

**ASX Quarterly Report**  
**For the Quarter Ended 30 June 2020**

**SALES DURING THE QUARTER**

	<b>Sales 30 Jun 2020 A\$000's</b>	<b>Sales 30 Jun 2019 A\$000's</b>	<b>Sales % Change</b>
<b>EdenCrete®</b>	<b>377</b>	<b>212</b>	<b>+78%</b>
<b>OptiBlend®</b>	<b>233*</b>	<b>153</b>	<b>+53%</b>
<b>Total</b>	<b>610</b>	<b>364</b>	<b>+68%</b>

\*These figures do not include an OptiBlend® order for US\$127,571 (A\$191,250) that Eden India received from Nigeria during the quarter, which will be included in the September 2020 quarterly.

**HIGHLIGHTS**

During the quarter there was some lessening of COVID 19 restrictions for businesses, but not at a rate that would have allowed sales that we had expected, based on the growth that started to occur prior to the start of COVID 19 restrictions. Full re-opening appears to be delayed well into the second half of 2020, or even into 2021.

Overall, the impact of COVID 19 was that it slowed our new customer growth, and progress with new relationships that had just entered into planning and batching programs. This further delayed completion of test programs that look promising. For the moment, schedules seem to be coming back around and progress is slowly picking up from where it left off.

To engage new leads during COVID 19 and beyond, the EdenCrete Virtual Presentation Series was launched across our social media platforms; attendance continues to increase and has done so by 100% with each of the first 3 presentations.

Increasing interest in, and market adoption of, Eden's Liquid Carbon Fibre Mix that encourages ready mix companies, concrete contractors and others to develop standard concrete mixes incorporating EdenCrete® products, continues to grow.

# EdenCrete®

## USA

### Overview

**In spite of ongoing restrictions due to the COVID 19 pandemic, encouraging growth continues in the number of new and repeat customers and the number of US States where EdenCrete® sales and/or trials have occurred or are planned.**

### US Concrete Market Growth

- Eden US joins American Concrete Association (ASA) as a Sustaining Corporate Member; great opportunity for outreach to the shotcrete business community
- The Liquid Carbon Fibre Mix marketing initiative to encourage concrete companies, including ready mix companies, concrete contractors and others continued to gain momentum
- 41 companies in 9 States are now using EdenCrete® products for various applications or specifying its use in projects.
- 17 of these companies used or first specified EdenCrete® products for the first time in 2020.
- 19 of these companies have bulk EdenCrete® storage and dispensing equipment installed in a total of 22 plants, spread across the 9 states.
- These 41 companies using EdenCrete® products comprise:
  - 27 ready mix companies in 9 States using EdenCrete® products;
  - 6 shotcrete operators in 2 States;
  - 4 contractors;
  - 2 precast concrete manufacturers; and
  - 2 engineering consultants.
- 16 potentially new customers that own approx. 290 concrete plants in 6 States are awaiting trials when lockdown restrictions are lifted."

### Regional Progress

#### Georgia

##### GDOT/FHWA Projects

##### GDOT Fiscal Year 2020-21 (1 July 2020 - 30 June 2021)

- During the quarter the GDOT budget for Funded Repairs Budget for FY2020/2021 of US\$9,463,820 was announced.
- Estimated value of EdenCrete that will be required is \$237,500

##### FHWA/GDOT funded project for 2020-21 (funded & approved for construction)

- The first Federal Highway Administration/ GDOT funded project for FY2020/2010 was announced:
  - 4.96 miles PCC I-75 CR 2993/Walt Stephens Rd. to SR 54
  - Contract Budget: US\$12.5 million- approx.7000 cubic yards (CY) of concrete
  - Anticipated EdenCrete® requirement - 14,000 gals - US\$350,000
  - Proposed Letting Date: July 2020

## **Non-DOT/Private Sector Opportunities**

### **Liquid Carbon Fibre Mix (EdenCrete® marketing initiative)**

- 5 residential/ commercial concrete contractors interested
- 2 trials approved with two Ready Mix companies
- 3 Ready Mix companies developing or selling proprietary EdenCrete® mixes

### **Marine Concrete Mix Development**

- Pre-cast company planning trials for reduction in chloride permeability, comparing using EdenCrete® with stainless steel for corrosion resistance benefits.
  - Cost variation: EdenCrete® US \$48/linear ft vs Stainless Steel US\$180/linear ft
- Ready mix company participating in marine mix development with Eden US for east coast customers applications– goals are to simplifying the mix and provide greater performance at equal or better cost

### **Georgia Ports Authority (GPA)**

Following the successful completion of trials of in February 2020:

- EdenCrete® named in first GPA project (500 CY of concrete) – date for the project not yet determined.
- Further trials planned, including chloride permeability, ASR mitigation, freeze/thaw protection, chemical scaling resistance and shrinkage reduction.

### **Warehouse Projects in Savannah area**

High sulfate soils in the Savannah region of Georgia, to which footings/slabs are exposed causes significant problems with long t Exposure of footings/slabs to erm durability of the conc Exposure of footings/slabs to rete. This area is experiencing rapid growth, particularly in warehouse/ container storage for large logistics operations due to the volume of containers entering and leaving the Port of Savannah, the third busiest container port in the USA, and which is planning a major expansion program over the next 8 years.

As a consequence:

- A large amount of additional warehousing is required to be built; and
- EdenCrete® to be trialled as a solution.
- Significant potential for substantial sales if trials are successful.

## **South Carolina**

### **Warehouse Projects in Graniteville, SC**

During the quarter a 5000 cubic yard project completed for an outdoor slab using a combination of EdenCrete® and EdenCrete Pz®.

- It was installed by a repeat General Contractor who has recommended and managed multiple projects using EdenCrete®.
- The project involved 2 different ready mix companies supplying the concrete, due to the size of the project, exposing more ready mix customers to regular EdenCrete® use.

### **Septic Station**

- EdenCrete® specified in a small, forthcoming project. This is the first project using EdenCrete® in Charleston, SC.

### **Waste Water Treatment Plant Trial**

- 4500 CY of concrete required
- Opportunity to use EdenCrete® for permeability reduction, ASR mitigation ( from low grade aggregates), moisture migration
- EdenCrete® will participate in trials

## Colorado

### Denver Ready Mix Sales

- Tanks and dispensing systems installed into 2 plants for the same ready mix operator, including one plant with large concrete volume output.
- 4 storage/ dispensing systems now installed with same operator.
- Another ready mix operator also has EdenCrete® dispensing units installed in 4 plants and a second company has two such plants.
- Additional Denver ready mix plants are expected as customers over next year.
- A number of contractors are now specifying EdenCrete® in their concrete mix designs.
- Regular and increasing number of repeat orders in greater Denver area.

## Illinois

### Successful Pump-ability Trials

- Early in March 2020 a ready-mix operator that has operations in three Mid-West States, completed encouraging preliminary tests on a high-rise project in Chicago, testing the comparative vertical pump-ability of EdenCrete® concrete.
- EdenCrete® enabled a very low slump, very high strength concrete mix to be pumped significantly higher than could be achieved with the identical mix without EdenCrete® added. Further trials were immediately planned.
- Three days after this first trial, COVID 19 lockdown restrictions were imposed in Chicago and further testing has not yet been possible, but is intended to commence as soon as these restrictions are lifted.

## Kansas

### New Concrete Contractor Wichita, KS – Potential New Customer

- EdenCrete® trial for permeability reduction to meet KDOT specifications is in progress
- Potential markets –KDOT, infrastructure, residential, commercial building
- Additional trials planned

### New Ready Mix Company- Wichita, KS – Potential New Customer

- EdenCrete® evaluation for possible 100mm overlay in large parking garage
- EdenCrete® trial for abrasion resistance and permeability reduction is in progress
- Potential markets – KDOT, infrastructure, residential, commercial building

## Massachusetts

### High Strength Mix Development for Potential New Ready Mix Customer

- Preliminary trials undertaken by, and follow-up discussions completed with, a ready mix company planning to develop a proprietary high strength concrete mix.
- Trials in the operator's laboratory delayed due to COVID 19 restrictions.
- Trials now planned for second week in August 2020

## **Michigan**

### **Potential New Ready Mix Customer**

- Preliminary laboratory testing being undertaken at Eden's Colorado and
- Once completed, testing will be repeated in the operator's laboratory.
- Potential applications- MDOT Applications and Warehouse Floors

## **Mississippi**

### **Potential New Concrete Materials Customer**

- Positive preliminary testing completed in Eden's Colorado plant as first step towards developing a liquid fibre concrete mix
- Potential markets – Heavy industrial, commercial warehouse, MDOT, residential

## **New York**

### **United Transit**

- United Transit, a ready mix supplier for low-rise and mid-rise buildings, that uses a proprietary EdenCrete® mix, has been re-supplied with EdenCrete® after a long period when this was not possible due to COVID 19 restrictions.

## **North Carolina**

### **Improved Durability and Pump-ability**

- Trials are presently being arranged with 3 contractors who have issues with poor durability and/or pump-ability. It is anticipated these trials should be completed by mid- July 2020.

## **Ohio**

### **A Number of Successful Trials in Ohio for High Early Strength and Enhanced Durability**

- Several successful recent trials were conducted in Ohio with a large ready mix operator that has developed a liquid carbon fibre mix and another mix for enhanced durability and high early strength for Ohio DOT applications.
- The first trial, with a concrete contractor on a driveway using the liquid carbon fibre mix, delivered enhanced finish-ability and led to the concrete contractor immediately ordering the same mix the next day for a second driveway project.
- A similar successful trial on a driveway was conducted by another contractor.
- A mid-sized commercial and residential concrete contractor also trialed the same mix on an interior floor in an animal shelter, and the enhanced performance of the mix, resulted in this contractor also placing an order for the same mix the following day on an interior slab.
- A different mix, developed for ODOT projects for high early strength, full depth slab replacements was trialed on a 9.5 CY full depth slab replacement for a local municipality. All parties were impressed with the finish-ability of the mix, and the durability of concrete will now be monitored over the winter and compared with the performance of a standard ODOT mix. It is intended to submit this EdenCrete® enhanced mix to ODOT for approval.

## **Texas**

### **Texas DOT Opportunities**

- Discussions with two shotcrete operators for testing for DOT shotcrete applications.

- TXDOT advised that pump-ability issues with shotcrete made with manufactured sand are being encountered. Once initial field trials are completed, field demonstrations of the superior pump-ability that EdenCrete® delivers will be undertaken with other shotcrete operators.

#### Texas Commercial Opportunities

- Testing underway with a ready mix company that has achieved encouraging early strength results in a proprietary mix.
- Another ready mix operator also looking at similar trials.
- Testing by another company planned when COVID 19 restrictions permit, for use of EdenCrete® in grouts, mortar and 3D concrete printing.
- Field trials being arranged by a large engineering group involving polished concrete school classroom floors that are prone to cracking.
- Following successful presentations to several general contractors in the Dallas area, field trials are to be scheduled when suitable.

#### Utah

##### Utah Market Growing

- Two ready mix plants and one shotcrete operator installed storage and dispensing equipment to add EdenCrete® in their standard concrete mixes.

#### Approval Status of EdenCrete® Products by State DOTs

- During the quarter, Maine DOT and Massachusetts DOT each approved the use of EdenCrete®Pz and EdenCrete®.
- EdenCrete® is now approved for use by DOTs in 20 States, and EdenCrete®Pz is approved in 14 States.
- The 20 State DOTs that have approved the use of EdenCrete® are :  
Alabama, Alaska, Arkansas, California, Colorado, Georgia, Kentucky, Louisiana, Maine, Massachusetts, Mississippi, North Carolina, Oklahoma, Oregon, South Carolina, Tennessee, Texas, Vermont, Virginia and West Virginia (see Figure 1).

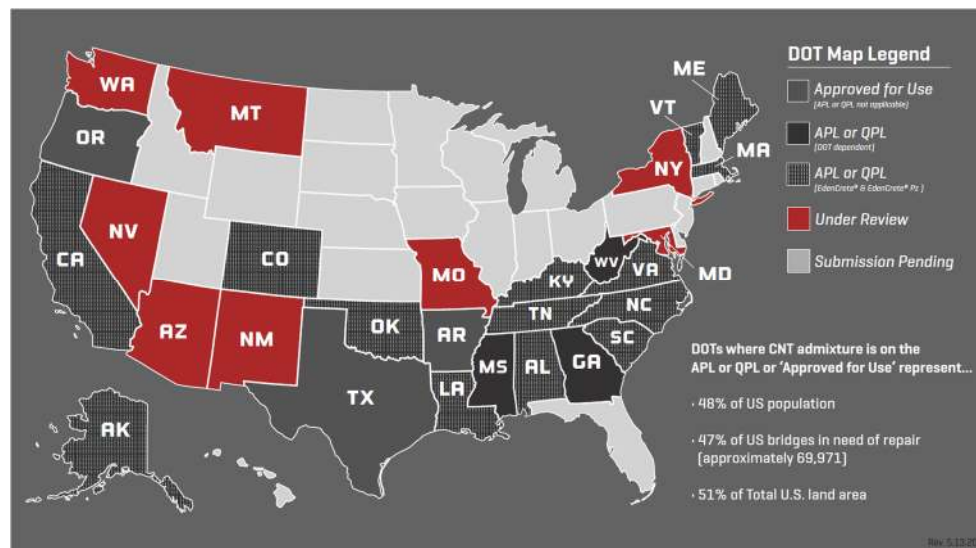


Figure 1. Map of USA showing current position of DOTs Approval

\* DOT Fact Sheets Highlight Grim State of US Roads and Bridges – 9 July 2015

# INTERNATIONAL

## AUSTRALIA

### EdenCrete® Products

- After extensive communications over many months, NICNAS, the Australian Government body that assesses chemical products that are proposed to be manufactured in, or imported into, Australia has advised that it considers that it has received sufficient information to enable it to commence the formal assessment of the EdenCrete® products that Parchem Industrial Products, the Australian and New Zealand distributor of EdenCrete®, wishes to import.
- This assessment process is likely to be completed in 90 days, unless NICNAS should require additional information.
- If approval from NICNAS is received, it will open the way for Parchem to import EdenCrete® Products into Australia for sale.
- A number of successful trials by potential Australian customers have been carried out and are expected will lead to sales when the products become available in Australia.

## EUROPE

### Trials of EdenCrete® Products

- Extensive trials of EdenCrete® by a large European construction company commenced in mid-2019 and were scheduled to be completed by April 2020.
- However due to COVID 19, the trials remain shut down after almost 5 months and are now not anticipated to be completed until late in 2020.

## INDIA

### First EdenCrete® Commercial Order Anticipated

- Eden has been advised by the large construction company with which Eden has been developing a range of EdenCretePz® concrete mixes with high fly ash content that it intends to place its first order for EdenCretePz® as soon as operational difficulties due to COVID 19 ease.

## ISRAEL

### EdenCrete® Products

- A diversified Israeli company, that runs several ready mix plants has been undertaking over the past four months repeated trials of EdenCrete® products for a range of applications and is achieving encouraging results.

### EdenPlast®

- The same company has also developed interest in Israel for EdenPlast® and discussions have commenced.

## JAPAN

### EdenPlast®

- A Japanese plastics company has expressed interest in testing EdenPlast® and arrangements are presently being made to develop a concentrated master match for testing by the Japanese company. A non-disclosure agreement to protect each party's intellectual property rights is currently being finalized.

## SOUTH KOREA

### Trials of EdenCrete® Products

- Trials of EdenCrete® by a number of South Korean companies have taken place in spite of some difficulties due to COVID 19. Some of these trials are still ongoing. To date, whilst some of the results have been encouraging, no sales have yet been achieved.

## OPTIBLEND®

### OptiBlend® Sales for the Quarter

	SALES (A\$000s)
USA	233
INDIA	-
TOTAL	233

The quarterly OptiBlend® sales were 53% higher than in the corresponding quarter in 2019.

These figures do not include US\$127,571 (A\$191,250), being the value the first OptiBlend® order from Nigeria received during the quarter by Eden India

The Letter of Credit for this sale has now been received by Eden India, and this sale will be completed shortly and the sale proceeds will be included in the sale figures for the quarter ending 30 September 2020.

## COVID 19

All of Eden Innovations Ltd, Eden India, and Eden US employees are healthy and working.

Eden India staff are working from home at present due to lockdown requirement.

Eden US continues to produce, sell and ship product to our customers. We have taken steps at our facility in Littleton, CO to ensure the protection of our most critical asset, our employees, while continuing our business processes. We have;

- created shifts to reduce the total number of people on site at any given time (social distancing);



- developed guidelines for cleaning of public spaces in the office prior to each shift and guidelines for cleaning of personal office space prior to each shift (surface cleaning); and
- developed guidelines for accomplishing work from home (social distancing).

The City of Denver introduced a “Stay at Home” order for the city and county of Denver. This has no impact for our employees. The City of Denver’s Department of Public Health confirmed the requirements to be identified as an essential business.

Our sales specialists continue to make sales and engage both existing and new customers, and they are accomplishing face-to-face meetings when they are able (with proper distance between personnel), while also using our information technology infrastructure to have virtual meetings.

## **CORPORATE**

### **Further Finance Arranged**

- During the quarter, Eden US re-financed its secured debt with a loan of US\$3million, and thereby raised more than a further US\$1.046m for working capital, secured against its US properties.
- Eden US also received a US Government backed loan of US\$634,000, under the US Government’s COVID 19 stimulus package, which is likely to become a grant and not be repayable provided certain conditions related to continued employment are met.
- Directors’ fees and management fees were reduced by 25% for each of the next three months.
- Other options for raising additional capital were also explored and before the end of the quarter Eden announced a Share Purchase Plan to raise up to A\$5,000,000 through the issue of ordinary shares at A\$0.028.



**Gregory H Solomon**

*Executive Chairman*

This report was authorised by the above signatory.

For further information please contact Aaron Gates on +61 8 9282 5889.

### **Description of Payments to related parties of the entity and their associates (LR 5.3.5)**

Payments to related parties during the quarter related to:

1. Directors Fees (the directors agreed to reduced their director fees by 25% for the months of April – June 2020 in light of Covid-19);
2. Management Fees, as per agreement, were paid during the quarter to a company of which Mr GH Solomon and Mr DH Solomon are directors. The management fees were mutually agreed to be reduced by 25% for the months of April – June 2020 in light of Covid-19; and
3. Legal Fees and disbursements were paid during the quarter to a firm of which Mr GH Solomon and Mr DH Solomon are partners.