
ANNUAL
MEETING
21 AUGUST 2019
tilt
renewables

CHAIR PRESENTATION

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BRUCE HARKER

Welcome to third shareholder's Annual General Meeting of Tilt Renewables Limited.

I am Bruce Harker and have been Chair of your company since it was created in October 2016 and I am proud of the progress we have made since then.

Also here today are the other directors whom you have met before, with the addition of Fraser Whineray. Fraser joined the Board in July 2019, following the resignation of Phillip Strachan. We welcome Fraser to the Board and expect to benefit from his extensive energy industry knowledge and executive experience. Fraser will introduce himself shortly, during the resolutions, where he, Paul Newfield and myself are seeking re-election to the Board.

Not present to day is Phillip Strachan, who resigned from the Board in July. Phillip was an inaugural Director of Tilt Renewables, contributing strongly at both Board and Committee levels. As a valued member of the Board, he worked hard to ensure the establishment of the Tilt Renewables business. In particular, his commitment to health, safety, environment and community is second to none and the business is stronger as a result of his influence.

We thank Phillip for his service to shareholders.

CHAIR PRESENTATION
BRUCE HARKER

You will recall that this time last year, the company was subject to a takeover process. The takeover reflected strong support for our strategy from the current cornerstone investors. The company remains listed on the NZX and ASX and we have maintained and in fact strengthened, our governance processes to ensure we go forward as a strong listed entity for the benefit of all shareholders.

Our shareholder returns are easy enough to understand – we generate reliable cashflow from our operating assets and we add value as our development options move to shovel ready status and ultimately through construction, expanding our operational asset base.

We have secured growth in shareholder value from this strategy. Our operating assets are performing well and we have made significant progress converting our best development options into cash flow producing operating assets.

Our long term contracted revenues and resultant low risk operating cashflows are more valuable than ever in a world of near zero coupon rates, and our shareholder value reflects that.

We thank shareholders for their support for our A$260m equity raise earlier this year. This enabled the investment in the large Dundonnell Windfarm. A full 87% of electricity and LGC output has already been sold to two long term contracted customers – the Victorian State Government and Snowy Hydro.

We are delighted to put this money to work for shareholders and we look forward to bringing Dundonnell progressively online from the first quarter of the 2020 calendar year.

CHAIR PRESENTATION
BRUCE HARKER

We are now working hard to bring our next key development project, the Waipipi Wind Farm (formerly Waverley), to shovel-ready status. The management team is currently finalising the Waipipi investment case for interrogation by the Board.

We have secured strong debt market support for the Waipipi Project and anticipate that our retained operating cash flow will cover our equity requirements.

However for any additional owned projects, we will need further equity. In this context we recognise the significant potential for equity to be released for reinvestment into the Tilt Renewables development pipeline from recycling of existing mature and proven assets. The Snowtown 2 Wind Farm was commissioned in 2014, has a successful operating history of more than 5 years and has off-take contracts out to 2035 – this is a highly attractive, low risk cashflow generating asset. We have moved to ensure that we can consider recycling this asset as an alternative to raising additional equity.

Looking back at the demerger in 2016, we are very pleased we made the commitment to establish a strong executive presence in Australia – the complexity of the Australian market, the State and Federal policy interactions and the regulatory and institutional frameworks continue to add ambiguity and complexity – the previous model of ‘fly-in fly-out’ was not going to flourish or be effective. The Australian market requires a good deal of detailed technical and institutional knowledge to avoid foreseeable risks and it also requires credibility, competency and responsiveness to renewable purchase processes from both State and Federal initiatives and from other industry players.

We believe we have what it takes to continue to do well.

CHAIR PRESENTATION
BRUCE HARKER

Independent NZ Wind Developer

We are aware of the importance to our New Zealand customers of our position as an independent wind developer capable of providing the lowest wind cost power from projects with multiple power sales contracts sized and timed to suit customers' requirements. We have carefully considered our governance processes to ensure that potential conflicts from Mercury's representation on the Board are fully mitigated and that Tilt Renewables can be fully effective in pursuing its New Zealand ambitions.

To this end we have established a New Zealand Business Committee with full delegated authority to progress our NZ strategy, pursue our New Zealand development activities and investment decisions and also to oversee our New Zealand operational performance. This committee does not include directors that are conflicted due to other executive or governance positions they hold.

In closing, I would like to reiterate the Board's appreciation of your ongoing support as shareholders and our appreciation of the Tilt Renewables team's achievements over the last year.

I'll now invite Deion Campbell, our Chief Executive, to present a more detailed review of the company's progress and future priorities.

CHIEF EXECUTIVE PRESENTATION

FULL YEAR RESULTS – FY2019 BALANCED SCORECARD
A STRONG YEAR FOR THE COMPANY

Full year FY19 result	Units	FY2019	FY2018**	△
Safety – 12-month TRIFR	per 1M hrs	24.6	14.2	● 73%
Staff Engagement ***	n/a	77%	65%	● 18%
Production (energy sent out)	GWh	2,054	1,796	● 14%
Revenue	A$M	193.3	158.0	● 22%
Generation costs	A$M	(37.8)	(31.2)	● (21%)
Corporate / development costs	A$M	(20.7)	(23.0)	● 10%
EBITDAF	A$M	134.8	103.8	● 30%
Net profit after tax	A$M	12.2	16.9	● (28%)
Basic Earnings per share	A$ cps	2.59	5.41	● (52%)
Underlying earnings after tax*	A$M	14.2	(9.3)	● 253%
Underlying Earnings per share*	A$ cps	3.02	(2.98)	● 201%
Dividends per share declared - Final	A$ cps	0.00	1.80	n/a
Dividends per share declared - Interim	A$ cps	1.60	1.25	● 28%

* Underlying Earnings exclude net fair value gains/losses on financial instruments
** FY2018 results have been restated to reflect Power Purchase Agreement adjustments under NZ IFRS
*** FY2019 engagement results are 5% above external benchmark for Energy and Utilities

Satisfactory operating results

- **Safety outcome remains an opportunity for improvement**
- **Asset availability 96.5%**
- **Generation yield up 14% to over 2GWh**
- **EBITDAF A$134.8M, up 30% on prior year**
- **Team size up to 41 as we prepare for growth**

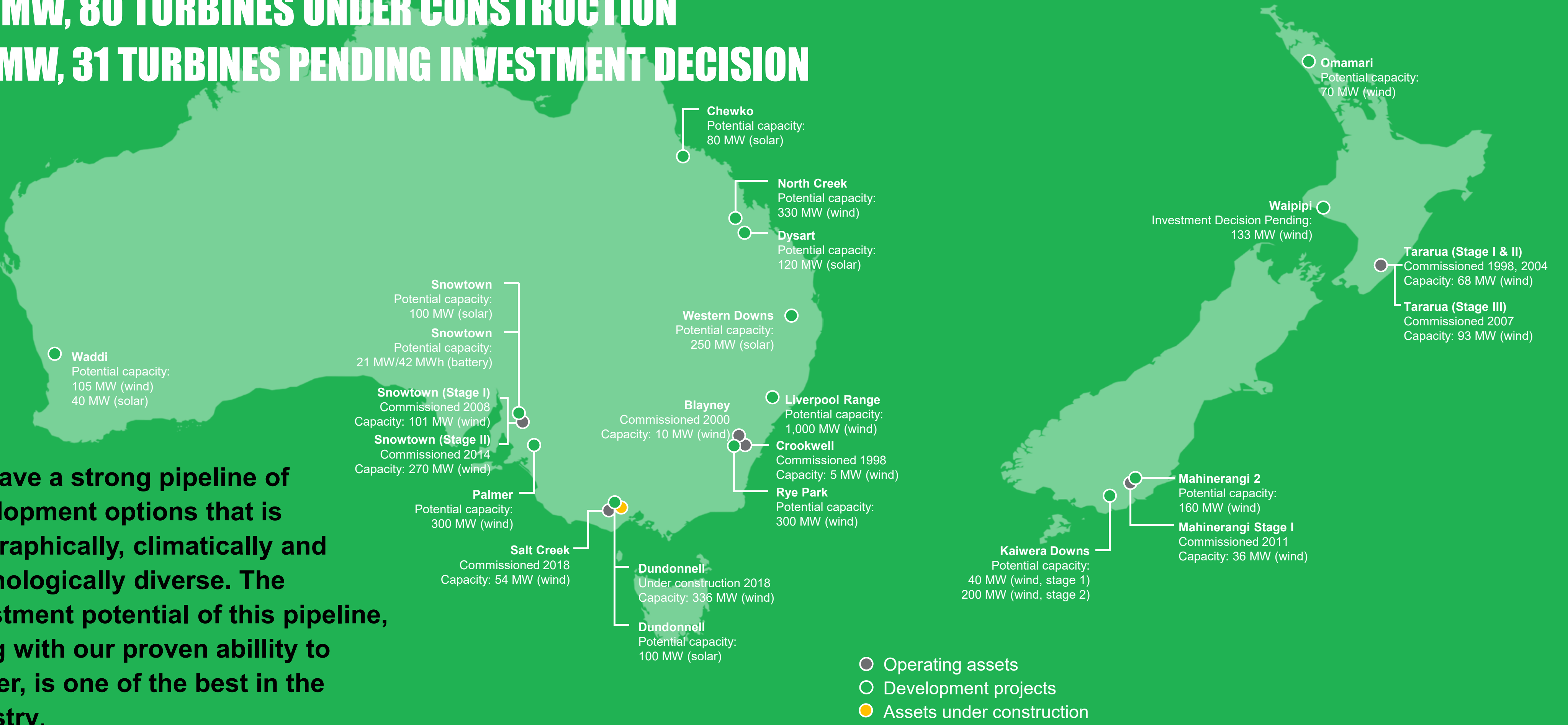
Focus on delivering value

- **Salt Creek 54MW delivered on time and to budget**
- **Dundonnell 336MW investment decision made**
  - Successful AU$260m equity raise
  - Increases asset base by ~50%
  - Largest project for TLT, to date
- **Genesis PPA to underpin Waipipi 133MW wind farm**
- **Liverpool 1GW wind site acquired**
- **Consented solar up to 660MW**
- **Total pipeline now over 3.4GW**
  - 25 projects, in 5 AU States and both islands in NZ
- **Battery storage and firming options available**

OPERATIONAL AND DEVELOPMENT PROJECT UPDATE

636 MW, 322 TURBINES OPERATIONAL
336MW, 80 TURBINES UNDER CONSTRUCTION
133MW, 31 TURBINES PENDING INVESTMENT DECISION

We have a strong pipeline of development options that is geographically, climatically and technologically diverse. The investment potential of this pipeline, along with our proven abillity to deliver, is one of the best in the industry.



FY19 DIVIDENDS AND FY20 EARNINGS GUIDANCE
STRONG CASHFLOW TO SUPPORT GROWTH

FY19 cashflow & dividend

- Strong cash flow generated from operating asset portfolio with production and revenue in line with long-term expectations

FY19 Group Cash Flow	A$M
Net cash flow from operating activities	112.4
less capitalised Operating capex and Development	(6.2)
less net Interest paid	(27.3)
less Repayment of loans	(39.0)
Net Operating Cashflow after Debt service	**39.9**
Interim Dividends paid	(10.6)

- Tilt Renewables' Board determined in May 2019 that it is in the best interests of all shareholders not to pay a final dividend for FY19 and to retain the cash within the business for anticipated near term project equity requirements.
- Full year dividend (representing only the Interim Dividend) of AUD 1.60 cents paid in November 2018.
- Capital management will be regularly reviewed to determine the appropriate allocation of free cash flow to shareholder distributions and reinvestment in value accretive growth opportunities

FY20 earnings guidance

Area	Relative to FY2019
Production	⇔ P50 assumed, Salt Creek full year offset by some SA curtailment
Energy pricing	⇔ in line, full year Salt Creek under PPA offsets Snowtown 1 merchant uplift
LGC pricing	⇔ in line. Non-PPA LGCs fully contracted at higher prices for Cal-2019 vintage, Cal-2020 prices lower
Opex	⇧ Snowtown 2, Tararua 1&2 O&M $/MWh step-up
New projects	⇔ No budgeted Dundonnell EBITDAF in FY20
Corporate	⇧ Moderate growth with scale of business
Development	⇔ Baseline costs in line with history plus ability to flex up/down with market conditions

- FY2020 EBITDAF expectation guidance remains in the range of A$122 to A$129 million

FY20 OPERATING UPDATE
FOUR MONTHS TO 31 JULY 2019

- 12 month rolling Total Recordable Injury Frequency Rate (TRIFR) (at 31 July) at 14.4ppm with 5 Recordable Injuries, including 1 Lost Time Injury
- All employees (at 9 May 2019) are now shareholders in Tilt Renewables, aligning the team with the outcomes for all shareholders
- Production for the four months to 31 July 2019 was 4% above the long term average
- Development, Generation and Corporate costs are on budget
- At market close yesterday, our market capitalisation was at ~NZ$1.27B, which is up from ~NZ$563M in April 2018, more than 100% increase.
- Shares have traded as high as NZ$2.75, which is NZ$1.00 (57%) higher than the rights offer price in February 2019, only 6 months ago, and 26% higher than the theoretical ex-rights issue price
- We expect to fully fund the Waipipi wind farm with available free cash flow and a very competitive debt package, delivering a ~NZ$270M asset without raising equity from shareholders

"We are proud of the results delivered for shareholders this year"

Energy Production YTD FY20 - Actual versus Forecast			
GWh	FY19 Apr-Jul Actual	FY19 Apr-Jul Forecast	△
Australia	483	439	+10%
New Zealand	197	213	-8%
Total	680	652	+4%

PROJECT UPDATE

PROJECT UPDATE

THE DUNDONNELL WIND FARM REPRESENTS A FURTHER A$260 MILLION OF SHAREHOLDER EQUITY AT WORK

DUNDONNELL WIND FARM
PROJECT UPDATE

Wind Farm Construction

- No lost time injuries recorded, with 170,000 hours worked
- 80 turbines to be installed, 150m rotors, 4.2MW generators
- Each foundation:
  - Is 21m in diameter and 3.5m deep
  - Contains 70t of reinforcing steel
  - Contains $580m^3$ of concrete,
  - Takes 10 hours to pour using 100 concrete truck loads
- 130,000t of material produced so far at the onsite quarry (4000 truck loads)
- 17km of internal roads completed, 14km under construction and a further 19km to be commenced
- 65km of 33kV underground cables to be laid
- 500 people inducted to site so far
- 100 people on site on a typical day

Wind turbine foundation pour

"this is a large scale, complex infrastructure construction project"

DUNDONNELL WIND FARM
PROJECT UPDATE

Transmission line pole construction

Transmission Construction

- 38km, 124 transmission poles
- 81 foundations poured, up to 45m³ of concrete each
- Line stringing includes use of helicopters
- Main transformer is 220/500kV 360MVA
- Two wind farm transformers 33/220kV, 240MVA
- 65 people currently on site

Bluegums 500/220kV substation

33/220kV, 240MVA Transformer

Community Benefits

- A$500k contribution to women's safe housing project
- A$40k annual contribution to lifeline (10 years)
- A$50k annual community benefit fund
- A$15k annual education scholarship
- Renewables training centre, A$200k over 10 years
- Local tower manufacturing

"significant benefits package established with community input"

SNOWTOWN 2 WIND FARM
STRATEGIC REVIEW

The review includes options for the possible sale of the asset and the review is expected to be completed this year, with any further process or outcome announced as required.

Snowtown 2 Wind Farm

- is the largest operational asset currently owned by Tilt Renewables
- has a successful 5-year operational history
- is supported by long term PPA and O&M agreements
- at 270MW, is the fourth largest operational windfarm in Australia and would be the largest ever put up for sale in one transaction

The Opportunity

- is the result of high-quality development processes, producing a market leading asset
- is enabled by subsequent success in delivering Salt Creek (100% contracted for electricity production) and reaching financial close at Dundonnell (87% contracted electricity and RECs)
- could secure funds to progress other pipeline projects to construction, with current market conditions indicating the potential to realise satisfactory shareholder returns from a sale

WAIPIPI WIND FARM
PROGRESSING TO FINAL INVESTMENT DECISION

As part of our commitments to, and discussions with, IWI stakeholders, the project has been renamed to:

Waipipi Wind Farm

Project Statistics	Waipipi Wind Farm (WWF)
Capital cost	~NZ$270 million
Turbines	31 x Siemens Gamesa (SGRE) SWT-DD-130 4.3MW turbines
Project Structure	Multi-contract delivery model: • Wind turbine Supply & Installation – Siemens Gamesa Renewable Energy • Civil balance of plant – Higgins as preferred supplier • Electrical balance of plant & 110kV transmission line – ElectroNet Services as preferred supplier • Transmission connection – Transpower
Revenue contracting	100% volume, 20-yr tenor PPA with Genesis Energy
Capacity	133.3 MW
Turbine tip height/Hub height	160m / 95m
P50 GWh (lifetime average)	~455 GWh/yr
Target NTP	Q3 calendar 2019
Target COD	Q2 calendar 2021

FUTURE FOCUS

OUR MARKETS
CONTINUE TO EVOLVE AND PROVIDE OPPORTUNITIES

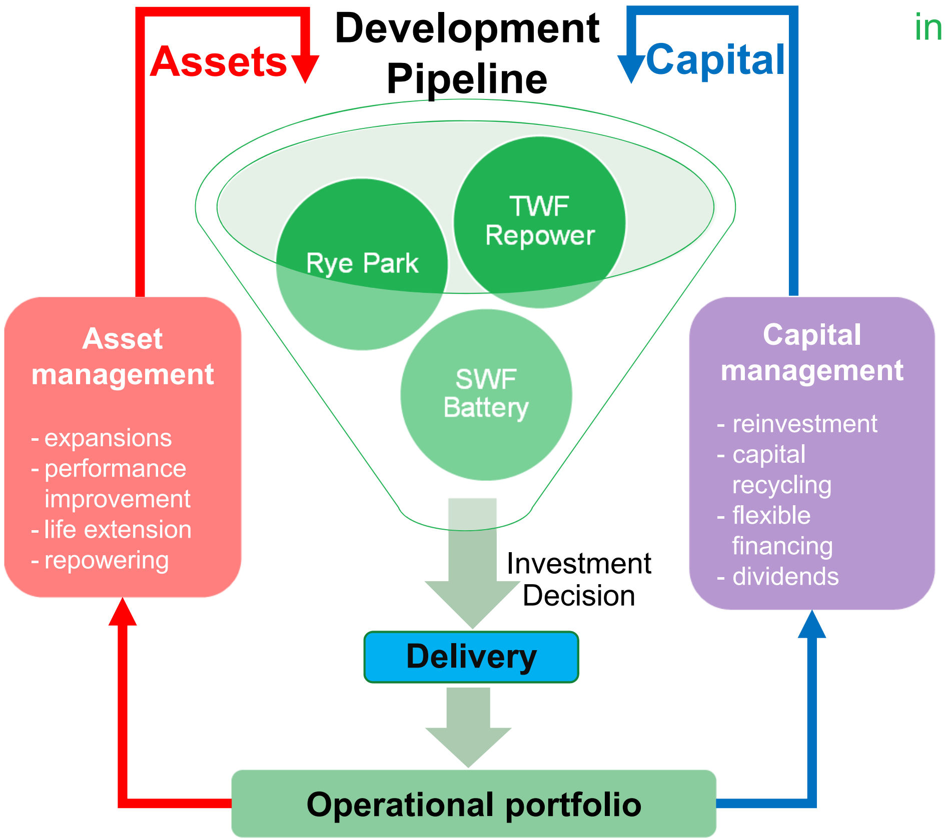
Australia's decarbonisation

- We still believe Australia has the opportunity for its electricity sector to do heavier lifting to meet its Paris commitments – lower cost carbon abatements are available in electricity compared to other sectors
- The existing Renewable Energy Target Scheme has effectively been met and is no longer driving renewables investment
- The National Energy Guarantee was to takeover but Australian Federal election result in May means no emissions scheme will be implemented in near term
- The market will continue to add renewables anyway, because these are getting cheaper, coal is exiting (e.g. Liddell 2022-23) and needs to be replaced, and many market players want to purchase, and to invest, away from carbon
- Having a range of competitive projects provides Tilt Renewables the opportunity to secure value, where these align with market needs on location and timing

New Zealand's electricity demand growth

- Interim Climate Change Committee (ICCC) report recommended the Government prioritises accelerated electrification of transport and process heat ('accelerated electrification' scenario)
- Modelling suggests 'wind' will be the dominant form of new generation with an increase of some 9,000GWh/yr by 2035, equivalent to ~2,500 MW of new wind capacity
- ICCC recommendations included changes to RMA processes to streamline reconsenting of existing development opportunities, repowering of existing sites and development of new renewable generation and transmission infrastructure
- A well functioning New Zealand Emissions Trading Scheme is critical to achieving electricity and agricultural sector emissions reductions
- Partnership with Genesis for offtake at the Waipipi Wind Farm is an example of growth opportunities returning to the market

GROWTH STRATEGY
PORTFOLIO OPTIMISATION IS CRITICAL TO DELIVERING OUR STRATEGY



"Our strategy is to have a range of late-stage, shovel ready projects in both Australia and New Zealand and be ready to respond flexibly to market opportunities to create value from those options"

GEN TILT TEAM
OUR PEOPLE ARE OUR STRENGTH

We have new thinking, high energy and preparedness to pursue growth, with patience

- We are powered by 41 diverse people who are passionate about our results for shareholders, communities and the environment. We have the experience and an innovative approach that comes from a mix of three generations, multiple cultures, varied backgrounds and gender diversity. We also have extensive renewable energy industry experience to draw upon.
- Our Executive team has 80+ years in the renewables industry from greenfield development through project delivery and long-term asset management. We are leading from a strong foundation of knowledge which we share with our team.
- We have a small permanent presence in New Zealand, with three of our team based on the ground to support New Zealand projects (including Waipipi). This small team has more than 45 years combined experience and is supported by the rest of team in Australia.
- We coach, train and support our people leaders and high potential employees to be the best leaders that that they can be, through our Renew Leadership program. We are known as a team that 'do what we say we will' and the program is founded on authentic leadership and cross functional collaboration. To support this we have put in place required competencies for all our team to underpin 'how we do things around here'.

THANK YOU!

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