



Australia's future in bioenergy and renewables

H1 FY2022 Investor Update

www.deloreancorporation.com.au



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**Decarbonizing the economy is the
'greatest investment opportunity of our lifetime'**

- Larry Fink, CEO of Blackrock, the largest asset manager in the world

Vertically Integrated Renewable Energy Business

Delorean Corporation (ASX: DEL) is a vertically integrated business operating in two high growth investment sectors – renewable energy and waste management.



Delorean Corporation has the inhouse capability to deliver bioenergy projects across the full lifecycle, from project conception to completion; processing organic waste and generating and monetising renewable electricity, heat and gas

H1 FY2022 Company Review

H1 Revenue

\$17.7M ↑

Uplift from \$12.9M
1HY2021

Revenue Growth

36% ↑

1HY2021 to 1HY2022

Group Earnings

\$337K

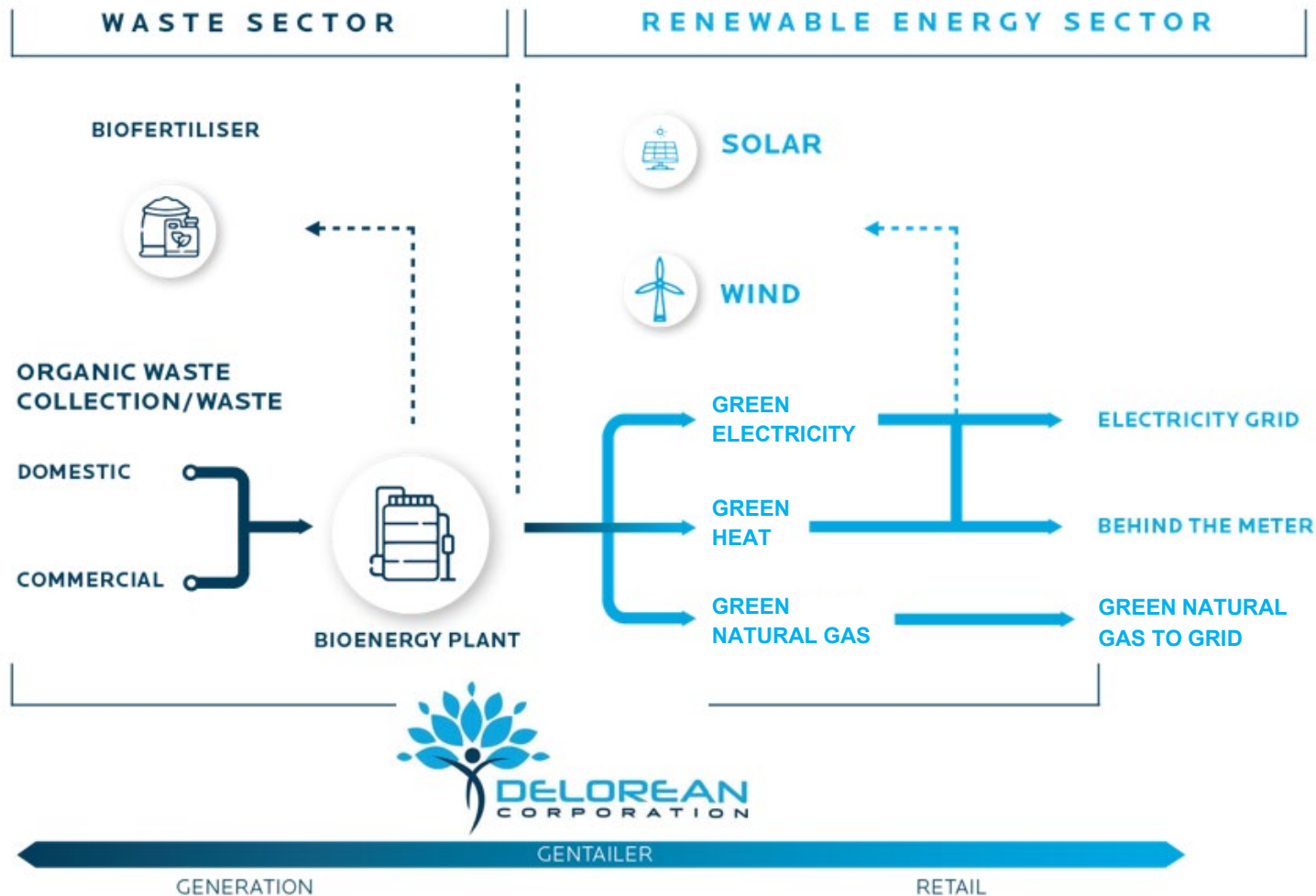
Underlying EBITDA

Project Pipeline

\$500M ↑

Uplift from \$200M
since IPO

Delorean Corporation Gentailer Business Overview



ESG Framework

*Delorean Corporation is one of the few **truly green** energy stocks on the **ASX***



has ranked Delorean Corporation:



Top 1% of companies across the world



Top 2% of companies across the world

Delorean has commenced the process of aligning with **Task Force on Climate-Related Financial Disclosures**, scoring highly on **United Nations (UN)** sustainability development goals:



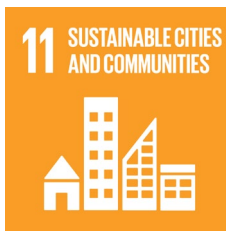
7 AFFORDABLE AND CLEAN ENERGY



13 CLIMATE ACTION



11 SUSTAINABLE CITIES AND COMMUNITIES



6 CLEAN WATER AND SANITATION



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



Strong Federal and State Support for Bioenergy



ARENA



**Sustainability
Victoria**



**NSW
Environmental
Trust**

**Queensland
Government**

ARENA's November 2021 Bioenergy Report models that by 2030 the bioenergy market reflects:

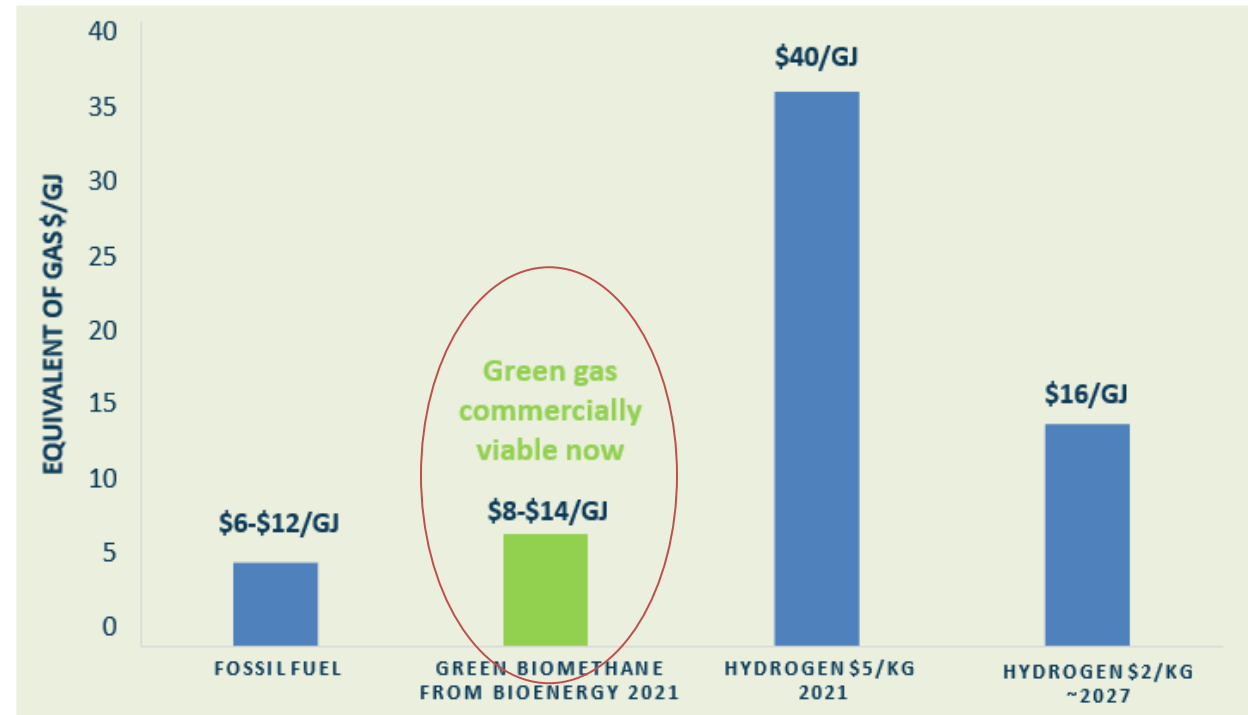


Source: Australia's Bioenergy Roadmap (November 2021) ENEA Australia Pty Ltd and Deloitte Financial Advisory Pty Ltd for ARENA

Bioenergy is the immediate renewable solution for green gas



- Green biomethane gas is already **commercially viable**
- **Green gas** is a **direct substitute** for fossil fuel gas – it can be transported using the existing gas networks
- The **market demand** for renewable green gas is **already significant** and continuing to **escalate**.
- Delorean has commitments and qualified enquiries for green gas that **exceeds** our current project pipeline production capacity
- Delorean's SA1 project has the potential to be used for **Greenpower's Renewable Gas Certification** pilot



References:

<https://www.aer.gov.au/wholesale-markets/wholesale-statistics/gas-market-prices>

<https://www.pwc.com/gx/en/industries/energy-utilities-resources/future-energy/green-hydrogen-cost.html>

DEL Benefits From Current Policy and Market Tailwinds

Driven by **2019 National Waste Policy** to:
“Halve the amount of Organic Waste sent to landfill by 2030”

+20% 
Project Return

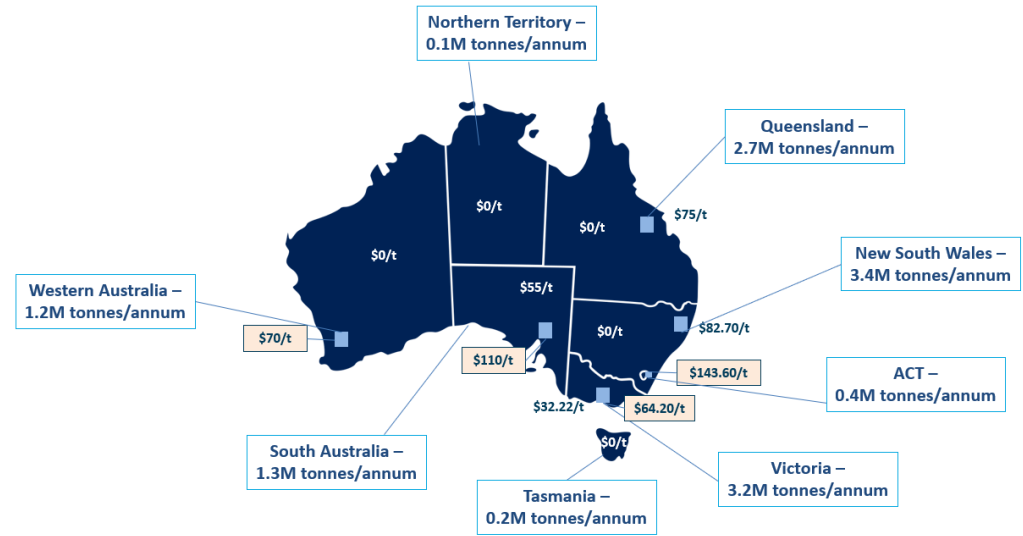
Rising landfill levies are increasing waste recovery and collection fees for Delorean’s bioenergy projects, driving expected levered IRR(s) to +20%

Driven by **Australian Carbon Credit Unit (ACCU)** demand

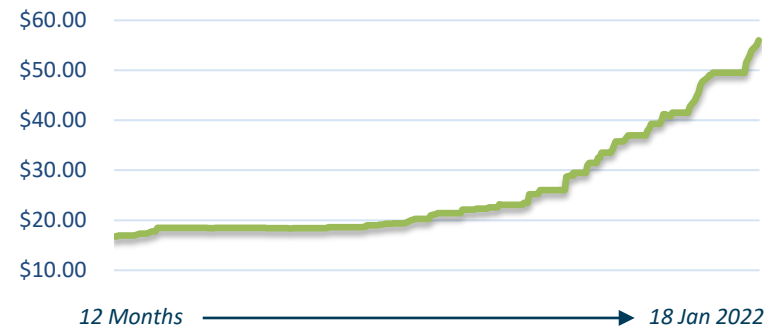


Delorean’s biomethane projects are expected to be eligible for ACCUs*

Australia produces ~12.5M tonnes of organic waste* every year that is suitable for bioenergy



12 Month Spot ACCU Price



Financial Performance HY22

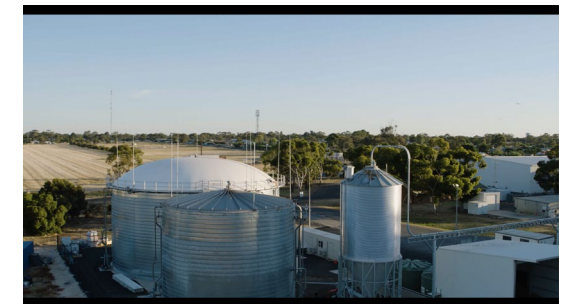
	2021	2020
	\$	\$
Revenue	17,702,015	12,989,058
Underlying EBITDA	337,461	1,786,779
EBITDA Adjustments:		
Costs of the IPO offer ⁽¹⁾	(120,000)	-
Share-based payments ⁽²⁾	(198,332)	-
LGC Shortfall Strategy ⁽³⁾	(596,004)	-
Ecogas project ⁽⁴⁾	(969,243)	-
Allowance for liquidated damages ⁽⁵⁾	(627,500)	-
EBITDA*	(2,173,618)	1,786,779
EBITDA add backs:		
Interest & financing costs	(95,359)	(49,610)
Interest income	563	5,005
Income tax benefit/(expense)	218,917	(193,857)
Depreciation	(229,188)	(196,578)
Amortisation	(10,960)	-
(Loss)/Profit after income tax expense:	(2,289,645)	1,351,739

Underlying EBITDA adjustments summarised:

- (1) Costs related to DEL's April 2021 IPO that are not reoccurring or ongoing.
- (2) Non-cash share-based payments as detailed in the Company's Prospectus.
- (3) This amount to be returned in full as other income in FY24 and relates to optimising returns against Delorean's Large-scale Generation Certificates ("LGC") commitment
- (4) Difference in expected progress compared to actual progress on the Ecogas project for the financial year and represents a timing delay associated with current economic climate including (inter alia) shipping delays, border control constraints and COVID impacts.
- (5) This amount represents a provision for potential liquidated damages (LD) relating to an EPC contract on foot. LD's have not been imposed by the contract principal and the parties are in discussions regarding extensions of time under the contract and contributory factors attributed to delays which include COVID impacts, feedstock composition and other factors. The Company expects that no LD will accrue on this project and is working with the principal to mediate a solution. It is expected this amount will be written back upon contract completions.

Refer to DEL's Statutory HY22 Report for further details.

EBITDA is a financial measure which is not prescribed by Australian Accounting Standards. Underlying EBITDA is defined as **earnings before interest, taxes, depreciation and amortisation adjusted to eliminate one-off gains or losses that are unlikely to reoccur, and are not part of the Consolidated Entity's day to day business operations.*



Financial Performance HY22 (by segment)



Energy Retail Division

	1HY22	2HY21	1HY21	Change*
	\$	\$	\$	
Revenue	16,136,698	12,154,959	10,672,683	51.2%
Underlying EBITDA	571,238	(241,332)	1,066,509	(46.4%)

- Energy retail division achieved high revenue growth by securing an increase in contracted energy volume.
- 1HY22 margins compressed resulting from higher wholesale energy prices and increased forward prices for updated hedging strategy
- Updated Hedging Strategy: going into the second half we are fixing more of our supply position through bilateral trades that will significantly decrease any risk of further GP compression per MWh.
- Energy Retail has adopted a forward contracting strategy in relation to LGC's which delivers guaranteed future EBITDA.

Engineering Division

	1HY22	2HY21	1HY21	Change*
	\$	\$	\$	
Revenue	1,463,663	2,783,538	2,266,375	(35.42%)
Underlying EBITDA	(378,210)	1,067,383	759,722	(149.8%)

- 1HY22 underlying EBITDA reflects margin impacts on the Engineering Division's EPC contracts relating to border controls and site access issues associated with COVID, as well as shipping delays caused by global shipping congestion.

Infrastructure Division

	1HY22	2HF21	1HY21	Change*
	\$	\$	\$	
Revenue	101,654	-	50,000	103.3%
Underlying EBITDA	20,380	(216,667)	(38,409)	153%

- 1HY22 revenue relates to the new Brickworks development contract and in the previous comparable period related revenue was a Sustainability Victoria grant.
- The majority of expenditure in this Division is capitalised to the bioenergy portfolio of assets in the infrastructure pipeline.

H1 2022 Use of Funds (Project Working Capital and Team Building)

Consolidated Statement of Cash Flows shows a **net cash application** to **operating activities** of \$6.9m for H1 2022.

This **does not** imply an ongoing net outflow of cash from operations into the H2 2022.

The net cash application in large part reflects **developmental, timing differences** and **COVID related impacts on projects** which can be summarised as follows:

- Project working capital for EPC projects transitioning from cashflow positive during this period (approximately \$5.6M). This is attributable to project delays associated with COVID, shipping congestion and border control constraints which have deferred invoicing.
- Timing differences on NZ GST associated with equipment deliveries into NZ (circa \$690k).
- Working capital associated with R&D activities within bioenergy projects
- Investment in building up DEL's technical and management team, including the engineering and management team to underpin DEL's rapid growth and in preparation for major construction and development contracts.



Delorean Corporation

Project Finance Strategy

Delorean is establishing a structured finance framework across its projects to obviate or minimize requirement for direct cash injection into projects and enhance shareholder value.

An overview of the approach is as follows:

Planum Partners

Planum Partners retained under a mandate to arrange **debt and equity finance** for projects up to \$200M.

Government Grants

DEL has existing grant applications on for **\$30M plus** in funding to underpin finance stack.

Debt Finance

Overall approach is to maximise debt finance for **projects in construction phase**, and refinance infrastructure assets when operational, recycling debt and equity.

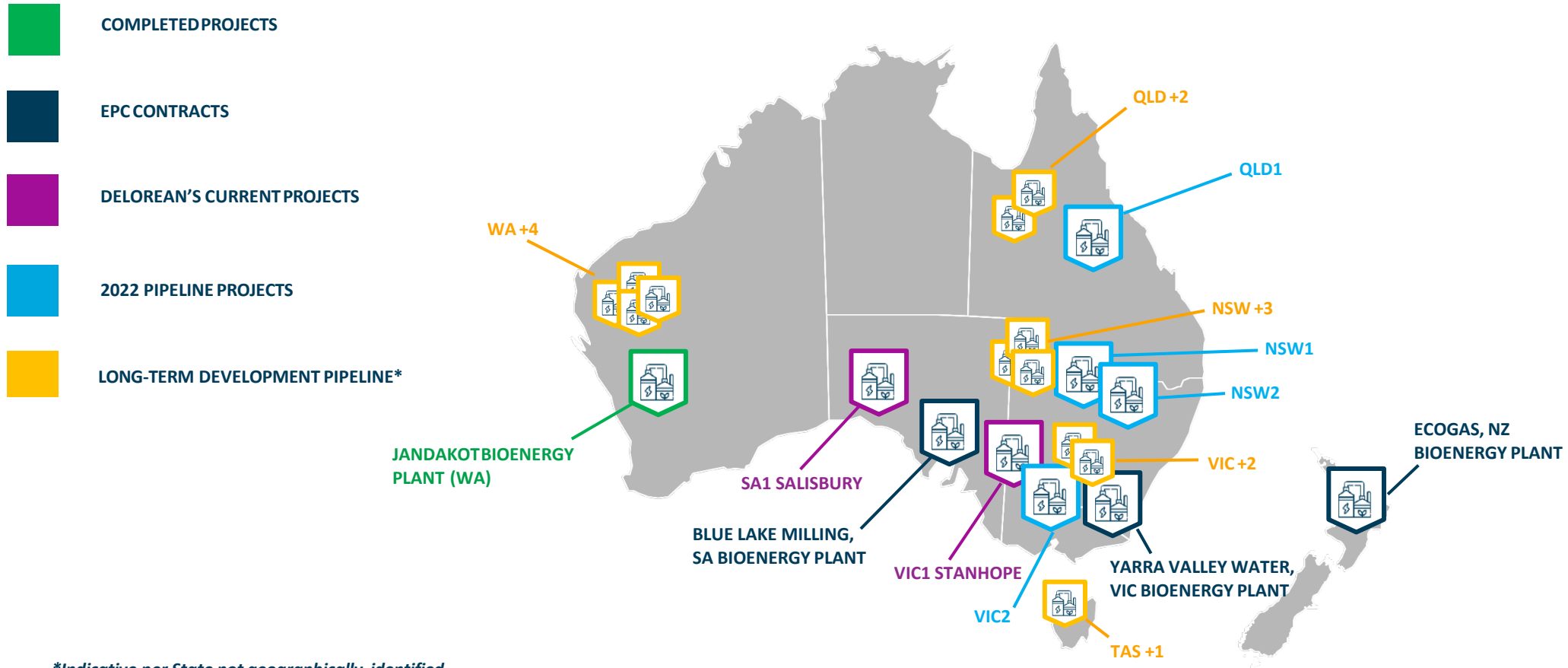
Project Equity Partners

DEL is strategically **considering project equity partners** to minimize DEL cash contribution for project equity beyond development.



Project Updates Across Australia and New Zealand

EPC Projects progressing with DEL-owned Project Development and Build Pipeline



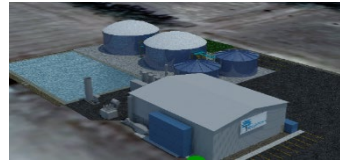
**Indicative per State not geographically identified*

Delorean Corporation

Portfolio Infrastructure Projects



= EQUIVALENT TO PLANTING 4 MILLION TREES EVERY YEAR



VIC1 Stanhope

(~\$17.0M capex)
(~14% Unlevered IRR)



Equivalent
No. of Trees Planted
to Offset CO2

416,400



SA1 Salisbury

(~\$26.5M capex)
(~15% Unlevered IRR)



553,200



QLD1

(~\$33M capex)
(~17% Unlevered IRR)



971,760



NSW1

(under development)
(~20%+ Unlevered IRR)



828,210



NSW2

(under development)
(~20%+ Unlevered IRR)



828,210



VIC2

(~\$20.0M capex)
(~15%+ Unlevered IRR)



538,800

2022 Project Pipeline – Delorean Infrastructure Statistics

Emissions

1.6M tCO₂- e/annum

abated through diversion of organics from landfill and creation of green energy to displace fossil fuels.*

Waste

1.5M tonnes/annum

of organic waste to be diverted from landfill and other emission outputting processes

Biogas

135M m³/annum

of biogas generated on site

Projects

~ \$500M

proposed projects in early stage engagement, feasibility, development, construction

Grants

~ \$30M

grants applied for both State and Federal across Australia

Funding

\$200M

(Planum Partners mandate in process for the first \$50M advanced stages)

*Calculations based on the Carbon Credits Methodology Determination 2016 developed by the Clean Energy Regulator. The calculations assume all green energy is in the form of electricity. The Clean Energy Regulator is currently in the process of developing a new method for biomethane.

Delorean Engineering Division

Contracts Updates

Blue Lake Milling, SA Bioenergy Plant \$7.6M contract value

Located in Bordertown, South Australia

Current Status:

- Plant has processed over 800 Tonnes of GOMF (Ground Out Milled Fines)
- Generated over 300MWh to date
- First of its kind in the world processing GOMF for power production on-site behind the meter
- Client handover anticipated to occur Q2 2022
- Ramping up after delayed completion and biology commissioning



Ecogas, NZ Bioenergy Plant \$10.1M contract value

Located in Reporoa, New Zealand

Current Status:

- General site works, backfilling and compaction are complete for site conduits.
- Several major pieces of equipment have been delivered and are being installed on site.
- Progress continues to track towards completion by Nov 2022 – project delays due to shipping, COVID and government border management changes



Yarra Valley Water, VIC Bioenergy Plant \$40M-50M contract value

Located in Lilydale, Victoria

Current Status:

- Delorean Corporation's Engineering Division has been awarded Preferred Tenderer status
- Contract includes the design, build, operation and maintenance of a \$40-50M food waste to energy facility
- Progression to contract status is anticipated in Q1 2022



Delorean Infrastructure Division

Project Updates

VIC1 Stanhope Bioenergy Plant

(~\$17.0M capex)

(~14% Unlevered IRR)

Located in Stanhope, Victoria

- 54,000TPA bioenergy facility (Stage 1)
- Green electricity generation **15,400 (MWh/annum)**
- Emissions Reduction* **69,400 (tCO2e/annum)**
- Equivalent to tCO2-e/annum of **3,850 Homes***

Current Status:

- Final Council approval was granted in October 2021 and construction is now underway



VIC2 Bioenergy Plant

(~\$20M capex)

(~15%+ Unlevered IRR)

Located in Victoria

- 70,000TPA bioenergy facility
- Green electricity generation **20,000 (MWh/annum)**
- Emissions Reduction **89,800 (tCO2e/annum)**
- Equivalent to tCO2-e/annum of **5,000 Homes***

Current Status:

- This project is under development and expected to be ready for FID late 2022/ early 2023



SA1 Salisbury Bioenergy Plant

(~\$26.5M capex)

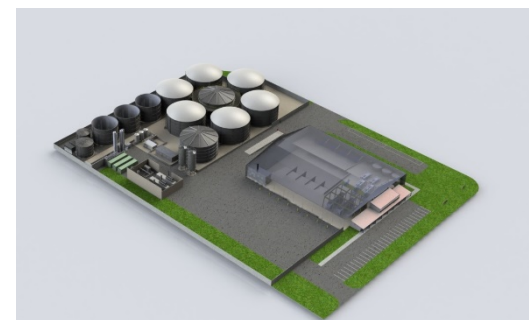
(~15% Unlevered IRR)

Located in Salisbury, South Australia

- 70,000TPA bioenergy facility
- Green Biomethane generation **200 (TJ's/annum)**
- Emissions Reduction* **92,200 (tCO2-e/annum)**
- Equivalent to tCO2-e/annum of **5,120 Homes***

Current Status:

- Under development with site works started in September 2021
- FID anticipated Q2 2022



Notes: *CAPEX amounts are inclusive of development costs and margin
*Emissions reduction from landfill diversion

Delorean Infrastructure Division

Project Updates

NSW1 Bioenergy Plant

Under development
(~20%++ Unlevered IRR)

Located in Horsley Park, New South Wales

- Full Capacity - 120,000 TPA
- Emissions Reduction **138,035 (tCO2-e/annum)**
- Green Biomethane Generation – **210 (Tj's/annum)**
- Equivalent to tCO2-e/annum of **7,650 Homes***

Current Status:

- Location has been confirmed
- Conceptual layout of the facility has been developed
- Feedstock supply is currently being assessed



NSW2 Bioenergy Plan

Under development
(~20%++ Unlevered IRR)

Located in Berrima, New South Wales

- Full Capacity - 120,000 TPA
- Emissions Reduction – **138,035 (tCO2-e/annum)**
- Green Biomethane Generation – **210 (Tj's/annum)**
- Equivalent to tCO2-e/annum of **7,650 Homes***

Current Status:

- Location has been confirmed
- Conceptual layout of the facility has been developed
- Feedstock supply is currently being assessed



QLD1 Bioenergy Plant

Approx \$33M capex
(~17% Unlevered IRR)

Located in Queensland

- 130,000 TPA bioenergy facility
- Emissions Reduction **161,960 (tCO2-e/annum)**
- Green Biomethane Generation – **170 (Tj's/annum)**
- Equivalent to tCO2-e/annum of **9,000 Homes***

Current Status:

- In discussions with AGIG for mains gas pipeline connection, as outlined under scope of DEL-AGIG MOU
- FID expected late 2022



Delorean Infrastructure Division

Landmark MOU with Brickworks

- Brickworks Building Products is a 100% owned subsidiary of Brickworks Limited (**ASX:BKW, Market Cap \$3.77B**)
- Under a **Memorandum of Understanding (MOU) Delorean and Brickworks** are undertaking a feasibility study (and seeking development approval) to build and operate bioenergy facilities converting organic waste to green gas and electricity, **funded by Brickworks**.
- This green energy will be used to power Brickworks' brick manufacturing operations, **commencing with its NSW sites**
- Subject to the successful outcome of the feasibility study, Delorean and Brickworks intend to establish a **50/50 Joint Venture** (or other commercial arrangement) to construct and operate the NSW bioenergy plant(s)
- If successful, Brickworks and Delorean will consider a **national rollout** to other Brickwork's operations across Australia



Energy Retail Division

Strategic Highlights



Electricity Sales up
35% from H1FY21.
Growth year on year



Awarded Vic Gas Licence.
Delivering a national
energy retail capability.



Distributed Energy Services
Products now **Marketing** in
WA and very soon in the
NEM.



YTD Over 1000 trees planted.
Contributing to carbon
abatement in partnership
with *Carbon Neutral**

[*https://carbonneutral.com.au/product/plant-a-tree-yarra-yarra/](https://carbonneutral.com.au/product/plant-a-tree-yarra-yarra/)

Energy Retail Division

Continued Growth in WA & Geographic Expansion Plans on Track

Underlying EBITDA	Volume Growth MWh	Gross Margin \$/ MWh
\$571k	35% ↑ (Sales = 84.7 GWh)	\$10.74/MWh
1HY21 - \$1,066k	1HY21 – 54.4 GWh	1HY21 – \$15.06/MWh

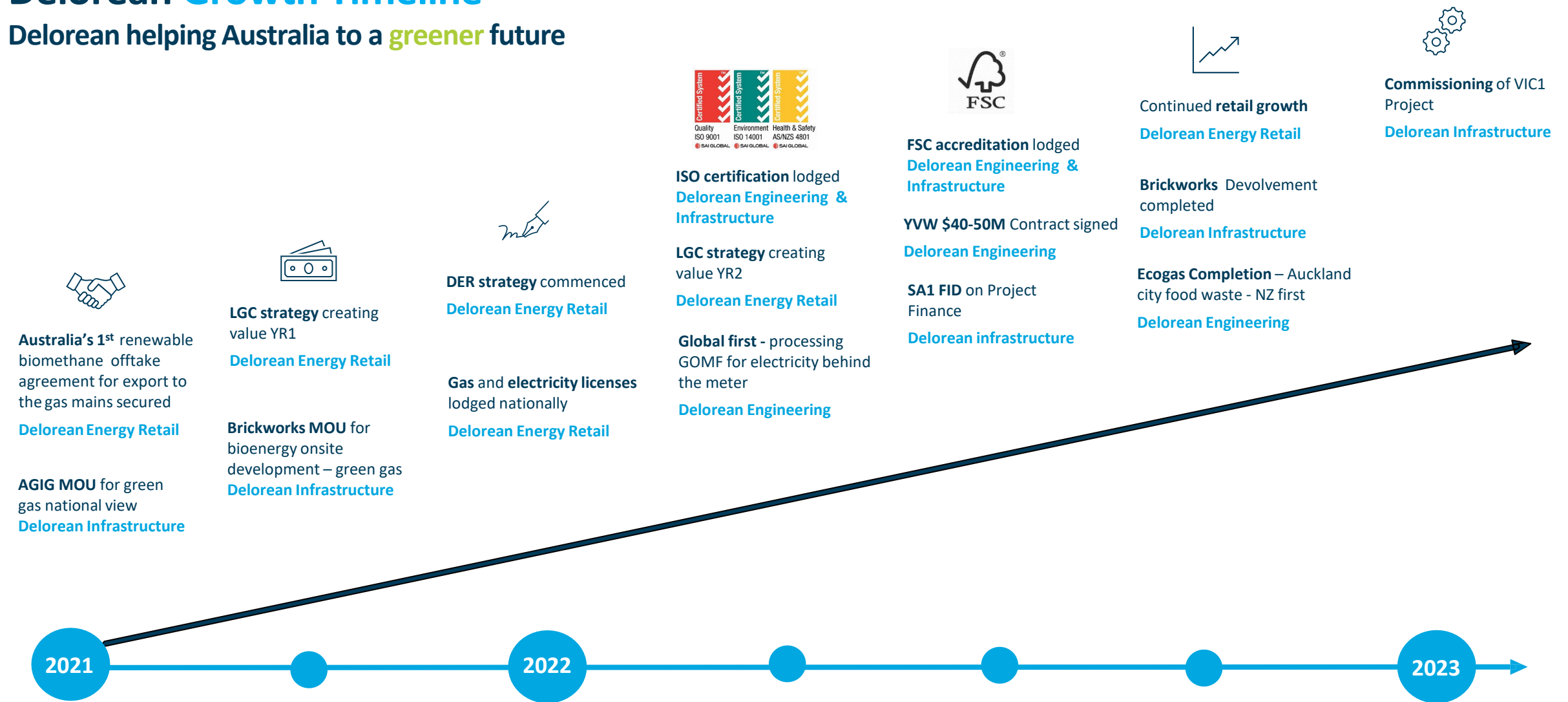


1H FY22 Highlights

- Growth in contracted load up 35% in 1H FY22 from previous period – **Highest monthly sales volumes** in Delorean Corporation history
- **LGC Strategy** established
- Gross Margin compression of \$4.32/MWh from FY21 due to higher wholesale pool price and increased forward prices for bilateral hedges. The positive retention and growth volumes have built in scale for discussion **for future renewable PPA's** and **asset development** to underpin future contract sales volume.
- **Awarded Gas Licence** in VIC. NSW/ACT, Qld, SA, Tas pending approval before end of FY22

Delorean Growth Timeline

Delorean helping Australia to a greener future



ASX listing April 2021

Corporate snapshot

ASX Code	DEL
Ordinary Shares on Issue	179,678,280
Market Cap (23/02/2022)	39,529,222

Board and Management



Joe Oliver
Managing Director & Co-Founder



Hamish Jolly
Executive Chair & Co-Founder

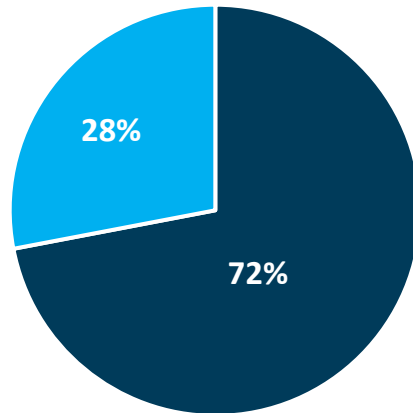


Steve Gostlow
Non-Executive Director



David McArthur
Non-Executive Director & Company Secretary

Shareholders



■ Top 20 ■ Other



Martin Lodge
Chief Operating Officer



Raegen Main
Financial Controller



Chris Wallace
Energy Retail Division Manager



Bradley Parks
Engineering Division Manager

2H Outlook 2022

Infrastructure Division:

- Reach a binding project financing agreement for VIC1 and SA1 led by Planum Partners
- Progress the VIC1 project towards commissioning
- Reach Final Investment Decision (FID) on SA1 and commence construction
- Advance Brickworks feasibility and project development towards FID

Engineering Division:

- Commence contract for \$40-50m Yarra Valley Water Biogas to Energy plant
- Practical completion of BLM and transition to O&M
- Advance construction of Ecogas project in NZ

Energy Retail Division:

- Continue to grow energy retail book in Western Australia in line with H1 2022
- Margins expected to improve as energy market resets in WA
- Secure offtake customers for Delorean Infrastructure project pipeline

DEL Corporate

- Investment in Human Capital - following appointment of key new Chief Operating Officer and Financial Controller in H1 2022, DEL continues to invest in technical and management expertise to underpin its growth trajectory.



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