Investor Call / Webcast Presentation

December 12, 2019

2019 Look-Back 2020 Look-Ahead

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Forward-Looking Information and Statements

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Forward-Looking Information and Statements

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The forward-looking statements and information included in this Management Presentation are expressly qualified in their entirety by this cautionary statement. Athabasca cautions that the foregoing list of assumptions, risks and uncertainties is not exhaustive.



Agenda

- 1. AMI's Business Model & Vision / Mission
- 2. 2019 Look-Back / Accomplishments vs. Plan
- 3. 2020 Look-Ahead
- 4. 2020 Investor Relations & Communications
- 5. Why Invest in AMI
- 6. Questions & Answers





AMI's Business Model & Corporate Structure







AMI's Vision, Mission & Core Values

Vision:	"to transform and grow AMI as a uniquely attractive, publicly-traded industrial minerals company for clients, investors, strategic partners, and stakeholders"
Mission:	"to deliver responsive, value-added solutions in all parts of AMI's business that differentiate AMI's role and performance in the industrial minerals market, consistent with our core values"
Motto:	"delivery with urgency; urgency with intelligence"





2019 Look-Back



2019 Path to Value-Improvement



Athabasca Minerals has made demonstrable progress on its Core Strategies on the path to value-creation



AMI's 2019 Stock Price Performance – Events & Factors



AMI Share Price Performance (Last 12 Months)



AMI Aggregates (Base Division) "Repositioning the Base Division for Near-Term Revenue Growth"







AMI 2019 Look-Back Base Aggregates Business Accomplishments vs. Plan

1. Base Aggregates Business ('AMI Aggregates') – "Repositioning the Base Division for Near-Term Revenue Growth"

PLAN: <u>Susan Lake Public Pit Closure</u>

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ACHIEVED – Monetized pit closure. Closure Plan approved by AEP. Hand-over with Oilsands Operators. ERO reduced

PLAN: <u>Secure Coffey Lake Contract</u>

ACHIEVED – Won 15-year Provincial contract. Environmental CORP submitted. Four rounds of AEP clarifications Updated CORP re-submitted in December (approval pending)

PLAN: <u>Monetize Corporate Pits /Assets</u>

- ACHIEVED Emerson, Kearl, Pelican, East Pine Pits: 3rd Party production royalty agreements put in place
- ACHIEVED New Pits: Hargwen Pit CORP submitted (approval pending); Pelican Pit: AEP access permits received (Q4)
- ACHIEVED Richardson Quarry Project: provincial Leases granted (3900 hectares with 600+ million tonnes dolomite/granite)
 Stakeholder consultation process commenced. Strategic JV operating & client partnerships pursued. NI 43-101 updated
- □ PLAN: <u>Monetize other Strategic Stakeholder Relationships /Partnerships</u>
 - ACHIEVED Montana First Nation Agreement: ratified & expanded (9,600 acres, Road Maintenance Project, & Marketing)
 - ACHIEVED Confidential Client 'Resource Swap Project' (4-6 million tonnes of production). Tendered Nov-2019. Award pending
 - ACHIEVED Ontario GTA Quarry: Non-binding Termsheet in place. Field planning /budget underway for environmental permits



AMI Silica

"Disrupt US Sand Imports with Premium Domestic In-Basin Sand"





AMI's premium domestic in-basin sand projects offer unique price and risk advantages vs. US imported sand



AMI 2019 Look-Back AMI Silica Accomplishments vs. Plan

2. AMI Silica intends to "Disrupt US Sand Imports with Premium Domestic In-Basin Sand"

- PLAN: Secure & Develop Duvernay Basin Premium Domestic Sand
 - ACHIEVED 2-Step investment in Privco2 (from 16.2% to 49.6% ownership of Duvernay deposit)
 - ACHIEVED Delineated resource & completed NI 43-101 Technical Report (30 million tonnes)
 - ACHIEVED Secured land base & land options

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- ACHIEVED Completed front-end facility engineering. Filed County development application. Held community open-house
- ✓ IN-PROGRESS Anticipated aligning of Offtake, Debt & Equity Financing, and Partnering Agreements (in progress)
- PLAN: Secure & Develop Montney Basin Premium Domestic Sand (150,000 hectares)
 - ACHIEVED Investment in Privco announced Dec-17^{th,} 2018 (49.2% ownership of Montney deposit)
 - ACHIEVED Initial Lab tests confirming calibre of resource & 6-hole preliminary test program conducted (Q1-2019)
 - ACHIEVED Geological modeling and Privco Agreement expanded to include additional resource in North-east BC
 - ☑ IN-PROGRESS 14-hole delineation program commenced in Q4 in support of anticipated NI 43-101 Technical Report



Aggregates Marketing Inc

"Entry & Growth of a Technology-enabled, 'Midstream' Aggregates Business"

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AMI 2019 Look-Back Aggregates Marketing Accomplishments vs. Plan

3. Aggregates Marketing Inc – "Market Entry & Growth of a Technology-enabled, 'Midstream' Aggregates Business"

PLAN: Launch & operationalize new midstream aggregate business, using technology platform

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- ACHIEVED Hired 1st full-time employee in Mar-2019. Added Sales Exec, Logistics Specialist, Supply Chain, Programmer
- **ACHIEVED** Developed proprietary *RockChain*[™] digital platform & secured 1.833.GOT.ROCK. Filed trademark applications
- ACHIEVED Grew database to 1,400+ aggregate suppliers & certified trucking companies in W. Canada
- **ACHIEVED** Developed solution-finder algorithm with *RockChain*[™] incl. econometrics & statistical modeling
- ACHIEVED Developed mobile (field) QC services and aggregates custody-transfer QA program
- ACHIEVED 100+ bids to-date; 70+ open bids (into 2020); Secured 8 jobs 2019
- ACHIEVED Customer recognition for sourcing speciality products (insulating rock, rail ballast, rip-rap, radon rock)
- ACHIEVED Repeat customers /users (General Contractors, Heavy Civil, Pipelines, Utilities)
- ACHIEVED First Nations relationships & Aggregates Marketing for Transmountain Pipeline



AMI 2019 Look-Back Corporate Accomplishments vs. Plan

4. Corporate Performance – "Maintain Financial Health and Seek Accretive M&A / JV Opportunities"

- □ PLAN: <u>Resolve AMI /Syncrude Lawsuit, and Syncrude counter-claim of \$68 million</u>
 - ACHIEVED Settlement Agreement executed in Sep-2019 without material impact to AMI's balance sheet
- □ PLAN: Fiscal Responsibility and maintain Cash Balance above \$2 million
 - ACHIEVED Sustained cash balances above \$3 million throughout 2019, without debt
 - ACHIEVED Released various Letters of Credit and improved EROs
- □ PLAN: Eligibility for Project Financing
 - ☑ ACHIEVED Bank loan eligibility for Coffey Lake Pit
 - ACHIEVED Project Debt financing eligibility for Duvernay Project (subject to securing potential JV partner)
- □ PLAN: <u>Pursue Accretive M&A / JV Opportunities</u>
 - ACHIEVED Duvernay Project JV strategic partnering options (competitive alternatives)
 - ACHIEVED Confidential industry client 'Resource Swap' Project (tender submitted)
 - ✓ ACHIEVED MFN partnership with Aggregates Marketing Inc (TMX Pipeline)
 - ✓ IN-PROGRESS Confidential industrial minerals JV Project



2020 Look-Ahead



2020 Look-Ahead & Market Factors Aggregate Demand (Regional Municipality Wood Buffalo)

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SOURCE: Interactive charts of West Texas Intermediate (WTI or NYMEX) crude oil prices per barrel back to 1998. Oil prices shown are adjusted for inflation using the headline CPI and is shown by default on a logarithmic scale (https://www.macrotrends.net/1369/crude-oil-price-history-chart).



2020 Look-Ahead Base Aggregates Business

1. AMI Aggregates intends to grow its Base Aggregates Business - "2020 Revenue Growth"

- Coffey Lake Public Pit (approx. 25-30 million tonnes; unqualified) approval to operate, subject to receiving AEP disposition
- Resource Swap Project (approx. 4-6 million tonnes; unqualified) tender submitted. In negotiations
- □ Corporate Pits ready for 2020 operation:
 - Pelican Pit
 - □ Hargwen Pit
- □ Richardson Project (600+ million tonnes):
 - Advance front-end development (working on securing: JV partner, anchor offtake, stakeholder relations, EIA preparations)
- □ Lynton Rail Transload (Ft. McMurray) obtain AEP approval



2020⁺ Look-Ahead & Market Opportunity Displace Reliance on Imported US Sand

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2020 Look-Ahead AMI Silica

2. AMI Silica intends to "Disrupt US Sand Imports with Premium Domestic In-Basin Sand"

- **Duvernay Project:**
 - Permit Approvals
 - AMI Joint-Venture Partnership(s)
 - Offtake Agreement(s)
 - Debt & Equity Financing Arrangements
 - Strategic Alternatives
 - □ Transload

□ Optimize Capex (surplus equipment &/or modular facilities)

- **Montney Deposit /Resource:**
 - Complete delineation drilling
 - Secure land base with option agreements
 - Complete NI 43-101
 - Commence Permitting



2020 Look-Ahead Aggregates Marketing

3. <u>Aggregates Marketing Inc – "Profitable Growth of a Technology-enabled, 'Midstream' Aggregates Business"</u>

- Profitable growth
- Aggressively expand bid opportunities in W. Canada and by industrial sector
- Strengthen Business Processes:
 - Expand supplier & transportation network in Canada
 - □ Improve *RockChain*TM interface with solution-finder algorithm
 - □ Fortify QA/QC services
- Leverage Key Relationships (Repeat Clients, First Nations)
- Develop Intellectual Property for Business-to-Consumer markets
- Upgraded Website, Marketing & Re-branding

4. Corporate Performance – "Maintain Financial Health"

- Maintain cash balance above \$2 million
- Secure bank lending for Coffey Lake Public Pit
- Capital finance for select project ventures



2020 Look-Ahead Project Venture Portfolio

5. Project Ventures – "Develop a Robust Portfolio of High-Value Projects with Strategic Partnering Opportunities"

- 1) Silica Division Duvernay Silica Sand Project
- 2) Silica Division Montney Silica Sand Project
- 3) Silica Division Transload Project
- 4) Aggregates Division Coffey Lake Public Pit Project (Ft. McMurray, AB)
- 5) Aggregates Division–Richardson Quarry Project (Ft. McMurray, AB)
- 6) Aggregates Division- 'Resource Swap' Project (AB)
- 7) Aggregates Division– MFN Aggregates Ventures (AB)
- 8) Aggregates Division–Lynton Transload Project (AB)
- 9) Aggregates Division– Hargwen Corporate Pit Project (AB)
- 10) Aggregates Division East Pine Corporate Pit Project (BC)
- 11) Aggregates Division–GTA Quarry Project (ON)
- 12) Industrial Minerals Limestone Fertilizer Transportation & Distribution (W. Canada)



2020 Investor Relations & Communications Strategy

- 1) Quarterly Investor Calls and Updates
- 2) Regular Website Communications & Social Media Updates
- 3) Investor Road Shows
- 4) Expand Analyst coverage to increase visibility
- 5) Management Presentations at industry conferences
- 6) Targeted presentations to bank and brokerage desks locally and other major cities
- 7) Targeted one-on-one sessions with potential investors
- 8) Investor Relations Log for tracking investor interest, emails and phone calls



Why Invest in AMI



Disciplined Cash Management

Strong Projected Revenue Growth



Why Invest in AMI

- 1) AMI is not a one-dimensional company but brings a '3-piston engine' and compounded revenue model
- 2) AMI's business model is unique and not replicated in the Canadian market
- 3) AMI holds strategic assets of significant value and longevity in the aggregates, and silica sand sectors
- 4) AMI believes it is in a prime position to disrupt US imported Tier-1 sand with Domestic Premium in-basin sand
- 5) AMI has a unique technology-enabled midstream aggregates model
- 6) AMI has strategic stakeholder relationships which are delivering value for major projects
- 7) AMI is capable of M&As, Mergers in a fragmented sector, dominated by private companies
- 8) AMI is fiscally responsible we don't have debt, and we have a healthy cash balance
- 9) AMI has differentiated Core Strategies and Strategic Plan, and a track-record for execution

<u>"AMI is a uniquely differentiated business capable of significant in-roads in a pervasive, fragmented</u> <u>industrial minerals market"</u>



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Questions & Answers

