



# LEADING A REVOLUTION

In Lead and Lithium Battery Recycling

NASDAQ: AQMS

March 2023



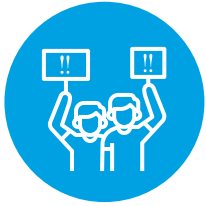
# Disclaimer



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 on the five-acre campus within the expected time or at all; (3) even if we are 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 to smelting 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; (6) the risk that we may not be able to access additional capital, through the sale of our TRIC facilities and equipment or otherwise, as and when needed and (7) those other risks disclosed in the section "Risk Factors" included in our Quarterly Report on Form 10-Q filed on November 3, 2022. 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 best economics and the lowest environmental impact



## Surging demand

EVs, mobile devices, solar storage, everything uses batteries, and demand is only 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 (Li-Ion) recycling methods don't recover Lithium, which costs \$76,000/MT

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

Sufficient cash to reach revenue

Only Li-Ion 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)



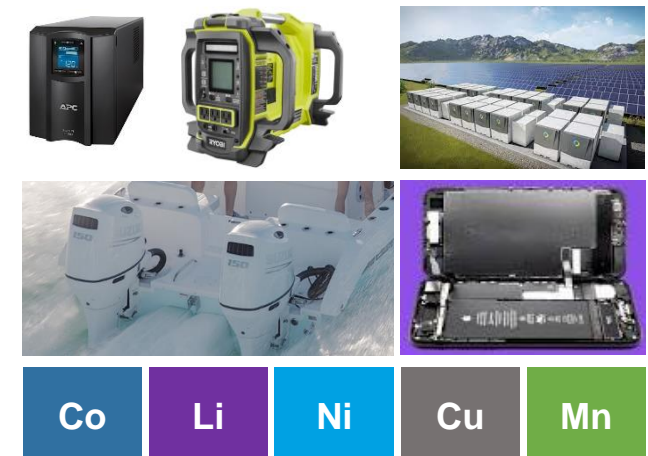
- Most of LABs are used in EVs/cars, forklifts, cranes, data centers and e-bikes
- LAB market is about \$65B globally
- 95% of LABs are recycled, but at massive environmental cost through smelting, one of the top polluting industries in the world
- Typical LAB contains 60 to 80 percent recycled lead and plastic
- LAB market expected to rise at 5.2% CAGR from 2021-2031 <sup>1</sup>



## 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 estimated 15M tons to be retired by 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 2025 <sup>2</sup>
- Global battery demand for lithium and nickel will be 12-13x of the current size, 2x of the current size for cobalt by 2040E. <sup>3</sup>








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

# Expensive, Scarce Components in Li-ion Batteries



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.

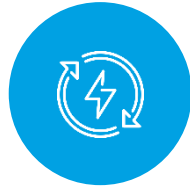
Mineral	Pricing and demand growth <sup>1</sup>	Supply shortfall risks	Geopolitical challenges
<b>COBALT</b> 	<ul style="list-style-type: none"> <li>• <b>Currently \$35,700/MT</b></li> <li>• 9.26% CAGR 2021-2025</li> </ul>	<ul style="list-style-type: none"> <li>• Cobalt market to move into deficit by 2024.</li> </ul>	<ul style="list-style-type: none"> <li>• US sees cobalt a strategic and critical to U.S. security.</li> <li>• More than 2/3s mined cobalt comes from politically sensitive DRC.</li> </ul>
<b>NICKEL</b> 	<ul style="list-style-type: none"> <li>• <b>Currently \$26,000/MT</b></li> <li>• Nickel usage in EV battery sector predicted to increase 62% in 2022; 26% in 2023.</li> <li>• 7.3% CAGR 2021-2028</li> </ul>	<ul style="list-style-type: none"> <li>• Forecasted 196,000 tonne deficit of Class 1 material (Goldman Sachs) in 2022.</li> </ul>	<ul style="list-style-type: none"> <li>• Indonesia a major supplier; converts low-grade ore with high-carbon footprint to LiB quality.</li> <li>• Russia accounts for ~17% of production capacity.</li> </ul>
<b>MANGANESE</b> 	<ul style="list-style-type: none"> <li>• <b>Currently \$2,500/MT</b></li> <li>• High purity manganese needed for Evs.</li> <li>• Predicted 43% CAGR in next 5 years.</li> </ul>	<ul style="list-style-type: none"> <li>• Manganese dioxide is a critical link in the LiB supply chain that is driving EV adoption.</li> <li>• Many battery producers shifting to NMC vs. NCA batteries.</li> </ul>	<ul style="list-style-type: none"> <li>• US is 100% dependent on manganese imports.</li> <li>• China #1 miner and dominates manganese ore and concentrate imports, with 75% of imports.</li> </ul>
<b>COPPER</b> 	<ul style="list-style-type: none"> <li>• <b>Currently \$9,000/MT</b></li> <li>• Estimated 53% CAGR to 2040, driven by the electrification of transport and infrastructure (BNEF).</li> </ul>	<ul style="list-style-type: none"> <li>• By 2027, nearly 600,000 MT of additional copper needed to match EV demand (IDTechEx).</li> <li>• Forecasted deficit of 9M mt by 2030 (BMO). Capital markets), and 14M mt by 2040 (BNEF).</li> </ul>	<ul style="list-style-type: none"> <li>• Supply chain issues at key copper Latin American countries, dearth of new mines.</li> </ul>
<b>LITHIUM</b> 	<ul style="list-style-type: none"> <li>• <b>Currently \$76,000/MT (LiOH)</b></li> <li>• 20.6% CAGR 2020-2025</li> <li>• Lithium use up 4x since 2010 (BNEF).</li> </ul>	<ul style="list-style-type: none"> <li>• Global LI market predicted to move into deficit starting in 2025.</li> <li>• Typically produced as lithium carbonate, requires additional refining.</li> </ul>	<ul style="list-style-type: none"> <li>• China dominates lithium refining. 96% of Australia's exports go to China; largest importer of Chile's lithium carbonate.</li> </ul>

<sup>1</sup> Pricing based on London Metal Exchange, [www.lme.com](http://www.lme.com), and company estimates.

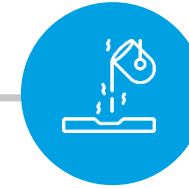
# The Next Generation Recycling Process



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



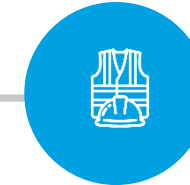
Recovers the high-value metals lost in smelting, and produces high purity products



Proven for LABs and expanding to LiBs



Safer work environment, less hazardous materials

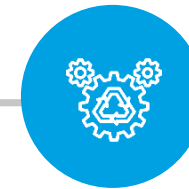


**Strong IP protection:**  
73 global patents  
43 patents pending



**The only recycling process that:**

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

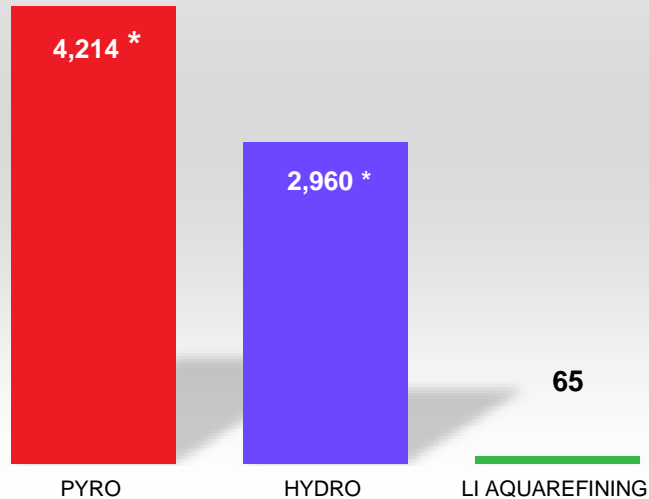


# Game-Changing Environmental Superiority

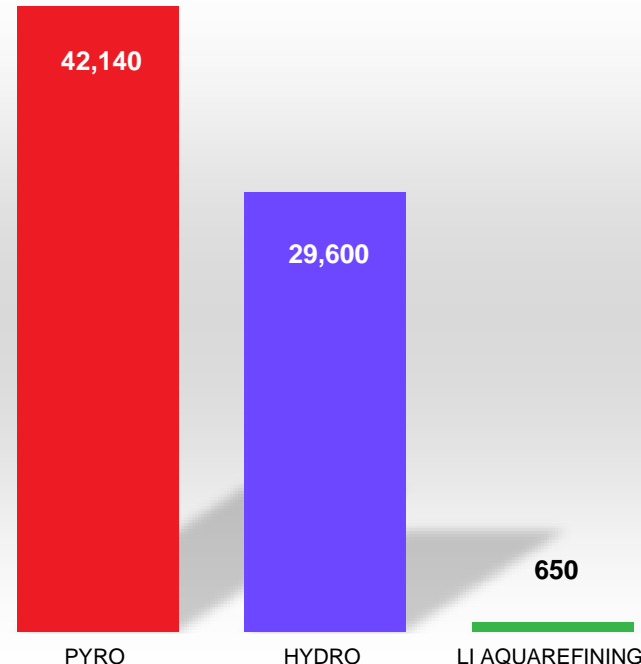


- Aqua Metals' Li AquaRefining technology uses drastically less energy – and is powered by electricity, instead of fossil fuels
- The process also produces markedly less waste than currently proposed solutions
- As we scale lithium recycling, these differences become very stark

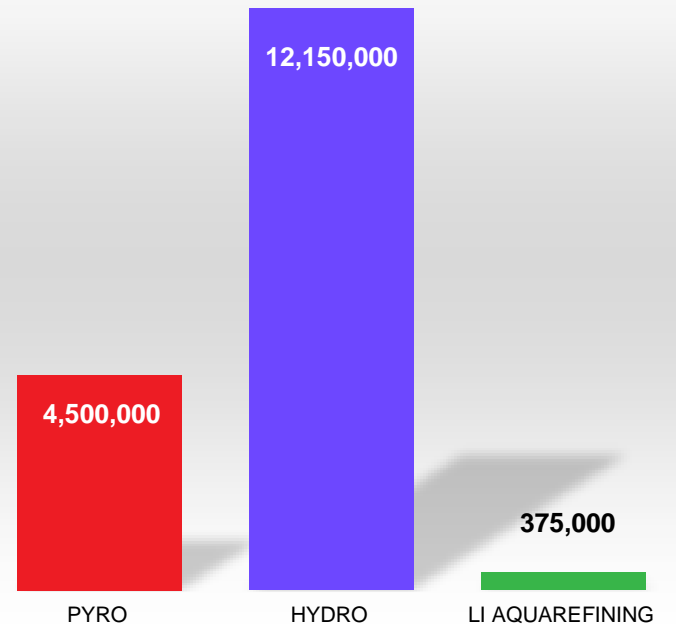
**KG CO2 PRODUCED PER MT OF BLACK MASS PROCESSED**



**MT CO2 PRODUCED ANNUALLY AT 10,000 MT FACILITY**

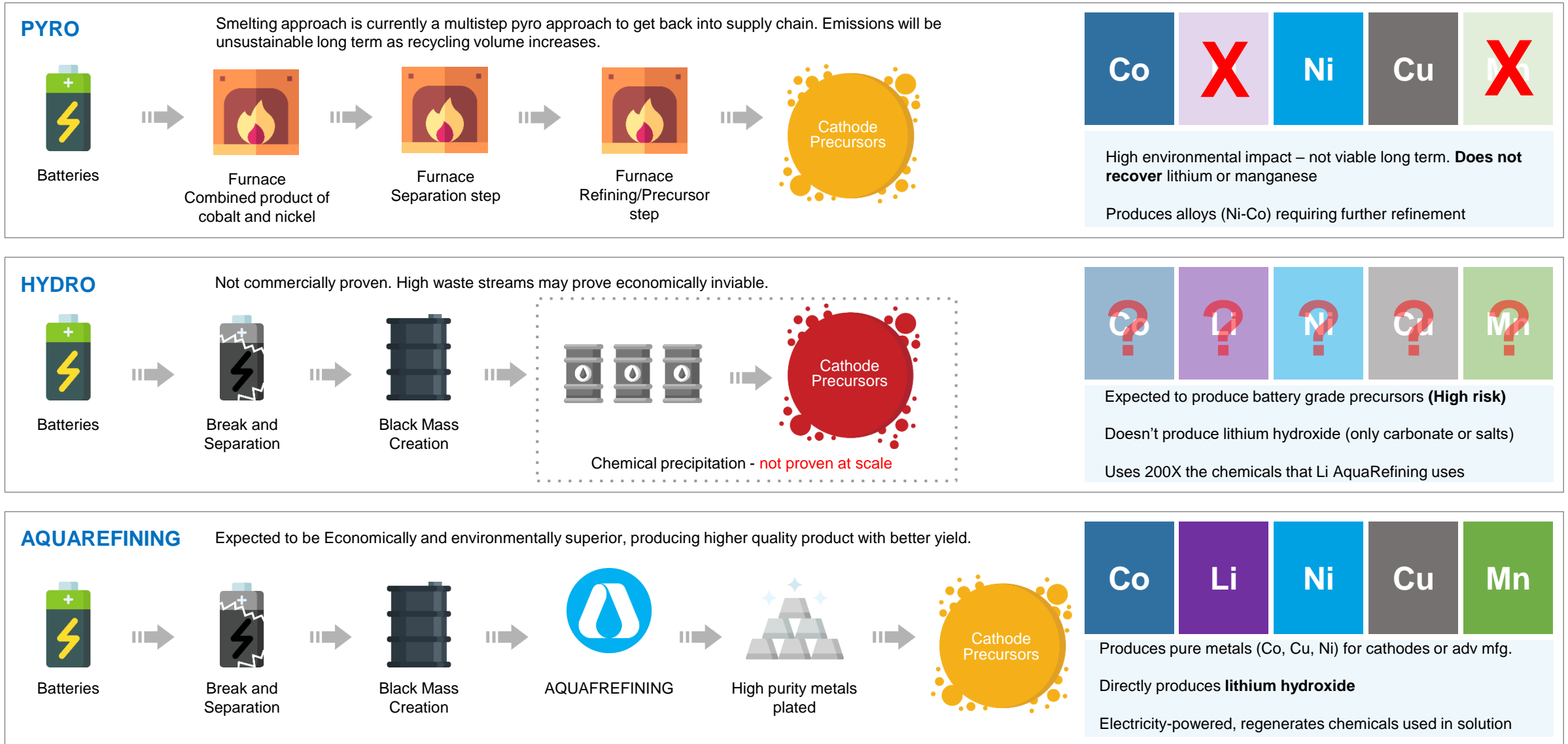


**TOTAL SODIUM SULFATE WASTE PRODUCED PER MT BATTERIES PROCESSED**



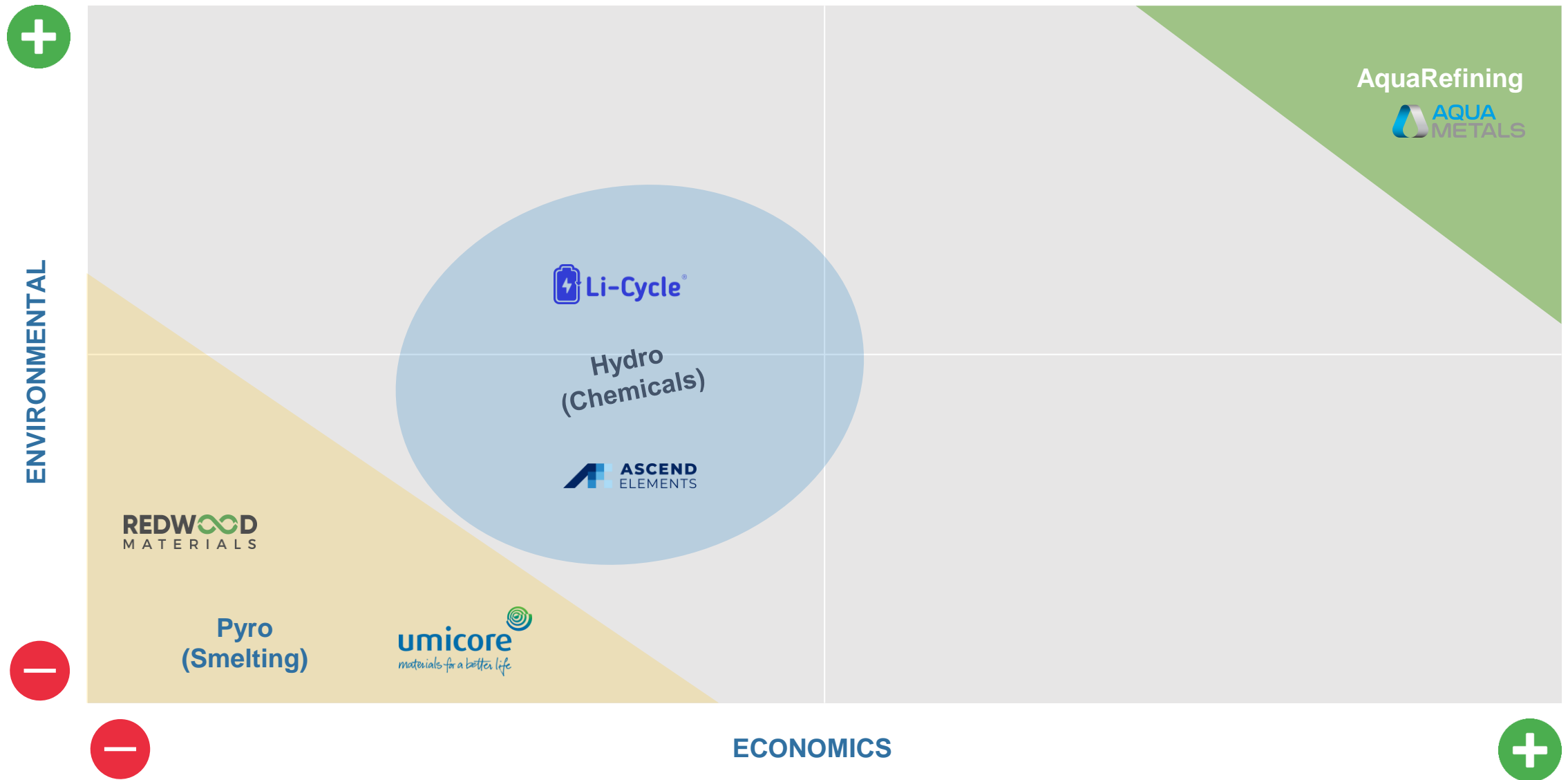
\* Based on Argonne National Labs battery life-cycle model - Everbatt



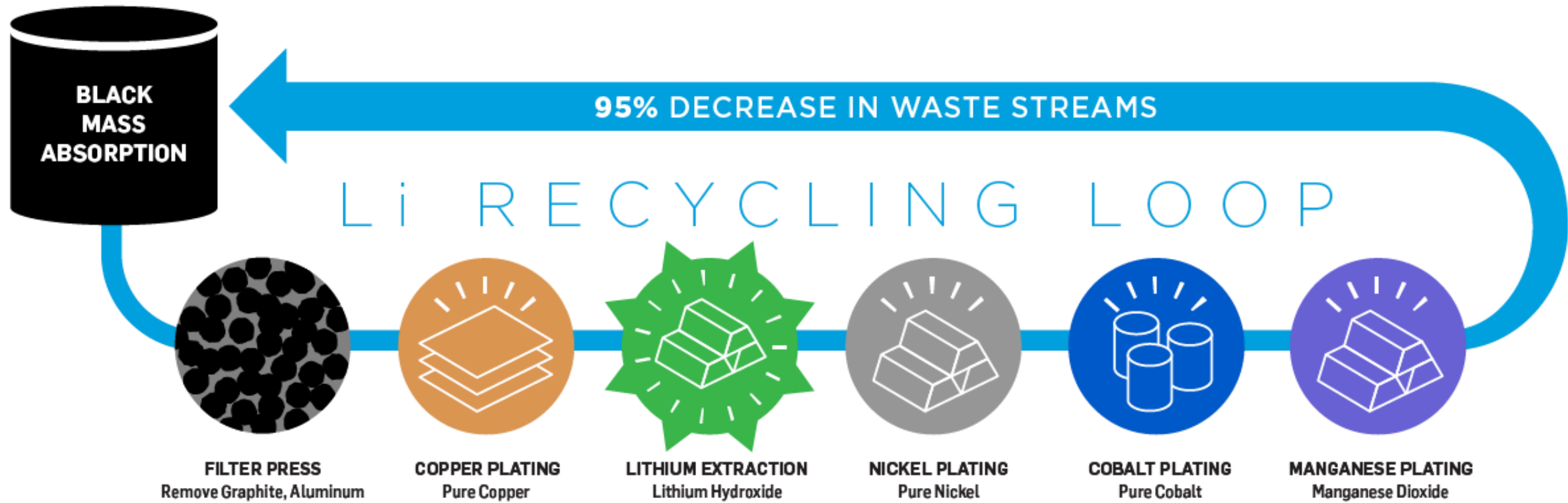




# Competitive Landscape Lithium Recycling



# Li AquaRefining Flexibility



# AQUA METALS: The Only Company To Recover All These Critical Minerals From Black Mass



# AquaRefining's superior advantages



- ✓ ~95% reduction in chemical waste streams compared to standard hydro processes
- ✓ ~96% reduction in carbon reduction compared to standard hydro processes
- ✓ ~99% carbon reduction over pyro
- ✓ Negligible greenhouse gas emissions that we cost effectively offset
- ✓ Produces high purity, high value metals that can be sold into the battery supply chain or metals industry
- ✓ Recovers a higher percentage of the metals from used lithium-ion batteries (cobalt, nickel, copper, lithium hydroxide & manganese)



# Recent Achievements

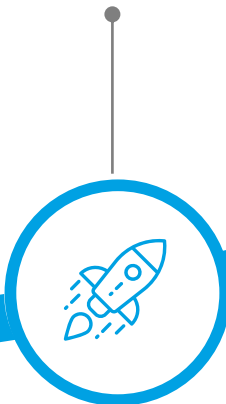
## Proven Bench Scale

Recovered all high-value metals from used LiBs: high purity LiOH, Cu, Ni, Co, and MnO<sub>2</sub>.



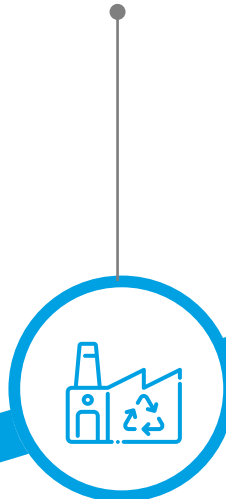
## Pilot Plant

Deployment of first LiB recycling operation in December 2022.



## Scaling Operations

Pilot plant scaling to 24x5 operations and expected to recycle 6-10 tons of LiB black mass per month in 2023.

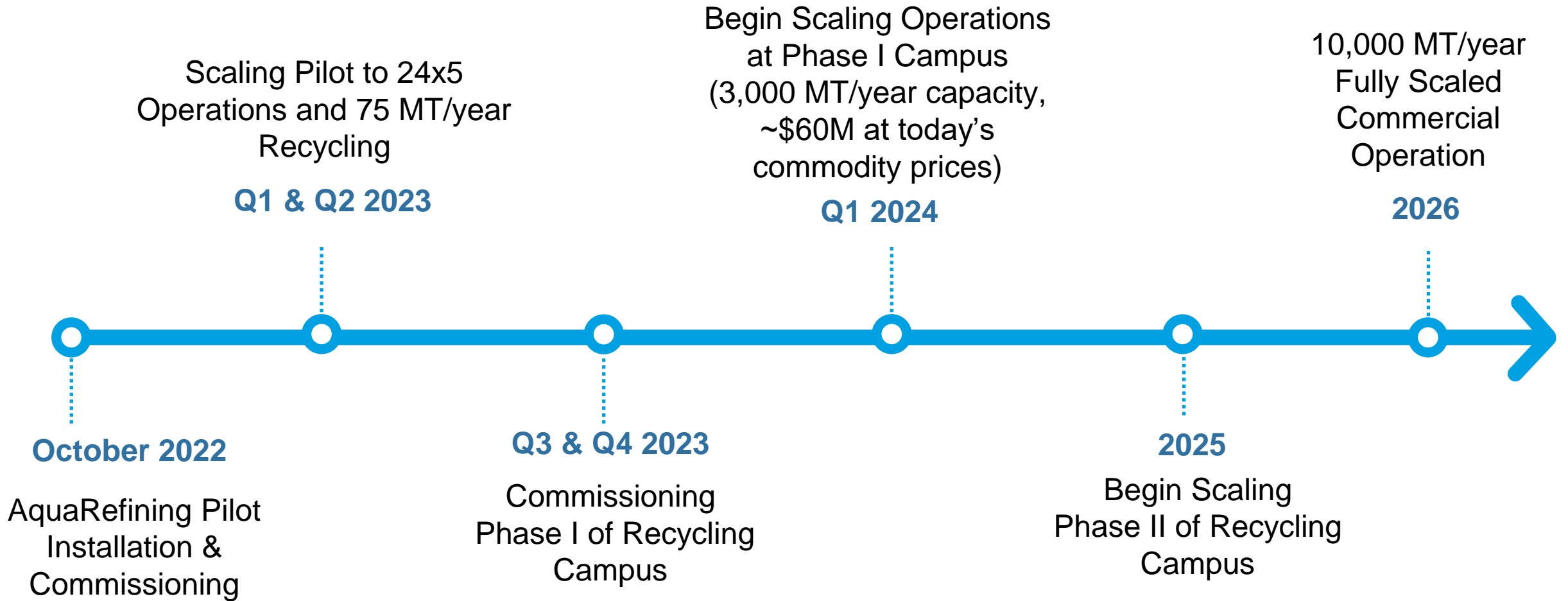


## Commercial Growth

Plans for new phased campus facility (at TRIC) with space for 10,000 t/yr.



# Aqua Metals' Timeline





# Pilot Plant Operational

Only regenerative electro-hydrometallurgy recycler in North America

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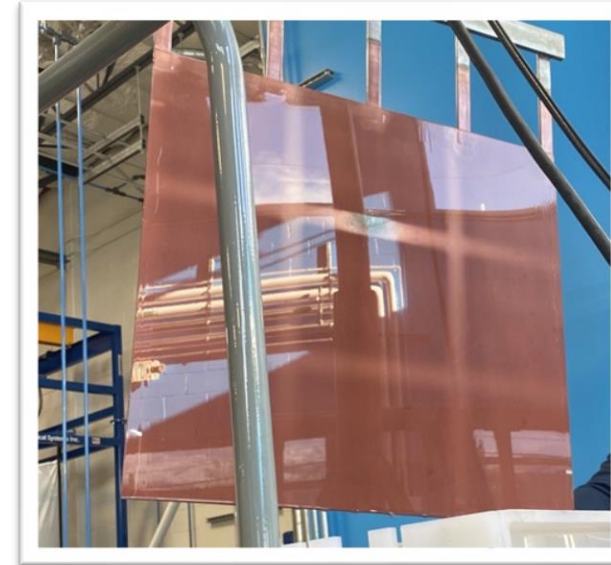
Proven ability to remove valuable materials from black mass; scaling at Pilot facility

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Black mass secured for operations through 2023

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First sustainable LiB recycler - carbon footprint will be <10% of hydro process





# Aqua Metals Converting Black Mass into Revenue



TAM: \$165B based on 7.5M/MT of black mass x \$22,000 of extracted 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)
- By 2030 an estimated 15M tons of LiBs will reach end of life and need to be recycled
- Battery recycling attracting major investments - Redwood, Li-Cycle, Ascend
- Upcoming DOE grant status, awards between \$10M (applied for) - \$100M (applying now through 2Q2023)

## Strategic Partnerships

- Currently in discussions with 10+ EV manufacturers, cell component manufacturers, CAM manufacturers for additional partnerships
- LOI with Dragonfly Energy Corporation to qualify Aqua Metals' lithium hydroxide for use in Dragonfly batteries for its planned solid-state LiB Gigafactory



# ACME Partnership Phase 1 Deployment



- TAM \$350M annual licensing based on ~3.5M MT of lead paste x \$100/MT licensing
- 1st licensee in Taiwan operational
- Pursuing expansion & new licensees



# Phased Development of Commercial Scale Plant



- Five-acre campus designed to ultimately process more than 20 million pounds of lithium-ion battery material annually
- Tahoe-Reno Industrial Center campus at the heart of Nevada's lithium battery supply chain
- Rendering of existing building (lower right) and planned future expansions

# Financials

\$10.9 Million in Working Capital



## As of December 31, 2022

Cash and cash equivalents	<b>\$7.1M</b>
Lease receivable (current)	<b>\$15.5M</b>
Quarterly burn rate	<b>\$2.4-2.6M</b>

## Additional Sources of Capital

Non-refundable LINICO deposit	<b>\$1.25M, paid 10/15/21</b>
Second non-refundable LINICO deposit	<b>\$2.0M, paid 10/25/22</b>
LINICO option to purchase facility	<b>\$12.0M, payoff Alpen for net ~\$6.0M</b>



# 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 high-  
tech 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.

# The future is bright for Aqua Metals



Strong competitive advantages with environmentally friendly and cost-effective recycling process that creates high quality metals



\$18 Billion addressable market in 2025 for both Pb and Li battery recycling for AquaRefining



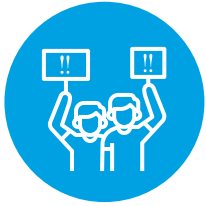
Expanding opportunities through partnerships and government grants, e.g., bipartisan Infrastructure Law with \$3.1 billion in funding for battery manufacturing and recycling



Ability to sell into all markets and work with any recyclers worldwide

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NASDAQ: AQMS

[WWW.AQUAMETALS.COM](http://WWW.AQUAMETALS.COM)

# Appendix

A photograph of four young green seedlings with two leaves each, growing out of a mound of dark brown soil. The seedlings are arranged in a line from left to right, showing a clear progression of growth in size.

# FINANCIAL OVERVIEW



# Consolidated Balance Sheets

AQUA METALS, INC.  
Consolidated Balance Sheets  
(in thousands, except share and per share amounts)

	<b>December 31, 2022</b>	<b>December 31, 2021</b>
<u>ASSETS</u>		
Current assets		
Cash and cash equivalents	\$ 7,082	\$ 8,137
Accounts receivable	12	269
Lease receivable, current portion	15,527	920
Inventory	278	123
Assets held for sale	47	2,633
Prepaid expenses and other current assets	263	356
Total current assets	<u>23,209</u>	<u>12,438</u>
Non-current assets		
Property and equipment, net	7,343	2,367
Intellectual property, net	461	640
Investment in LINICO	2,000	1,500
Lease receivable, non-current portion	—	15,528
Other assets	489	796
Total non-current assets	<u>10,293</u>	<u>20,831</u>
Total assets	<u>\$ 33,502</u>	<u>\$ 33,269</u>
<u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>		
Current liabilities		
Accounts payable	\$ 1,075	\$ 685
Accrued liabilities	1,780	3,005
Building purchase deposit, current portion	3,250	—
Lease liability, current portion	307	388
Note payable	5,899	—
Total current liabilities	<u>12,311</u>	<u>4,078</u>
Building purchase deposit, non-current portion	—	1,328
Lease liability, non-current portion	275	330
Total liabilities	<u>12,586</u>	<u>5,736</u>
Commitments and contingencies (see Note 15)		
Stockholders' equity		
Common stock; \$0.001 par value; 200,000,000 shares authorized; 79,481,751 and 70,416,552 shares issued and outstanding as of December 31, 2022 and December 31, 2021, respectively	79	70
Additional paid-in capital	220,114	211,309
Accumulated deficit	(199,277)	(183,846)
Total stockholders' equity	<u>20,916</u>	<u>27,533</u>
Total liabilities and stockholders' equity	<u>\$ 33,502</u>	<u>\$ 33,269</u>



AQUA METALS, INC.  
 Consolidated Statements of Operations  
 (in thousands, except share and per share amounts)

# Consolidated Statement of Operations

	Year ended December 31,	
	2022	2021
Product sales	\$ 4	\$ 173
Operating cost and expense		
Plant operations and clean up	3,959	7,017
Research and development cost	1,813	933
General and administrative expense	9,815	9,688
Total operating expense	15,587	17,638
Loss from operations	(15,583)	(17,465)
Other income and expense		
Insurance proceeds net of related expenses	—	4,794
Impairment expense	(579)	(545)
PPP loan forgiveness	—	332
Gain (loss) on disposal of property and equipment	596	(5,665)
Interest expense	(125)	(21)
Interest and other income	262	379
Total other income (expense), net	154	(726)
Loss before income tax expense	(15,429)	(18,191)
Income tax expense	(2)	(2)
Net loss	\$ (15,431)	\$ (18,193)
Weighted average shares outstanding, basic and diluted	75,811,034	70,002,180
Basic and diluted net loss per share	\$ (0.20)	\$ (0.26)



AQUA METALS, INC.  
Consolidated Statements of Cash Flows  
(in thousands)

# Consolidated Statement of Cash Flows

	<b>Year ended December 31,</b>	
	<b>2022</b>	<b>2021</b>
Cash flows from operating activities:		
Net loss	\$ (15,431)	\$ (18,193)
Reconciliation of net loss to net cash used in operating activities		
Depreciation	882	1,140
Amortization of intellectual property	179	180
Fair value of common stock issued for consulting services	19	225
Stock-based compensation	2,255	2,201
Fair value of common stock issued for director fees	21	—
Amortization of deferred financing costs	13	—
Inventory NRV adjustment	—	146
Loss (gain) on disposal of property and equipment	(596)	5,665
Forgiveness of PPP loan	—	(332)
Impairment of equipment	579	545
Changes in operating assets and liabilities		
Accounts receivable	120	(237)
Inventory	(155)	822
Prepaid expenses and other current assets	93	345
Accounts payable	22	8
Accrued liabilities	1,428	378
Other assets and liabilities	(497)	(508)
Net cash used in operating activities	<u>(11,068)</u>	<u>(7,615)</u>
Cash flows from investing activities:		
Purchases of property and equipment	(4,771)	(2,350)
Proceeds from sale of equipment	1,760	275
Equipment deposits and other assets	91	79
Investment in LINICO	(500)	(232)
Net cash used in investing activities	<u>(3,420)</u>	<u>(2,228)</u>
Cash flows from financing activities:		
Proceeds from note payable	5,886	—
Lease of building	920	553
Proceeds from exercise of stock options	—	728
Proceeds from ATM, net	6,519	10,166
Proceeds from employee stock purchase plan	108	—
Net cash provided by financing activities	<u>13,433</u>	<u>11,447</u>
Net increase (decrease) in cash and cash equivalents	(1,055)	1,604
Cash and cash equivalents at beginning of period	8,137	6,533
Cash and cash equivalents at end of period	<u>\$ 7,082</u>	<u>\$ 8,137</u>