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One

with

Planet People & Progress

One Renewable Energy Enterprise, Inc.

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Session 4

June 7, 2016

Erel B. Narida

Agenda

- Investment Ask – how much money are you asking?
- Management Team – Who is behind the Company & what are their competencies?
- Business Model – What are the Company's customer segments, value propositions, key activities, key partners, revenue streams & cost centers; has the company succeeded in implementing the business model? Is it a growth stage company now?
- Financial summary – How is the Company doing financially? Is it profitable?
- Use of Funds – How will the company use the investor's money?
- Investment structure – What will the investor get in exchange for the investment? (Equity IRR, Project IRR, DSCR, Shareholdings, Board Representation)

Investment Ask of V.I.P

Investor / Lender

Investment Requirement for 10 Mini-Grids :

Grant = $1M
Loan = $1M
Total = $2M

In Two (2) years

Joint Venture

Investment : Battery Cost
Grant – $100K
Loan at 6% $100K

OREEi & Electric Coop : Equity
Mini-grid build $ 250K
Working Capital for Operations and maintenance of system

Management Team

- One Renewable Energy Enterprise, Inc. (OREEi) is a system integrator of renewable energy systems.
- It started as a single proprietorship on April 2, 2008 that was owned and managed by its President and CEO, Erel B. Narida.
- It incorporated on January 3, 2011 with 100% Filipino capital.
- The management team is composed of former key employees of Shell Solar Philippines (SSPC), Department of Energy (DOE) and USAID/Winrock International AMORE Project. Together, the team has a combined experience of 100 years covering the following areas:
  - Rural and Institutional Business Development
  - Project Management
  - Technical Services; Design and Implementation
  - Procurement and Logistics
  - Technical Operations and After-sales

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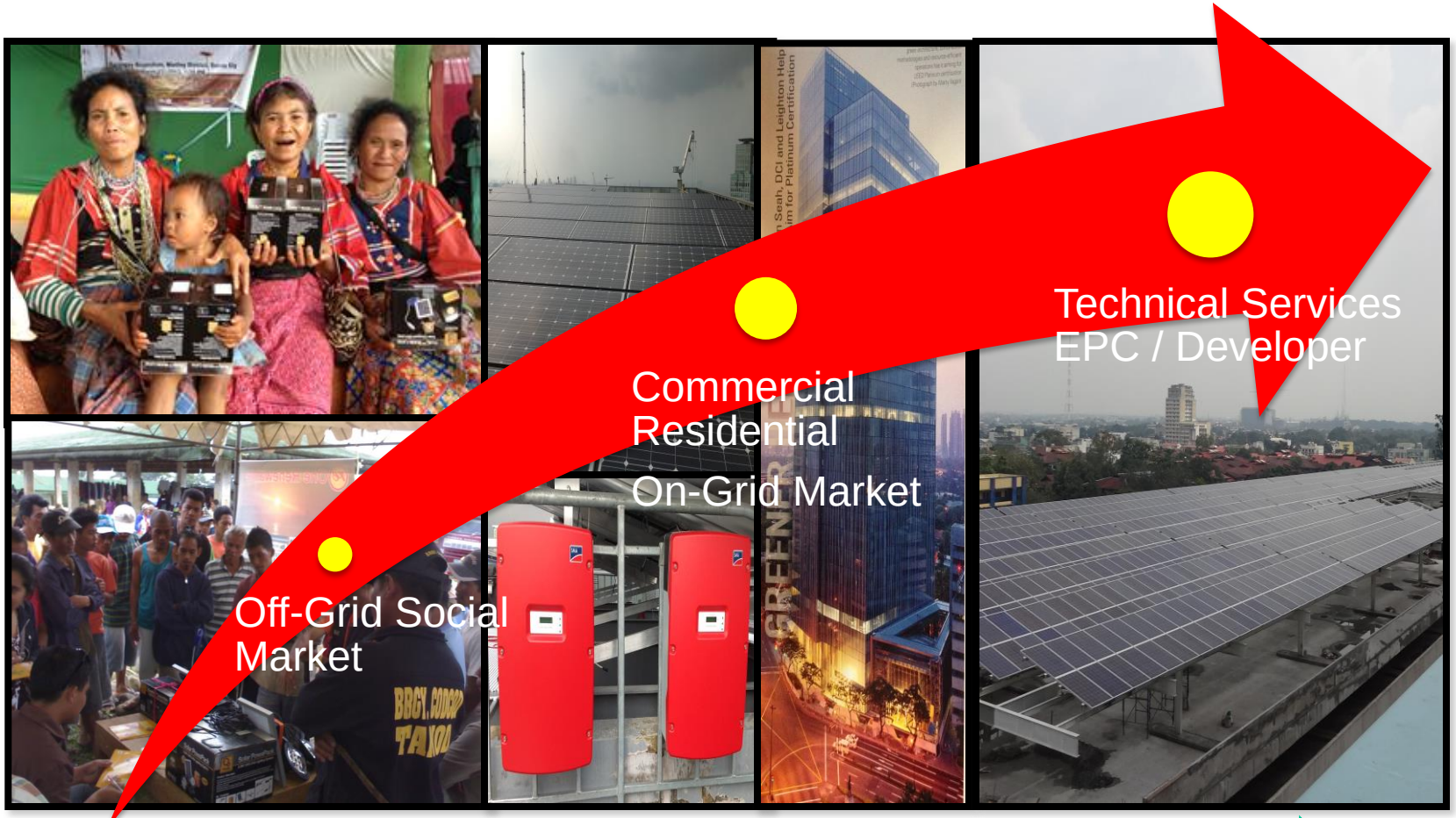
One Renewable: Evolution



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OREEi Social Impact KPI

SOCIAL IMPACT	CARBON MITIGATION	ACCESS TO BASIC SERVICES	LIVELIHOOD
SOCIAL SEGMENT SOLUTIONS			
Mobile lamps		21,000 solar lighting kits deployed	
COMMUNITY BASED RENEWABLE ENERGY SOLUTIONS			
Mini-grids			
Solar pumps		Potable water 70 households in 2 locations	Irrigation of 700 hectares in 140 locations for high value crops; Engaged local talent 2,432 Man days

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OREEi Social Impact KPI

SOCIAL IMPACT	CARBON MITIGATION	ACCESS TO BASIC SERVICES	LIVELIHOOD
SERVICES			
Design & installation of solar panels for commercial applications **Training & hiring of local talent**	15,400 kWP		Engaged local talent 4,967 Man days
COMMERCIAL LIGHTING SOLUTIONS			
Residential - own use **Training & hiring of local talent**	17.17 kWP		Engaged local talent 46 Man days
Commercial - PPA or own use **Training & hiring of local talent**	455.88 kWP		Engaged local talent 509 Man days

OREEi Business Model

Key Partners

Suppliers
- Barefoot
- Grundfos
- More Earth
- Airspeed

MFIs
- NWTF
- SECDEP
- RB Carraga
- BRECDA
- Atikha

Technical
- LD Lacuna
- Photovoltaic

Impact Investors
- PEF
- xchange
- LGTVP

Key Activities
- Bids process
- Technical design & installation
- After sales visit

Key Resources
•Reputation for reliability
•Local technical partners
•After sales network

Value Propositions
•Social – safe, affordable, kerosene substitute
•CBRES – independent, low maintenance power or water supply
•Commercial – predictable cost of clean energy
•Reliable after sales
•Training & job opportunities for local talent
•Flexible offers to customers

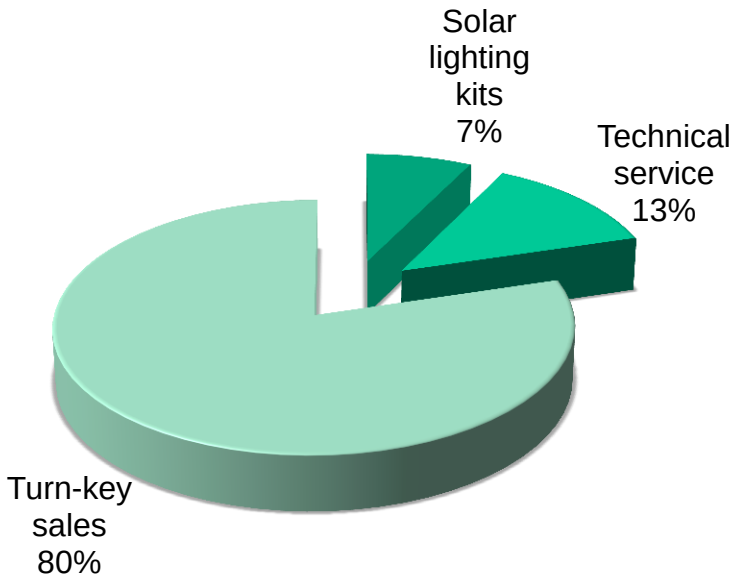
Customer Relationships
•Social – MFI
•Community – LGU
•Commercial – walk-in or referrals

Channels
- Face to face multiple presentations to decision makers
- Trade shows
- Advertised invitation to bid

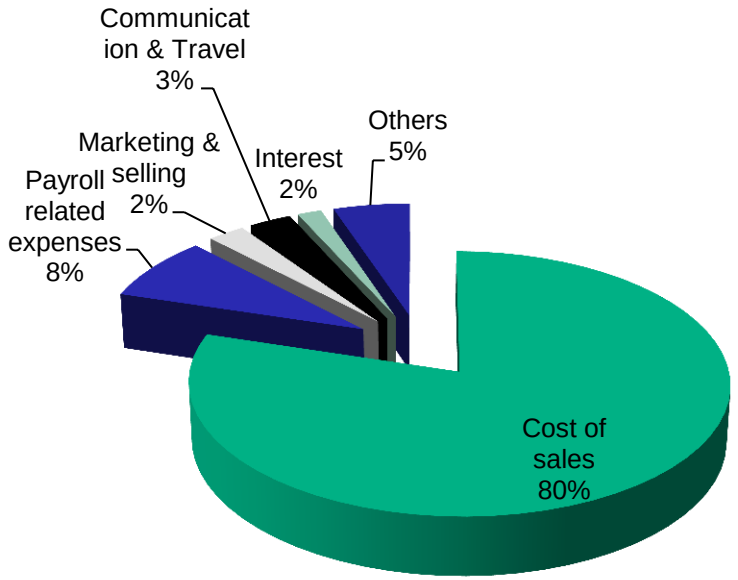
Customer Segments
- Social
- Community
- Government / LGU
- Commercial
- Residential
- Utility

OREEi Model Canvas

Revenue Streams



Cost Structure



OREEi P&L ('000)

Particulars	2011	2012	2013	2014	2015F	Q1-2016LE	Q1 2016 Acquired
Revenues	$64	$1,069	$520	$806	$1,109	$438	$1,056
COGS	$51	$905	$444	$725	$866	$307	
GM	$13	$165	$76	$81	$243	$132	
Total Opex	$66	$127	$141	$161	$207	$89	
EBITDA	($52)	$38	($65)	($81)	$36	$43	
Dep'n & Int	$0	$19	$29	$32	$21	$8	
NET INCOME (LOSS)	($52)	$18	($93)	($113)	$15	$34	

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VERDANT ISLAND POWER (VIP) CORP.

MALALISON ISLAND SOLAR HYBRID MINI-GRID

JV OREE & ANTECO

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Background of Project

1. The Philippines is composed of 7,100 islands. Approximately 239 islands have no power or have limited power provided by a generator managed by the local electric cooperative.
2. Each island on the average have 200 - 500 households with 5 family members or potential 400K beneficiaries.
3. Most of the families depend on fishing as a means of livelihood. Lack of power has limited the inhabitants ability to generate income for the family because there is no means for them to store their fish to get a better price. Further, children cannot extend their study house because in most cases power is only available from 4-6 hours per day.
4. From point of view of the coop, the cost to power the island by way of a submarine cable is not cost efficient approximately PhP8M per kilometer, hence, this is not a viable source of power. While a generator serves as an alternative, the cost to transport and available storage limits the volume and consequently its operating hours.

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Value Proposition

Island Solar Power Source

Independent renewable energy

Value Add : Prepaid Billing System

100% collection & recovery of investment

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PREPAID POWER ECOSYSTEM

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Electric Cooperative

- Buys solar power output
- Acquires consumers
- Connects HH & deploys meters
- Receives settlement for power distribution

OREEi JV Power Producer

- Builds / maintains solar power source
- Social preparation; due diligence
- Hosts prepaid vending system & manages billing system
- Settles to Power Distributor & Smart

Smart Money

•Settles with OREEi & provides reports for merchant settlement
•Earns merchant discount
•Sends vending system signal to load HH meter

OREEi JV Vending Services

- Sends PIN for off-line or Power Load to HH meter for online (with sim)
- Sends notifications to HH sim

Smart MIMO / Retailer

- Sells Power Load through Smart Money or ELoad
- Earns commission from sale of Power Load

HH Consumer

- Buys Prepaid Power from retailer
- Smart subscriber from Manila loads HH prepaid power
- Receives confirmation or PIN (Off-line)

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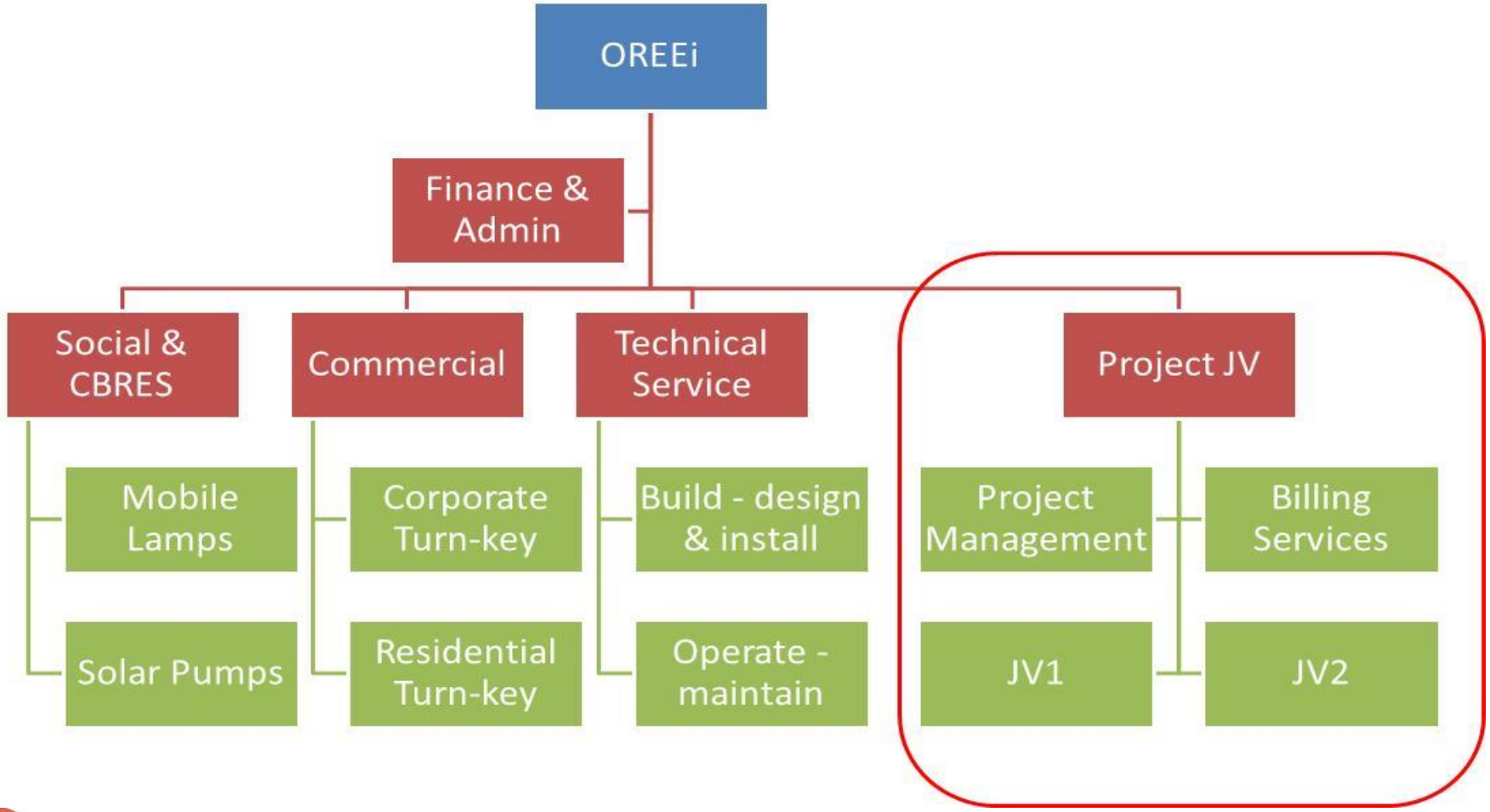
Proposed structure



HOW WILL THE COMPANY USE THE MONEY

To fund the battery of the mini-grid for the initial build with $100K grant and $100K loan at 6% for the first site

In the next two years the target of OREEi is to capture 10 out of the 239 potential islands where this solution is feasible.

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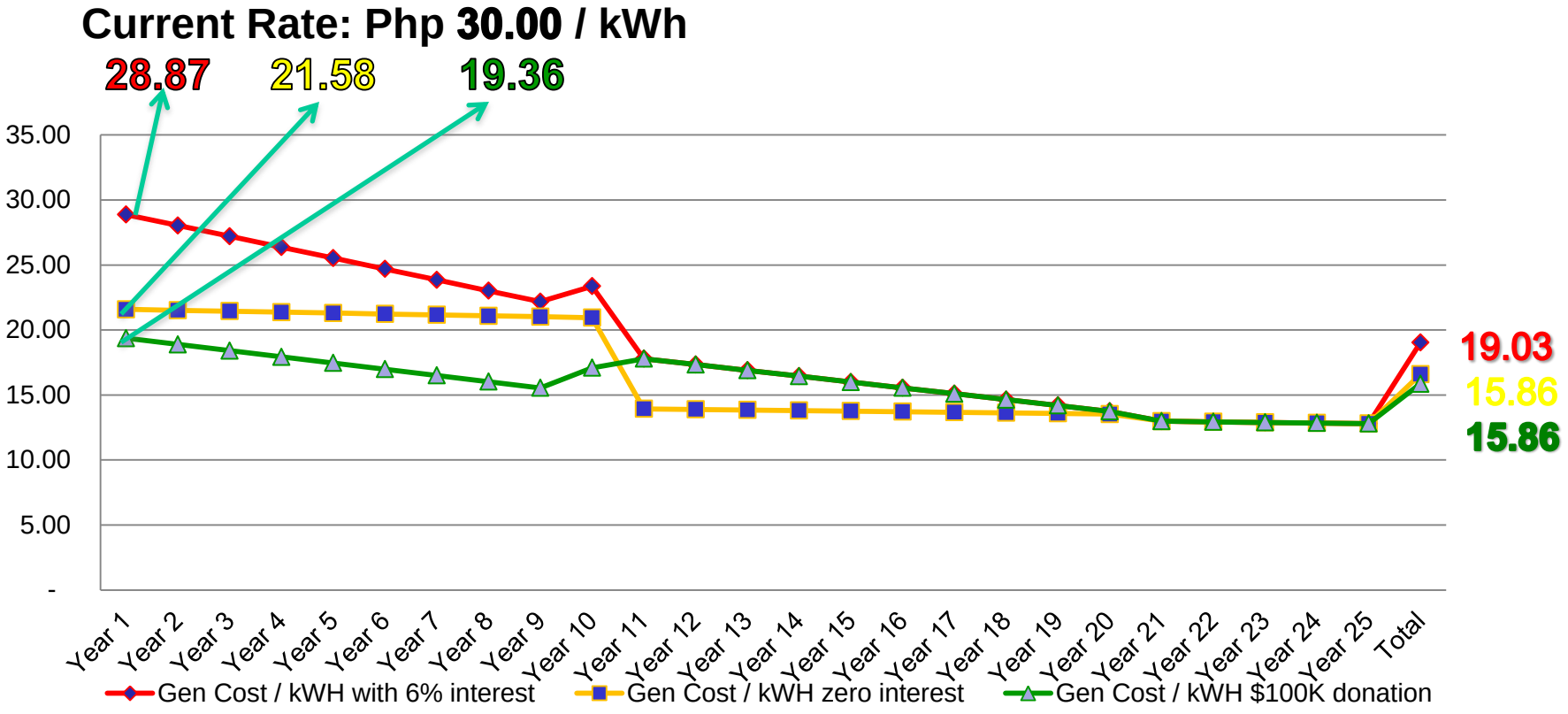
Generation Cost Per kWh (PhP)



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Social Impact of Project

SOCIAL IMPACT	CARBON MITIGATION	ACCESS TO BASIC SERVICES	LIVELIHOOD
COMMUNITY BASED RENEWABLE ENERGY SOLUTIONS			
Mini-grids	200 kWh / island/day or 2000 kWh/day for 10 islands	Solar mini-grid will provide 24-hour power from 4-6 hours with use of generator / candles or kerosene	Improve livelihood of fisher folk with use of freezers Potential eco-tourism in the area thereby triggering other economic activities Jobs creation : training / hiring of local talent for solar installation projects

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Project Financials for 1 Site

ENERGY PRODUCTION			
Ave annual energy production	74,314.00		
Total energy produced in 25 years	1,846,746		
MINI-GRID BUILD COST (US Dollars)	COST	DONATION	NET
Modules, inverters, BOS	94,444	-	94,444
Labor and logistics	50,000	-	50,000
Total Mini-Grid Build Cost	144,444	-	144,444
Battery (Including Replacement)	377,778	100,000	277,778
Grand Total Build Cost	522,222	100,000	422,222

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Profit & Loss for 1 Site

PARTICULARS	100% LOAN FOR BATTERY	$100K DONATION	NET OF $100K DONATION
Revenues (25% mark-up on generation cost)	976,146	162,500	813,646
Tech maintenance, insurance & administration cost	158,694	-	158,694
EBITDA	817,451	162,500	654,951
Depreciation expense	522,222	100,000	422,222
Interest expense	100,000	30,000	70,000
Net income before tax	195,229	32,500	162,729
Income tax (30% net income)	58,569	9,750	48,819
Net income	136,660	22,750	113,910

What's in it for the investor

Provide 24 x 7 power for 10 islands
Drive down power cost from P30 to average of P16 over 25 years
6% Interest income from P1M
100% return on capital after 10 years

Other investment opportunities + source of local talent for other projects

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END OF PRESENTATION