium Ferro Phosphate (LFP) & Solid-State Battery Tech

Partners:

- Regional (NV) supply chain & off-taker for recycled lithium
- Validated Aqua Metals materials as part of advanced manufacturing process

- 3,000+ tonnes of black mass already secured to reach and operate at commercial scale
- Negotiating off-take agreements with domestic battery & EV companies
- Completing first licensing agreement for AquaRefining internationally

Global Licensing (Li AquaRefining)



YULHO

Leading Battery Materials Co. in South Korea SK's largest black mass facility, expanding to 24.000tpa

<u>Partners</u>: Licensing Li AquaRefining (Asia, EU), Established partner w/ SK's battery & EV companies

6K Energy & Aqua Metals Partnership





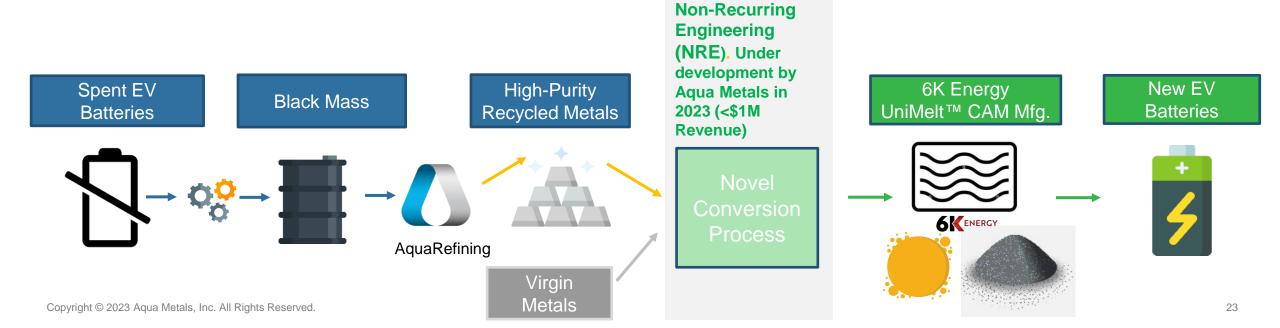
Develop low-carbon battery material conversion technology and establish long-term supply agreement for 6K Energy's 13,000tpa PlusCAM™ factory

Highlights:

- Non-recurring engineering agreement funded by 6K Energy (<\$1M in 2023)
- Material conversion process is low-risk, known pathways commercially proven
- Companies to co-locate future pilot facility and factory alongside PlusCAM™ in Jackson, TN

About 6K:

- \$50M U.S. Dept. of Energy (DOE) grant & other funding towards \$200M PlusCAM™ factory in Jackson, TN
- High-profile leadership team, Board, and strategic investors
- Volta Energy Technologies, Koch Strategic Platforms, Albemarle Corp.



Yulho & Aqua Metals Partnership





South Korea-based Yulho has become a strategic investor in Aqua Metals and will be licensing AquaRefining technology.

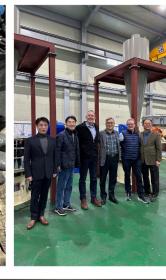
Highlights:

- 25-year history, established in South Korea's advanced technology industries
- ☐ Rapidly growing storage solution and battery materials company (Yulho Materials), able to deliver high-quality black mass
- Established relationships with South Korea's largest battery & EV companies
- Currently processing hard-to-get manufacturing scrap and EOL batteries from tier-one mfg. and building SK's largest black mass facility (8,000 tonnes), expanding to 24,000 tonnes
- AQMS Leadership recently visited, toured facilities, signed R&D MOU with prestigious Hanyang U, and met with EV and Cell manufacturers











Expanded Industry Personnel & Expertise





Robert St. Louis
Vice President of
Operations

- 20+ Years Ops Experience
- Led Operations for Veolia
- Innovative Regenerative Mfg. Solutions



Brandi Controneo
Director of Human
Resources

- 15+ Years HR
 Experience in Mining/Minerals,
 Sustainability
- Former Redwood Materials



Kim Horn Senior HR Business Partner

- Veteran, 15+
 Years in HR
- Former
 Redwood
 Materials,
 Patagonia



Francis Dakubo Research & Development

- Metallurgical & Mineral Process Engineer
- Experienced
 R&D Leader
- Former Li-Cycle, Rio Tinto

Copyright © 2024 Aqua Metals, Inc. All Rights Reserved.

Financials



As of September 30, 2023				
Cash and cash equivalents	\$25.6M			
Working capital	\$23.1M			
Quarterly burn rate (approx.)	\$3.0M			

Additional Sources of Capital							
USDA non-dilutive loan financing – potential	\$25.0M targeted						
Other non-dilutive loan financing – potential	\$25.0M targeted						
U.S. Government grants – potential	\$5.0M - \$100.0M range						

Management





Steve Cotton
Chief Executive Officer,
President

Rejoined Aqua Metals in, 2018; Previously served as Chief Commercial Officer

Co-founded Canara, Inc. (formerly Data Power Monitoring and IntelliBatt) in 2001; served as CEO through its sale to a private equity firm in 2012; Then served as Founder and Executive Chairman until 2014.

Led a team to commercialize Sendmail; began his career at Octel Communications through its \$1.1B exit to Lucent in 1997



Judd Merrill Chief Financial Officer

Joined Aqua Metals in 2018 from Klondex Mines Ltd., an international mining company where he was Director of Finance/Accounting, responsible for overseeing the SEC compliance and the management of the Company's \$200+ million budget over five subsidiaries.

Spent five years as CFO of Comstock Mining Inc., a publicly traded gold company where he was instrumental in establishing financial modeling and analytics.

Controller at Fronteer Gold Inc. as an assistant controller at Newmont Mining Corp. Began his career at Deloitte & Touche



Ben Taecker Chief Engineering and Operating Officer

20+ years of experience in manufacturing and operations leadership

Spent six years in progressive leadership roles at the Johnson Controls Inc. Lead Acid Battery Recycling Center

Experience in startups, environmental regulation compliance, process development and operational excellence.



Dave McMurtry
Chief Business
Officer

Experienced Silicon Valley hightech executive; expertise in renewable energy and international markets development

Responsible for leading the team in exploring and strategically pursuing multiple paths to scalable growth for LI AquaRefining.

Global experience includes working in more than 80 countries on five continents.

Previously CEO of the Global Stars Foundation at the Al Dabbagh Group. For the last 25 years, Dave has held multiple executive positions, including with Intuit Inc, and Habitat for Humanity International.

Investor Highlights



Patented recycling solution that has the potential to deliver the <u>best economics</u> and the <u>lowest environmental impact</u>



Surging demand

EVs, mobile devices, solar storage, everything uses batteries, and demand is rapidly growing.



Component deficit

The minerals for making modern batteries are rare, expensive, and frequently mined in unfriendly regions. The US does not have a domestic supply chain and China is increasingly creating a monopoly.



Environmental disaster

Legacy recycling methods are dirty, hazardous, and inefficient. Current lithium-ion recycling produces far more carbon pollution and landfill waste than valuable material recovered.

Innovative solution with operational pilot proving technology, and plans for commercial-scale campus

Massive and growing global addressable market

Greenfield opportunity for partnerships and strategic alliances

Strong IP protection: 73 global patents; 43 patents pending Only electro-hydrometallurgy recycler in North America

Adaptable business models (build & operate, joint venture, license)

Only Li-lon recycling method with pathway to net-zero operations

AquaRefining recovers all valuable materials, including Lithium Hydroxide and Manganese Dioxide, which are not recovered by competing methods



NASDAQ: AQMS

WWW.AQUAMETALS.COM

Appendix





Consolidated Balance Sheets

AQUA METALS, INC.

Condensed Consolidated Balance Sheets - Unaudited (in thousands, except share and per share amounts)

	,				
	September 30, 2023		December 31, 2022		
<u>ASSETS</u>					
Current assets					
Cash and cash equivalents	\$	25,598	\$	7,082	
Accounts receivable		76		12	
Lease receivable				15,527	
Inventory		891		278	
Assets held for sale				47	
Prepaid expenses and other current assets		172		263	
Total current assets		26,737		23,209	
Non-current assets					
Property, plant and equipment, net		12,387		7,343	
Intellectual property, net		326		461	
Investment in LINICO		2,000		2,000	
Other assets		532		489	
Total non-current assets		15,245		10,293	
Total assets	\$	41,982	\$	33,502	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities					
Accounts payable	\$	987	\$	1,075	
Accrued expenses		2,256		1,780	
Building purchase deposit		_		3,250	
Lease liability, current portion		312		307	
Note payable, current portion		34		5,899	
Total current liabilities		3,589		12,311	
Non-current liabilities					
Lease liability, non-current portion		38		275	
Note payable, non-current portion		2,916		_	
Total liabilities		6,543		12,586	
Stockholders' equity					
Common stock; \$0.001 par value; 200,000,000 shares authorized; 108,200,351 and					
107,771,785, shares issued and outstanding as of September 30, 2023, respectively and					
79,481,751 shares issued and outstanding as of December 31, 2022		108		79	
Additional paid-in capital		249,036		220,114	
Accumulated deficit		(213,189)		(199,277)	
Treasury stock, at cost; common shares: 428,566 and nil as of September 30, 2023 and					
December 31, 2022, respectively		(516)		_	
Total stockholders' equity		35,439		20,916	
	Ф	41.002	Ф	22.502	
Total liabilities and stockholders' equity	\$	41,982	\$	33,502	



AQUA METALS, INC.

Condensed Consolidated Statements of Operations - Unaudited (in thousands, except share and per share amounts)

Statement of Operations

	Three Months Ended September 30,		Nine Months Ended September 30,					
		2023	2022	2		2023		2022
Product sales	\$	25	\$	_	\$	25	\$	4
Operating cost and expense								
Plant operations		1,770		833		4,316		3,026
Research and development cost		389		490		1,359		1,561
General and administrative expense		2,815	2	2,611		8,670		7,615
Total operating expense		4,974	3	3,934		14,345		12,202
Loss from operations		(4,949)	(3	3,934)		(14,320)		(12,198)
Other income and (expense)								
Gain on disposal of property, plant and equipment		_		5		23		595
Interest expense		(87)		(9)		(518)		(22)
Interest and other income		489		53		903		166
Total other income, net		402		49		408		739
Loss before income tax expense		(4,547)	(3	3,885)		(13,912)		(11,459)
Income tax expense								(2)
Net loss	\$	(4,547)	\$ (3	3,885)	\$	(13,912)	\$	(11,461)
Weighted average shares outstanding, basic and diluted	101	,617,856	77,402	2,763	8	9,103,988	_	74,871,423
Basic and diluted net loss per share	\$	(0.04)	\$	(0.05)	\$	(0.16)	\$	(0.15)



Statement of Cash Flows

AQUA METALS, INC.

Condensed Consolidated Statements of Cash Flows - Unaudited (in thousands)

	Nin	Nine Months Ended September 3			
		2023	2022		
Cash flows from operating activities:					
Net loss	\$	(13,912) \$	(11,461)		
Reconciliation of net loss to net cash used in operating activities					
Depreciation and ROU asset amortization		770	736		
Amortization of intellectual property		135	135		
Fair value of common stock issued for director fees		96	_		
Fair value of common stock issued for consulting services		12	12		
Stock-based compensation		1,880	1,737		
Warrant expense		181	_		
Amortization of deferred financing costs		119	_		
Gain on disposal of property, plant and equipment		(23)	(595)		
Changes in operating assets and liabilities					
Proceeds from leasing of building		12,278	636		
Accounts receivable		(64)	131		
Inventory		(612)	95		
Prepaid expenses and other current assets		91	(19)		
Accounts payable		322	(35)		
Accrued expenses		1,181	383		
Other assets and liabilities		(232)	(427)		
Net cash provided by (used in) operating activities		2,222	(8,672)		
Cash flows from investing activities:					
Purchases of property, plant and equipment		(6,142)	(2,290)		
Proceeds from sale of equipment		70	1,432		
Equipment deposits and other assets		(222)	(322)		
Investment in LINICO			(500)		
Net cash used in investing activities		(6,294)	(1,680)		
Cash flows from financing activities:					
Proceeds from issuance of common stock, net of transaction costs		22,947	_		
Proceeds from employee stock purchase plan		14			
Payments on note payable		(6,000)			
Proceeds from note payable, net		2,931	5,886		
Cash paid for tax withholdings on RSUs vesting		(1,092)	· —		
Proceeds from ATM, net		3,788	5,622		
Net cash provided by financing activities	_	22,588	11,508		
Net decrease in cash and cash equivalents		18,516	1,156		
Cash and cash equivalents at beginning of period		7,082	8,137		
Cash and cash equivalents at end of period	\$	25,598 \$	9,293		