

Remote Energy Solutions – No Boundaries



Presenter:

Hamish Moffat – Managing Director



ZENITH ENERGY

INNOVATION - FLEXIBILITY - RELIABILITY
ZENITH ENERGY AGM - NOVEMBER 2017

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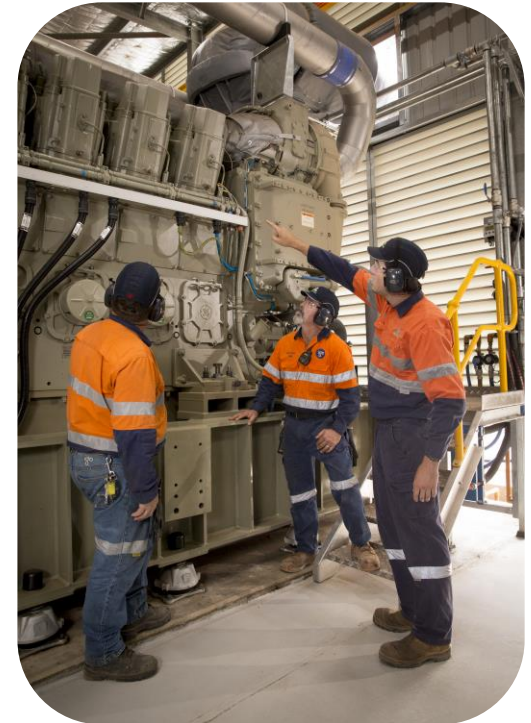
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ZENITH ENERGY

Business Overview

- Leading Australian Independent Power Producer (IPP) providing **innovative, reliable and cost effective** remote power generation solutions
- Specialists in **bespoke solutions** utilising diesel, gas, solar and hybrid generation
- **Quality client base** with 10 projects currently under contract (8 under BOO and 2 under MOM)
- **Perth and Cairns offices** delivering solutions to Australian and PNG based clients
- Board and management team with **outstanding industry experience**
- **Existing** contracts fully funded **with excess** capacity for growth



Corporate Overview

Capital Structure*

ASX Code	ZEN
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Shares on Issue	98,000,000
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Market Capitalisation	\$61.25m
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Shareholders

Board and Management	50.22%*
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Top 20 shareholders	83.18%*
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Board and Management

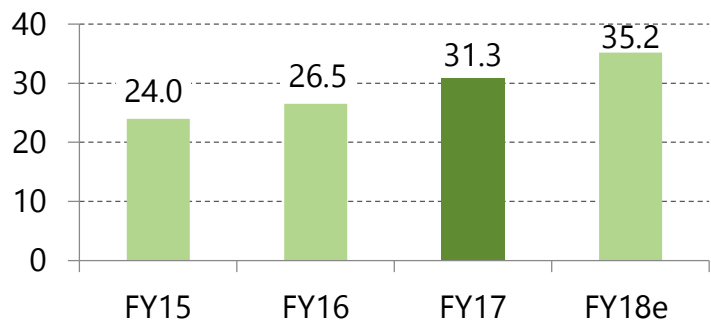
Doug Walker	Executive Chairman
Gavin Great	Executive Director
Hamish Moffat	Managing Director
Darren Smith	Non-Executive Director
Stephanie Unwin	Non-Executive Director
Graham Cooper	GM - Projects
Rebecca Stringer-Krein	Chief Financial Officer
Peter Torre	Joint Company Secretary



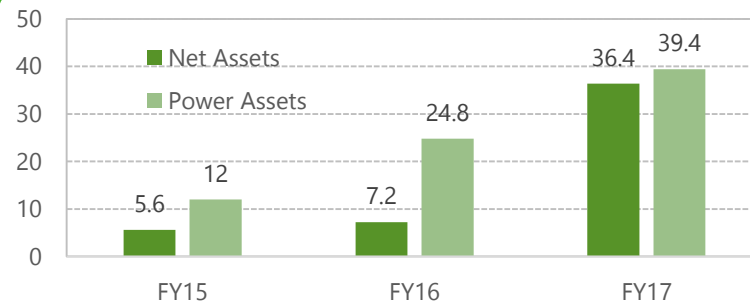
ZENITH ENERGY

Financial Performance

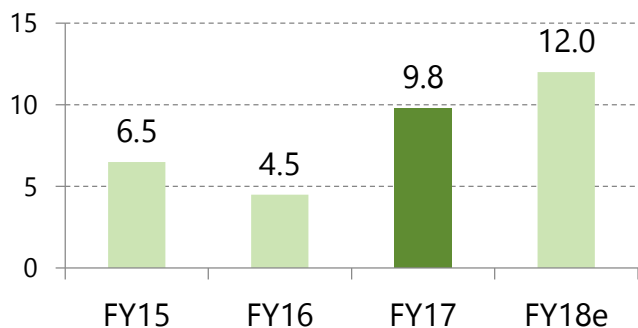
Revenue¹ (\$m)



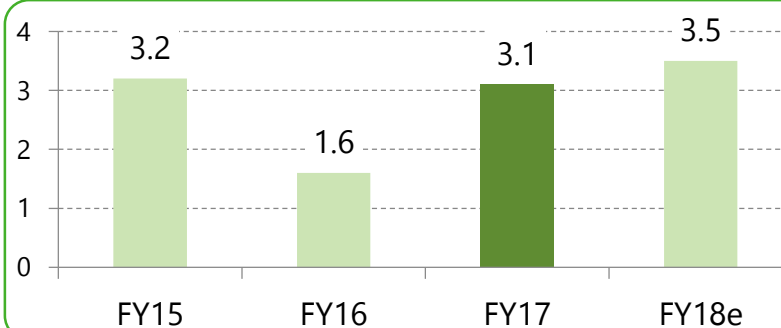
Assets (\$m)



EBITDA¹ (\$m)



NPAT¹ (\$m)

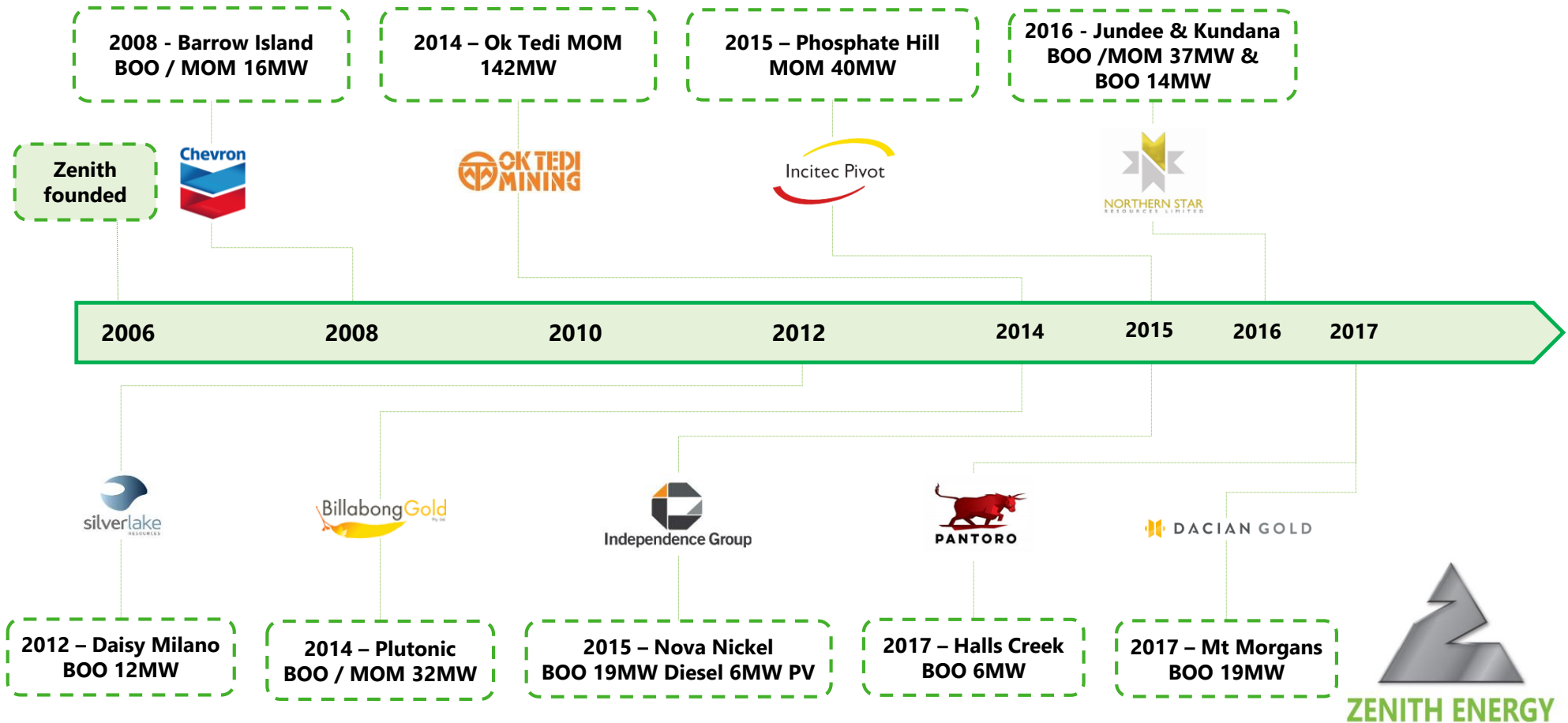


1. Revenue up by 17% in FY17, COGS down by 17%, overall a 32% increase in EBITDA



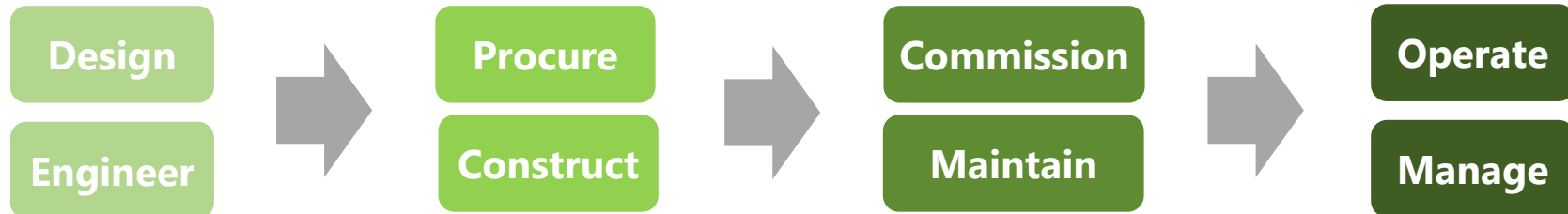
Company History

Zenith's founders have 30 years' experience in designing and constructing power stations

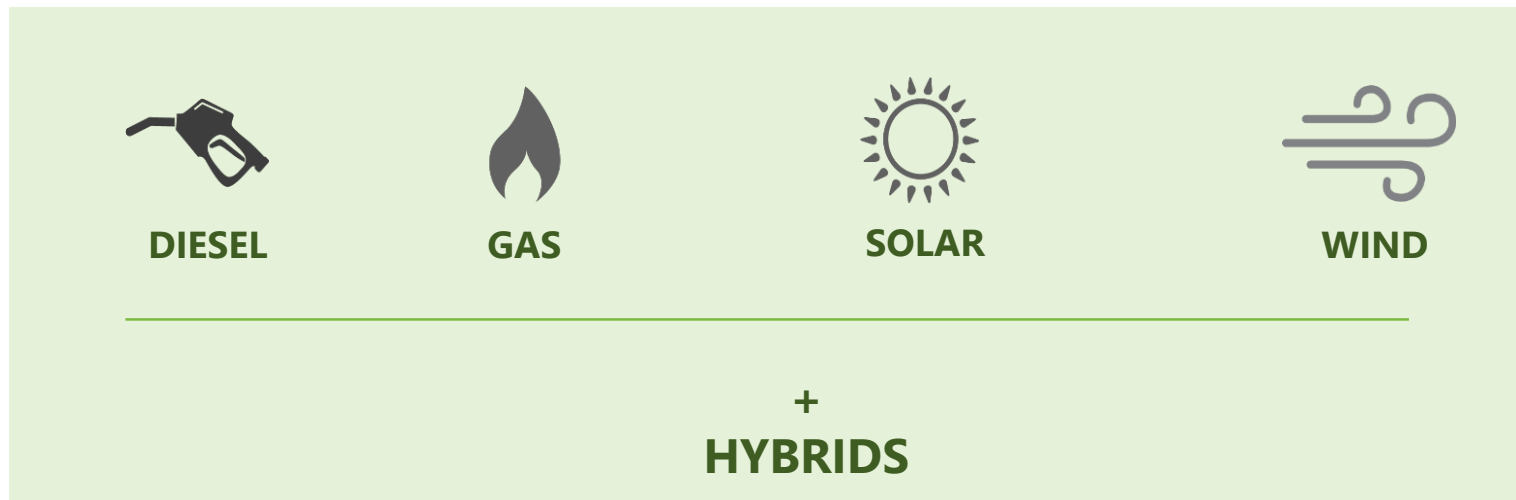


Our Capability

Vertically integrated business with capability across all phases of project development



Capable of delivering systems utilising a range of technologies & fuel types



Growth Opportunities

Existing Clients

- New opportunities from Zenith's existing client base
- Integration of renewable power to existing and future operations
- Value accretive solutions / optimisation / technology upgrades / waste heat recovery

Pipeline Opportunities

- Opportunities identified across Australian resources sector, including renewable power hybrid generation
- Explore new projects in South-East Asia
- Evaluate geographic expansion to regions with limited capability

Grid Supply Power Generation

- Micro-Grid, Smart Energy – distributed generation
- Hybrid power solutions
- LNG / CNG – natural gas
- Renewables – PV
- Storage technology application

Investment Proposition

Opportunity to generate substantial shareholder returns

Robust business with established client base

- Secure contracted income stream predominantly with large, financially strong, resources companies
- Clients include Chevron, Independence Group, Northern Star Resources, Ok Tedi Mining, Incitec Pivot
- "Take or Pay" arrangements providing downside protection under the Build Own Operate ("BOO") power generation model.

Strong financial metrics

- FY17 Revenue of \$31m, representing 17% growth on FY16
- Forecast FY18 Revenue of \$35.2m, representing 12% growth on FY17
- EBITDA margin has expanded from 17% in FY16 to 32% in FY17
- Strong cashflows and debt service coverage ratios (EBITDA/Interest of 6.5x as at 30 Jun 2017)
- FY17 Net asset growth over 180% on FY16 net of capital raise.

Outstanding Growth Opportunities

- Hybrid/renewable product offering provides huge potential upside to a growing market
- Micro-grid generation opportunities
- Opportunities to replicate capability in overseas jurisdictions

Proven management team

- Prior to founding Zenith in 2006, the team owned and managed StateWest Power, which was formed in 1987 and sold to Wesfarmers in 2003
- Expertise spanning multiple generation formats (gas, diesel, solar, hybrid)





Thank You

