

OTC Markets

Joining us today is Simon Marcotte the president and CEO of Black Swan Graphene as well as Michael Edwards chief operating officer that trades on our OTCQB Venture Market under the Ticker BSWGF. Black Swan Graphene is focused on the large scale production. And commercialization of patented high performance and low-cost graphene products in a variety of industrial sectors Simon and Michael thanks so much for joining us today.

Simon

Thank you very much for having us.

Michael Edwards

Nice to be here.

OTC Markets

So to get started tells a little bit about maybe both of your professional backgrounds and how this led you to the company in your roles.

Simon

I'm sure I'll start myself I've been involved in the graphite and graphene industry for the large most part of the last decade and involving graphite. We were looking for ways to.

Simon

Ah, move tonnage of of graphite into the graphene market and this is what led us to get you know very interested in the graphene market but especially for applications. Where we're going after very volume driven industries where we can move a lot of tonnage and those industries that we're going after are our concrete and polymer. But a bit of more background about how blacks one was created Black Swan the technology that is in Black Swan actually originated from Thomas Swan and co-limited which is located in Northern England Thomas Swan is a very well-respected I would say mid-tier chemical company. Um and their advanced material division um has been advancing this technology for almost ten years now and out of out of Thomas Swan was created Black Swan. In order to accelerate the commercialization of this graphene technology. So currently there is we have production facility in Northern England and as you mentioned in your introduction and now we're focused on drastically increased is production capacity.

Simon

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But putting this this capacity in Quebec in the province of Quebec in Canada in order to leverage the emerging graphite industry that is currently taking hold in the province and also leverage the green. And low- cost electricity that is available in Quebec. Um, so as you mentioned we also have Michael Edwards the CEO of a BlackSwan with us today. Ah Michael Edwards was the. Head of the advanced material division at Thomas Swan where this technology originated and he joined blacks one full time now which I think is a testament of ah of his excitement about the opportunity. I think it's also worth mentioning that Harry Swan himself who is the owner and CEO of Thomas Swan is the chairman of Black Swan and Thomas Swan remains a key sheholder of Black Swan with a current ownership in a vicinity of 17%

### OTC Markets

Okay, so give us a brief overview of the company. The industries you target as well as your current projects.

### Simon

Yeah, so a bit more about the company then um when we look at a market like this like graphene which is currently a small market which as pire to becomes a very large market. Um. The secret to make this happen is simply put supply chain integration. So Black Swan is already involved in many ways with some strategic partners. For example. Largest shareholder of blacks 1 is Mason Graphite um who has a graphite project in Quebec 1 of the 2 that compose this emerging graphite industry. Ah, we also have nou vermon graphite new Vermont Graphite is listed on A New York Stock exchange and also listed in Canada Newu Vermont Graphite is the leading graphite company in North America they built the largest. Ah, graphite team I would say outside of China and they are now managing both projects in in Quebec um, now a nouvemont graphite already has a graphite production facility in Quebec.

### Simon

Um, and it is publicly public information that there's an alliance between Nouville Mon and black swan. There's a letter of intent that was put in place where we are looking to establish black swan's technology in that. Um. You know graphite facility hence creating the first fully integrated um facility producing you know graphene after producing graphite from from graphite or in the ground. Um, then we have obviously Thomas One who remains a big shareholder. We're working closely with the geek in England which is the graphene engineering innovation center which is kind of the mecca of of graphene. We have a distribution agreement as well with the gerda graphene who is a wholly owned subsidiary of of gerdaw the brazilian the well-known brazilian company that helps with

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distribution and you were working closely as well with. Who we believe is the leading company um using graphene into concrete a company called concreteine which is a wholly owned subsidiary of of nationwide engineering in England they were actually featured.

Simon

In ah in ah in an article in the magazine. The economist recently. So as you can see we have a technology that can produce high quality bulk graphene which is an additive. Um, for. The 2 main markets we're going after which is concrete and polymers. Um, and we can also produce at very very low cost which allows to enter these industries rapidly as we're not only looking to make a product better. But generally speaking. We can also make those products cheaper.

OTC Markets

You recently announced a launch of a large scale production engineering study in partnership with Hollyard tell us about this project.

Simon

Sure so as I mentioned we currently have a producing facility in Northern England um that is capable of producing about forty tons of graphene a year currently um and this is perfect to um. Feed customers for the current state market. But as we are advancing and commercializing graphene into very large industry very volume driven industries we expect to need a lot more product. We are envisioning. Ultimately. A production in the vicinity of 10000 ton of graphene a year um which we will scale up between now and then probably in a few steps. So currently, we are doing a scoping study as you mentioned which is the first pass at. Um, you know, evaluating exactly the engineering work required to put this this capacity together and what would be you know the the cost to make this happen and what would be our all printing cost to produce that graphene. Which ultimately would also give us a bit of some economic performance of the operation. So this is done currently and the results of that are quite imminent.

Simon

The results should be coming out somewhere I would say Q1 2023

OTC Markets

So yeah, on that note, what would you say is your competitive advantage in the space?

Simon

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Um, why don't I turn this over to Michael to get him a little bit involved into the conversation again. Michael has been behind this technology for the the most part of the last ten years so I want to give him an an opportunity to provide his input as well.

Michael Edwards

Sure. Thanks Simon. Um, yeah from from a competitive advantage point of view. 1 of the things that we we brought from Thomas Swan is ah is an ability to produce consistent high quality product many of our graphene competitors have been very good at. Producing product at lab scale and and high technology but it's really about Iso standard production lean sigma processing techniques and producing quality product consistently that's been the basis on which we have demonstrated really industrial scale.

Michael Edwards

Um, applications in both polymers where we've shown extra abrasion and elongation benefits and in concrete as Simon mentioned with our with our partnership with concreteine to develop. Um. Compressive strength and flexural strength benefits. So the fact that we can produce this volume. We've demonstrated it at Forty tons and we know we can scale up to larger as demonstrated in the scoping study producing it at volume producing it at low cost. Bulk graphene as Simon mentioned is is really our competitive advantage.

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And so Simon and Michael what are you looking forward to in 2023

Simon

Um, well what we are looking at here is obviously the results of the scoping study. We continue to qualify our products with different type of customers and we are already getting a lot of traction. Especially in both concrete and polymers. Um and and a ball I know that this noball can can grow really fast here when it comes to graphene I think it's it's important to point out that especially concrete. Um. Is responsible for just about 8% of the global co 2 emissions. Um, and if concrete would be a country it would rank third after China and the us as far as co 2 emissions so we have here. A.

Simon

And additive. Um, which can be used in order to achieve the same strength by using a lot less concrete. So if we're able to reduce significantly this CO 2 mission coming from this industry. Um, the the opportunity is extremely extremely vast I

mean concrete if you allow me to be a little bit of a salesman concrete is the most used substance on Earth after water so to have an opportunity to supply.

Simon

Did this type of market with an additive that has all these benefits is quite exciting and I think 2023 will see the realization of this venture.

OTC Markets

And on a closing note how does the OTCQB contribute to your company's US strategy while you cross trade on the TSX-V?

Simon

There is actually quite a bit of investors that and when they are located in the United States and internationally do not have access to only the Canadian listing. That's why it's important for a company like Black Swan Graphene. Ah, to have a listing on the OTCQB as well in order to access a very large pool of investors that otherwise couldn't have access or couldn't become shareholders.

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Excellent, well Michael and Simon it's been a pleasure to speak with you both today? Um, thanks so much for your time.

Simon

But thank you very much for having us.

Michael Edwards

To pleasure. Thank you.

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Black Swan Graphene trades under the symbol BSWGF on our OTCQB Venture Market

*\*This is an autogenerated transcript and may contain typos.*