

MAY 2024



RENEWABLE ENERGY ROYALTIES

**Investing in a cleaner future**

TSX.V: RE

OTCQX: RROYF

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# OUR VISION AND OBJECTIVE



**We create wealth for our investors**



**We create a positive impact for the environment**

Our strategic objective is to acquire a portfolio of **growing, long-term, stable, and diversified royalties** that will provide our investors with **long-term, sustainable cash flows.**

# WHO WE ARE



## First mover royalty company in the renewable and sustainable energy sector

- ✓ Listed on the TSX-V in November 2018
- ✓ Traded on the OTCQX as of April 2022



## Over \$72M+ invested into a diversified portfolio of over 100+ royalties

- ✓ Solar, wind, hydro, RNG, energy storage and efficiency
- ✓ Canada, USA, Mexico, and Chile



## Growth oriented company with strong track record

- ✓ 63% annualized revenue growth rate from 2019 to 2023
- ✓ \$40M+ in deal flow backlog
- ✓ Clean50 Winner (2019 and 2022)
- ✓ Globe and Mail's Top Growing Companies (2021)



## ESG and Impact focused company

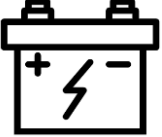
- ✓ Meets United Nations Sustainable Development Goals
- ✓ Received Dark Green Rating from S&P Global



# OUR PORTFOLIO

**\$ 72 Million Invested**

**23 Completed Transactions**


  
**22 Storage**

  
**2 Efficiency**

  
**1 Biogas**

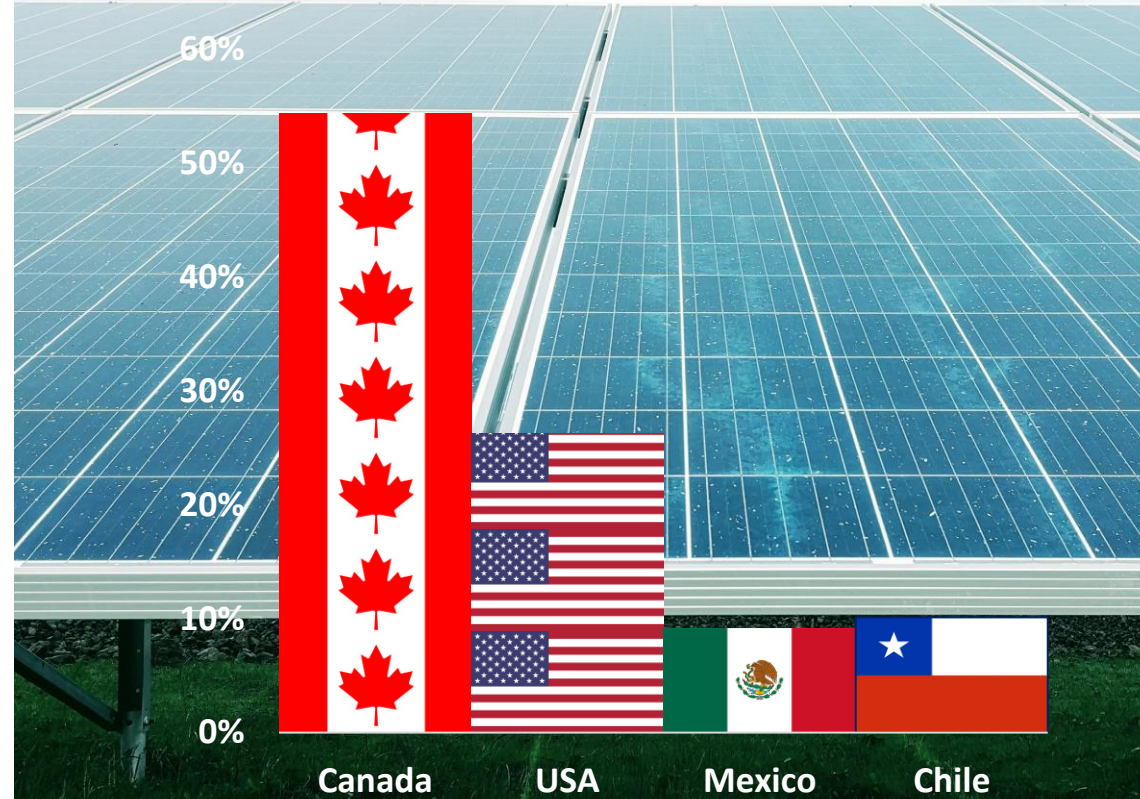
  
**2 Hydro**

**115 Royalties**

  
**111**  
**73 Solar**

  
**15 Wind**

## Geographic Allocation



1. Please refer to our MD&A for the year ended December 31, 2023 available on SEDAR+.



# Royalty Portfolio and Investments Made to Date<sup>1</sup>

Year	Client	Technology	Status	Country	Capacity (MW)	# of Royalties	Amount (CAD\$)	Customer
2016	Aeolis	Wind	Operational	Canada	102	1	\$ 1,240,000	BC Hydro
2017	Jadepower	Wind, Solar, Hydro	Operational	Europe	34	6	\$ 3,800,000	Local Utility, EU
2018	Alpin Sun	Solar	Development	USA	352	4	\$ 1,340,000	Large US Bank
2018	Belltown	Solar	Operational	USA	78	1	\$ 3,752,000	Vistra Energy
2019	Fresh Air	Solar	Operational	Canada	40	4	\$ 1,870,000	Hydro One
2019	OntarioCo	Solar	Operational	Canada	18	60	\$ 5,000,000	Hydro One
2020	Scotian Wind	Wind	Operational	Canada	40	12	\$ 4,640,000	Nova Scotia Power
2021	Switch	Battery Storage	Operational	Canada	6	9	\$ 7,380,000	REITs / Industrials
2021	Switch	Battery Storage	Development	Canada	15	4		REITs / Industrials
2021	Teichos	Solar	Development	USA	20	1	\$ 2,948,000	Large US Utility
2021	FuseForward	Energy Efficiency	Operational	Canada	0	1	\$ 3,000,000	Utilities, REITs
2022	Outagamie	Renewable Natural Gas	Operational	USA	2	1	\$ 5,922,800	California
2022	NOMAD	Mobile Battery Storage	Operational	USA	3.5	6	\$ 7,504,000	Regional Utilities
2022	ReVolve	Solar	Operational	Mexico	2.4	6	\$ 1,600,000	Industrials
2022	Switch	Solar	Operational	Canada	0.4	1	\$ 1,300,000	Hydro One
2022	ReVolve	Battery Storage	Construction	Mexico	1.9	3	\$ 1,860,000	Hospitality group
2022	Delta Energy	Energy Efficiency	Construction	USA	0	1	\$ 5,226,000	Municipalities
2023	Teichos	Solar	Development	USA	20	1	\$ 2,412,000	Large US Utility
2023	AlbertaCo	Wind	Operational	Canada	100	1	\$ 940,000	Large Corporate
2023	Cleanlight	Solar	Operational	Chile	N/A	1	\$ 4,288,000	Industrials
2024	ReVolve	Wind, Hydro	Operational	Canada	23	3	\$ 4,000,000	BC Hydro, Municipality
2024	Clean Communities	Solar	Construction	Canada	4	1	\$ 1,700,000	Municipalities
2024	ReVolve	Solar	Construction	Mexico	0.5	1	\$ 415,000	BC Hydro, Municipality
					<b>862.7</b>	<b>129</b>	<b>\$72,137,800</b>	

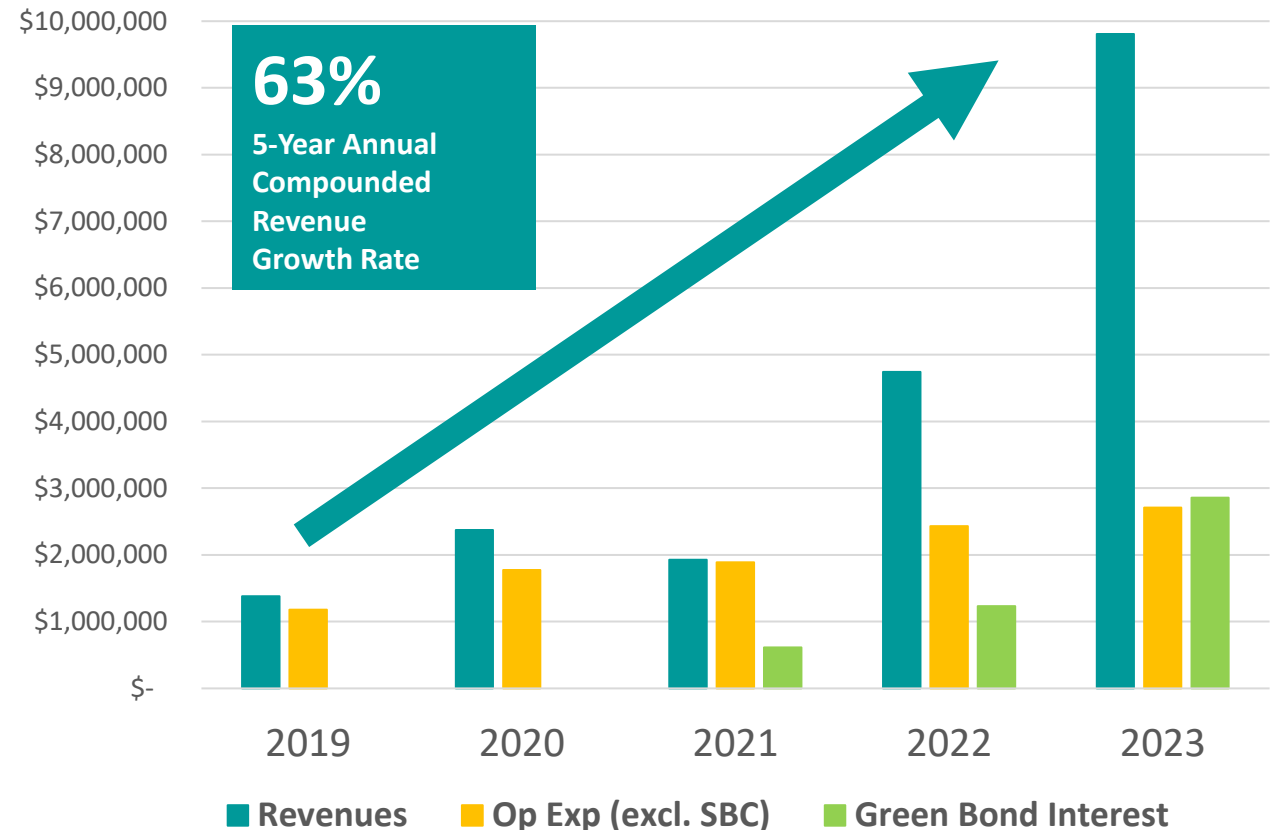
1. The above table includes all historic royalty investments made to date, including those that have subsequently been repaid or royalty bought out.
2. There are 115 royalties in our current portfolio, net of buy outs.
3. US dollar transactions are converted at an exchange rate of 1.34 Canadian dollar to 1 US dollar.

# Selected Financial Information

Capital Structure <sup>1</sup>	Amount
Current Share Price <sup>2</sup>	\$ 0.51
Common Shares outstanding <sup>2</sup>	43.3 million
<b>Market Capitalization</b>	<b>\$ 22.1 million</b>
Warrants outstanding	11.4 million
Options outstanding	2.4 million
RSU / DSU	0.5 million
<b>Fully diluted</b>	<b>57.6 million</b>
Insider Ownership %	25%

Financial Information <sup>1</sup>	Amount
Total Assets	\$ 54.0 million
Total Liabilities	\$ 36.9 million
Revenues for FY 2023	\$ 9.8 million
Operating Cost (excl SBC) FY 2023	\$ 2.7 million
Quarterly dividend	\$ 0.01 per share
<b>Cash as of December 31, 2023</b>	<b>\$ 14.4 million</b>

Revenues, Operating Exp (excl. SBC) & Green Bond Interest  
(2019 to 2023)



1. Please refer to our Financial Statements and MD&A for the year ended December 31, 2023 available on SEDAR+.  
2. As at May 10, 2023

# PORTFOLIO IMPACT

**S&P Global**  
Ratings

Powered by **Shades of Green**

## Dark Green Rating

Activities that correspond to the long-term vision of a low-carbon climate resilient future

Dark green

**428 MW Capacity**  
**1,022,303 MWh**  
**136,000 homes**  
**429,000 t CO<sup>2</sup>eq**

1. Please refer to our MD&A for the year ended December 31, 2023 available on SEDAR+.



## SUSTAINABLE DEVELOPMENT GOALS

**7** AFFORDABLE AND CLEAN ENERGY

**9** INDUSTRY, INNOVATION AND INFRASTRUCTURE

**11** SUSTAINABLE CITIES AND COMMUNITIES

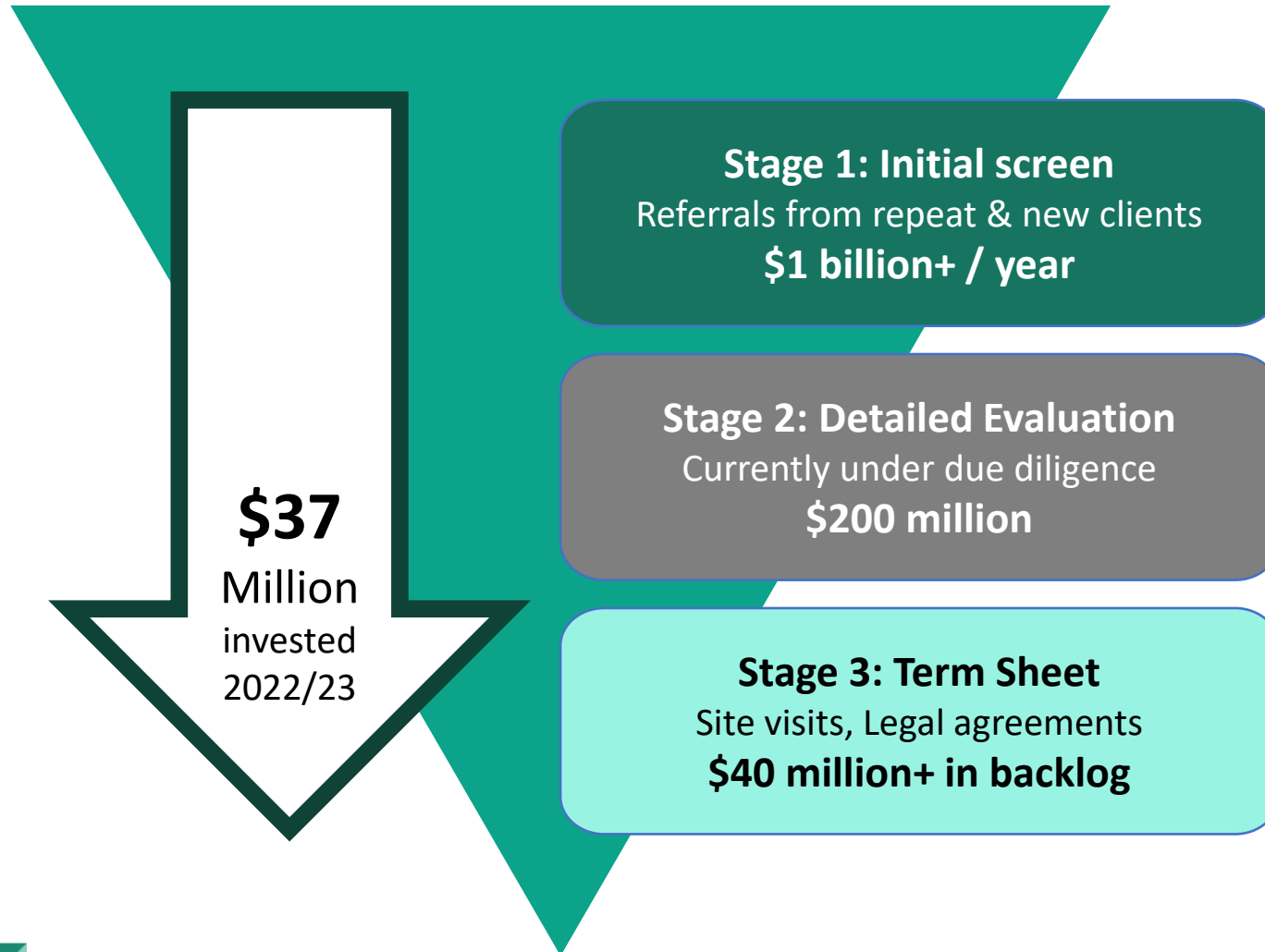
**13** CLIMATE ACTION

**3** GOOD HEALTH AND WELL-BEING

**17** PARTNERSHIPS FOR THE GOALS



# DEAL PIPELINE



## Opportunities Under Evaluation

- Utility Solar in the North Eastern United States
- EV Charging in Canada
- Energy Storage in Texas
- RNG in Midwest United States
- Solar in South Asia
- Solar in East Asia
- Solar in Europe



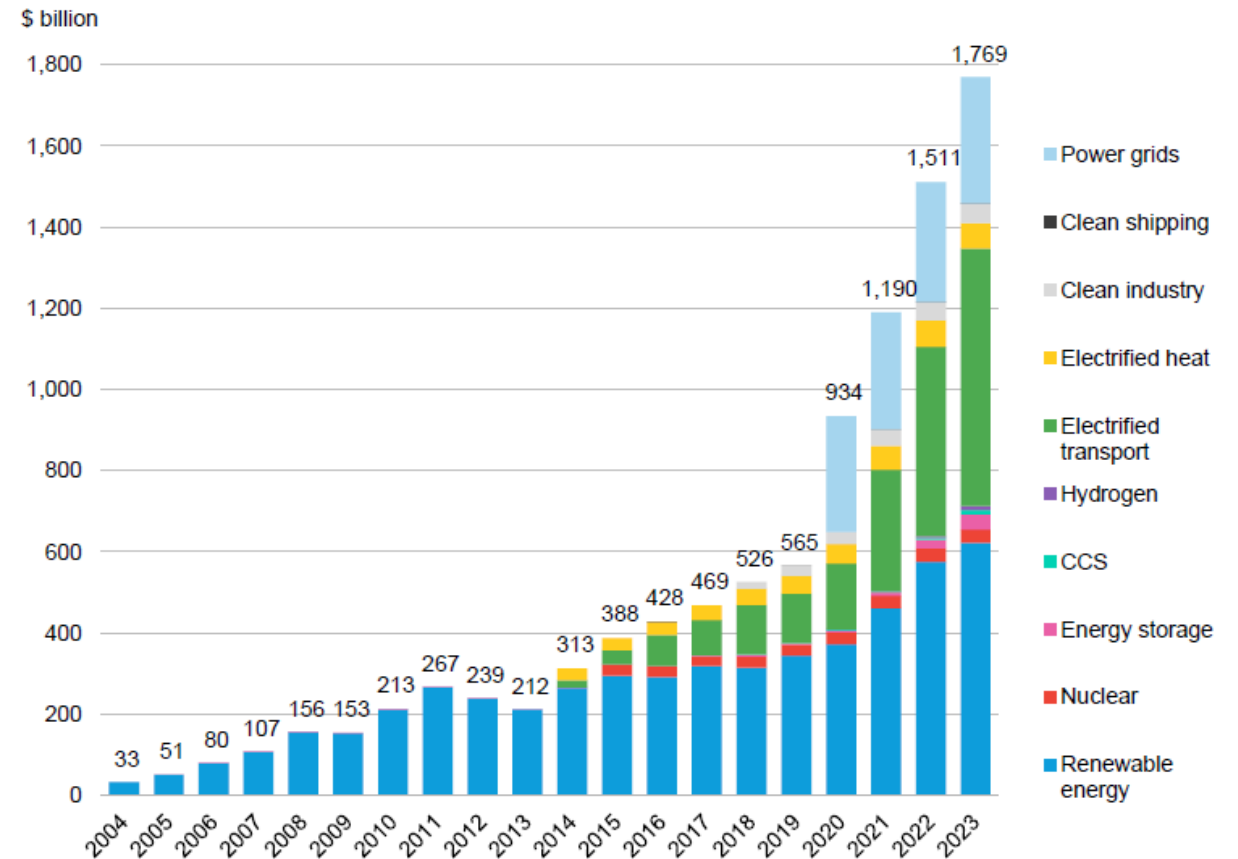
**NOTE:** The above non-binding letters of intent are still subject to completion of due diligence to the satisfaction of the company, negotiation of definitive documents, satisfaction of condition precedents for each transaction, and approval of the company's Board of Directors. No assurance is provided that any or all of the non-binding letters of intent will result in a completed transaction.

# MARKET OPPORTUNITY

## RENEWABLE ENERGY MARKET<sup>1</sup>:

- Over \$1.7 trillion was invested into the global energy transition in 2023
  - \$623 billion into new renewable generation capacity
  - 8% growth year-over-year despite slowdown in global economy and higher interest rates
  - Surpass fossil fuel investment
- 3X increase in investment levels needed to get on track for net zero goals

## GLOBAL ENERGY TRANSITION INVESTMENT 2004-2023<sup>2</sup>



1. Source: International Renewable Energy Agency. June 2021. World Energy Transitions Outlook: 1.5 Degree Pathway. Page 28 <https://www.irena.org/publications/2021/Jun/World-Energy-Transitions-Outlook>  
 2. Source: BloombergNEF. In US dollars.

# RENEWABLE ENERGY MARKET

- Onshore wind and solar are now the cheapest across more than two-thirds of the world<sup>1</sup>
- By 2030, they will undercut the cost of commissioned coal and gas almost everywhere



## TECHNOLOGY COST - DECLINES SINCE 2010<sup>1</sup>



85%



49%



85%

## RENEWABLE ENERGY CAPACITY GENERATION CAGR FOR NET ZERO BY 2050 CAGRs<sup>2</sup>



SOLAR

11.8%



WIND

9.6%



GEOTHERMAL

7.5%



BIOENERGY

5.2%



HYDRO

2.2%



1. Source: BloombergNEF. April 28, 2020. *Scale-up of Solar and Wind Puts Existing Coal, Gas at Risk*. <https://about.bnef.com/blog/scale-up-of-solar-and-wind-puts-existing-coal-gas-at-risk/>  
 2. Source: International Energy Agency. May 2021. *Net Zero by 2050: A Roadmap for the Global Energy Sector*. Page 198 [Net Zero by 2050 – Analysis - IEA](#)

# VALUE DRIVEN BUSINESS MODEL

## WHAT WE INVEST IN:

- Only renewable and sustainable energy, no fossil fuel-based projects
- Strong ability to offset GHG
- Only commercially proven technology
- Projects operating or near operating, with long-term revenue off-takes
- Near-term cash flows
- Target IRRs in 10-20%+ range

## WHERE WE INVEST:

- OECD and EU countries
- Primary focus on North America and Europe

# VALUE DRIVEN BUSINESS MODEL

## HOW WE INVEST:

- Short-term secure loans (6 months to 3 years)
- Long-term royalties (15-20 years)
  - Royalties based on revenues and long-term cash-flow streams
- Re-investment of capital from short-term loans allows us to create additional new royalties from the same capital and grow our portfolio



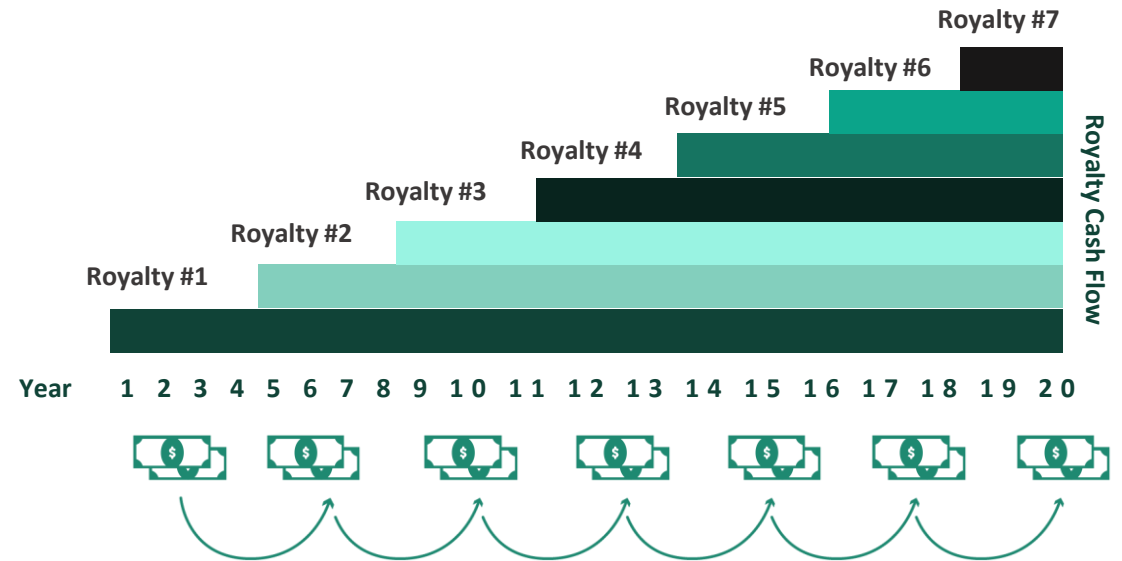
PROTECTION



GROWTH



## COMPOUNDING EFFECT OF ROYALTY AND LOAN STRUCTURE



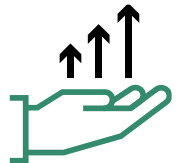
**Our investment structure allows for a quick payback and recycling of capital, to generate and grow new royalties**

# ROYALTY MODEL ADVANTAGE

	Royalty Company	Developer	Operator
<b>Economic interest</b>	✓ Top-line	Bottom-line	Bottom-line
<b>Return Targets</b>	✓ High	✓ High	Low
<b>Risk</b>	✓ Low	High	✓ Low
<b>Time to Cash Flows</b>	✓ Immediate	Distant	✓ Immediate
<b>Operating Costs</b>	✓ Low corporate & transaction	High project development costs	Moderate manage operating assets
<b>Investment Size</b>	✓ Small to medium	✓ Small to medium	Large
<b>Sustaining Capital</b>	✓ None	Yes	Yes
<b>Construction Capital</b>	✓ None	Yes	Yes
<b>Growth Prospects</b>	✓ High	✓ High	Low
<b>Technology Diversification</b>	✓ High, broad based	Low, 1 to 2 types	✓ Moderate, 1 to 2 types
<b>Jurisdiction Diversification</b>	✓ High, globally focused	Low, 1 to 2 countries	✓ Moderate, 2 to 3 countries



PROTECTION



GROWTH



\*The table above is a generalization of the industry and is not an indication of expected returns

# PLANS FOR NEXT 12 MONTHS

- **Deliver on strong backlog of deal flow**
  - ✓ Over \$40 million in backlog transactions
  - ✓ Leverage growth prospects by helping our clients grow
  - ✓ Revenue growth, accretive to bottom line
- **Accretive Financing**
  - ✓ Green bond financing
  - ✓ Co-investment partnerships
- **Increase company profile and visibility**
  - ✓ Enhanced investor outreach
  - ✓ Conferences
  - ✓ Up-listing on TSX

*More People Need to Know Our Story*



# MANAGEMENT TEAM



**Bernard Tan**  
CEO & Director

- 15+ Years in corporate finance, resources, and technology
- CPA, CA, MBA (Finance)
- Former CFO of TSX public company
- Canada 2023 Clean50 Winner



**Peter Leighton**  
COO

- 25+ Years in M&A and project development in the energy sector
- Former COO of both Finavera and Accenture’s Business Services for Utilities
- Canada 2020 Clean50 Winner



**Luqman Khan**  
CFO

- 20+ Years in accounting and business management
- CFO of publicly listed TSX-V mineral resource company
- CPA, CGA charter holder



**Alistair Howard**  
VP, Corporate Development

- 12+ Years renewable energy
- Former Director of Project Development for Boralex
- MEng from McGill, PEng
- Former Vice-Chair of Clean Energy BC



**Shane Grovue**  
VP, Growth & ESG

- 15+ Years in engineering, management and finance in clean energy and technology
- PEng, PMP, MBAs from INSEAD & Tsinghua University



**Bryce Anderson**  
VP, Investments

- 8+ Years in construction, maintenance, design and finance
- CFA & CAIA charter holder, RIPC Holder from RIA
- BEng in Mechanical Engineering



**Talia Beckett**  
VP, Comms & Sustainability

- 10+ Years in public relations and communications
- Masters Degree from University of London
- Sustainable Business Strategy Certificate, Harvard



# Board of Directors (Non-Executive)

## **Marchand Synman** Chairman & Director

- Co-Founder of RER
- Director and Chief Operating Officer of Hunter Dickinson Inc.
- 20+ years of senior executive experience in global corporate finance M&A, financing and divestiture activities
- Chartered Accountant (South Africa) & Chartered Accountant (Australia & New Zealand)

## **Stephen Cheeseman** Director (Independent)

- President of Chinook Power, where he developed 142 MW Quality Wind Project
- Current Director of Clean Energy BC
- Winner of Canada Clean 16 award for his dedication and contribution to sustainability and clean capitalism

## **Rene Carrier** Director (Independent)

- President of Euro- American Capital Corporation, a private investment company. Currently serves as an independent director on various publicly traded companies
- Founding Director of International Royalty Corp. (“IRCC”) from 2003 until sale in 2010 for \$700M

## **Gord Fretwell** Director (Independent)

- Experienced securities and corporate finance lawyer. Principal of Gordon Fretwell Law Corporation
- Currently serves as an independent director on various publicly traded companies
- Founding Director of International Royalty Corp. (“IRCC”) from 2003 until sale in 2010 for \$700M

## **Jill Leversage** Director (Independent)

- 30 years of senior investment banking executive and private equity experience
- Former Managing Director, Corporate & Investment Banking for TD Securities, a global investment bank
- Director of various public and private company boards (Vancouver Airport Authority, ICBC, MAG Silver)
- Chartered Business Valuator and a Fellow of the Institute of Chartered Accountants of BC

## **Paul Larkin** Director (Independent)

- President of the New Dawn Group, an investment and financial consulting firm, primarily involved in corporate finance, merchant banking and administrative management of public companies
- Founding Director, Chairman of the audit and special purpose committees of US Geothermal Inc. which was sold to Ormat Technologies, Inc. (NYSE:ORA)



## Key Investment Highlights

- **First mover advantage** using proven royalty business model
- **Strong risk adjusted returns**
  - \$0.04/yr dividend per share and capital growth
  - Long-term recurring cash flows from royalty revenues
  - 19% weighted average IRR on recent investments
- **High growth** company in a high growth industry
  - 5-Year 60% CAGR revenue and income growth
  - \$37M invested in 2022 and 2023
  - Significant backlog of transactions (\$40m+)
  - Rapidly growing demand for sustainable energy solutions
- **Strong risk mitigation**
  - Diversified portfolio in technology and jurisdiction
  - Capital preservation through secured loan structures
- **Experienced and recognized** management team
  - Canada Clean50 Winner
  - Globe and Mail Top Growing Companies in Canada



## THANK-YOU

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