

# **AFT Investors' Presentation**

## 27 May 2015

## **By Stone Wang, Chairman & CEO**

AFT CORPORATION LTD. (ASX:AFT) A.C.N. 004 701 062



During financial year 2014, AFT implemented 19 large (30-100kw) commercial solar projects but our rate of growth continues to be constrained by working capital:

- 19 Distributed-Solar Power Plants (DSPs) installed with over 1MW of designed capacity for one educational site, public sector facilities, commercial and industrial projects (for details refer to <u>www.aes-au.com</u>);
- Market demand for commercial solar projects remains strong, however our ability to concurrently develop additional projects was constrained by our access to working capital;
- We are in discussions with a range of parties in relation to securing additional capital and new business opportunities.



## **Project Reference**

## AFT Distributed-Solar Power Projects in 2014



### A 80kW Distributed-Solar Power Plant Installed in a Leading Private School in Sydney

#### **Customer Testimonial:**

...It is the integrity that I think you will also notice about Will and the AES team. Also AES will be providing us with regular performance reports on our system so that we can keep track of everything. Overall I have been extremely happy with my experience with Will and the AES team and I would recommend their commercial solar services."



## **Project Reference**

## AFT Distributed-Solar Power Projects in 2014



### A 95kW rooftop Distributed-Solar Power Plant for a Partitions Manufacturer in NSW

### **Customer Testimonial:**

...The system itself is doing what we were told it would do... it is performing better than our expectations. ...In summary, my dealings with the team at AES were a pleasurable surprise. Their professional and knowledgeable approach is to be commended."



- 1. The Solar Market :
  - Our solar business in Australia was slow compared to 2013. However, demand for commercial solar systems remains strong both in the Australian market and more broadly in China and Southeast Asia: we anticipate securing a growing number of projects in the next 12 months;
- 2. The Clean-energy and Related Market:
  - The AFT board is exploring a range of clean-energy related business projects that can assist in building substantial revenue and profits in the next 12-36 months.
- 3. The Challenge of AFT:
  - The AFT management team has demonstrated its credentials in developing multiple large solar PV projects. For the business to expand the company needs to secure additional capital
    – to this end the Board is exploring a range of new clean-energy related business opportunities and funding options.



### • <u>Short-term Plan (coming 12 months):</u>

- The AES team will continue to develop Distributed Solar Power Plant projects in regional Australia, primarily targeting the educational, commercial and industrial sectors – with a goal of generation revenues of >A\$10m for 2015 and bringing the business back to profitability
- 2. AFT will conclude current negotiations with prospective new investors and raise additional equity to provide the additional working capital to develop these projects.

## • Mid-term Plan (coming 36 months):

- 1. AFT is also exploring acquisition opportunities to acquire other privately-held solar farm developers/operators to accelerate the growth of its project portfolio.
- 2. AFT is also exploring other clean energy and clean-tech business opportunities outside of solar





• In 2014, AFT focused on developing Distributed-Solar Power Plants (DSPs), it now has the capabilities and credentials to further expand this line of business.

• AFT is raising new capital to accelerate the development of its DSPs Operations and develop other sustainable, clean energy growth options.

•Thank you for your support !