



FY2022 Results Presentation

Wednesday 31 August 2022

Presented by Tim Harris, CEO + Trudy Walsh, CFO

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Redflow Growth Catalysts

The global energy storage market is accelerating and evolving beyond Lithium

- + US\$228bn market opportunity is significant, immediate, addressable, and growing rapidly¹
- + Lithium cannot fulfill the demand for stationary energy storage and is facing major structural challenges
- + Accelerating requirements for technologies that are commercially proven and can rapidly scale

We are a leader in medium duration energy storage solutions

- + 250+ active deployments
- + Deployed at multi-MWh scale
- + 17+ years of continuous product development; 12+ years of manufacturing and operational experience
- + Core levelised cost-of-storage advantages
- + Technology protected by global IP portfolio and trade secrets

Redflow's platform allows for rapid scale up with low execution risk

- + New Gen3 product ready to scale significantly
- + ISO9001 accredited manufacturing facility capable of scaling up 80 MWh p.a. by end 2023²
- + Additional manufacturing options under development incl. contract manufacturing partnerships
- + Core battery design and Bill of Materials allows for material and sustained cost down with scale

We have momentum with a strong outlook for growth

- + We have delivered on our commitments and built a series of capabilities that provide the basis for accelerated growth
- + Customer traction is strong with key reference projects now actively generating >1 GWh specific opportunities
- + Strong opportunities to grow volumes, market share, and revenue



¹ Precedence Research, Energy Storage Systems Market Size-Growth Growth Report 2022-2030, April 2022

² Scale-up subject to customer demand and ~\$6m capex

Delivered on strategy in FY22

Redflow has delivered on the plan communicated 12 months ago

STRONG PERFORMANCE

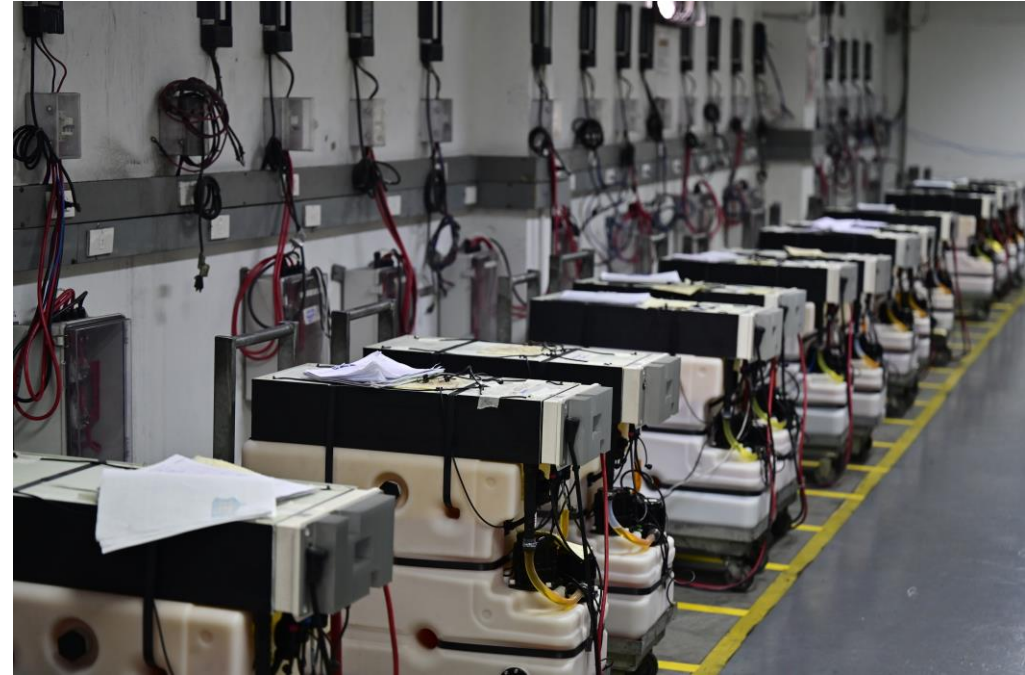
- + Customer sales of \$1.6m as the business focused on commissioning of our flagship 2 MWh project, Gen3 launch and strategic sales opportunities
- + Cash receipts from customers of \$2.6m, 67% increase on FY21
- + Confirmed order backlog of 173 batteries as of 28 August 2022
- + Cash Balance of \$9.0m at end of June 2022. Bolstered by \$5m placement and ongoing target \$5m SPP

CUSTOMER DEMAND INCREASING

- + New customers incl. Southern Ocean Lodge in South Australia, Bureau of Meteorology in Australia – including additional orders
- + Letter of Intent with Anaergia for second installation in California, ~6 MWh
- + Targeted multi-MWh strategic opportunities progressing
- + Rapidly growing sales pipeline, >1 GWh customer and developer opportunities

READY FOR GROWTH

- + Gen3 launch sets platform for accelerated growth and competitiveness
- + Safety credentials independently validated. UL certification underway
- + Validation of scale up of Thailand facility to 80 MWh by end 2023
- + New equipment and capabilities for rapid scale up, incl. US team
- + New EPC partnerships open up channel for sales and delivery support



Gen3 Batteries on test at Redflow Thailand facility

Redflow Finalist in Queensland Export Awards, 2022

We are a Finalist



Energy storage market transformation

Growing global requirements

2040 cumulative storage requirements

85 - 140 TWh¹
Longer Duration ESS (8+ hours)

- + Est. 10% of all electricity generated will need to be stored in Long Duration Energy Storage (LDES)¹
- + Est. US \$1.5 - \$3.0tn required investment¹

2030 battery requirements

2.5 TWh²
Battery ESS

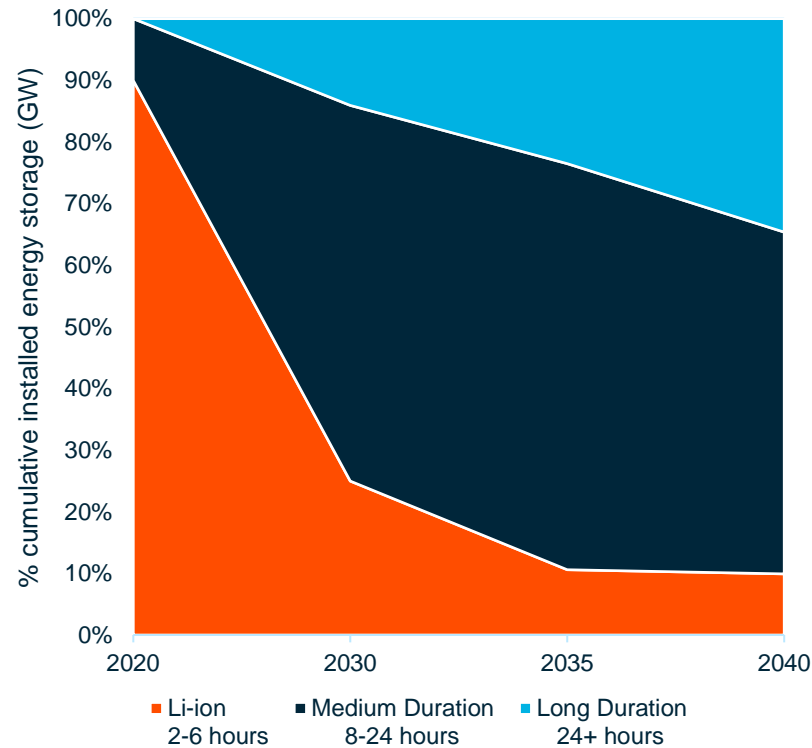
- + 176x present day installed battery capacity
- + 245 GWh of batteries installed/year

Record new US storage installations in calendar Q2 2022

1.6 GW³

- + >50% installations in California³
- + Stimulated by an average 84% increase in wholesale energy prices across 10 major hubs in 12m to July 22⁴

Market shifting to medium and longer duration energy storage solutions⁵



Redflow's zinc-based chemistry insulated against key metals commodity costs⁶

Li-ion cell materials

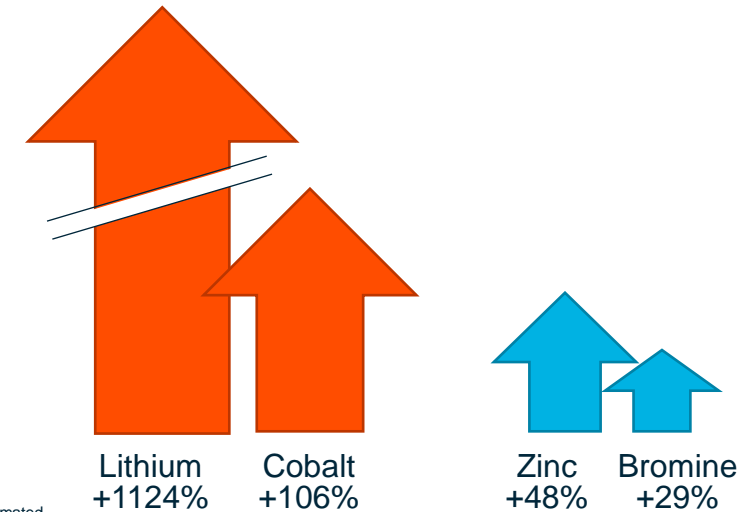
+40%

- + Est. increased total system cost by US \$50-\$65 per kWh⁶

RFX cell materials

+0.7%

- + Est. increased total system cost by US \$1.50 per kWh

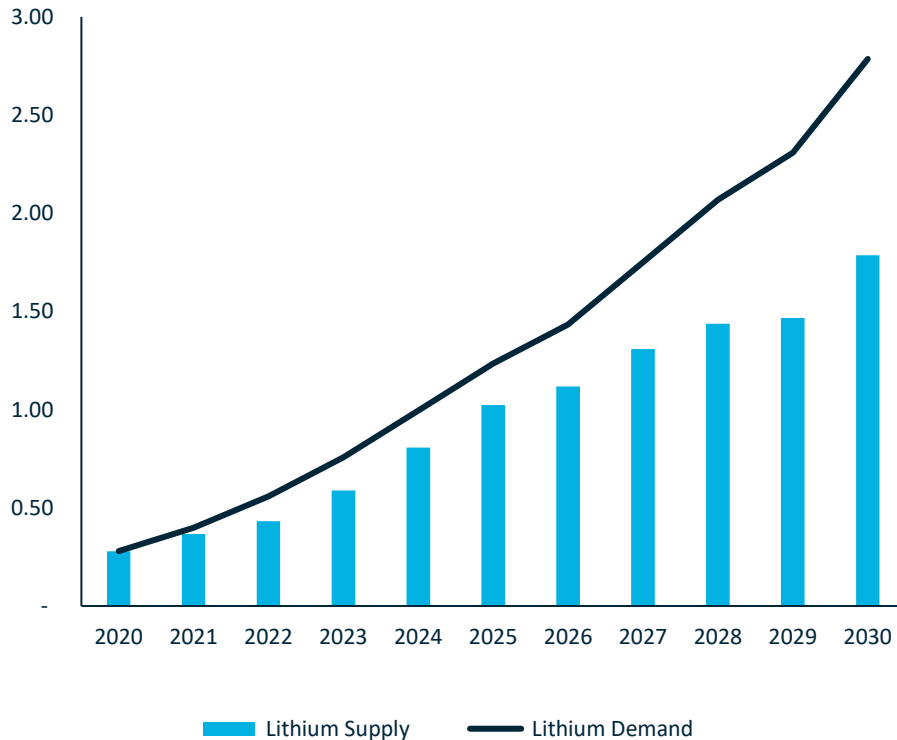


Commodity Pricing Data Dec 2020 - June 2022⁶

1. Long Duration Energy Storage (LDES) Council in collaboration with McKinsey & Company, Net-Zero Power Report, November 2021. Forecast excludes nuclear, hydro and hydrogen. Estimated energy storage capacity to meet net zero energy targets by 2050. LDES report refers to all energy storage 8+ hours but notes LDES competitiveness at 6-8+ hours.
2. BloombergNEF, New Energy Outlook report, July 2021. Stationary energy storage capacity required to meet net zero energy targets by 2050
3. Liium LLC, Q2 Energy Storage Data Report, July 2022
4. US Energy Information Administration, *Short-Term Energy Outlook*, July 2022
5. Redflow analysis based on data from Long Duration Energy Storage Council & McKinsey & Company, Net-Zero Power Report, November 2021 & EIA, Battery Storage in US Report, Aug 2021
6. Redflow internal analysis based on commodity pricing data from tradingeconomics.com, (Lithium Carbonate, Cobalt, Zinc, Bromine) December 2020 - June 2022
7. Redflow internal analysis based on Li-on MN and LFP 4 hour battery using Bill of Material data from PNNL, 2020 Grid Energy Storage Technology Cost and Performance Assessment, Dec 2020

Long-term lithium demand outstripping supply

Lithium supply constraints expected to accelerate



Benchmark Mineral Intelligence, Lithium Market Balance Q4 2021, December 2021



Battery metal demand set to rise substantially by 2030: IEA

A top lithium expert agrees with Elon Musk that there's not enough of the crucial metal to meet booming demand

THE WALL STREET JOURNAL

COMMODITIES
Lithium Prices Soar, Turbocharged By Electric-Vehicle Demand and Scant
 Lithium prices are rising at their fastest pace in years, setting off a race to secure supplies and fueling wor-
 long-term shortages of a vital ingredient in the rechargeable batteries that power everything from electric
 smartphones.
 By Anirudh Manikumar December 13, 2021 04:14 pm ET
 Appeared in the Dec 14, 2021, print edition as "Lithium's Price Now Stokes Supply Concerns"

UTILITY DIVE

DOE makes \$3.1B available for battery manufacturing incentives

'Insane' lithium price bump threatens EV fix for climate change

Rio Tinto's lithium setback in Serbia inflames supply squeeze

batteries for electric cars has risen six-

QUARTZ

Lithium mine investments aren't keeping up with the EV supply chain

CNBC

EV battery costs could spike 22% by 2026 as raw material shortages drag on

THE AUSTRALIAN

Stockhead: Lithium price rise 'insane' says Tesla co-founder Elon Musk

Market is increasingly looking beyond lithium

Global dynamics are moving the industry towards Redflow core strengths and commercial readiness



Market urgency placing premium on commercially proven and rapidly scalable solutions



Structural and energy security challenges accelerating focus on lithium alternatives



Lithium fire incidents and safety issues plus whole of life cycle considerations



Industry actively looking to next era of medium to longer term energy storage solutions

Positioned at the centre of the new US – Australian Clean Energy Partnership and Inflation Reduction Act

The signing of the Inflation Reduction Act by US president Joe Biden has been considered a major step forward for clean energy and **flow batteries could be one of the technologies to benefit from it.**

If higher demand for storage, continuing high lithium prices and recognition of the technological plus points converge in the right way, **the stars really could align for flow batteries.**¹



With today's partnership, our two countries will work together to unlock critical advances in long-duration storage, grid integration, clean hydrogen, direct air capture, and critical minerals and materials – providing an essential opportunity to export the innovations that will accelerate the global clean energy transition.

US Secretary of Energy Jennifer Granholm, July 2022²



With the IRA's creation of a standalone energy storage investment tax credit (ITC) previous projects that would not have been economically viable to use flow batteries now show strong returns for our customers with the base 30% credit and flexibility to charge from the grid. Many components of our supply chain are readily available in the United States, and we have been actively developing local options for more than 12 months, helping meet local content requirements for additional tax credits.

Mark Higgins, Redflow US President and Chief Commercial Officer

Competitive advantages versus non-lithium peers

Redflow is a leader in lithium alternative stationary energy storage solutions



Highest energy density across all commercial flow battery chemistries

- + Zinc-Bromine is up to 3x higher energy and power density than Iron-Flow, Vanadium and other Zinc-based chemistries¹



Active operational experience

- + More than 250 active deployments and over 10 million cumulative hours of field operational since 2018²



Flexibility and agility in deployment and performance

- + Modular approach and hibernation mode maximises design capacity flexibility and aligns energy delivery to need



Low raw materials cost profile

- + Zinc is the world's 4th most abundant metal – cost and availability advantages
- + Zinc-Bromide cited as one of the lowest estimated cost of raw materials across different battery chemistries on a \$/kWh basis³



1. Redflow internal analysis based on core chemistry characteristics and publicly available company information
2. Redflow internal operational data as of 30th July 2022
3. See Rocky Mountain Institute, *Breakthrough Batteries*, 2019, Exhibit 20. Important Note – the information in the report is indicative of the estimated relative chemical cost of storage for zinc bromide chemistries. It is not a statement of Redflow's chemical cost of storage, which may differ from their information

2 MWh California deployment driving new business

- + Successful deployment led Anaergia to sign LOI for new 5.8MWh project. Design finalised. Now progressing through site development¹
- + Showcase California project significantly raised Redflow's visibility in the US energy market and provided proof point for North American execution capability
- + Site frequently visited by prospective customers, EPCs, and project developers
- + Demonstrated ability to deploy at MWh scale validates Redflow's ability to deploy at scale, leading to ~40-fold growth in global opportunity pipeline over the past 12 months
- + Successfully met California Energy Commission goals for project (which was recently allocated an additional US \$140m funding for LDES technologies²) – potential to access additional funding opportunities



1. See Redflow ASX Announcement: *Collaboration on potential new Anaergia 5.5 - 6 MWh battery project*, 16th March 2022
2. <https://www.nrdc.org/experts/merrian-borgeson/cas-energy-trailer-bill-what-just-happened>

Redflow 2 MWh official launch, Jan 2022

L to R: Yaniv Scherson, COO Anaergia; Tim Harris, CEO Redflow; Jane Duke, Australia's Department of Foreign Affairs and Trade; Mike Gravelly, California Energy Commission

Sales pipeline presented in May 2022*

Selected highlights

Anaergia Phase 2

~6MWh / Target 2023 Deployment

Repeat customer. LOI with Anaergia signed (March '22) – RFX preferred technology. EPC down-selected; Redflow named as preferred battery provider.

Fortune 500 US Financial

500MWh+ / 2022-26 Deployment

RFX named as preferred storage technology in RFI (July '21) for bank branches. Additional Operations Centres now in scope. Engagement ongoing.

Global Mining Company

100MWh+ / Target 2023 pilot

Large global mining and renewable companies. Engagement since late 2021. Targeting initial pilot projects.

Arizona Corporate Campus

4MWh / Target 2023 Deployment

Solar + storage project for corporate campus. EPC appointed. Redflow under evaluation for storage solution.

US Government

500kWh / Target 2023 Deployment

Working with engineering services company on California-based project at US government facility which requested flow batteries for backup power application.

AU Government

180kWh / Target 2022 Deployment

Equip remote sites with battery resilience. First phase at 3 sites totaling 180 kWh.

California IPP

600MWh / Target 2026 Deployment

Front of the meter (grid-scale) project for Californian load-serving company. Total project being scoped with RFX storage as a component.

South Asian Conglomerate

30MWh / Target 2023 Phase 1

Significant flow battery program. Initial phase providing model for full scale deployment with GWh potential.

Luxury Ecolodge

560kWh / Target 2022 Deployment

Shortlisted for project at one of Australia's most acclaimed and eco-friendly lodges. Currently tendering for solar and storage.

* These are examples of sales opportunities. There is no guarantee or assurance that Redflow will secure any of these opportunities, or that, even if secured, they will generate material revenue or earnings.



United States



Australia



Rest of World

Key opportunities have materially progressed

Sales conversations disclosed in May 2022 update have built momentum

Selected Highlights*

Anaergia Phase 2

~6MWh / Target 2023 Deployment

- + Anaergia formally selected project developer. Walk through sites with Anaergia, RFX and developer in June 2022 to finalise design
- + Engineering work commenced in anticipation of filing the required grid connection application and environmental permit applications

Fortune 500 US Financial

500MWh+ / 2022-26 Deployment

- + Progress on Phase One branch sites in California – incl. site visits
- + MSA with EPCs to support broader roll out in final negotiations
- + Operations Centre project business case finalised. Proceeding through internal approval process

Southern Ocean Lodge Iconic Australian Luxury Ecolodge

560kWh / Target 2022 Deployment

- + One of Australia's leading eco-lodges with world leading sustainability credentials
- + Purchase orders received July 2022 – 560kWh Gen3's – off grid solution
- + Batteries to be delivered to site for Dec 2022 deployment

Bureau of Meteorology Australian Federal Government Agency

180kWh / Target 2022 Deployment

- + Redflow specified in system design. PO received 260kWh
- + Target deployment late 2022 for three reference sites in NSW
- + Project will improve the reliability of power at these critical infrastructure facilities while simultaneously reducing net emissions and ongoing power costs

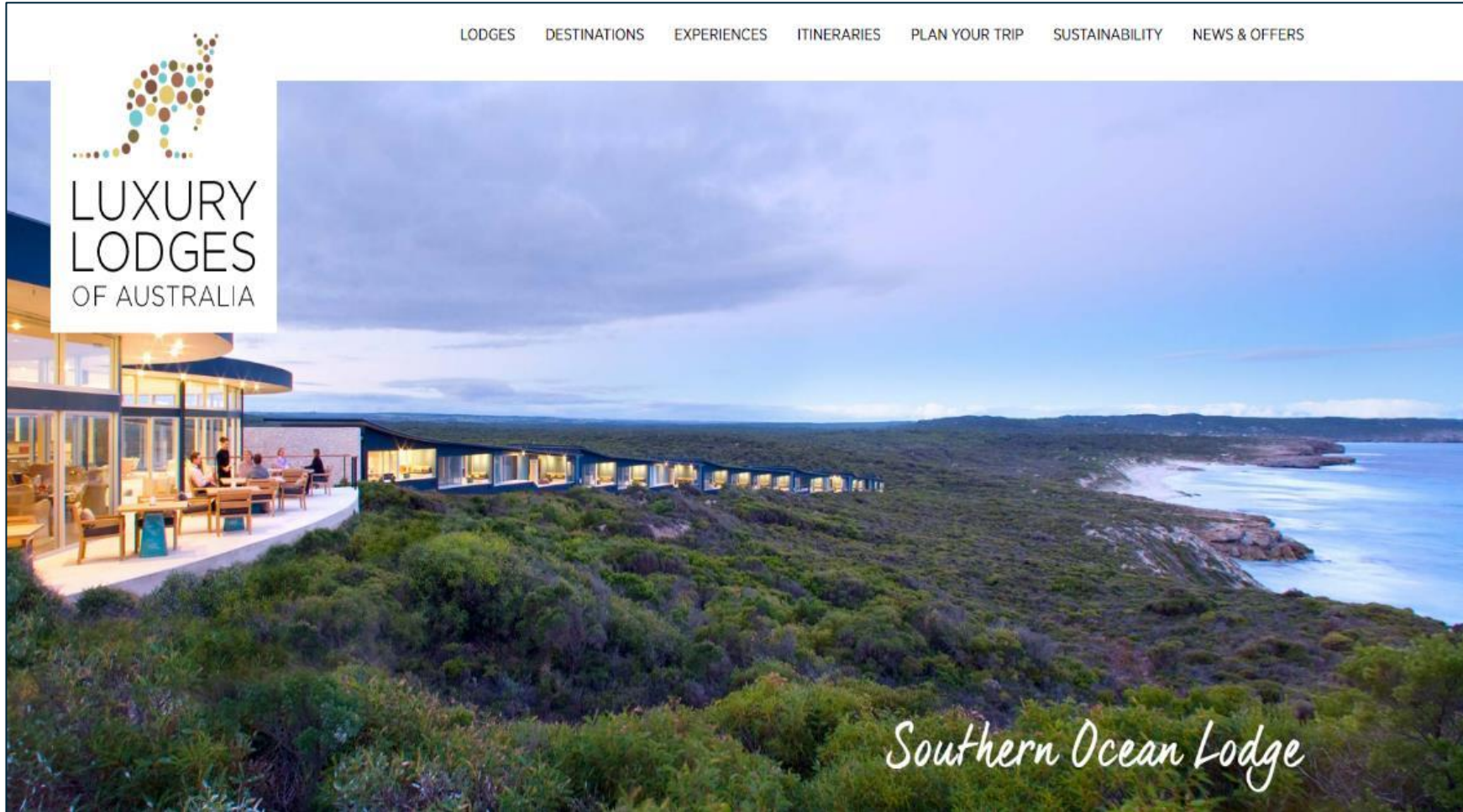


 United States

 Australia

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Redflow signs first Australian large-scale 0.56 MWh deployment of Gen3 batteries – 27th July



- + First large-scale commercial sale of Gen3 batteries
- + 56 Gen3 zinc bromine flow batteries (“ZBMs”) to the reconstruction of the iconic Southern Ocean Lodge on Kangaroo Island, South Australia, as part of its new hybrid renewable energy system
- + Batteries expected to be delivered before the end of the year

Redflow to supply batteries for Australian government's Bureau of Meteorology



- + Redflow selected as the energy storage solution supplier for The Australian Government Bureau of Meteorology (BoM) Renewable Hybrid Power Supply (RHPS) project.
- + Redflow energy storage is part of the BoM's hybrid solar, battery, diesel solution to provide improved solar utilisation as well as backup power for extended operation of the sites in the event of a power failure.
- + Redflow will supply zinc bromine flow batteries to three weather radar locations in regional NSW.
- + **Order recently increased from 18 to 26 batteries in total**
- + First site target deployment September 2022

MSA with Black and Veatch is a major milestone in the development of our EPC ecosystem

Commercial Strategy Update, July 2022

EPC relationships will drive further traction

DELIVER ON SCOPED PROJECTS



Deepen EPC relationships that enable Redflow to deliver large-scale turnkey projects

MASTER SERVICE AGREEMENTS



Currently negotiating MSAs with EPCs in support of large C&I portfolio deployments

SALES CHANNEL LEVERAGE



MSAs enable preferred vendor status, accelerate sales opportunities and enhance quality of project pipeline

JOINT PRODUCT DEVELOPMENT



Joint development of turnkey solutions enable our batteries to be incorporated in the design phase of new projects



16



- + Master Services Agreement (MSA) announced with leading global engineering, procurement, and construction (EPC) company Black & Veatch (B&V), August 2022
- + B&V have installed more than 2,500 MWh of battery storage projects to date.
- + The MSA will streamline the procurement of Redflow batteries for B&V projects around the world by establishing Redflow as an approved supplier.

As the global energy transition unfolds there is strong market potential for flow batteries and we have invested significant resources to ensure we meet the growing needs of our clients. Our agreement with Redflow further enhances our ability to bring innovative and cost-effective solutions to the market.

Dave Hallowell, President of Connectivity and Commercial, Black & Veatch , August 2022



Clear pathway to scale-up

Capable of rapid scale-up with low execution risk to meet future customer demand

Early 2023

30 MWh p.a.
Redflow Thailand Capacity



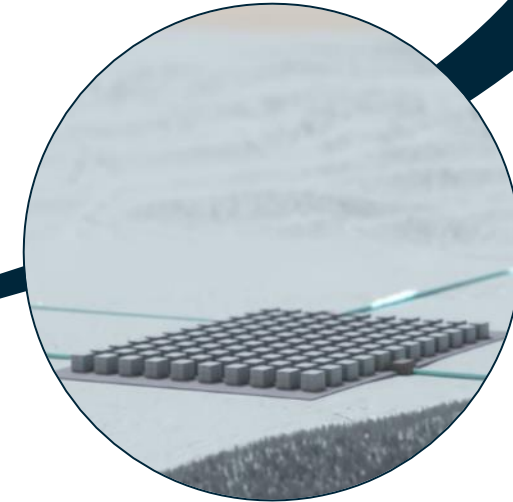
End 2023

80 MWh p.a.
Expanded Redflow Thailand Capacity



End 2025

~400-500 MWh p.a.
Target Future Capacity



- + Wholly owned manufacturing facility in Thailand, est. since 2018
- + ISO 9001 accredited facility, led by new GM implementing lean manufacturing systems
- + Gen3 enabling ~50% reduction in part count and ~40% reduction in production time
- + Capacity increase to 30 MWh p.a. requires minimal capex. Ramp up will be determined by customer demand

- + Scale up existing Thailand facility to fulfil sales pipeline conversion
- + Additional ~\$6m capex required
- + Achieved through automation, multi-shifts, added productivity/redundancy capability
- + Scale up trajectory will be determined by customer demand

- + Scale-up blueprint with est. 12m lead time from design to commissioning for any new facilities
- + Multiple options for scale up incl. facility duplication, US localisation, contract manufacturing and joint venture/licensing
- + Scale up timing and optimal model will be determined by significant sales commitments and demand profile

Investment in Scale Up Capabilities

Ongoing investment in FY22 to enable scale up and additional engineering capabilities

- + Critical investment in key manufacturing and engineering capabilities across Thailand and Brisbane facilities
- + New equipment will enable production ramp up and development of new production approaches to drive scale up and cost down
- + Additional investments in Redflow Thailand and Australia engineering team



**High
Specification
Press**



**Additional
Thailand
resources,
Australian
engineering
capabilities**



**CNC
Machine**



**Injection
Moulding
Machine**

FY22 Financials



2 MWh System for Anaergia
California , United States

Profit & Loss

- + Revenue reflects focus on commissioning of our flagship 2 MWh project, Gen3 launch and strategic sales opportunities
- + FY22 other income is the accrual for the R&D Tax rebate. The pcg included JobKeeper payments and a higher R&D tax incentive.
- + Raw materials and consumables down but reflect some increases in freight and a higher under recovery of Thailand cost due to Gen3 transition
- + Other Expenses increased due to payroll expenses, increase in share-based payment expenses and revaluation of new NTCG agreement (both non-cash impacting), increased professional fees including UL Certification for US expansion, initiation of US team and higher travel costs
- + Order backlog of 71 batteries at end of June 2022, increased to 173 batteries as of 29 August 2022

A\$000	FY22	FY21
Revenue	1,626.7	2,230.1
Other Income	1,488.2	2,685.7
Expenses		
Raw Materials and Consumables Used	(4,578.1)	(5,128.3)
Other Expenses	(11,770.8)	(9,306.2)
Profit/ (Loss) before Income Tax	(13,233.8)	(9,518.7)
Income Tax Expense	(13.1)	(26.4)
Profit/ (Loss) after Income Tax	(13,246.9)	(9,545.1)
Other Comprehensive Income	(7.8)	(49.8)
Total Comprehensive Loss	(13,254.7)	(9,594.9)

Sum of individual items may not equal total due to rounding effects

Balance Sheet

\$9.0m cash and no debt as of 30 June 2022, further bolstered by \$5m placement and ongoing target \$5m SPP

Current assets

- + Trade and other receivables down due to completion of Anaergia project and current payment terms for customers and partners.
- + Trade and other receivables now reflect accrual of R&D tax rebate in both FY2021 and FY2022

Non-current assets

- + Increase in PP&E reflects ongoing investments in manufacturing capabilities
- + Right of use assets reflects renewal of Thailand facility lease

Current liabilities

- + FY22 reflects NTCG draw downs on placement agreement.

A\$'000	30 June 22	30 June 21 (restated*)
Cash and cash equivalents	9,049.7	9,808.3
Trade and other receivables	1,485.7	2,372.4
Inventories	3,624.6	3,346.5
Other current assets	1,057.6	236.9
Total current assets	15,217.8	15,764.2
Property plant and equipment	994.4	617.8
Intangible assets	477.8	415.7
Right of use assets	408.8	75.1
Total non-current assets	1,881.0	1,108.6
Total assets	17,098.8	16,872.8
Trade and other payables	4,188.4	5,153.2
Other current liabilities	1,123.2	953.5
Provisions	1,710.3	1,724.8
Total current liabilities	6,951.9	7,831.4
Total non-current liabilities	366.7	112.2
Total liabilities	7,318.7	7,943.7
NET ASSETS	9,780.0	8,929.1

Sum of individual items may not equal total due to rounding effects



* Trade and other payables has been restated for FY21, due to a change in audit opinion on the accounting treatment of a portion of the NTCG share placement agreement.

Cash Flow

Customer receipts up 67% reflecting progress in commercial strategy

- + Reflects project milestone payments received for Anaergia project.
- + Payments to suppliers and employees up 51% due to payments to suppliers, removal of COVID benefits, , increased marketing and travel, selected hires in key markets and additional professional services for key accreditations.
- + Increase in payments for property plant and equipment from purchase of critical machinery in Thailand and Brisbane to support scale up.
- + Capital raising activities:
 - \$10.9m raised from July 2021 Entitlement Offer and August Shortfall Placement.

A\$'000	FY22	FY21
Cashflows from operating activities		
Receipts from customers	2,600.4	1,556.2
Payments to suppliers and employees	(13,947.2)	(9,222.4)
Grants R&D tax incentive received	1,465.1	2,858.6
Other	(14.8)	(32.2)
Net cash (outflows) from operating activities	(9,896.9)	(4,839.8)
Cashflows from investing activities		
Payment for property plant and equipment	(1,070.3)	(120.6)
Payments for intangible assets	(110.1)	(105.4)
Proceeds from sales of PP&E	-	29.2
Net cash (outflows) from investing activities	(1,180.4)	(196.7)
Cashflows from financing activities		
Proceeds from capital raising activities	10,859.8	6,919.0
Transaction costs related to equity issues	(357.8)	(280.0)
Principal elements of lease payments	(172.8)	(177.4)
Share Placement proceeds in advance of issue	-	5,000.0
Net cash (outflows) from financing activities	10,329.1	11,461.6
Net increase/(decrease) in cash and cash equivalents	(747.9)	6,425.0

Sum of individual items may not equal total due to rounding effects

Looking ahead



RBSS Power Cube,
Nangeenan, Western Australia

Strong momentum towards growth

Next 12 months is focused on delivering sales and economies of scale



Convert & execute on key pipeline opportunities



Scale Thailand and plan for next phase of manufacturing



Grow EPC and industry partnerships



Drive core system performance and economics

Questions



60kWh deployment for Pines Farm as part of NSW DPI Project



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