

# The future of potash

Leading The Way To Sustainable Food Security

> TSXV:GSP AIM:GSP

March 2023



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The information contained in this Presentation identifies additional factors that could affect the operating results and performance of the Company. Assumptions about the performance of the Company are considered in setting the business plan for the Company and in setting financial targets. Key assumptions include that the Company will successfully develop the Tugaske Project, the Company will be able to negotiate and implement satisfactory financing arrangements for the Tugaske Project, the Debt Facility and the special purpose vehicle (Kclean Potash), that the Company will utilize the expected use of proceeds from its various financing activities as described herein; one of the two triggering events will occur with respect to the two potash production royalties with respect to the approximately 72,000 acres of crown mineral leases in the Province of Saskatchewan, KL 244 and KL 245, the Company will be able to negotiate and finalize the ownership structure of the Tugaske Project and demand for products of the Company will remain stable and that the Canadian and other markets in which the businesses are active will remain stable. Should one or more of the risks materialize or the assumptions prove incorrect, actual results, performance or achievements of the Company may vary materially from those described in forward–looking statements.

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### Outline

Section 1: Global Agriculture Demand Preferences are Changing

Section 2: Gensource Approach To Potash

Section 3: Tugaske Module

**Section 4: Economics & Next Steps** 



### Food production and required potash





### Global demand is regulatory driven as LCFS are enacted

Low Carbon Fuel Standards are having a significant impact on all industries

More North American jurisdictions are following California's aggressive LCFS programs as regulations require the use of low-carbon fuels such as biofuel positively impacting potash demand

Global consumers are demanding lower carbon intensity products and more transparency

This shift is having rapid consequences. New and existing potash producers need to adapt!



Carbon intensities based on composite of gasoline and diesel fuels

#### Decarbonization is Accelerating



### Gensource highlights – Gensource's first step to 3 Million Tonnes



#### ATTRACTIVE GLOBAL POTASH DYNAMICS

- Growing global population needs
  more food
- As a key constituent of fertilizer, potash is a growing market



#### **EFFICIENT EXTRACTION METHOD**

- Potash production designed to produce no tailings or surface brine ponds and be powered by low-carbon energy
- Opportunities being investigated to deliver net-zero potash



- Renewable take-or-pay off-take agreement
- Delivers vertically-integrated potash, expected to reduce market risk



#### OUR FIRST MODULE IS 'SHOVEL-READY'

- Proven development partners for construction
- Full-scale construction ready to begin at Tugaske project; a Tier 1 mining jurisdiction
- Strong financial partners with lenders KfW IPEX-Bank & Société Générale underwriting in Senior Debt Facility<sup>1</sup>



#### SCALABLE, LOW-COST PRODUCTION

- Projected to be on the lowest end of the global cost curve delivered to the market
- Estimated Tugaske plant site operating costs of C\$ 85.08/tonne
- Scalable modules that is expected to be replicable in any appropriate potash ore deposits



#### **ROBUST RETURNS**

- Forecasted IRR: 21.37%, NPV8 C\$647M at 250,000 t/y on first Tugaske Module alone<sup>2</sup>
- Forecasts based on 20-year low potash price



### Section 1 – Global Agriculture Demand Preferences are Changing

Be the change that you wish to see in the world.

- Mahatma Gandhi

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### Why Gensource? - Feeding the world requires more potash



### 10 Billion

An estimated global population of ~10 billion in 2050 will significantly increase demand for food<sup>1</sup>

And as the world's rising middle class is consuming more protein<sup>1</sup>, the pressure on agriculture to produce sufficient food is increasing



### 100 Million

Potash (or "KCI") is a necessary component in fertilizer that helps produce healthier soil, larger product yields and strengthen drought resiliency

As urbanization, environmental degradation, and nature preservation claim more land use, the shrinking proportion used for agriculture needs to produce more



## Why Gensource? - Potash mining requires real advancement to be sustainable



### 0.18 Hectares

Estimates suggest we could see a decline of per capita arable land to 0.18 hectares by 2050 (0.18 hectares is just over 40m x 40m).



### 1.3B Tonnes

All conventional potash mines produce salt tailings. 1.3B tonnes is the approximate amount of salt brought to surface since potash mining began in Saskatchewan alone.

"There is pressure on existing arable land to produce more food using technologically advanced fertilizers\_in a sustainable way." Fertilizers Market - Growth, Trends, COVID-19 Impact, and Forecasts (2022 - 2027)



### Current extraction and distribution methods are unsustainable

**Conventional Potash Extraction Problems** Producing potash is carbon-intensive, water-intensive and leaves behind large amounts of waste in the form of salt tailings piles.



Monte Kali, enormous 250 meter tall tailings pile covering 93 hectares with over ~188 million tons of salt in Heringen, Germany

Saskatchewan has 11 operating mines each with their own salt tailings. How do these tailings get decommissioned?

**Conventional Potash distribution supply chain** Potash is predominantly sold on wholesale markets, which means that there's also a significant carbon footprint associated with each tonne of potash in terms of travel to where it's used.





### Saskatchewan, Canada -First stop on global food security highway

In emerging economies, demand for protein is growing rapidly due to urbanization and rising incomes.

Canadian ingredients and food have a reputation of safety, quality and trustworthiness. In 2021, Saskatchewan exported \$17.5 billion in agri-food products alone.

Saskatchewan has 50% of global potash resource, but only 30% of global demand. We can do so much more.



#### SASKATCHEWAN'S SHARE OF WORLD EXPORT MARKET

CANADA'S SHARE OF WORLD POTASH DEMAND



### Section 2 – Gensource Approach To Potash

To be interested in food but not food production is clearly absurd.

- Wendell Berry





## Potash with purpose starts with Gensource – Direct Supply Access



#### OUR VISION

Achieve food security by supplying the world with a key macronutrient at an affordable cost within an open, transparent, and sustainable environment.



#### **OUR MISSION**

Create a series of independent, scalable, and environmentally sustainable potash production facilities in Saskatchewan and the world.



#### OUR VALUES The core priorities for Gensource are integrity, openness and forthrightness, innovation and social responsibility.



### Gensource's business model stands on 3 pillars

#### TECHNICAL ADVANCEMENT

Construct clean, scalable, efficient and sustainable mines. Our production methods have less impact on air, water and land with no salt tailings or brine ponds



#### VERTICAL INTEGRATION

We streamline the supply chain by partnering with the end-user – the agricultural producer. This allows us to achieve optimal efficiency and value for all stakeholders

#### DIVERSITY

We aim to be an agent of positive social change and decrease inequalities across our company, value chain and communities. Our diversity goals also extend to the end-user where 'one-size fits all' doesn't apply



### Our clean, efficient extraction and processing method



By using selective solution mining, we are deploying more efficient and environmentally prudent mining techniques.

Gensource does not create salt tailings as a result of the extraction process

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### Indigenous partnerships within our community

- We see vast opportunities in the decades ahead by building mutually beneficial relationships with Aboriginal communities
- Our priority is to work with community leaders so that Indigenous peoples have access to jobs, training and education opportunities
- Through trust and goodwill, the Nekaneet First Nations have made a significant investment in our business in the most recent financing

We are all treaty people and believe our business should reflect the diversity of our operating communities





### Gensource aims to extract potash with a materially lower environmental impact compared to conventional extraction methods

Our planned selective extraction method injects a hot salt (NaCl) brine into horizontal caverns in the ore body, to selectively dissolve KCl leaving salt in place. The KCl-rich brine is then processed (KCl 'drops out' through cooling crystallization) and the NaCl brine is reheated and re-circulated back to the cavern to repeat the process. This clean approach is expected to have less impact on air, water, and land.



#### POTENTIAL FOR NET-ZERO

Power planned to be self generated at site using biodiesel, not grid coal. A Gensource module is expected to avoid up to 24,000 tonnes/year of C02 emissions resulting in lower air pollution.

For the long term, Gensource is investigating pyrolysis waste-to-energy process that can sequester carbon and provide fuel to Gensource.



#### WATER

A Gensource module is designed to use up to 75% less water per tonne of potash produced than conventional solution mining methods and the ability to use a brackish water source can reduce freshwater usage even further.



#### LAND

With no salt tailings, no brine ponds and a compact modular facility, a Gensource module is expected to use significantly less land than conventional potash production.



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### Section 3 – Tugaske Module

Our approach is modular. Our goals are big.

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## Tugaske is designed to deliver straight to the end-user through off-take with HELM

- Gensource has been working directly and transparently with our partner, HELM, since the start of the Tugaske Module
  - HELM and Gensource have completed an off-take agreement where HELM will purchase 100% of the intended production from the Tugaske Module and market directly to its customers using its own infrastructure.
  - Among the largest fertilizer distributors in US (complete with infrastructure)
  - Have participated in large methanol and other fertilizer projects in the past





of planned Tugaske Module production is already sold to HELM

#### Key Points:

- Take or pay provisions
- Initial 10-year term
- Term exceeds financing tenor
- Option to renew
- Right of first refusal for the offtaker to purchase any additional tonnes produced at the Tugaske Project
- Realized prices and costs will be transparent to both parties, with provision for audit

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### High quality asset

#### Massive potash deposit, readily available to support multiple modules of production

- Located in south-central Saskatchewan, a potash-rich area, only 360 km north of the US-Canada border
- Over 80,000 acres of Crown Mineral Lands available for potash mining (Saskatchewan Government Potash Leases KL244, KL245 and SMP 200)
- No complex geology or chemistry
- Cultivated, flat, agricultural land, with minimal environmental sensitivities
- Central to all infrastructure including roads, rail, water, and power
- Multi-generational mine life (58+ years based on Patience Lake sub-Member Mineral Reserve only)

#### N1 43-101 Compliant Resource

#### 14.5 MMt Proved & Probable and 287 MMt Measured and Indicated





### Capacity for multiple modules. 3M tonnes annual production



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### Tugaske module highlights

Designed minimum production of 250,000 metric tonne per annum of saleable MOP using the planned selective solution extraction method

### Technically and economically robust project design

 Combining tested extraction methods, processing techniques and an in-place off take partner results in robust forecasted economics

### Bankable Feasibility Study completed in 2018 and updated in October 2021

- Technical and economic feasibility of the Tugaske Project confirmed
- 56-year planned mine life based on proven and probable reserves and centuries of measured and indicated

#### Critical infrastructure already in place

- Located on or very close to
  - Road and rail access
  - Natural gas, power and water
- Saskatchewan is well set-up for potash production and movement

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#### Environmentally and socially responsible

- Leaves no tailings on surface (minimizing decommissioning risk)
- Requires no brine ponds (eliminating significant environmental issues) while decreasing decommissioning risk
- Small physical footprint (eases public concern/social risk)

#### Fully permitted and shovel ready

- Saskatchewan Ministry of Environment determined no Environmental Impact Assessment (EIA) was required due to the Tugaske Project's negligible environmental impact
- The project was determined to be 'not a development' because it does not trigger the need for an EIA

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### Located near the US-Canada border

#### **Our Target Market is Right in Our Backyard**

Five core regions account for 60% of total US muriate of potash ("MOP") consumption





#### EFFICIENT DELIVERY SYSTEM

HELM's fertilizer business is firmly established in key agricultural markets across the US



#### NO HUB & SPOKE

Distribution model ensures customers receive products direct from the mine gate, minimizing transport-related emissions

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Gensource's planned modular approach is to develop all its leased area to produce up to 3M tonnes: a scalable and replicable method that is designed to have a lower carbon and physical footprint

Gensource believes its methods will allow it to create a series of independent, scalable and environmentally sustainable potash production facilities. Each is designed to produce 250,000 – 270,000 t/year of potash.

#### LOWER LAND IMPACT

Our projects are designed to be 1/10th the size of a traditional potash project.

Designed to use less surface land and place a small demand on shared utilities, such as local infrastructure.

#### LONG-TERM EMPLOYMENT

We believe our projects will complement rural communities by providing long-term employment opportunities and by placing less pressure on surrounding agricultural lands.





### Our modules are a fraction of a conventional mine footprint



Source: Google Earth, modified by Gensource

Traditional Potash Mine Footprint (in red) vs. Gensource Footprint (in green)



Gensource Module Plant Site: ~ 400m x 400m (2 x 250ktpa)



## Section 4 – Economics & Next Steps

Our approach is modular. Our goals are big.

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### Tugaske anticipated to be a low-cost supplier

#### Average Retail Potash Price (Feb 2023) – US\$742/tonne



Source: Argus Consulting, DTN LLC, CIBC World Markets, Gensource Potash – NI 43-101 Technical Report

Tugaske potash is expected to be delivered within the lowest quartile cost of potash sold in the Cornbelt. Tugaske expected to also benefit from geographic proximity and logistics advantages owing to shorter distances to market



Source: NI 43-101 Technical Report Summarizing the Tugaske Project, Saskatchewan 2021. Report available on SEDAR \* Does not include Sask. Royalties or Sask. Surcharge

The next slides in this Presentation contain "financial outlooks" for the purposes of applicable Canadian securities laws. These financial outlooks are qualified by the cautionary statements under "Caution Regarding Forward-Looking Statements" at the start of this Presentation.

### Tugaske Project:

### **Progress To Date**

- ✓ Land secured
- ✓ Bankable Feasibility Study finished
- Environmental approval received
- Development permit received
- ✓ Offtake secured
- ✓ Debt financing due diligence completed
- Debt financing approved
- Establishing major contracts

### Work Underway/Next Steps

- Complete Gensource equity raise
- Project sanction and ramp-up to full execution
- BEGIN CONSTRUCTION!





### Growth pathway to becoming a 3 million tpa producer



Source: Management Estimates, (price curve reflecting current potash price).



### The opportunity summarized





EFFICIENT EXTRACTION METHOD



10-YEAR OFF-TAKE AGREEMENT SECURED



OUR FIRST PROJECT IS 'SHOVEL-READY'



EXPECTED SCALABLE, LOW-COST PRODUCTION



ROBUST FORECASTED FINANCIAL RETURNS



### Public market overview

Capitalization (C\$ millions, except per share amounts)

#### Share Price Performance (52 Weeks)

Shares Outstanding (mm)	438.7
Market Capitalization	\$57.0M



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