

LGI Limited



FOCUS YOUR ENERGY

FY24 Results Presentation

23 AUGUST 2024



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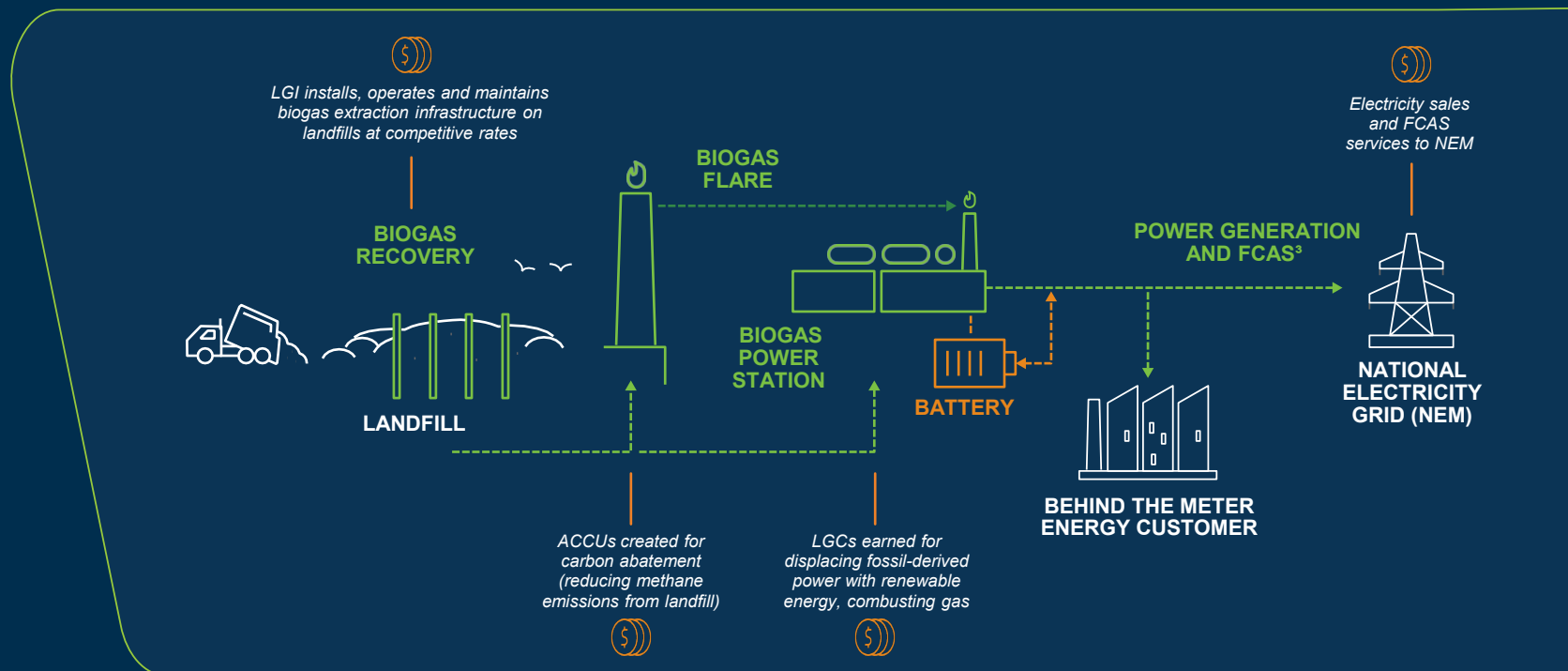
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Who is LGI?

One of Australia's leading vertically integrated landfill gas companies

Founded in 2009 (as Landfill Gas Industries Pty Ltd), LGI is an established domestic leader in the recovery of biogas from landfill, and subsequent conversion into renewable electricity and saleable environmental products



With vertically integrated operations, LGI solutions provide diversified revenue streams, generated from three key sources:

SITE INFRASTRUCTURE AND MANAGEMENT

Installation, operation and maintenance of biogas extraction infrastructure and flaring systems for landfill owners, under service agreement only

LGI revenue derived from fee-based work

GREENHOUSE GAS ABATEMENT

Installation of flaring systems on landfills for creation of ACCUs¹, similarly long-term agreements

LGI revenue derived from the creation and sale of ACCUs¹

RENEWABLE ELECTRICITY

Installation of build-own-operate power generation systems on landfills – typically long-term agreements (15+ years), with high quality customer base (majority local governments)

LGI revenue derived from the sale of electricity, LGCs² & ACCUs¹



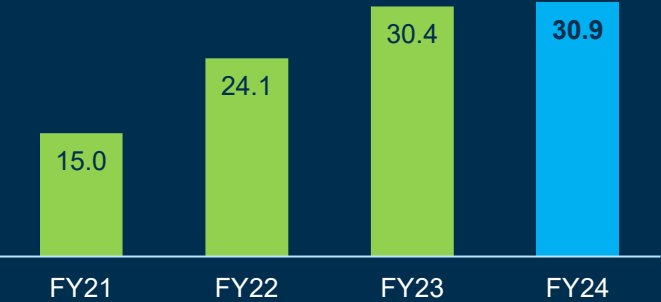
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Results Highlights

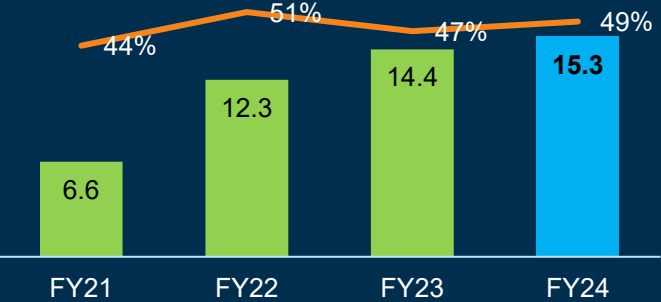
Key Financial Metrics

Historical earnings and margin growth

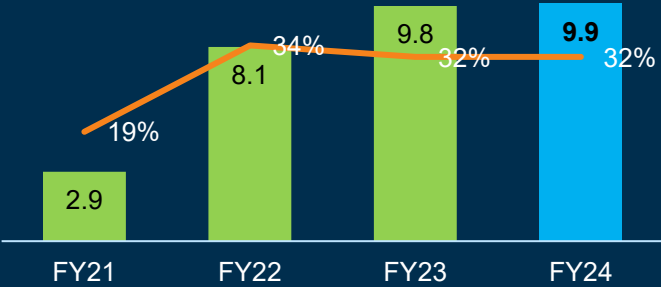
NET REVENUE (\$M)



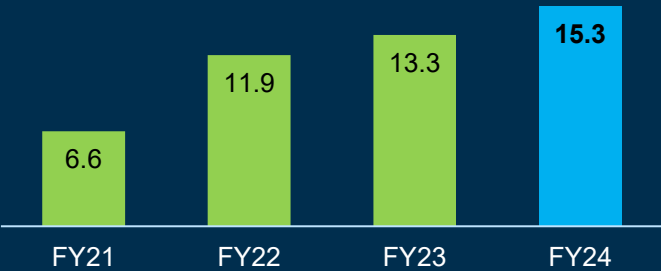
UNDERLYING EBITDA (\$M), MARGIN



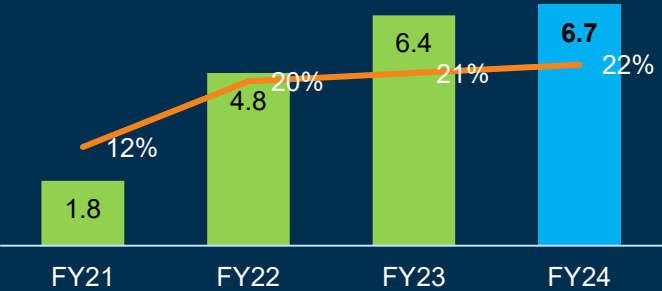
UNDERLYING EBIT (\$M), MARGIN



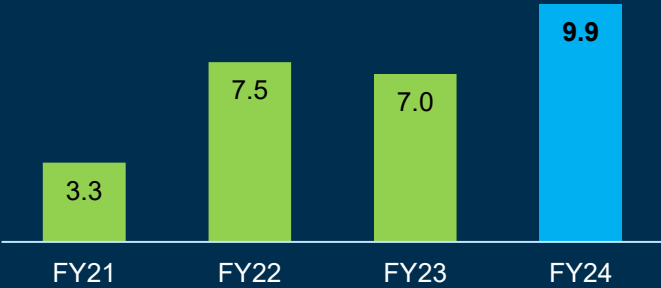
STATUTORY EBITDA (\$M)



STATUTORY NPAT (\$M), MARGIN



OPERATING CASHFLOW (\$M)



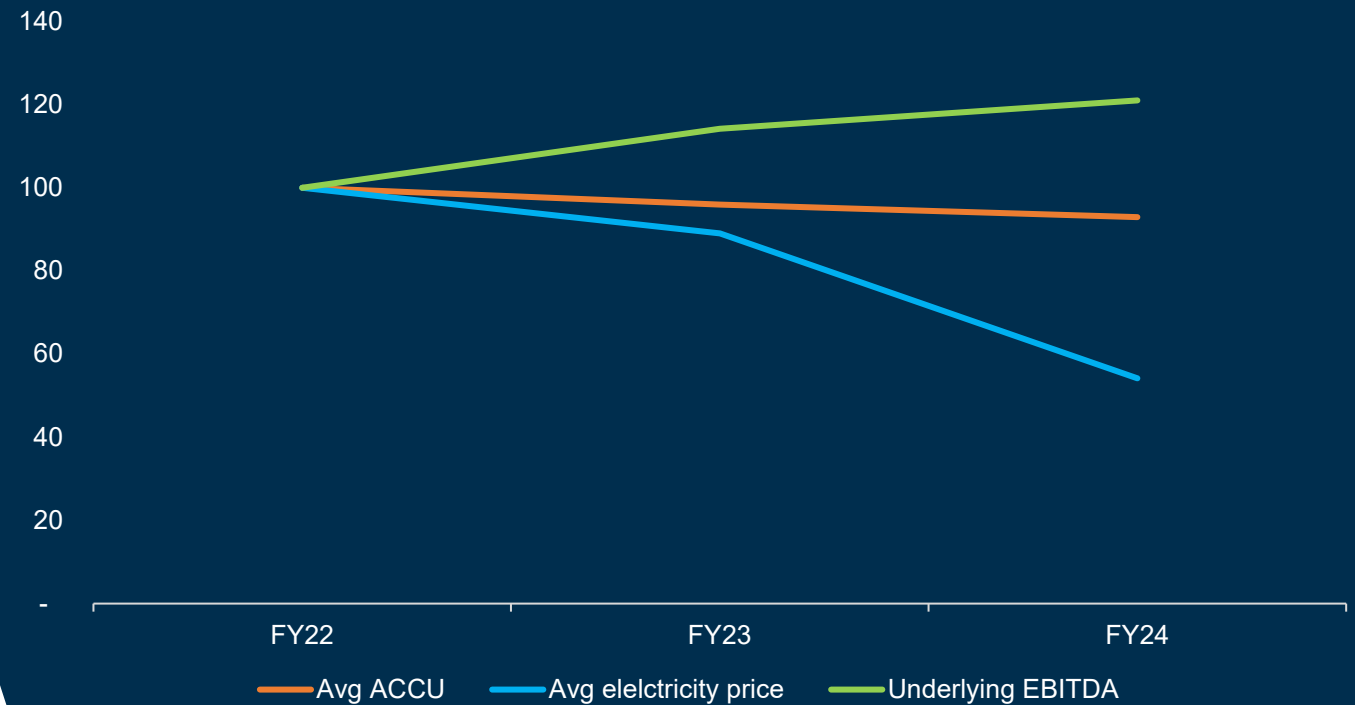
Profitability Drivers

Of the 3 key commodities which create the bulk of LGI's revenue, 2 of them declined in value across FY23 & FY24. Notwithstanding this, LGI was able to grow EBITDA in both FY23 & FY24 due to several key drivers:

- Increase in volume of all saleable products. LGI generated more electricity, LGCs and ACCUs in 2024 compared to 2023.
- New projects coming on-line and immediately being EBITDA accretive.
- Hedge position removed the bulk of the volatility in commodity price movements.
- As LGI scales, the Company benefits from the advantage of economies of scale (maintenance, spare parts, etc).
- Continued focus on cost management.

Electricity and ACCU price movement compared to EBITDA movement

KEY COMMODITY PRICE MOVEMENTS VS EBITDA¹



Expanding Portfolio & Operations

Expanding network of landfill, generation and carbon sites¹



32

Total contracted sites²
+14% vs FY23



08

Power stations



14

Carbon Credit sites²



02

Safety incidents




19


% Team growth




KEY




 BIOGAS FLARE




 GENERATORS ON SITE



 CARBON SITES




 BATTERY



 CONTRACTED SITE UNDER ASSESSMENT

SE QLD SITES

CABOOLTURE



NUDGEE



DAKABIN



BUNYA



KEDRON



CHANDLER



WILLAWONG



FITZGIBBON



ESK





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Financial Performance

Profitability and Return

Enhanced profitability

FY24 underlying EBITDA +6% (vs FY23)

- Elevated gas flows contributed to higher revenue and higher EBITDA throughout FY24
- Megawatt hours grew versus FY23, based on high availability
- ACCU volumes also greater than FY23

\$'000	FY24	FY23	% Change
Statutory Revenue And Other Income (excl. interest income)	33,310	32,303	3%
Net Revenue ²	30,876	30,419	2%
Underlying EBITDA¹	15,281	14,416	6%
Depreciation And Amortisation	5,347	4,659	15%
Underlying EBIT ¹	9,934	9,757	2%
Net Interest Expense	1,009	883	14%
Tax	2,252	1,333	68%
Underlying Net Profit After Tax (NPAT)¹	6,673	7,541	-11%
Capital Raise Expenses (After Tax)	-	1,101	
Statutory Net Profit After Tax (NPAT)	6,673	6,440	4%
Statutory Diluted Earnings Per Share (Cents)	7.5	7.6	-1%
Dividend Paid In FY2023 (Cents)	2.4	2.113	
Weighted Average Number Of Shares (Diluted in m)	88.5	84.4	

¹ Underlying representing the underlying position excluding IPO costs and any significant items.

² Net revenue removes the value of the ACCUs provided to landfill owners as in-kind satisfaction of royalty payments.

Revenue

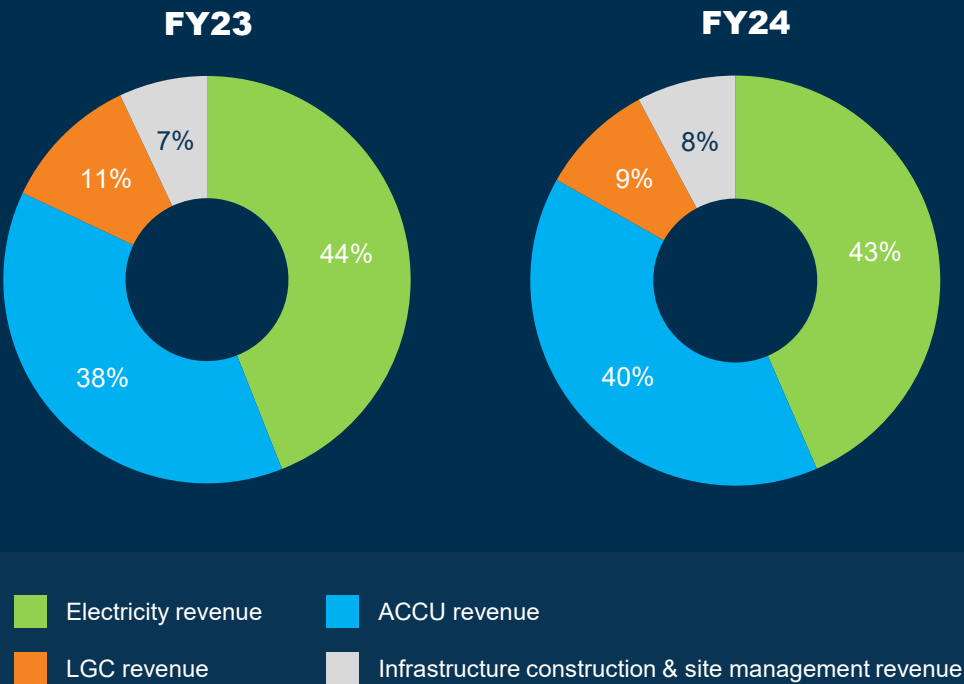
Revenue contribution growing across multiple sources

FY24 total revenues **+2%** versus FY23

\$'000	FY24	FY23	Change
Electricity (including hedge position and FCAS)	13,371	13,323	▲ 1%
Renewable Large Scale Generation Certificates (LGCs)	2,774	3,194	▼ -13%
Net Carbon Abatement (ACCUs)	12,199	11,622	▲ 5%
Infrastructure Construction And Site Management	2,398	2,258	▲ 6%
All Other Revenue (excluding interest)	134	23	▲ 483%
Total Net Revenue	30,876	30,419	▲ 2%

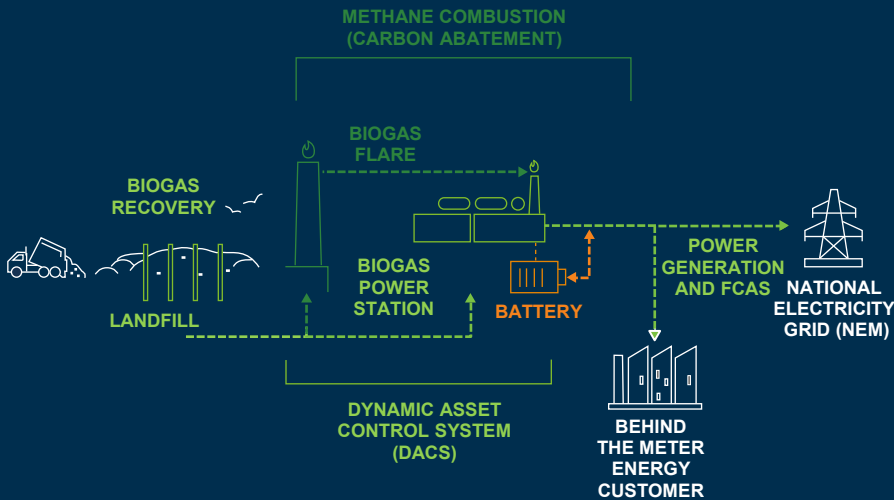
- LGI continues to create revenue from multiple sources
- Contribution from electricity and ACCU revenues reflected a larger portion of FY24 revenues, versus FY23

NET REVENUE BY SOURCE¹



Generation¹ – Electricity and LGCs

Underlying growth in power stations and MWhs

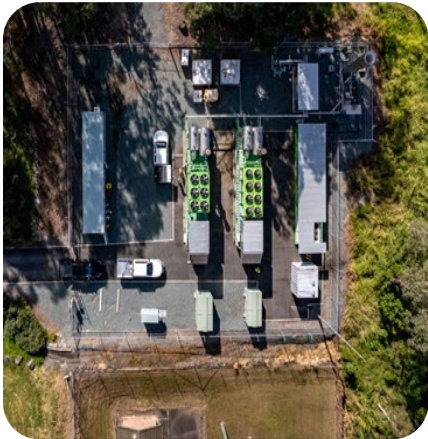
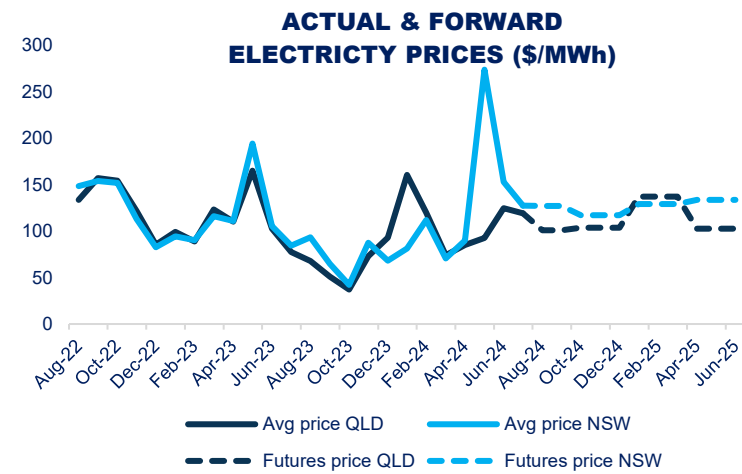


Hedge position for electricity and LGCs ~75% for FY24

1. The Generation segment includes all revenue and costs associated with the creation of electricity revenue (all generation sites). Where a site started generating electricity during the period, it is only included in this segment for the months after it started generating electricity.
2. Gas flows are included for all generation sites. At a number of sites, both electricity generation and carbon abatement occurs. The gas flows for these sites is included in both segments.



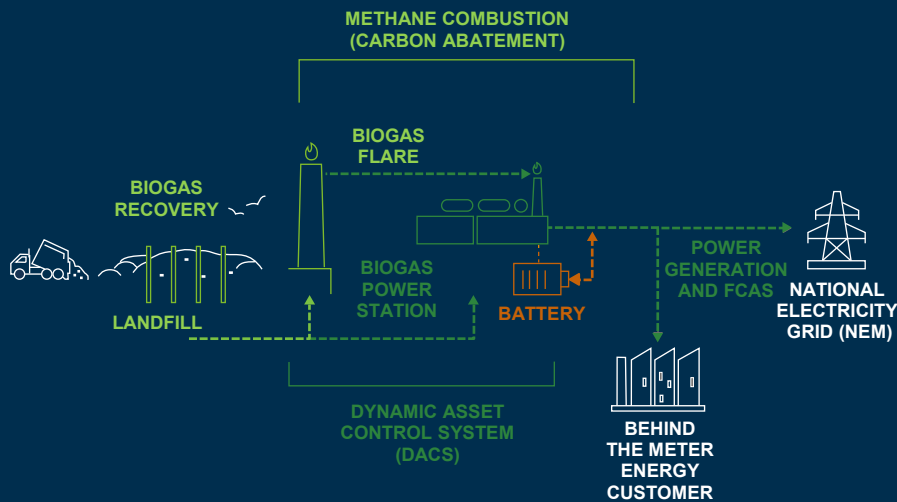
A\$ '000	FY24	FY23	% Change
Operating Metrics			
Biogas Flows ² (M cubic meters)	83.4	77.1	▲ 8%
MWhs Generated	96,326	94,435	▲ 2%
LGCs Created	95,683	92,540	▲ 3%
Profitability			
Electricity (including hedge position and FCAS)	13,371	13,323	▲ 1%
LGC Revenue (\$'000)	2,774	3,194	▼ -13%
Total Revenue Growth (%)	-2%		
Gross Margin (\$'000)	11,467	11,876	▼ -3%
Gross Margin Percentage (%)	71%	71%	▼ -16bps



Source: Actual prices (AEMO, <https://aemo.com.au/en/energy-systems/electricity/national-electricity-market-nem/data-nem/data-dashboard-nem>), forward prices (ASX, <https://www.asxenergy.com.au/futures>).

Carbon Abatement¹ - ACCUs

Ongoing ACCU volume growth

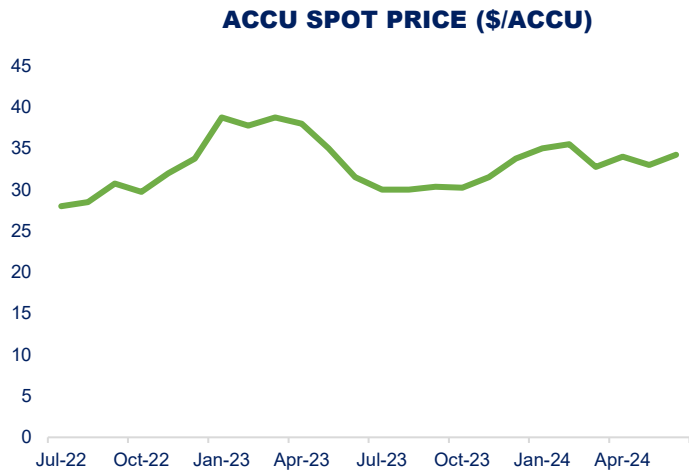


- Increase in gas flows from additional wells and pipework installed on carbon abatement sites
- ACCU price affected by Chubb Review and safeguard mechanism review post 2022
- Gross margin includes costs of exiting Federal Government contracts

1. The Carbon Abatement segment includes all revenue and costs associated with the creation of ACCUs (most generation sites and flaring sites). Where a site starts carbon abatement during the period, it is included in this segment from the months it started creating ACCUs.

2. Gas flows are included for all carbon abatement sites. This will include both electricity generation and flaring sites. The gas flows for generation sites will be included in both segments.

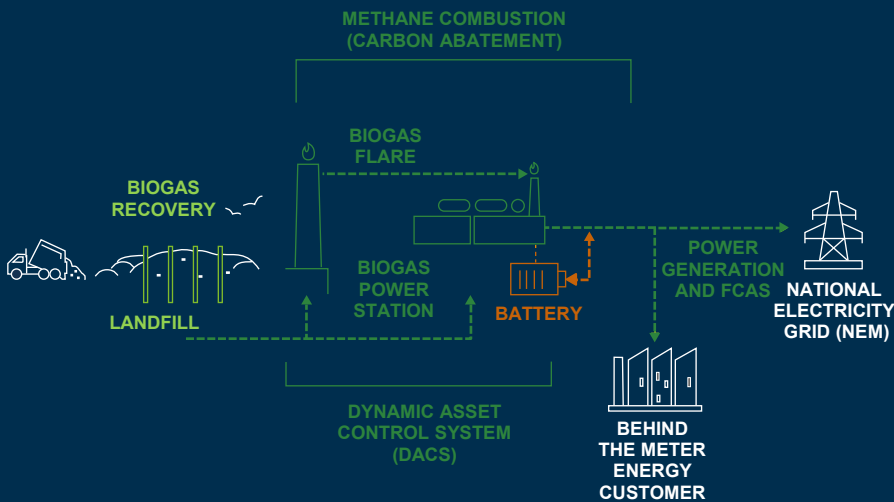
A\$ '000	FY24	FY23	% Change
Operating Metrics			
Biogas Flows ² (M cubic meters)	94.0	89.9	▲ 5%
ACCUs Acquired Or Created	432,804	420,804	▲ 3%
Profitability			
ACCU Revenue (\$'000)	14,633	13,505	▲ 8%
Total Revenue Growth (%)	8%		
Gross Margin (\$'000)	11,746	9,855	▲ 19.2%
Gross Margin Percentage (%)	80%	73%	▲729bps



Source <https://accus.com.au/>

Infrastructure Construction & Landfill Gas Management

LGI as a trusted infrastructure partner



- Several large infrastructure construction jobs occurred in FY24
- Gross margins impacted by higher cost of materials, including higher pipe costs

A\$ '000	FY24	FY23	% Change
Profitability			
Infrastructure Construction Revenue (\$'000)	1,832	1,643	▲ 12%
Landfill Gas Management Revenue (\$'000)	615	635	▼ -3%
Total Revenue Growth (%)	7%		
Gross Margin (\$'000)	1,018	1,009	▲ 1%
Gross Margin Percentage (%)	42%	44%	▼ -271bps

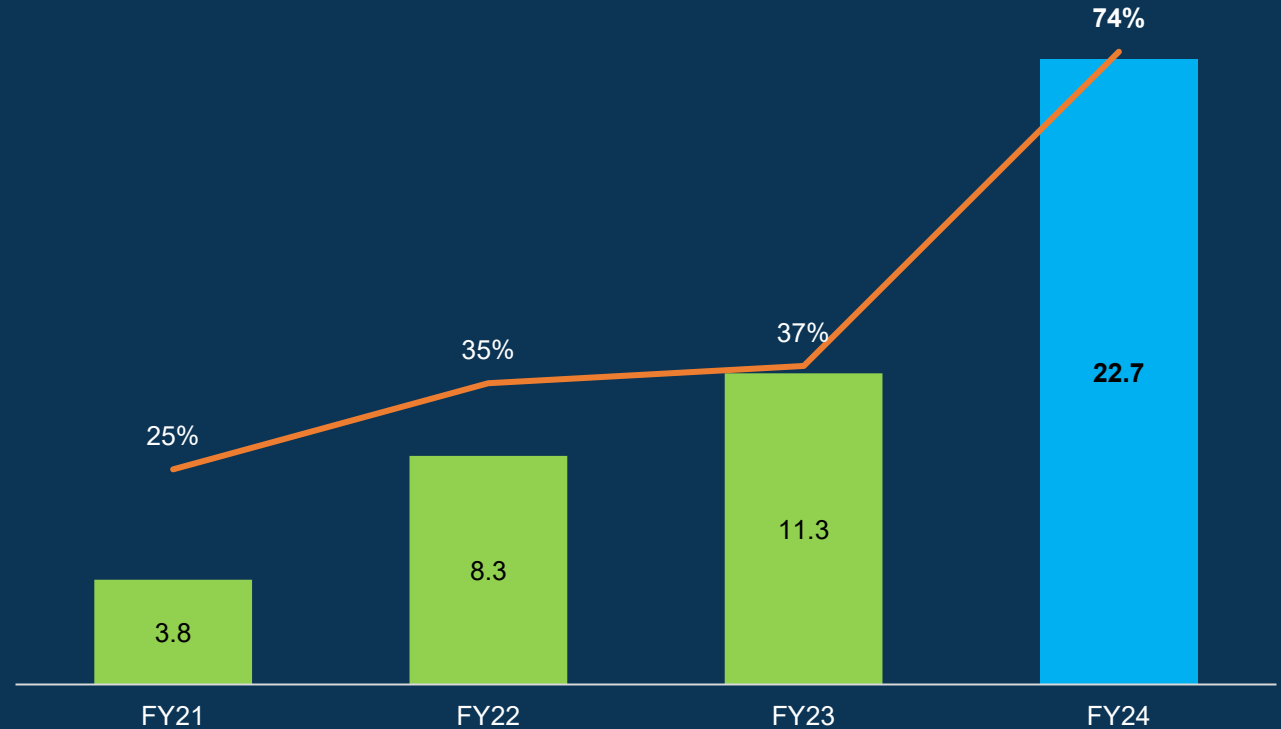


Capital Expenditure

LGI's capital requirements are reflective of its pipeline growth opportunities

- During FY24, LGI successfully completed an elevated capex program
- Capex slated for FY25 includes:
 - Mugga Lane generation unit completion and battery purchase;
 - Construction of BINGO power station; and
 - Continued work on Nowra connection approvals
- Elevated capex is expected to continue, reflective of the Company's strong contracted development pipeline
- Pleasingly, LGI's funded development pipeline is fully-funded based on current free cash flows, bank of ACCUs and availability in expanded debt facility

CAPEX (\$M), % OF REVENUE



Balance Sheet

Considerable growth in asset base

- Growth in Plant and Equipment funded partially from operating cashflow and debt
- ACCU balance growth driven by volume and partially exiting contracts with the Federal Government
- During FY24, LGI increased the limit on our debt facility by \$20 million, primarily to fund the Eastern Creek (Bingo) power station. Total facility is \$48.8 million.

\$'000	30-Jun-24	30-Jun-23
Assets		
Cash	2,438	52
Trade Receivables	876	1,157
ACCU Environmental Certificates	14,035	11,401
LGC Environmental Certificates	957	1,001
Property Plant And Equipment	57,360	39,428
Goodwill	314	314
Other Receivables And Other Assets	12,611	10,010
Total Assets	88,591	63,363
Liabilities		
Trade Payables	3,722	2,984
Lease Liability	3,077	3,296
Debt Facility	19,200	1,500
Other Payables And Other Liabilities	9,789	6,208
Total Liabilities	35,788	13,988
Equity		
Issued shares	32,231	31,928
Reserves And Other Equity Items	197	1,621
Retained Earnings	20,375	15,826
Total Equity	52,803	49,375

Cash Flow

Operating cash flow positive while growth investment continues

- Underlying operating cashflow increased 24% versus FY23
- Underlying EBITDA cash conversion of 65%
- Cash on investing activities, primarily capital expenditure cash flow, reflecting 102% increase versus FY23

\$'000	FY24	FY23
Underlying EBITDA	15,281	14,416
Statutory Operating Cash Flow	9,913	6,958
Underlying adjustment in relation to the IPO	-	1,000
Underlying Operating Cash Flow	9,913	7,958
Underlying EBITDA Cash Conversion (%)	65%	55%
Underlying cash from operating activities	9,913	7,958
Underlying cash (used) in investing activities	(22,716)	(11,259)
Underlying cash from/(used) in financing activities	15,189	3,464
Underlying net change in cash and cash equivalents	2,386	163
Statutory Cash Flows		
Net cash from operating activities	9,913	6,958
Net cash used in investing activities	(22,716)	(11,259)
Net cash from/(used) in financing activities	15,189	3,464
Net change in cash and cash equivalents	2,386	(837)



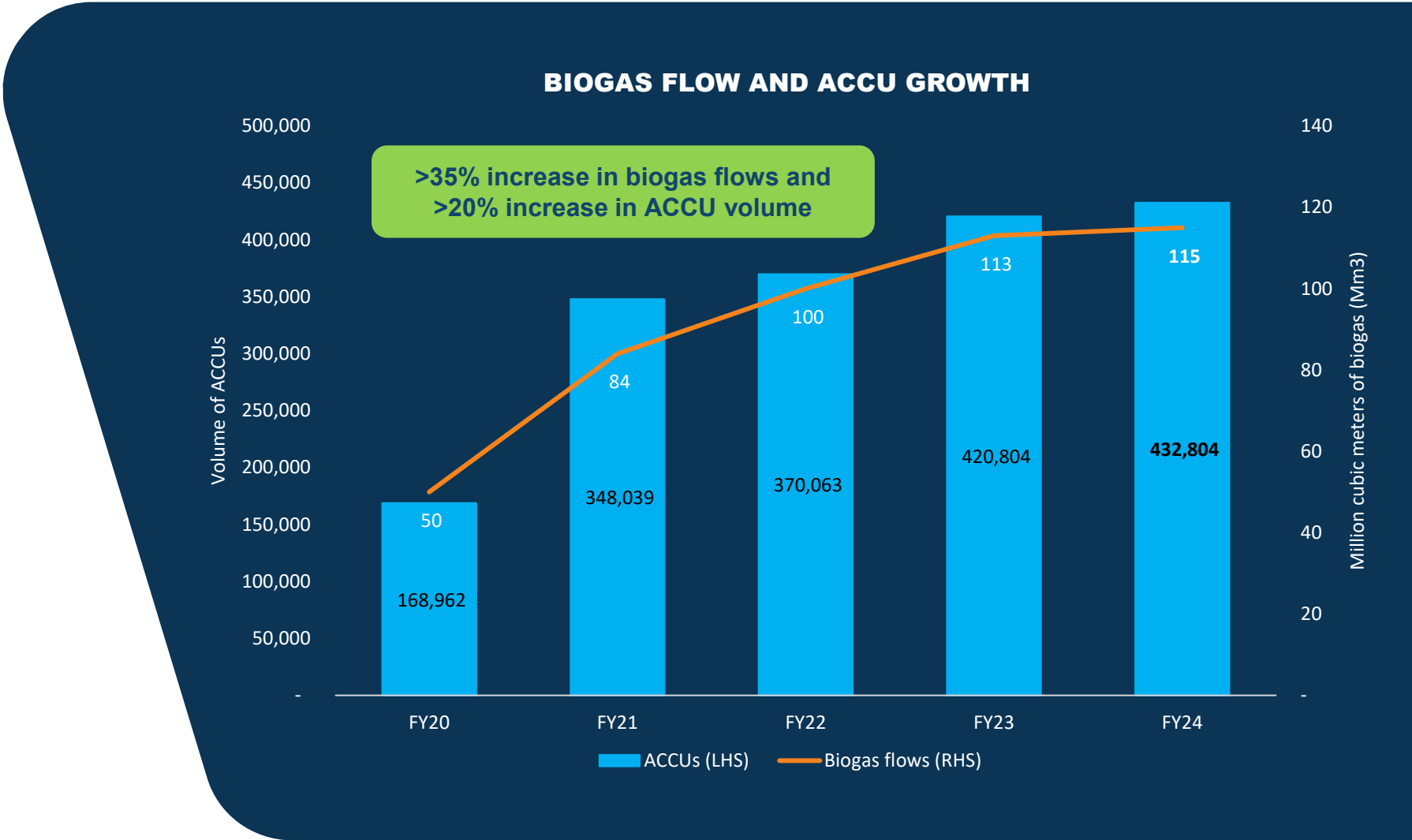
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Operational Update

Growing Biogas Flows

LGI continues to "chase the gas", ensuring maximum practical gas flow is achieved at each site

- Integral to LGI's strategy is the underlying growth in biogas flows
- By chasing gas, LGI constantly seeks to increase biogas extraction wells and pipework as open landfills receive new waste deposits. This is a staged process at each site, working closely with each landfill owner
- Since 2021, LGI has achieved:
 - >35% growth in biogas flows; and
 - >20% growth in ACCUs.



Gross ACCU numbers are normalised to reflect the financial year in which the methane was destroyed.

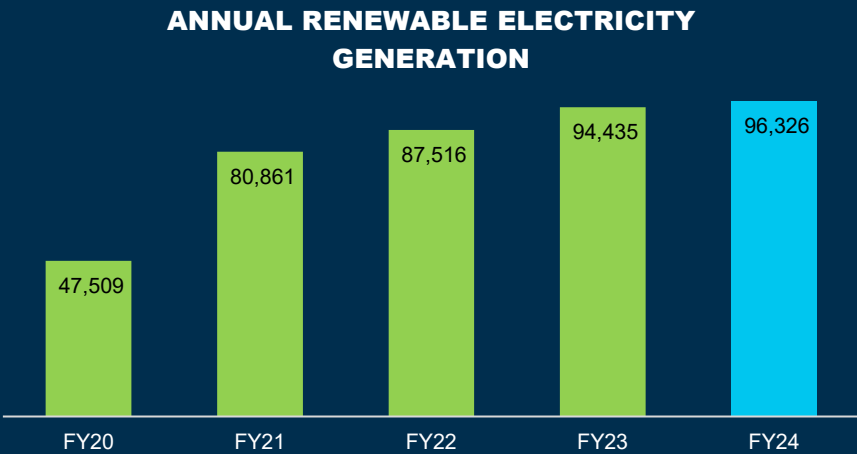
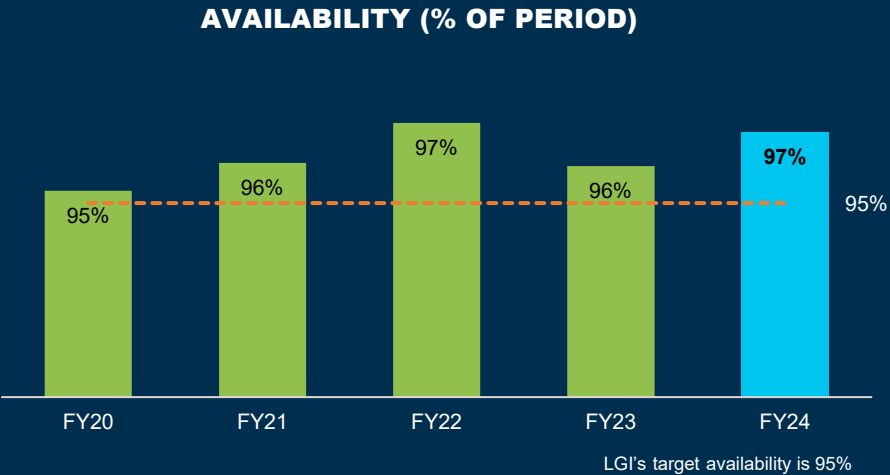
Energy Generation

Growth in generation reflects high levels of availability across portfolio

Generator availability remained above the internal target of 95%

- Two years of investment in spare parts to increase stock of critical spares
- Initial power station set up includes many features to reduce maintenance time and cost
- Team of talented and dedicated staff

LGI's Bunya power station achieved 55% (including FCAS) above the average price



Key Project Updates

Additional Generation in Canberra

Phase 1 Canberra expansion on track for H1 FY25, followed by Phase 2 installation of batteries

Average AEMO electricity pricing continues to demonstrate the importance and need for firming electricity. LGI provides firming in the form of both biogas generation and battery capacity. As such, batteries remain an important part of the LGI strategy to provide electricity to the grid when it is needed most

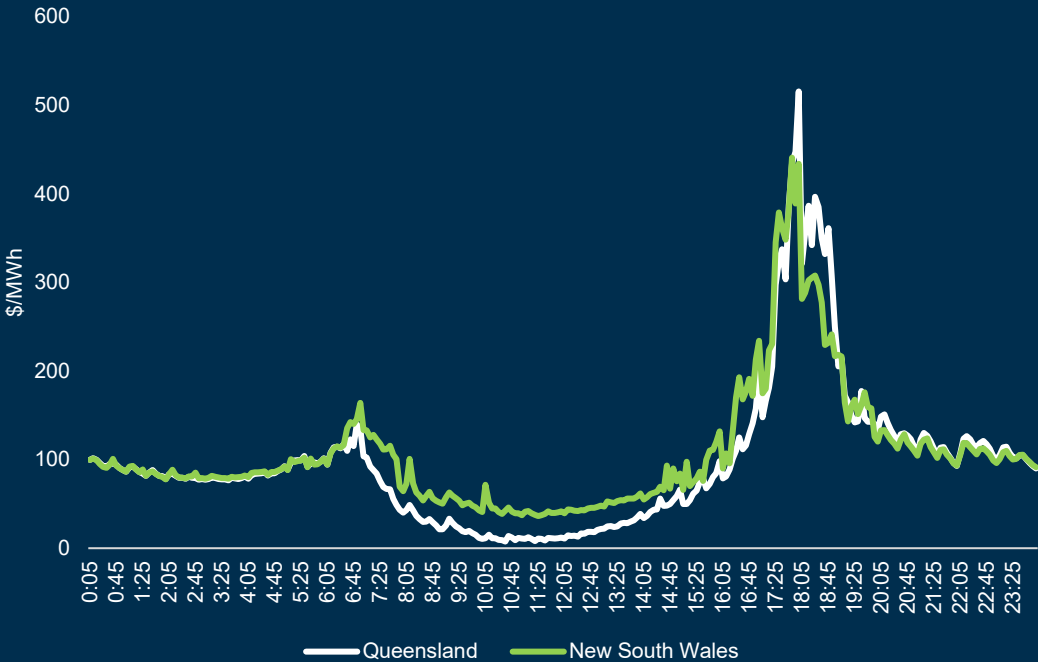


Canberra

Work started in H1 FY24 in preparation for expansion, initially of 2 Jenbacher 1 MW engines.

Phase 2 to extend to installation of 14 MWs of batteries.

AVERAGE AEMO ELECTRICITY PRICING
TIME OF DAY (JAN 23 TO JUN 24)



Newly Contracted Sites

LGI achieved a net increase of four newly contracted sites during FY24, an increase of 14% pcp

BINGO (Eastern Creek, Sydney, NSW)

- Landfill Gas Rights agreement entered with BINGO Industries Limited (Dial a Dump)
- Initial 15-year agreement covering Eastern Creek Landfill site (Western Sydney) with extension options
- Entitles LGI to install landfill gas extraction infrastructure, and install, operate and own a 4MW renewable power station on site
- Installation and commissioning (commencing mid-FY25, targeting completion by end of FY26)
- Capex to be funded via mix of existing and additional debt (~\$16.5 – \$18.5 million)
- Expected revenue in year 1 – post commissioning – of \$3.0 – \$3.5 million pa. based on current electricity pricing
- Results in 25% increase in LGIs renewable generation capacity – the 4MW BINGO project equal to Company's largest (Canberra)

Gatton, QLD

- Pipework scheduled to start September with drilling wells and laying initial pipework
- Flare construction commenced
- Initially expected to be a carbon only site

Tumut, NSW

- Work completed in July 2024
- Flare construction completed
- Initially expected to be a carbon only site

Taree and Tuncurry, NSW

- Initial assessment at Taree in August
- Flare construction started
- Initially expected to be a carbon only sites



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Outlook & Summary

Outlook

Targeting growth in key metrics alongside continued operational excellence

LGI's FY25 priorities are similar to those within FY24:



Continued focus on **Health, Safety, Environment and Quality**



Deliver key near-term projects, expansion of Canberra and BINGO



Explore the expansion of power stations on contracted sites



Work on contracted landfill sites to **expand the gas collection facilities**



Actively pursue **new opportunities** for landfill gas management, generation and batteries

GUIDANCE:

FY25 EBITDA expected to grow by low double-digit percentage versus FY24, subject to market dynamics, operational and timing issues outside the control of the Company



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Appendix

Financial reconciliation to statutory results

A\$ '000	FY24			FY23		
	Statutory Before Underlying Items	Underlying Items	After Underlying Items	Statutory Before Underlying	Underlying Items	After Underlying Items
Revenue	33,310	-	33,310	32,303	-	32,303
EBITDA	15,281	-	15,281	13,315	1,101	14,416
Depreciation And Amortisation	5,347	-	5,347	4,659	-	4,659
EBIT	9,934	-	9,934	8,656	1,101	9,757
Net Interest Expense	1,009	-	1,009	833	-	833
Income Tax	2,252	-	2,252	1,333	-	1,333
Profit After Tax	6,673	-	6,673	6,440	1,101	7,542

LGI Value Proposition

LGI strives to deliver value with its vertically integrated business model in a number of key areas at the intersection of the waste, electricity and carbon sectors



END-TO-END SOLUTION

Highly credentialed and experienced team with combined expertise in landfill, electricity and carbon



DIVERSIFIED REVENUE STREAMS

Generated by site infrastructure & management, greenhouse gas abatement and renewable energy



VERTICALLY INTEGRATED

Operating platform expanding 32 sites, with long term contracts



INNOVATION AND TECHNICAL INGENUITY

Incorporating synergistic technologies to optimise biogas extraction + yield (DACs, etc)



SCALABLE MODEL

Well-funded development pipeline to result in considerable electricity capacity uplift



SIGNIFICANT GROWTH PROSPECTS

Early in its market penetration, with domestic expansion



DECARBONISATION EXPOSURE

Favourable industry dynamics, providing greenhouse gas abatement



RENEWABLE ENERGY

Assisting expedite energy transition through generation of dispatchable distributed renewable energy

Board



VIK BANSAL

**Non-Executive
Chair**

Vik, appointed chair in April 2021, is CEO and Managing Director of Boral, Australia's largest vertically integrated ASX listed (ASX:BLD) construction materials company, with 5,000 plus employees and 300 sites.



ADAM BLOOMER

**Managing Director
and Founder**

Adam established LGI in 2009 to provide high quality biogas solutions for landfill sites across regional Australia, and he has since been the Company's Managing Director.



ABIGAIL CHEADLE

**Non-Executive Director
and Audit & Risk
Committee Chair**

Abigail was appointed (Non-Executive Director) NED and (Audit & Risk Committee) ARC Chair of LGI Ltd in April 2021.



ANDREW PETERS

Non-Executive Director

Andrew was appointed Non-Executive Director of LGI in January 2018 and is on the Audit and Risk Committee.



DR. JESSICA NORTH

**Executive Director
and Chief
Sustainability Officer**

Over 20 years' of experience in the waste industry, in particular carbon abatement and biogas management from landfills.



TIMOTHY MCGAVIN

**Non-Executive Director
and Chair of
Remuneration &
Nominations Committee**

Tim invested into LGI Ltd in 2011 as the cornerstone investor. He was appointed Chair of the Board from January 2018 – March 2021.



FOCUS YOUR ENERGY

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**Renewable energy, and
carbon abatement**