

# ASX Announcement

12 October, 2017

## Company Update Presentation

Renewable energy company, ReNu Energy Limited (ASX: RNE) is pleased to provide shareholders with a Company update presentation.

The recent acquisition of the Amaroo Solar PV project and the role-out of the solar PV embedded network projects, together with our existing bioenergy projects form the basis of ReNu Energy's portfolio of renewable energy assets.

The attached presentation provides an overview of our four key business streams and our objectives for 2018.

- End -

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### **About ReNu Energy**

*ReNu Energy Limited (ASX: RNE) is an independent power producer which delivers clean energy products and services using a build, own, operate and maintain model. The Company provides its customers with renewable energy, at a lower price, with no upfront cost.*

*ReNu Energy is currently constructing a 360kW solar PV embedded network at the Griffin Plaza Shopping Centre in Griffith NSW, and completing design work for a further three centres totalling ~2MW. The Company owns and operates a 1.1MW bioenergy project in Queensland, is constructing a 1.6MW bioenergy project in NSW and has a pipeline of project opportunities across the National Electricity Market.*



## Company Update

October 2017

*We Generate Change*

# Disclaimer

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

Our Vision is to  
***Generate change***

Our Mission is to  
***Deliver innovative clean energy  
products and services, creating  
sustainable value for our  
customers and shareholders***

## 2017 has been a year of positive change for ReNu Energy

- Re-launched the Company as ReNu Energy
- Re-aligned management, board and organisational structure to deliver growth
- Secured cornerstone assets and agreements
  - Acquired 600 kW Amaroo Solar PV project
  - Alliance Agreement with VivoPower Pty Ltd
  - Established the Solar PV Embedded Network business and executed agreement with SCA Property Group Limited for four projects
  - Commenced construction of first Solar PV Embedded Network project at Griffin Plaza
- Completed \$1.4 million capital raise
- Executed a term sheet for c. \$10 million debt facility to fund solar PV assets
- Secured \$2.1 million ARENA Grant Funding for 1.6 MW Goulburn Bioenergy project and commenced construction
- Upgraded the AJ Bush Bioenergy Generation project



# Building an asset portfolio

ReNu Energy has circa 5.4 MW of renewable energy projects in operation or under construction



**Griffin Plaza, Griffith NSW 360kW**  
The first of four Solar PV Embedded Network Projects



**Amaroo, ACT 600kW**



**Goulburn Bioenergy Project, NSW 1.6 MW**  
second of two bioenergy projects



**Growing portfolio**

# With clear strategic objectives for 2018

## **Establish the brand**

- Establish ReNu Energy as a “first choice” independent power producer in our target markets
- Demonstrate the customer value proposition by securing and delivering additional projects
- Successful completion of the first four solar PV embedded network projects and the Goulburn Bioenergy project

## **Develop the pipeline**

- Acquire new projects from VivoPower and build on the Alliance Agreement
- Develop additional solar PV embedded network projects
- Leverage strong market conditions and develop new paths to market

## **Build the organisation**

- Develop a team that embraces a culture of innovation, stretch performance, accountability and zero harm
- Embed efficient corporate and organisational structures to support business growth
- Identify further opportunities and partners to build scale

## **Create shareholder value**

- Secure assets and funding to support business growth
- Maximise value to shareholders of c. \$250 million of carry forward tax losses (equivalent of \$0.35/share)
- Achieve positive EBITDA on a run rate basis in calendar year 2018

## and beyond...

Become an independent power producer of scale, delivering long term sustainable value to shareholders

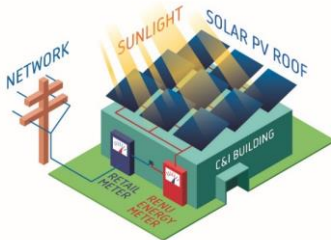
- Increasing portfolio of high quality renewable energy assets
- Suite of corporate level agreements providing access to multi asset portfolios
- Long dated agreements generating sustainable and consistent cash flows
- Enhance total return via participation in entire value chain:
  - Originator
  - Developer
  - Owner
  - Operator
- Projects capable of future value enhancement as market and technologies develop
  - Energy storage
  - Demand side management
  - Virtual corporate power purchase agreements
- Realise the value of carry forward tax losses
- Deliver long term sustainable value to shareholders



# Four business streams

Three of ReNu Energy's four business streams are focussed on "behind the meter" sales

1



## Solar PV Power Purchase Agreements

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

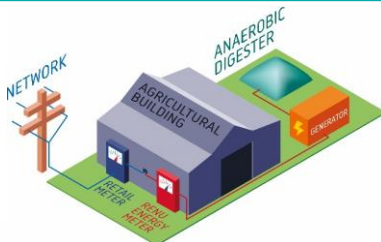
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## Solar PV Embedded Networks

Installation of solar PV and embedded networks in multi tenanted buildings under long term lease agreements. Sale of energy behind the meter to body-corporate and tenants under retail agreements.

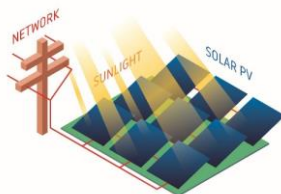
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## Bioenergy Power Purchase Agreements

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

4



## Solar PV Grid Connected

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.

# 1. Solar PV Power Purchase Agreements – Behind the meter

## Description

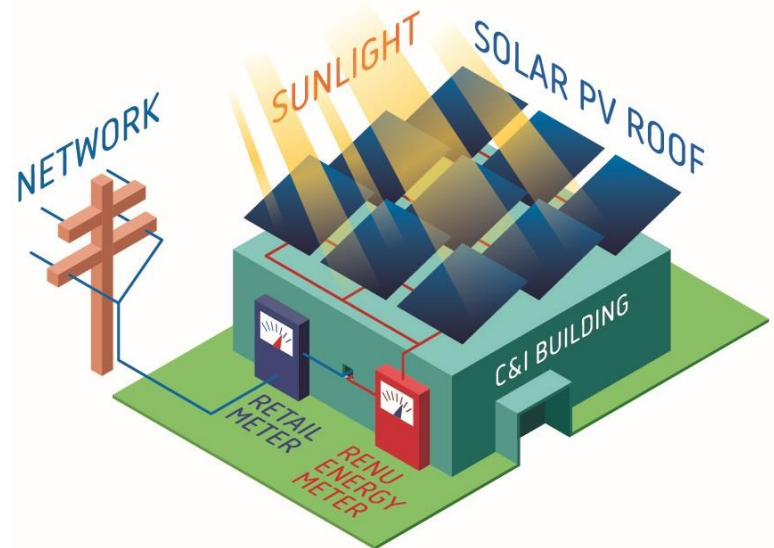
- Installation of solar PV on commercial, industrial and government premises
- Sale of renewable electricity to customers behind the meter
- Long dated PPAs

## Addressable market

- Commercial and industrial premises, including factories, warehouses, cold-stores, retail outlets, airports
- Public buildings, including schools, libraries, hospitals
- Community buildings, clubs, RSLs

## Customer proposition

- ✓ Renewable energy and increased green credentials for building
- ✓ Energy cost savings from day one
- ✓ No upfront costs



## 2. Solar PV Embedded Network – Behind the meter

### Description

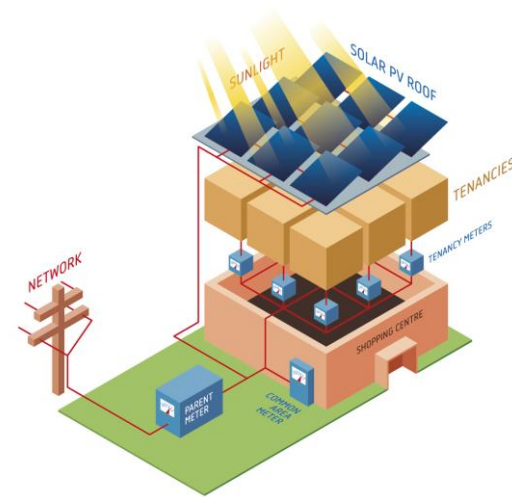
- Installation of solar PV and embedded networks in multi tenanted buildings
- Long term lease agreement for building roof
- Sale of energy to body-corporate and tenants under retail agreements

### Addressable market

- Multi-tenanted buildings or developments
  - Shopping centres
  - Apartments
  - Retirement villages

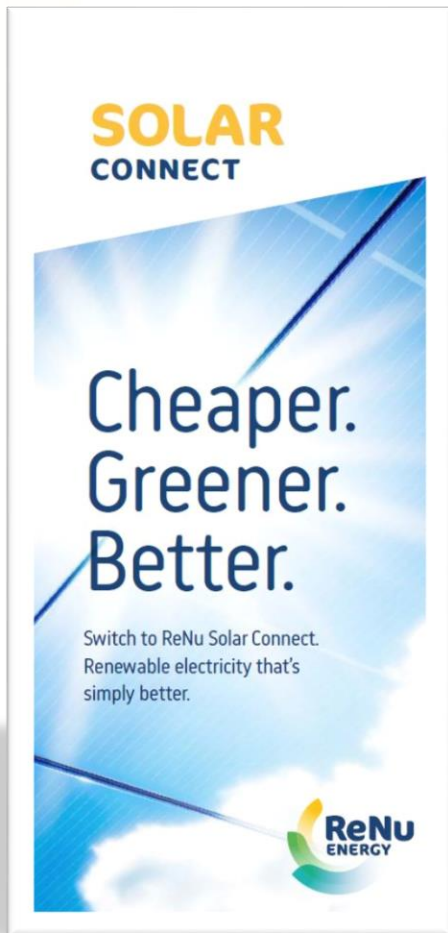
### Customer proposition

- ✓ Renewable energy and increased green credentials for building
- ✓ Energy cost savings from day one
- ✓ No upfront costs
- ✓ Tenants able to access low cost renewable energy

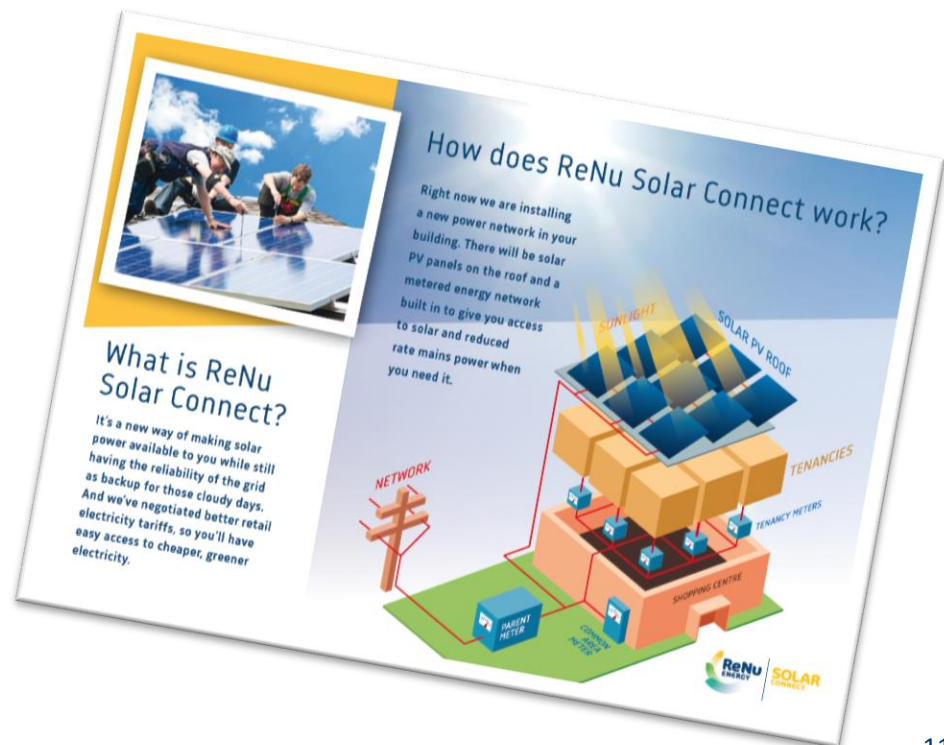


**Griffin Plaza, Griffith NSW 360kW**  
**The first of four solar PV embedded network projects**

## 2. Solar PV Embedded Network – Solar Connect



- **ReNu Solar Connect** is the electricity retail product, offered to tenants and customers within an embedded network
- The first four SCA solar PV embedded network projects have approximately 130 centre tenants who can elect to connect to the **ReNu Solar Connect** retail offer





### 3. Bioenergy Power Purchase Agreements – Behind the meter

#### Description

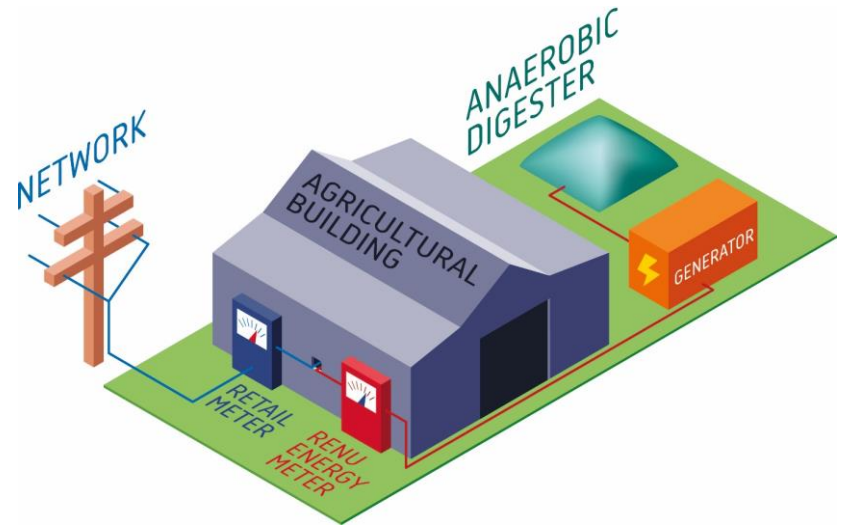
- Installation of bioenergy generation plant
- Sale of renewable electricity to customers behind the meter, under long dated PPAs

#### Addressable market

- Food processing and agricultural facilities with organic waste streams
  - Abattoirs
  - Rendering plants
  - Waste water plants
  - Piggeries, egg producers
  - Food processing plants

#### Customer proposition

- ✓ Renewable energy and increased green credentials for the site
- ✓ Energy cost savings from day one
- ✓ No upfront costs
- ✓ Increased environmental credentials, capture of fugitive emissions



Goulburn Bioenergy Project, NSW 1.6 MW

## 4. Solar PV Grid Connected

### Description

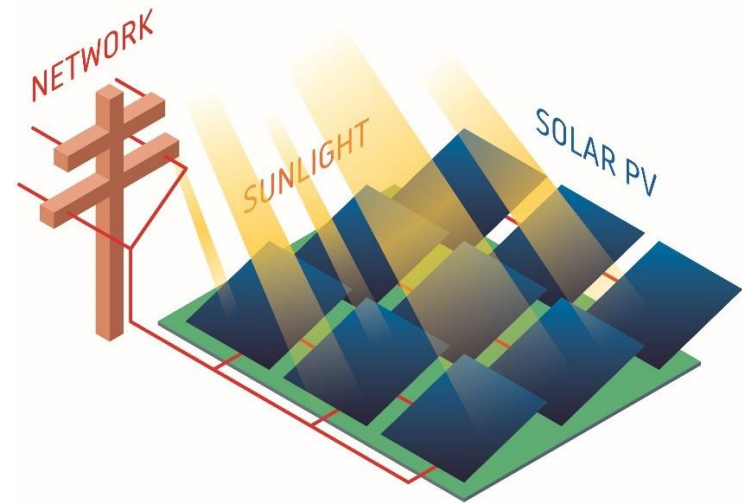
- Installation of rooftop or ground mount solar
- Export of renewable electricity to grid
- Sale of renewable electricity under long term corporate PPAs, feed in tariff schemes or on a merchant basis

### Addressable Market

- Site locations
  - Land located local to network infrastructure
  - Large roof space
- Customers
  - Government feed-in tariff schemes
  - Corporates without access to behind the meter generation

### Customer Proposition

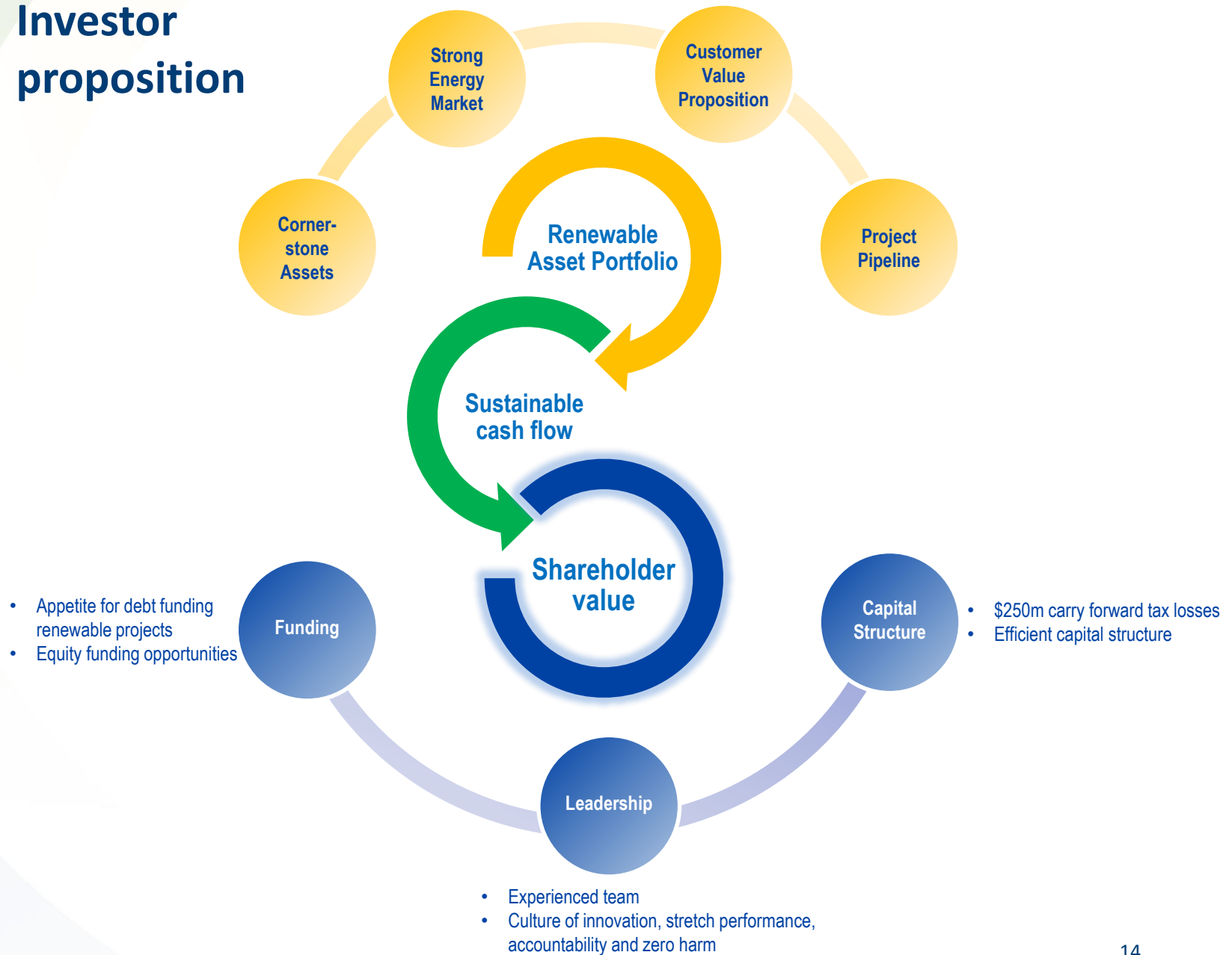
- ✓ Access to renewable energy without utilising own property and at multiple sites
- ✓ Energy cost savings from day one
- ✓ No upfront costs



Amaroo, ACT 600kW



# Investor proposition



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