



# 2021 Annual General Meeting

25 November 2021

A close-up, low-angle shot of several rows of blue solar panels, showing the grid lines and the perspective of the rows receding into the distance.

## Meeting Agenda

- Chairman's Introduction
- CEO's Address
- Resolutions
- Close of Meeting
- Questions & Answers
- Refreshments
- Voting Results released to ASX



# Chairman's Introduction

Boyd White



# CEO Presentation

Greg Watson

# Disclaimer

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All references to \$ are references to Australian dollars unless otherwise specifically marked.





# Corporate snapshot

## Overview



ASX code:

RNE



Shares on issue:

132.8m



Options on issue:

20.8m



Market capitalisation:  
(at \$0.12) per share

\$16m



52 week range:

\$0.155 -  
\$0.031



Debt:

Nil



Cash at bank:  
(as at 30 Sep 2021)

\$1.12m

## Board & management

Non-executive Chairman

Boyd White

Executive Director

Tim Scholefield

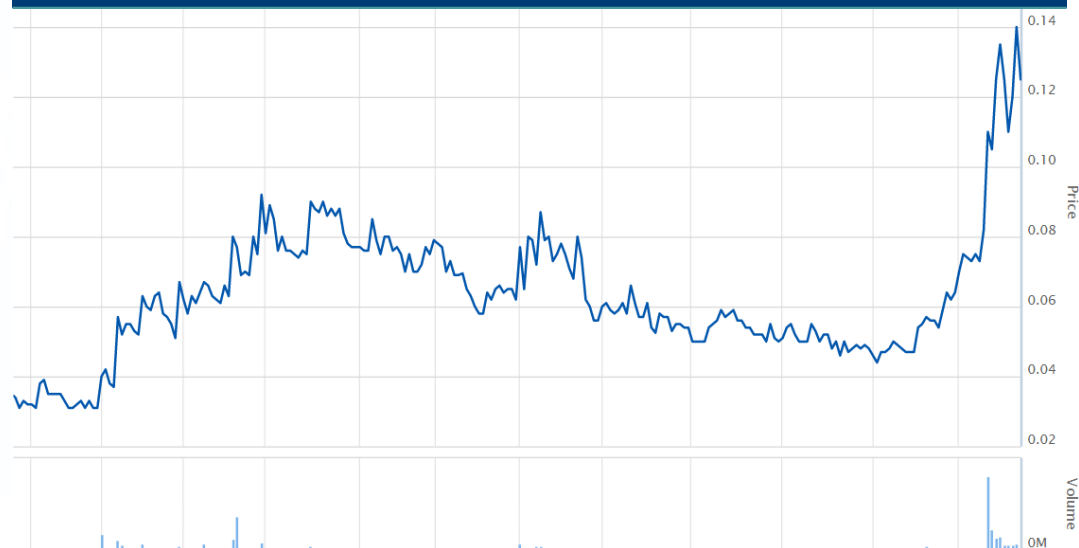
CEO & Company Secretary

Greg Watson

Non-executive Director

Tony Louka

## Share price and volume (Nov 2020 – Nov 2021)



# Operational review

## Board & management have accelerated progress

- Divested underperforming assets
- Repaid all debt and reset cost base
- Abandoned wells and addressed geothermal legacy
- Set and implemented new strategy

### April 2021

Final abandonment of the Habanero 3 and 4 wells completed with workover rig released

### June 2021

Completion of \$1.46m capital raise to advance clean energy incubator strategy

Agreement with Uniflow Power secured for maiden investment

### July 2021

First \$250,000 investment made into Uniflow Power via convertible note

Independent consultant engaged to model carbon credit potential for Uniflow Power technology

### September 2021

Second investment in clean energy incubator strategy secured

Agreement signed with Enosi for total investment of \$500,000

### October 2021

First \$250,000 investment into Enosi completes

Emissions intensity for Uniflow Cobber shown to be 90% lower than small diesel generator and 95% lower than small petrol generator

Uniflow Power collaboration agreement with Argentina's INTI

### November 2021

Announced third investment, 100% acquisition of Countrywide Renewable Hydrogen, in the green hydrogen sector

Pursuing further opportunities, including in the battery technology sector

Uniflow Cobber commissioning at Mugga Mugga renewable energy development site - Canberra

# FY21 financial results

Metric	2021 (\$)	2020 (\$)	Movement (\$)
Operating costs	(1,434,623)	(4,570,328)	3,135,705
Total Group EBITDA	(1,087,646)	(2,514,809)	1,427,163
Loss after tax	(1,001,885)	(4,507,591)	3,505,706
Earnings per share	(0.75)	(3.74)	2.99
Cash	2,468,210	2,448,803	(19,407)
Potential tax benefit of unused tax losses*	68,098,555	76,037,352	(7,938,797)

\* For which no deferred tax asset has been recognised (2021 at 26%, 2020 at 27.5%)

FY21 financial results reflect the benefit of corporate cost reductions following completion of the strategic review of the Group's cost base





# ReNu Energy's incubator and accelerator strategy

One of the only ASX listed renewable and clean energy incubator/accelerator companies



Focused on acquiring strategic stakes and nurturing renewable and clean energy technologies and projects

Adding value to shareholders through asset revaluation, moving to a controlling interest and consolidating revenue, supporting through to IPO or exiting via trade sale

Targeting multiple sectors to unlock value including



Solar



Biogas



Hydrogen



Energy  
storage



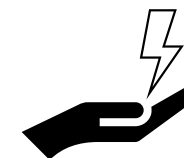
Waste to  
energy



Vehicle  
technologies



Carbon  
reduction



Energy as a  
Service



# Strong sector tailwinds

**\$** **Record equity raised** by clean energy companies in H12021 – total of \$28.2Bn, a 509% increase on 2020

**📊** In Australia renewable energy accounts for **27.7% of total power generation** in 2020

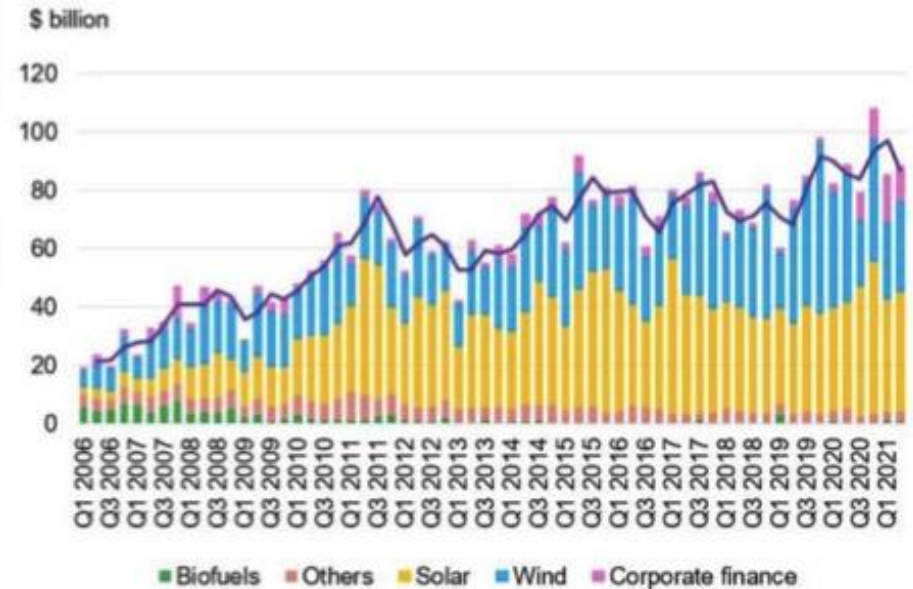
**🌬️** Large scale renewable energy projects in Australia accounted for over **\$18.6Bn in investments** during 2020 – with little exposure for ASX investors

**📈** **Cleantech investments are outperforming** – Deloitte Australian CleanTech Index has shown 117% growth over five years

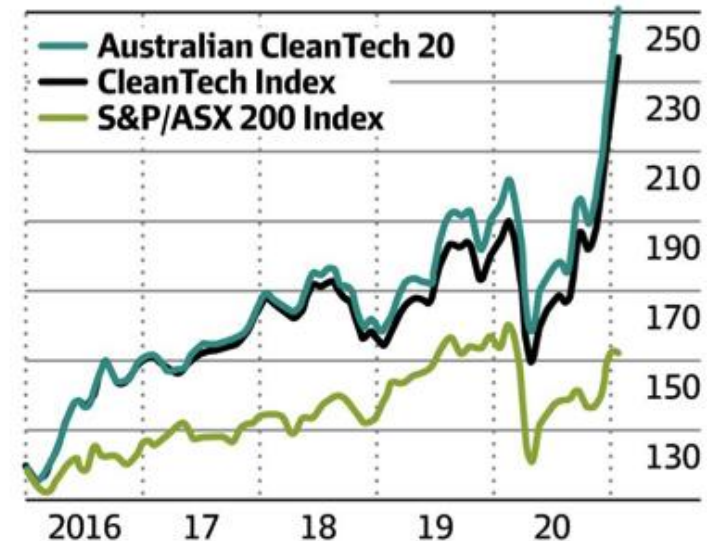
**🔗** Hydrogen market is expected to reach **US\$220Bn by 2028** amidst ongoing push for clean energy



## Global new investments in clean energy



## Deloitte Australian CleanTech Index (points)



# A defined strategy to unlock value

## Key investment criteria:

- Investee companies must have access to a large addressable market
- Pre-money valuation that allows ReNu to take a meaningful initial stake ( $\geq 5\%$ ) and within its financial capacity
- Option for ReNu to increase participation after the investee achieves milestones
- Identified value creation pathway – IPO, consolidated revenue, exit via trade sale, net tangible asset revaluation
- Investee has an experienced and capable Board and management team with the ability for ReNu to fill identified gaps
- Intellectual Property is protected where relevant
- Invest at a significant discount to NPV and/or with the potential to achieve multiples on invested capital

ReNu has an **experienced** Board and management team with **considerable sector experience to realise this strategy**



# Rigorous investment and due diligence process

## Phase one:

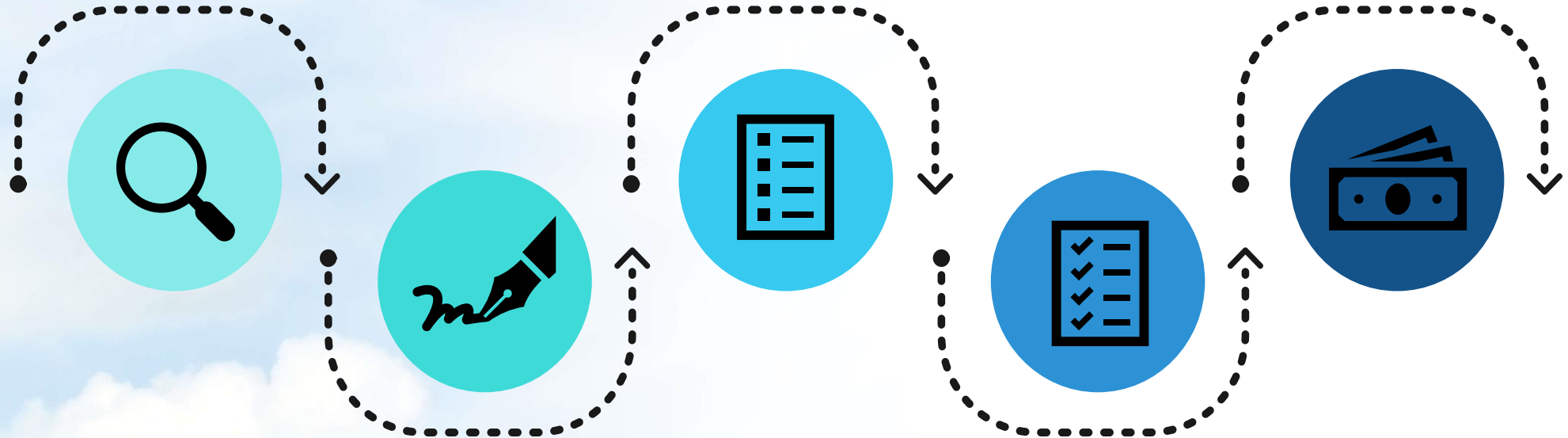
- Initial approach – proactive and reactive opportunities
- Determine if strategic fit
- Initial scan with investment criteria

## Phase three:

- Detailed DD (may include expert reports)
- Non-binding terms sheet or indicative offer

## Phase five:

- Transaction documentation
- Announce transaction & investment rationale
- Investment funds released



## Phase two:

- Sign confidentiality deed and request initial information
- Collate responses/queries
- Initial due diligence (DD)

## Phase four:

- Finalise DD
- Identify milestones to tie to investment amount & conditions precedent
- Binding offer or term sheet

# Investing in Australian ingenuity



## November 2021 investment

Focused on originating green hydrogen projects to provide sustainable, emissions-free energy

Three green hydrogen projects in Australia focussing on domestic supply and building a pipeline of projects in Canada and USA

Collaboration agreements in place with several large government owned and private companies (including ASX 100 listed entities)

Transaction delivers access to the growing global hydrogen generation economy

- ✓ Clean
- ✓ Green
- ✓ Carbon neutral



## September 2021 investment

Enosi's PowerTracer is an Energy as a Service (EaaS) software

First of its kind grid scale trading and tracing solution

Integrates seamlessly with retailer billing systems enabling:

- 24/7 renewable energy tracing
  - Direct purchase of clean energy for individuals and businesses
  - Reduction of wholesale risk
  - Maximised renewable energy use
- 
- ✓ Clean
  - ✓ True carbon enabler



## July 2021 investment

Commercialising a patented, micro-renewable energy generator powered by agricultural waste, biomass and/or solar thermal

Globally applicable technology for developed and developing economies

Potential to displace fossil fuels with renewables

Addresses multiple UN Sustainable Development goals

- ✓ Renewable
- ✓ Clean
- ✓ Carbon neutral



# Looking ahead

## Advancing as a renewable and clean energy incubator/accelerator with a defined strategy to drive growth

- Second tranche investment in **Enosi**
  - ✓ End of November 2021
- Completion of **Countrywide Renewable Hydrogen** acquisition
  - ✓ Targeting January 2021
  - ✓ Gain considerable experience of CRH team, with Geoff Drucker and Susan Oliver to join RNE Board
- Investments made provide access to **compelling market opportunities**
  - ✓ Each investee to progress pipeline of opportunities and accelerate delivery to next stage
- Pursue **additional investments**
  - ✓ Targeting the battery technology sector
- Maintain **cost discipline**
  - ✓ Prudent cash management

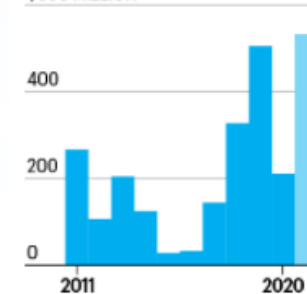


### INVESTMENT IN CLEAN TECH BY SEGMENT

ANNUAL VC INVESTMENT INTO CLEAN TECH COMPANIES 1ST HALF OF 2021

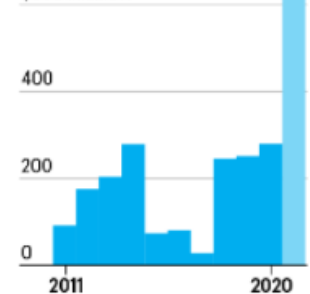
#### HYDROGEN

\$600 MILLION



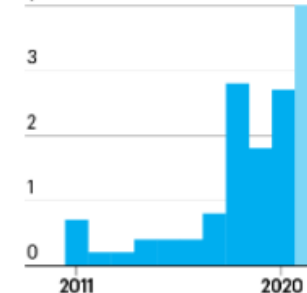
#### CARBON CAPTURE, UTILIZATION AND STORAGE (CCUS)

\$600 MILLION



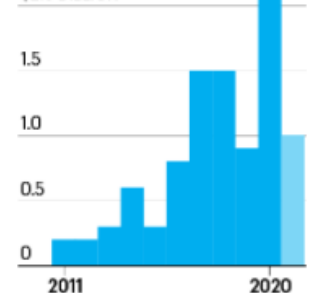
#### BATTERIES

\$4 BILLION



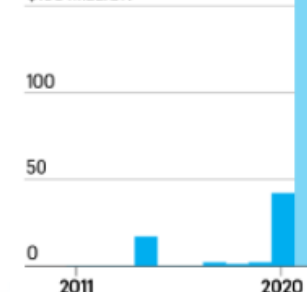
#### SUSTAINABLE AGRICULTURE

\$2.0 BILLION



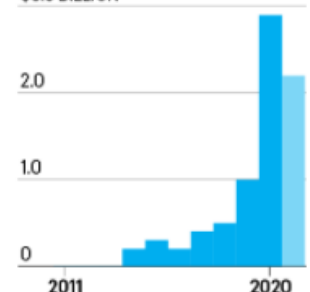
#### BATTERY RECYCLING

\$150 MILLION



#### SUSTAINABLE PROTEINS

\$3.0 BILLION



SOURCE: CLEANTECH GROUP; INCLUDES DEALS ABOVE \$350 MILLION



# Supplementary slides

# Countrywide Renewable Hydrogen



## Investment secured in November 2021

Australian company that originates **green hydrogen projects** to develop them in collaboration with project partners and governments

Provides ReNu Energy access to:

- **Growing green hydrogen industry** through **three Australian onshore green hydrogen opportunities**
- Point of differentiation in the hydrogen economy with the initial focus being on **domestic supply** with **export** to follow where viable
- A pipeline of early-stage opportunities in **Atlantic Canada** and **Pacific USA**

Underpinned by an **experienced Board and management**

## First 100% acquisition for ReNu Energy

- Through the issue of 134,659,520 fully paid ordinary shares at \$0.0688 each
- **100% scrip**, conserving ReNu Energy's cash.
- CRH will be **debt free** at completion and with **cash** to progress project opportunities
- ReNu proposes to appoint CRH's Managing Director Geoffrey Drucker and Non-Executive Chair, Ms Susan Oliver AM to Board of Directors
- Completion of acquisition subject to satisfaction of conditions precedent



## Investment secured in September 2021

Enosi has developed the **PowerTracer** – a first of its kind grid scale, renewable energy tracing and trading solution

PowerTracer **provides full traceability** allowing consumers to see where energy is generated

Platform matches units of energy produced by generators units consumed by customers

Allows companies and individuals to confirm the purchase of 100% renewable energy 24/7 – **providing true zero carbon outcomes**

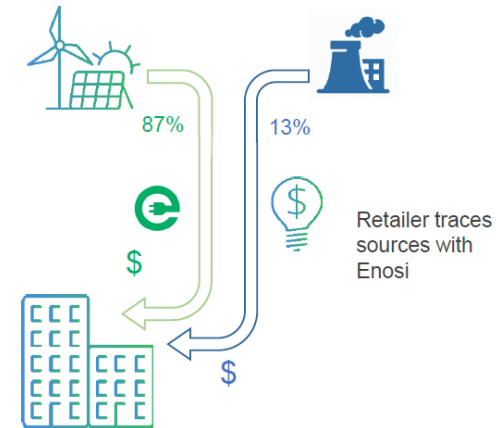
Retailers are essential to uptake – **five retailer agreements already in place**

## Two tranche placement for an initial 5.8% stake

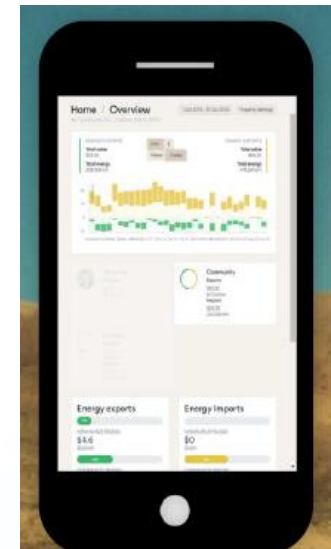
- \$500,000 investment in two equal tranches – first in October 2021 and second in November 2021
- Ability for ReNu to maintain or increase its stake in future capital raisings



### Enosi's 24/7 Traceability Solution (certificates optional)



Actual renewable content and costs are visible to the corporate.  
Action can be taken to improve renewable % usage further





# Uniflow Power

## Investment secured in June 2021

Focused on commercialising the Cobber – an Australian invented micro renewable energy generator powered by agricultural waste, other biomass or solar thermal

Designed for production of **~4.5kW electrical power and 20kW thermal energy** – with potential to **displace fossil fuels**

**Patented** in Australia and across major international markets

Applications in developed and developing economies with **multiple expressions of interests** received from Southeast Asia and South America

**Emissions intensity** ~90% less than a small diesel generator and ~95% less than a small petrol generator, per kWh of electricity produced

## Phased investment to realise up to 50% stake

- \$250,000 in working capital via convertible note with option to add \$50,000 increments on 1 December 2021 and 1 January 2022
- Equity investments (at RNE's discretion) of \$650,000 by 1 February 2022 and \$500,000 by 1 March 2022
- 3 free attaching options for every share acquired at an option exercise price equal to the share issue price expiring at various dates





# Each opportunity fits our criteria



**COUNTRYWIDE**  
RENEWABLE HYDROGEN

## Experienced Board & Management

**Susan Oliver AM (Chair)** – 25+ years in global companies including serving on the Investment Committee for IFM investors. Awarded an Order of Australia for services to business and women.

**Geoffrey Drucker (MD)** – Company founder with extensive expertise in the renewable sector including renewable project initiation experience

**Stephen Nossal (Finance & Project Director)** – Extensive experience across the finance industry with JB Were, Goldman Sachs, Macquarie and Austock

**Inge Drucker (Operations Director)** – Experienced in community, stakeholder, marketing and media relations with an issues, strategy and project management background

Supported by experienced advisors. Board and management hold a total of ~75% of share capital pre completion

## Large addressable market focus

Green hydrogen Australian market initially domestic with potential for export to SE Asia

Hydrogen market is expected to reach US\$220Bn by 2028 amidst ongoing push for clean energy

## RNE has a meaningful stake

100% owned

## Protected IP



Options to use off-the-shelf technology or partner with electrolyser developers

## Defined pathway to value creation

Countrywide Renewable Hydrogen will originate and have the ability to retain equity in each project, providing exposure to the entire hydrogen value chain and revenue from Hydrogen and other products



# Each opportunity fits our criteria (cont.)

		
Experienced Board & Management	<p><b>Michael McCann</b> – Lifetime involvement in technology development - has worked on core technology underpinning the Cobber since founding Uniflow</p> <p><b>Sylvia Tulloch</b> – A materials scientist, early-stage investor and director of several ASX-listed companies in the cleantech sector</p> <p><b>John Mathieson</b> – A specialist financial markets professional focused on early-stage businesses</p> <p>Founders hold 50% of issued share capital (pre RNE investment)</p>	<p><b>Steve Hoy (CEO)</b> – former Global Smart Grid Systems Leader at IBM. 35+ years energy and technology experience</p> <p><b>Bill Barden (COO)</b> – 25 years investment banking with CBA, HSBC, 7 years venture capital experience</p> <p><b>Joel Courtney (CTO)</b> – 14 years in power sector and energy management systems Ausgrid, Energylink</p> <p>Supported by experienced advisors</p> <p>Founders hold 37% of issued share capital</p>
Large addressable market focus	Technology is applicable globally, across developed and developing economies	Australian addressable market estimated at 11m accounts with over 1Bn traceability accounts globally
RNE has a meaningful stake	20% stake and Board representation available initially. Options allow the ability to move to 50% at RNE's election	5.8% stake with the ability to retain or increase holding through future capital raises
Protected IP	Technology is patented in Australia and across other major markets in Southeast Asia, Europe, North and South America	Software IP uses complex algorithms and cryptographic validation technology – very difficult to replicate
Defined pathway to value creation	Realise value through asset revaluation, ability to bring in an investment partner, access grant funding, IPO. Options provide potential to consolidate revenue	Subsequent raisings will re-rate valuation, potential for exponential organic growth, access grant funding, IPO

# RNE Board & Management

## **Non-executive Chairman – Mr Boyd White**



Mr White has an accomplished record in the energy, infrastructure and mining sectors. He has over 30 years of business experience and brings strong strategic, commercial, M&A, financing and entrepreneurial skills to the ReNu Energy Board. He has held executive roles internationally with US multinationals Halliburton Company and KBR Inc, and domestically with Tarong Energy, and Territory Generation.

Mr White was a founding partner in ARC Developments International, providing energy advisory services and developing or acquiring renewable energy projects. He is currently the Principal of New Energy Capital and, amongst other things, is developing a €300m integrated bioenergy business in Europe and involved in executive management, clean energy and capital raising activities in the small cap resources sector. Mr White holds a Bachelor of Business (Accounting) from Queensland University of Technology and an MBA from the University of Queensland.

## **Executive Director – Mr Tim Scholefield**



Mr Scholefield is a Director and senior executive with global experience in project delivery, operations, financial, governance and risk management. He has over 30 years' experience across the resources and energy value chain including: exploration, production and operations; conventional, unconventional and renewable fuel sources; gas storage and offtake, power generation and the link to customers.

Mr Scholefield is a Director and Principal of Pacific Energy Partners, a consultancy providing advice on renewable and clean energy solutions and opportunities in the Pacific and South East Asia. Mr Scholefield holds a Bachelor of Applied Science from the University of South Australia, a MBA from Deakin University, a Certificate in Governance and Risk Management from the Governance Institute of Australia and is a Graduate of the Australian Institute of Company Directors.

## **Chief Executive Officer and Company Secretary – Mr Greg Watson**



Mr Watson joined ReNu Energy as CFO and Company Secretary in September 2019 and was appointed as CEO in February 2020. He has a strong background in finance, tax, legal and company secretarial disciplines.

Mr Watson has 13 years' experience with listed and private companies in the resources sector. He previously worked as CFO and Company Secretary at Capricorn Copper and has also held corporate roles at Anglo American, Barrick Gold, Equinox Minerals and Fortescue Metals. He commenced his career at KPMG where he worked for 9 years. Mr Watson is a Chartered Accountant and holds a Bachelor of Laws and Bachelor of Commerce degrees, as well as a Graduate Diploma in Legal Practise.

## **Non-executive Director – Mr Tony Louka**



Mr Louka has 23 years of industry experience in Board, executive and management roles in the energy supply chain, clean technology solutions as well as retail & industrial property sectors. He is the Managing Director of Maxify Consulting a bespoke ESG & asset management advisory to various ASX corporates & innovative start-ups in the Asia Pacific. He has held previous management and executive roles at Woolworths Group, Ergon Energy and Emerson Network Power. He has also served as a Board Member of the Energy Users Association of Australia and the Transgrid Advisory Council.

Mr Louka was appointed to the Board as a Non Executive Director on 27 September 2018. He was then appointed as interim Managing Director and Acting CEO on 20 September 2019 to oversee the company restructure. Mr Louka returned to his previous position of Non Executive Director effective 28 February 2020.



# Proposed Incoming Directors

The acquisition of Countrywide Renewable Hydrogen provides for a strengthened Board



**CRH Non-executive Chair, Ms Susan Oliver AM to become Non-executive Director**

Ms Oliver AM has extensive Board and governance experience with ASX-listed companies and also serves on the Investment Committee for IFM investors, was the Founding Chair of Scale Investors, and now chairs the Alice Anderson Fund investment committee for the Victorian Government. She was awarded an Order of Australia for services to business and women.



**CHR Managing Director, Mr Geoffrey Drucker to become Executive Director**

Mr Drucker has extensive experience in the renewables sector. He commenced his career with the State Electricity Commission of Victoria and has been successful in renewable project delivery. He has a strong political and industry network and has been instrumental in generating the CRH project pipeline. Mr Drucker previously held roles with PwC, the Education Department and a number of private consultancies.







# Understanding terminology

- **Renewable** – sources that can replenish themselves e.g., solar, wind, geothermal, biomass, hydro
- **Clean** – renewable, zero carbon or carbon reduction e.g., nuclear, Carbon Capture and Storage (CCS), bioenergy, technologies that reduce or support to reduce CO<sub>2</sub> emissions
- **Green** – renewable +/- clean + lowest environmental footprint (highest environmental benefit)
- **Carbon Neutral** or **Net Zero Carbon** – balancing or offsetting emissions/energy use (even if increasing), not necessarily reducing overall emissions e.g., purchasing RECs
- **Zero Carbon** – sourcing energy from 100% renewables with zero emissions e.g., embedded solar networks
- **True Zero Carbon** – traceability, confirming the purchase of 100% renewables 24/7 on regional networks e.g., the NEM

ReNu Energy is investing in and nurturing **early-stage renewable and clean energy projects and technologies**





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Thank you

Questions