



# Company Presentation

March 2019

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



# ReNu Energy Overview

# About ReNu Energy

Scalable & diversified renewable energy platform established with benefits emerging as critical mass is built

- Experienced ASX-listed company who:
  - ✓ Develops, owns, operates and manages a growing portfolio of Bioenergy and Solar PV assets
  - ✓ Sells renewable energy and related products & services
- Holder of an electricity Retailer Authorisation licence from the Australian Energy Regulator for QLD, NSW, ACT, SA & TAS
- Has \$266m in carried forward tax losses (*from previous entity GDY.AX*)
- Achieved a 400% increase in installed generation during 2018
- Demonstrated capability to attract and collaborate with international financial, commercial and strategic partners
- Intend to aggressively grow our generation portfolio through:
  - ✓ Strategic partnering with end-users
  - ✓ Continued partnerships with financial sponsors and suppliers to develop Solar PV and Bioenergy projects
  - ✓ Acquisition of complimentary assets/operations



## 2018 Environmental Outcomes



6,607 MWh  
of renewable  
generation



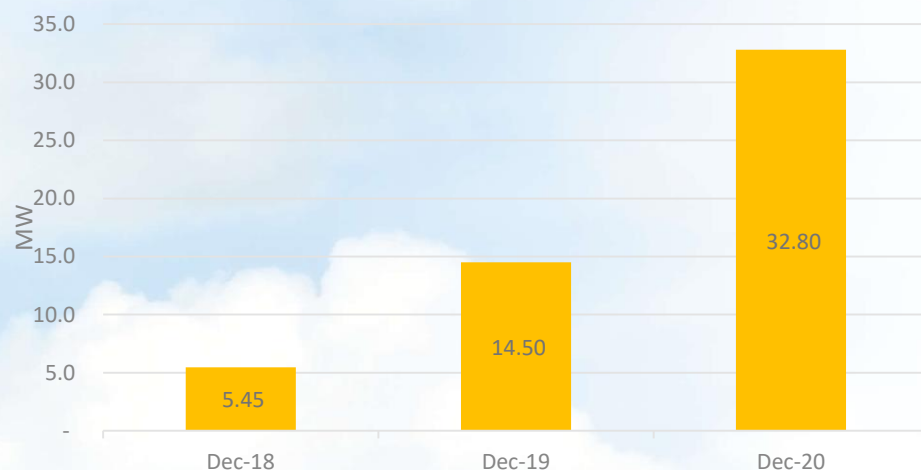
10,797 tonne  
of CO<sub>2</sub> avoided

# Revenue model ensures earnings growth per MWh as we increase our generation

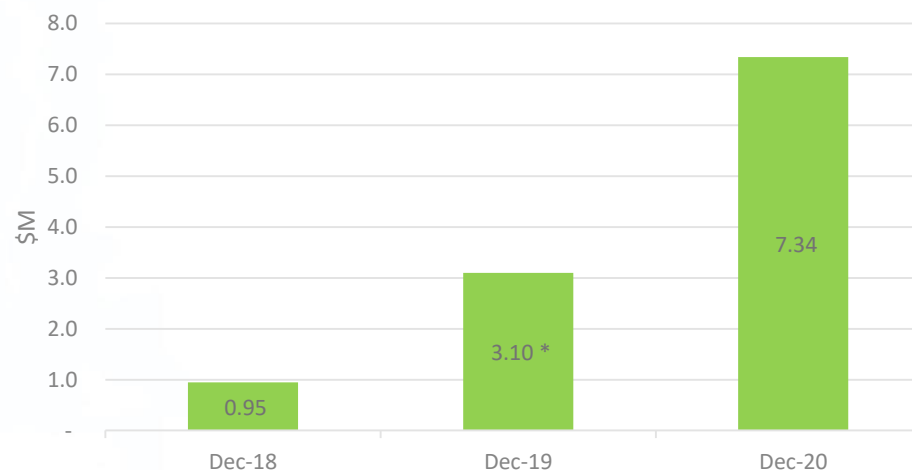
ReNu Energy has:

- ✓ established a scalable renewable energy platform with incremental earnings per MWh of new generation
- ✓ achieved a 400% increase (4.35MW) in installed generation during 2018
- ✓ targeting a 9MW increase in installed generation in 2019\*

**Generation targets**



**EBITDA target (run rate basis) (ex-overheads)**



\* Cash flow positive position





# ReNu Energy – Investment Highlights

## Strong Industry Tailwinds

- Investors are demanding exposure to renewable energy generation assets as end-user demand grows
- Renewable energy generation increased at ~185MW per month during 2018
- Australia's Bioenergy development lagging behind all other OECD countries, with an estimated \$3.5-\$5bn investment opportunity

## Focused Business Model

- 3 core business areas:
  - ✓ **Bioenergy** - development & Power Purchase Agreements (PPAs)
  - ✓ **Solar PV** – PPAs behind the meter & grid connected
  - ✓ **Retail** - energy retailer to Solar PV Embedded Network customers under National Energy Market (NEM) Retailer Authorisation

## Experienced Board & Management

- Each member with more than 15 years relevant experience
- Backgrounds in the renewable energy, utility & infrastructure sectors, energy retailing and capital markets
- Entrepreneurial culture of innovation, stretch performance, accountability and zero harm

## Growing Portfolio

- 5.45MW of existing generation capacity across our Solar PV & Bioenergy portfolio throughout NSW, ACT, SA and QLD
- Evaluating near-term opportunities for Solar PV installations of >50MW and Bioenergy projects >25MW
- Unique opportunities to co-locate Solar PV and Bioenergy projects
- Exclusive Bioenergy strategic partnerships in place for finance, technology, equipment & services

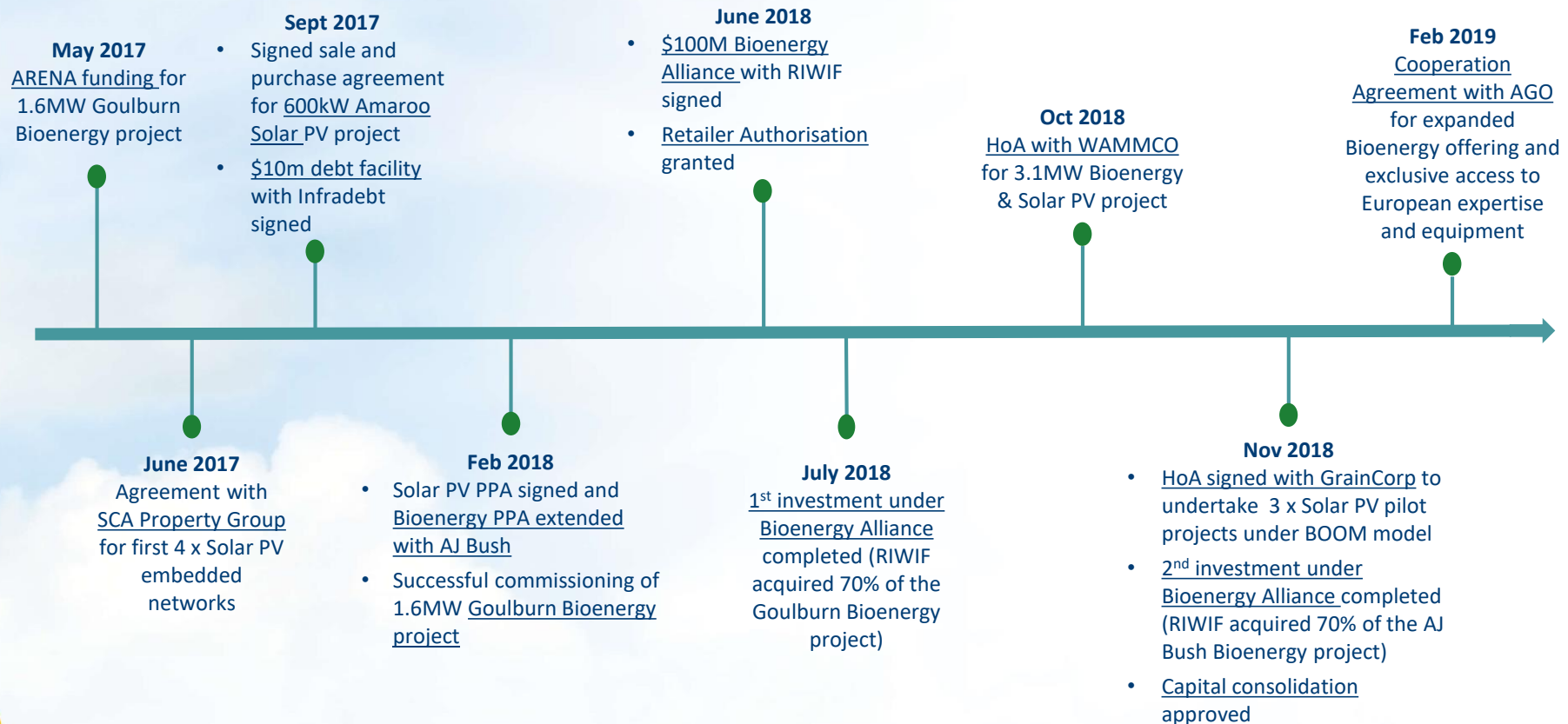
## Financial Capacity

- Access to further equity via public capital markets
- Bioenergy Alliance partner who has committed to a 70% co-investment in \$100m portfolio of new Bioenergy projects
- c.\$266m in carried forward tax losses
- Strong financial leverage as we grow our Megawatts Under Management capacity



# Demonstrated capacity to execute

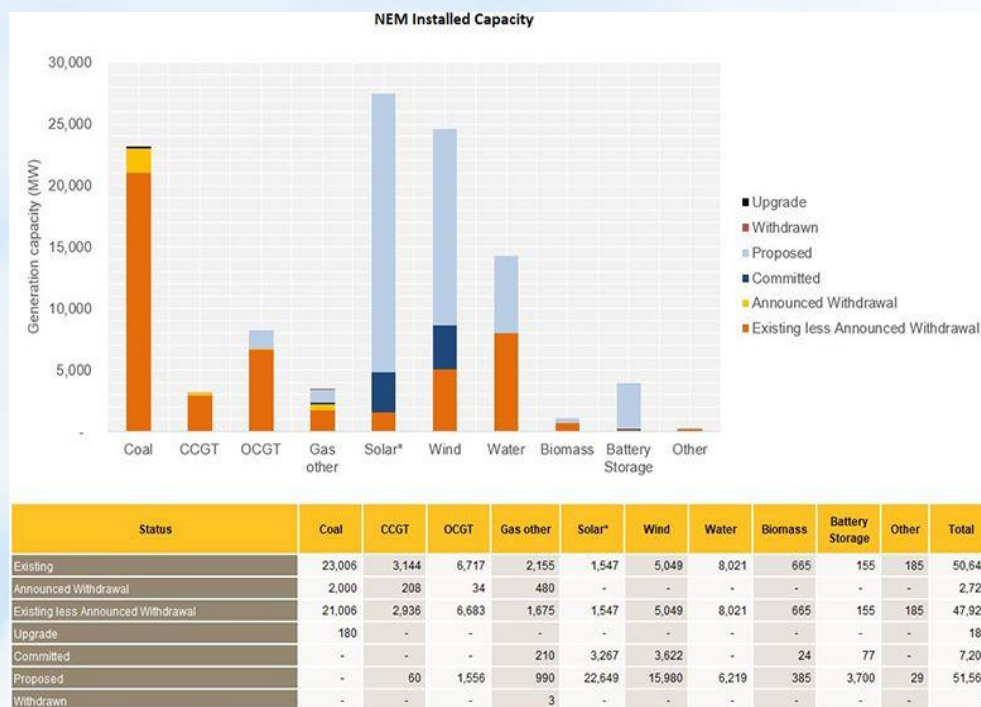
- Focused growth within 3 core business areas over last 2 years



# Renewable Energy Investment Growth in Australia

Australia is undergoing a transformation in its energy dependence as coal fired generation assets are gradually retired and renewable energy becomes an increasingly important part of the National Energy Market.

## Strong growth in solar capacity

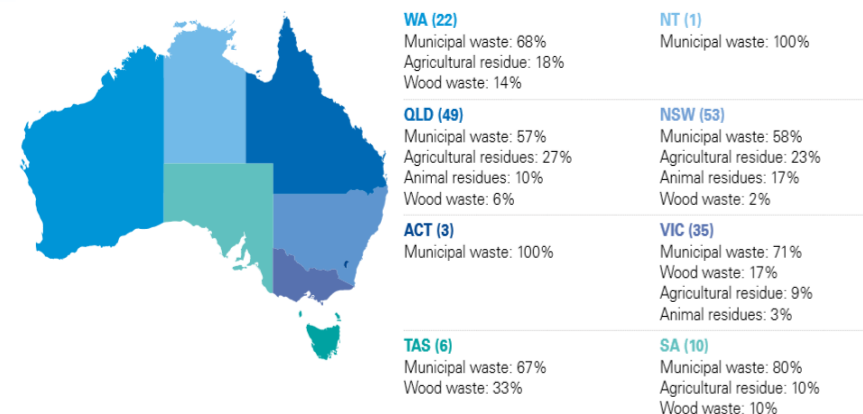


Source: AEMO, general information, 21 January 2019

- 25,916MW of committed & proposed new solar (excluding rooftop PV)



## Bioenergy becoming more prevalent



Source: KPMG Bioenergy State of the Nation report, November 2018

- 24MW of bioenergy supply proposed to be added to the National Energy Market in FY19
- KPMG estimate a Bioenergy investment opportunity in Australia of \$3.5bn - \$5.0bn



# Business Model – Four Revenue Verticals

## Behind The Meter

## Grid Connected

### Solar PV

### Solar PV Embedded Networks

### Bioenergy

### Solar PV

#### What?

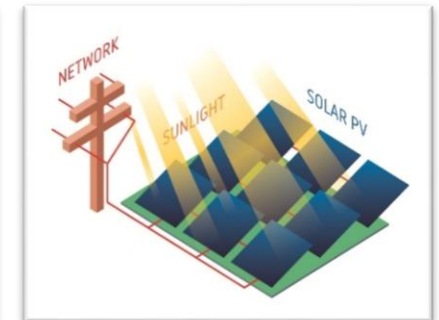
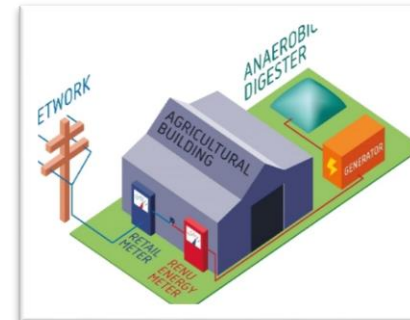
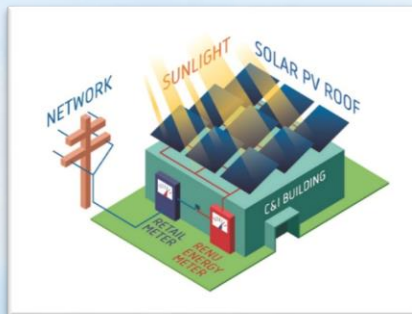
Installation of solar PV on commercial and industrial premises, and sale of renewable electricity to customers under long date Power Purchase Agreements (PPAs).

Installation of solar PV and Embedded Networks (EN) in multi tenanted buildings under long term lease agreements. Sale of energy to body-corporate and tenants under AER Retailer Authorisation.

Installation of bioenergy generation plant and sale of renewable electricity to customers behind the meter, under long dated PPAs.

Installation of rooftop or ground mount solar, and sale of renewable electricity under long term corporate PPAs, feed-in tariffs or to the national electricity market.

#### How?



#### Revenue Model

- Behind the meter PPA
- Feed-in-Tariff
- LGC/STC sales

- Behind the meter PPA to ReNu Retail
- Retail energy sales to EN tenants & common area
- LGC sales

- Behind the meter PPA
- Feed-in-Tariff
- EPC margin
- O&M margin
- LGC sales
- Related products & services

- Mix of PPA (bundled or black only) and wholesale market
- Feed-in-Tariff
- LGC sales





## OUR OPERATIONS

# 5.45MW

OF GENERATION UNDER MANAGEMENT

(INCREASE OF 4.35MW FROM FY17)

2

BIOGAS

1

SOLAR PV GRID  
CONNECTED

4

SOLAR PV  
EMBEDDED  
NETWORK

28

SOLAR CONNECT  
RETAIL  
CUSTOMERS



### AJ BUSH BIOENERGY PROJECT

Location	Beaudesert, QLD
Size	1.1MW AC
Expected Generation	3.3GWh in FY19
Commercial Operations	2011



### GOULBURN BIOENERGY PROJECT

Location	Goulburn, NSW
Size	1.6MW AC
Expected Generation	3,655MWh in FY19
Commercial Operations	February 2018



### AMAROO SOLAR PV PROJECT

Location	Amaroo, ACT
Size	600kW DC
Expected Generation	896MWh in FY19
Commercial Operations	Commissioned 2015 Acquired Feb 2018



### MURRAY BRIDGE MARKETPLACE SOLAR PV EMBEDDED NETWORK

Location	Murray Bridge, SA
Size	980kW DC
Expected Generation	1,540MWh by FY19
Commercial Operations	August 2018



### GRIFFIN PLAZA SOLAR PV EMBEDDED NETWORK

Location	Griffith, NSW
Size	360kW DC
Expected Generation	550MWh in FY19
Commercial Operations	February 2018



### MOUNT GAMBIER MARKETPLACE SOLAR PV EMBEDDED NETWORK

Location	Mount Gambier, SA
Size	630kW DC
Expected Generation	894MWh by FY19
Commercial Operations	August 2018



### LISMORE SOLAR PV EMBEDDED NETWORK

Location	Lismore, NSW
Size	185kW DC
Expected Generation	302MWh by FY19
Commercial Operations	November 2018

# Ongoing improvement in 1H FY19

## Immediate focus on becoming cash flow positive

- ✓ Revenues up 104% from 1H FY18 and steady at \$0.95m from previous half year
- ✓ EBITDA improved by 30% to \$1.45m (loss) and by 45% from 1H FY18
- ✓ Gain/Loss after tax improved by 40% from previous half year to \$1.37m (loss) and by 53% from 1H FY18
- ✓ Invested \$1.5m in new Bioenergy and Solar PV projects which will generate long-term cash flows
- ✓ Benefit of corporate cost reductions continues to filter through

\$000	1H FY19 Dec 2019	2H FY18 June 2018	1H FY18 Dec 2017	% change 1H FY19 vs 1H FY18
<b>EBITDA – by business segment</b>				
Bioenergy <sup>1</sup>	(208)	46	(167)	(25%)
Solar <sup>2</sup>	(29)	(689)	(748)	96%
Geothermal	(74)	(23)	(102)	27%
Corporate	(1,142)	(1,406)	(1,636)	30%
<b>Total Group EBITDA</b>	<b>(1,453)</b>	<b>(2,072)</b>	<b>(2,653)</b>	<b>45%</b>

1. Bioenergy revenue impacted in 1H FY19 due to sale of equity to Bioenergy Alliance
2. Including start-up and business development costs





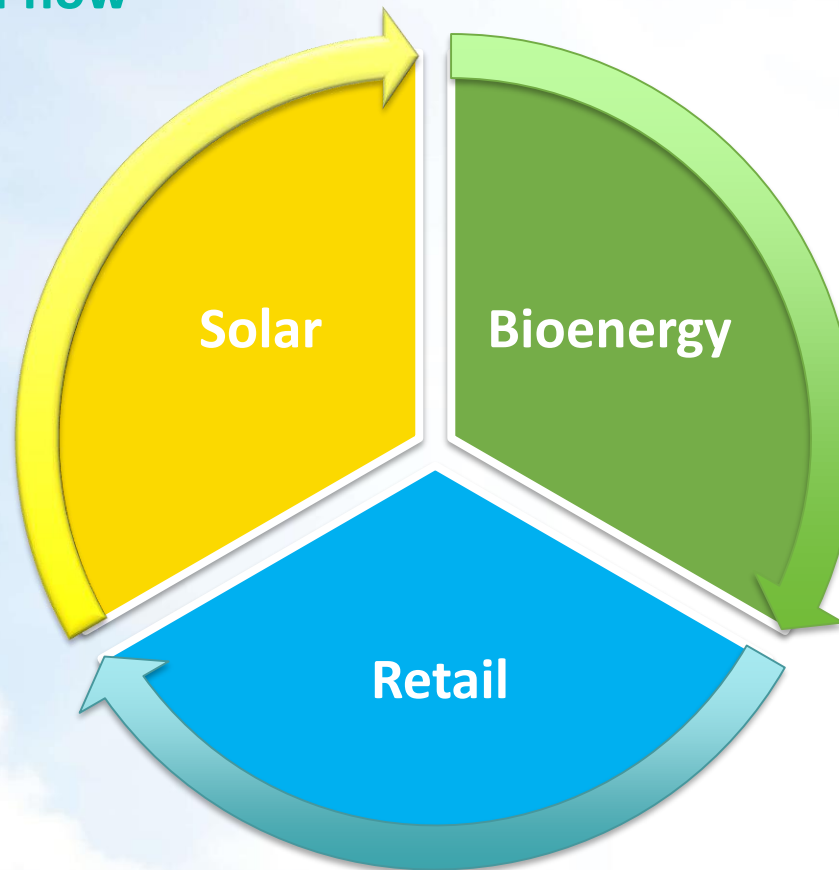
# 2019 Strategic Agenda

# 2019 Strategic Agenda

Aggressively grow revenue within our 3 core business areas so as to generate positive cash flow

Rapidly grow portfolio by:

- ✓ continued pipeline development; &
- ✓ acquisition of generating assets



Establish clear market leadership by:

- ✓ continued pipeline development; &
- ✓ strategic supply chain partnerships to improve project returns and enhance ability to deliver related products & services

Leverage Retailer Authorisation by:

- ✓ Continued development of expertise in Embedded Network establishment & retail operations
- ✓ Growing embedded network portfolio by pipeline development and/or M&A





# Accelerating Portfolio Growth

- ReNu Energy has a demonstrated capability to attract and collaborate with international financial, commercial and strategic partners, including:
  - ✓ Resonance Industrial Water Infrastructure Fund (RIWIF) – bioenergy project development partner
  - ✓ Shopping Centres Australasia Property Group – Solar PV embedded networks
  - ✓ AGO Bioenergy GmbH – bioenergy technology & engineering partner
- Coinvesting with partners allows us to rapidly grow our portfolio of generating assets in a capital efficient manner, whilst also generating additional Operation & Maintenance revenue
- We have identified a range of potential, near-term opportunities including:
  - ✓ Solar PV project investment partner(s) - replicate the benefits of our Bioenergy funding arrangement into a large scale Solar PV development JV
  - ✓ Potential strategic investment opportunities with companies offering operational synergies
  - ✓ Large scale generation asset acquisitions



# Project Opportunity Pipeline



Positioned to leverage a significant portfolio of near-term Solar PV installations (>50MW) and Bioenergy (>25MW) project opportunities in the pipeline.

**ASX Announcement**  
27 November 2018  
**2<sup>nd</sup> Bioenergy Alliance Investment Completed**

#### Highlights

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- Tech diges inves

**ASX Announcement**  
22 February 2019

**ReNu Energy enters into Cooperation Agreement with specialist German bioenergy company**

#### Highlights

- ReNu Energy and Germany technology and engineering company AGO Bioenergy GmbH (AGO) to join forces under a Cooperation Agreement to unlock further waste-to-energy opportunities across the Australian and New Zealand markets.
- ReNu Energy to be exclusive distributor of AGO Bioenergy technology, equipment and services in Australia, New Zealand and the Asia-Pacific Region.
- Strategically strengthens ReNu Energy's position as an end-to-end provider of waste to energy engineering, services, technology and combined heat and power (CHP) equipment solutions.
- ReNu Energy and AGO Bioenergy to focus on the deployment of anaerobic digestion equipment, containerized CHP, absorption chillers and de-packaging machinery under both Build Own Operate & Maintain (BOOM) and turn key solution models.

**ASX Announcement**  
13 November 2018

**Execution of HOA with GrainCorp to develop solar PV facilities on GrainCorp properties**

#### Highlights

**ASX Announcement**  
17 July 2018

**Alliance to develop \$100m bioenergy portfolio finalised and 1<sup>st</sup> investment completed**

#### Highlights

**ASX Announcement**  
15 October 2018

**Integrated 3.1MW bioenergy & solar PV project in WA**

#### Highlights

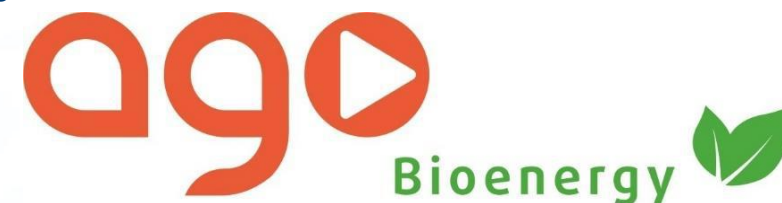
- ReNu Energy executes term sheet with Western Australian Meat Marketing Co-operative Limited (WAMMCO) to develop an integrated 3.1MW bioenergy & solar PV facility at WAMMCO's Katanning WA abattoir
- The project will include:
  - Construction of a new covered anaerobic lagoon (CAL) to treat the abattoir waste water and provide biogas for use in electricity generation
  - Installation of a 600kW biogas generator and related equipment; and
  - Installation of 2.5 MW of ground mounted solar PV
- The project is commercially supported by a 20-year power purchase agreement (PPA)



# Bioenergy engineering & technology Partner

- ReNu Energy has recently announced its execution of a Cooperation Agreement with well established European company, AGO Bioenergy GmbH (AGO)
- The Cooperation Agreement establishes ReNu Energy as the exclusive distributor of AGO Bioenergy technology, equipment and services throughout Australia, New Zealand and the wider Asia-Pacific region
- We expect the following benefits to ReNu Energy from the Cooperation Agreement:
  - ✓ Strengthen our position as a leading end-to-end provider of waste-to-energy services and asset owner in Australia
  - ✓ Access to AGO's extensive project experience, particularly in process and design engineering
  - ✓ Fast-track Bioenergy project development and broadening our commercial offering in the market
  - ✓ Access AGO's supply chain enabling capital cost reductions and economies of scale for the technologies

*AGO GL Gas Storage foils*





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