

COMPANY OVERVIEW



Zenith Energy is a leading Independent Power Producer (IPP) that designs, constructs and manages power generation facilities with a focus on delivering solutions to clients in remote locations.

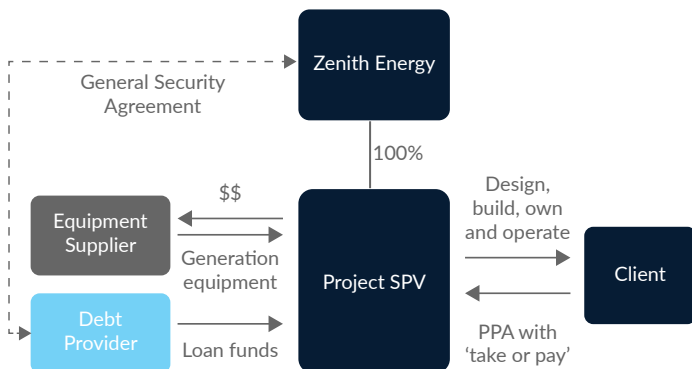
Our bespoke power generation installations are unique in their ability to use a range of fuel types, including diesel, natural gas, solar and hybrid systems, with applications across resources, energy and industrial sectors.

KEY METRICS

- 2 offices
- 2 operating models
- 350 MW
- 12 contracts

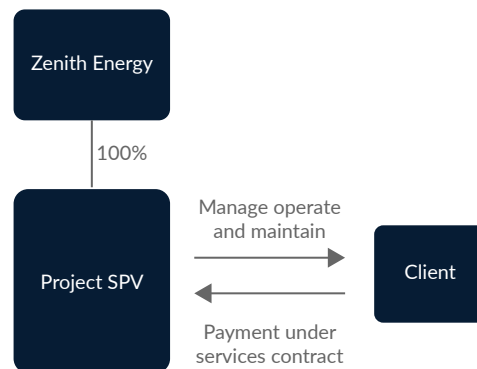
OPERATING MODELS

Build Own Operate (BOO)



- ▶ **Owns** or **finance leases** the power generation facilities
- ▶ Receives a capacity charge on a “take or pay” basis and an energy charge calculated on actual power usage

Manage Operate Maintain (MOM)



- ▶ Manage, Operates and Maintains power generation facilities that are **owned by the client**
- ▶ Fees received for operating and maintaining the client's power generation facilities

FINANCIAL HIGHLIGHTS

	Audited FY2017	FY2018 Forecast
Total Revenue (\$m)	30,971	35,281
Cost of Sales (\$m)	13,489	14,667
EBITDA (\$m)	9,844	12,032
EBIT (\$m)	7,803	7,046
Net Profit Before Tax (\$m)	4,626	5,066
Income Tax Expense (\$m)	1,503	1,546
Net Profit After Tax (\$m)	3,123	3,520
EBITDA Margin	32%	34%
Earnings Per Share (cents)	5.88	3.59

CAPITAL STRUCTURE

30 December 2017

Ticker	ASX: ZEN
Listing date	9 May 2017
Share price	0.80
Shares on issue	98,000,000
Market cap	\$78.4 million

BOARD AND MANAGEMENT

Doug Walker	Executive Chairman
Hamish Moffat	Managing Director
Darren Smith	Non-Executive Director
Stephanie Unwin	Non-Executive Director
Rebecca Stringer-Krein	CFO/Joint Company Secretary
Graham Cooper	General Manager - Projects

SUBSTANTIAL SHAREHOLDERS

30 December 2017

Board and Management	50.22%
Top 20 Shareholders	83.18%

INVESTMENT HIGHLIGHTS

Robust business with established client base

- Secure contracted income stream predominantly with large, financially strong, resources companies
- Clients include Chevron, Independence Group, Northern Star Resources, Ok Tedi Mining, Incitec Pivot
- "Take or Pay" arrangements providing downside protection under the Build Own Operate ("BOO") power generation model

Strong financial metrics

- FY2017 Revenue of \$31m, representing 17% growth on FY2016
- Forecast FY2018 Revenue of \$35.2m, representing 12% growth on FY2017
- EBITDA margin has expanded from 17% in FY2016 to 32% in FY2017
- Strong cashflows and debt service coverage ratios (EBITDA/Interest of 6.5x as at 30 June 2017)
- FY2017 Net asset growth over 180% on FY2016 net of capital raise.

Outstanding growth opportunities

- Hybrid/renewable product offering provides huge potential upside to a growing market
- Microgrid generation opportunities
- Opportunities to replicate capability in overseas jurisdictions

Proven management team

- Prior to founding Zenith in 2006, the team owned and managed StateWest Power, which was formed in 1987 and sold to Wesfarmers in 2003
- Expertise spanning multiple generation formats (gas, diesel, solar, hybrid)

Share Registry
Link Market Services Ltd
Level 4, 152 St Georges Tce
Perth, WA 6000
1300 554 474
info@linkmarketservices.com.au

Investor and Media Contact
John Gardner
Citadel-MAGNUS
08 6160 4900
jgardner@citadelmagnus.com

Zenith Energy Ltd
24 Brennan Way, Belmont
Western Australia 6104
08 9416 2000
info@zenithenergy.com.au
www.zenithenergy.com.au

