Renewable Japan Co., Ltd.

Company Information Material

Renewable Japan

2022_3Q

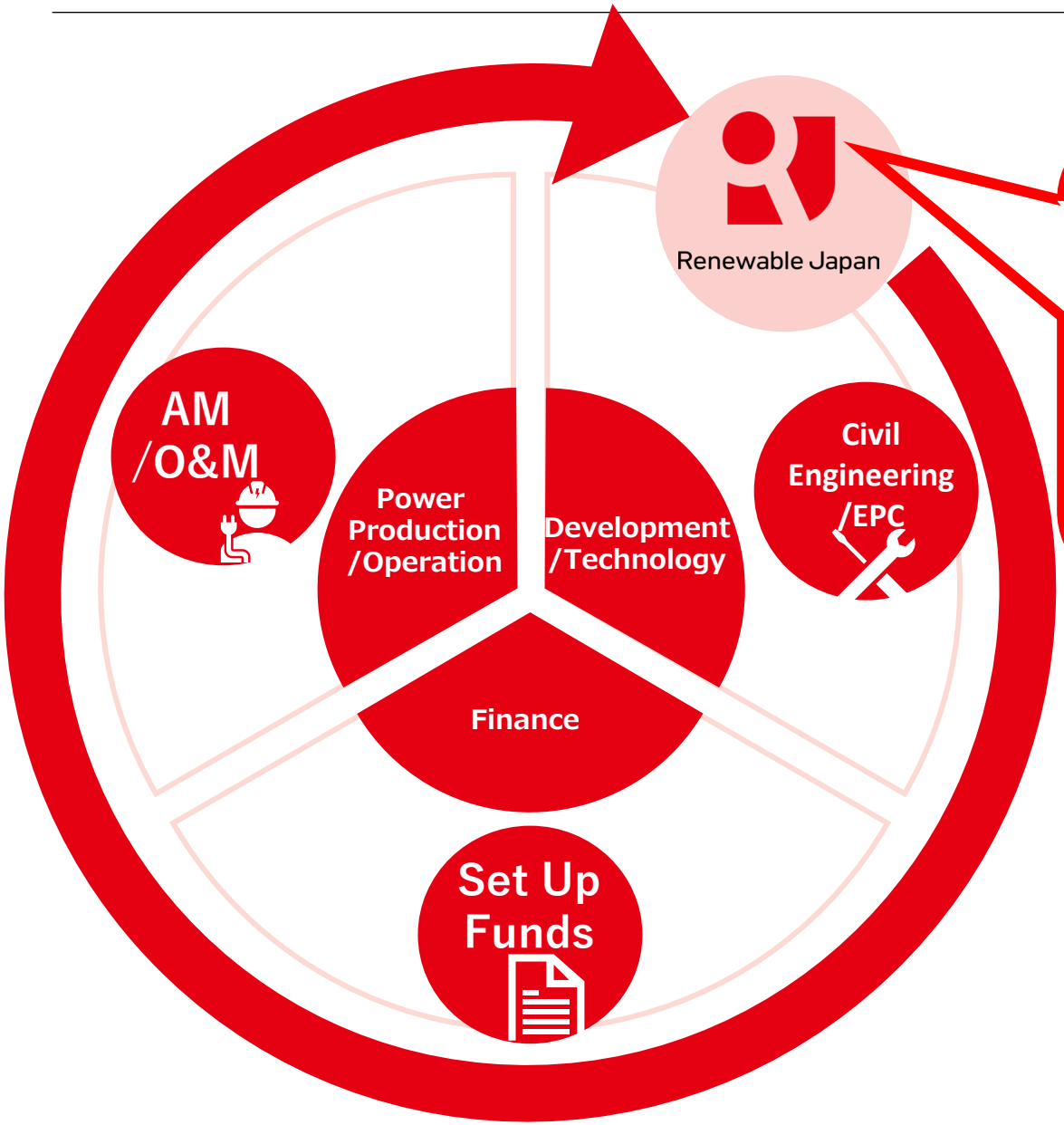
Founder and the Background of Founding

Bio of President and Representative Director, Katsuhito Manabe

1991	Joined Lehman Brothers Japan Inc.
2005	Joined Barclays Capital Securities Ltd. (current Barclays Securities Japan Limited)
2008	Appointed as President and Representative Director of ZAIS Japan
2011	The Great East Japan Earthquake (Brought water purification equipment to the affected area)
2012	Founded RJ and became its President and Representative Director (current)

Solar-powered water purification equipment

From Development to Power Production/Operation



RJ is
Renewable energy producer/developer
conducting all processes in one stop

Management Team with Significant Expertise

Katsuhito Manabe Chief Executive Officer President
Motivated by the Great East Japan Earthquake, he established Renewable Japan in January 2012 and became its Representative Director in order to embark on renewable energy business in Japan. He concurrently serves as Representative Director of Committee for Promotion of Long-term Stable Renewable Energy Sources (“REASP”). Prior to the establishment of Renewable Japan, he was involved in overseas mega solar projects in the capacity of Representative Director of a foreign investment bank and a U.S. investment company, ZAIS Japan.

Daisuke Sano Director, and Senior Managing Executive Officer
After joining Renewable Japan in December 2014 and subsequently serving as Executive Officer and General Manager of Financial Business Division, he assumed the position of Director in June 2015. Prior to joining Renewble Japan, he worked at financial companies in Japan and overseas, including Lehman Brothers Securities and Barclays Securities.

Tatsuaki Makino Director and Managing Executive Officer
After joining Renewable Japan in September 2016 and subsequently serving as General Manager, Strategic Business Division of the Financial Services Division, he became a Director in August 2017. Prior to joining Renewable Japan, he worked at a construction company, a bank, and a U.S. investment company.

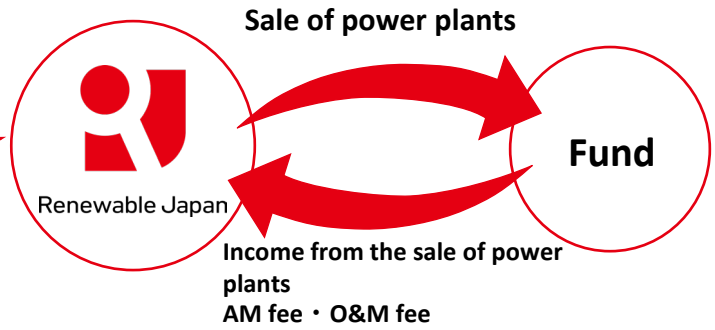
Yasuyuki Saito Director, Managing Executive Officer
In March 2018, he assumed the position of Director. Prior to joining Renewable Japan, he served as Director and Senior Managing Executive Officer of the Industrial Systems Division of Toshiba Plant Systems & Services Corporation.

Three Stages

1st Stage (Accomplished)

Asset Management Model

Sell power plants and receive stable AM and O&M fees

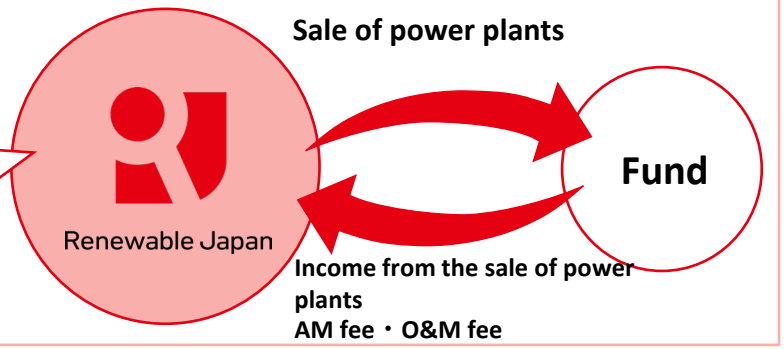


2nd Stage (Accomplished)

Stock Business Model

(Recurring revenue model)

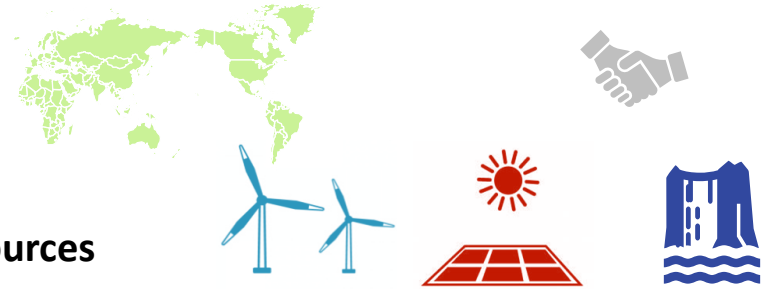
Own power plants as well as selling



3rd Stage (Further step)

New Market

- Overseas
- Non-FIT
- Other energy sources

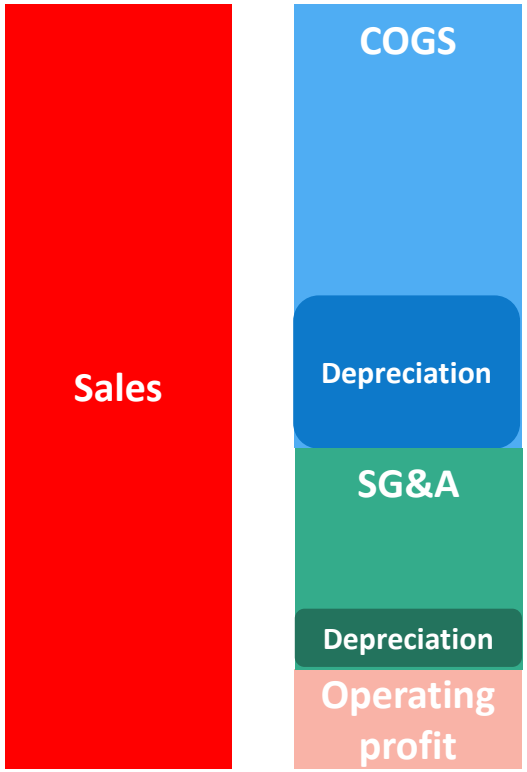


The key performance indicator for RJ (KPI) is the earning power (EBITDA)

Key Performance Indicator (KPI)

Focus on EBITDA

EBITDA = Operating profit + Depreciation,etc.



Renewable energy projects require **a large initial investment**.
⇒ The depreciation ratio to a whole project taken up is larger compared to other industries.

Operational availability :30 years

Big gap

depreciated over 17-20 years for accounting purpose.
⇒ **The annual depreciation amount is large.**

By using EBITDA as an indicator, we are able to correctly track performance and compare growth.

*EBITDA = Ordinary profit + Interest expense + Commission paid + Depreciation + Amortization of goodwill + Other depreciation

=Operating profit + Depreciation + Depreciation of goodwill + Other depreciation + Non-operating profit

Depreciation, etc.

Five revenue sources for stock business

2nd Stage (Achieved)

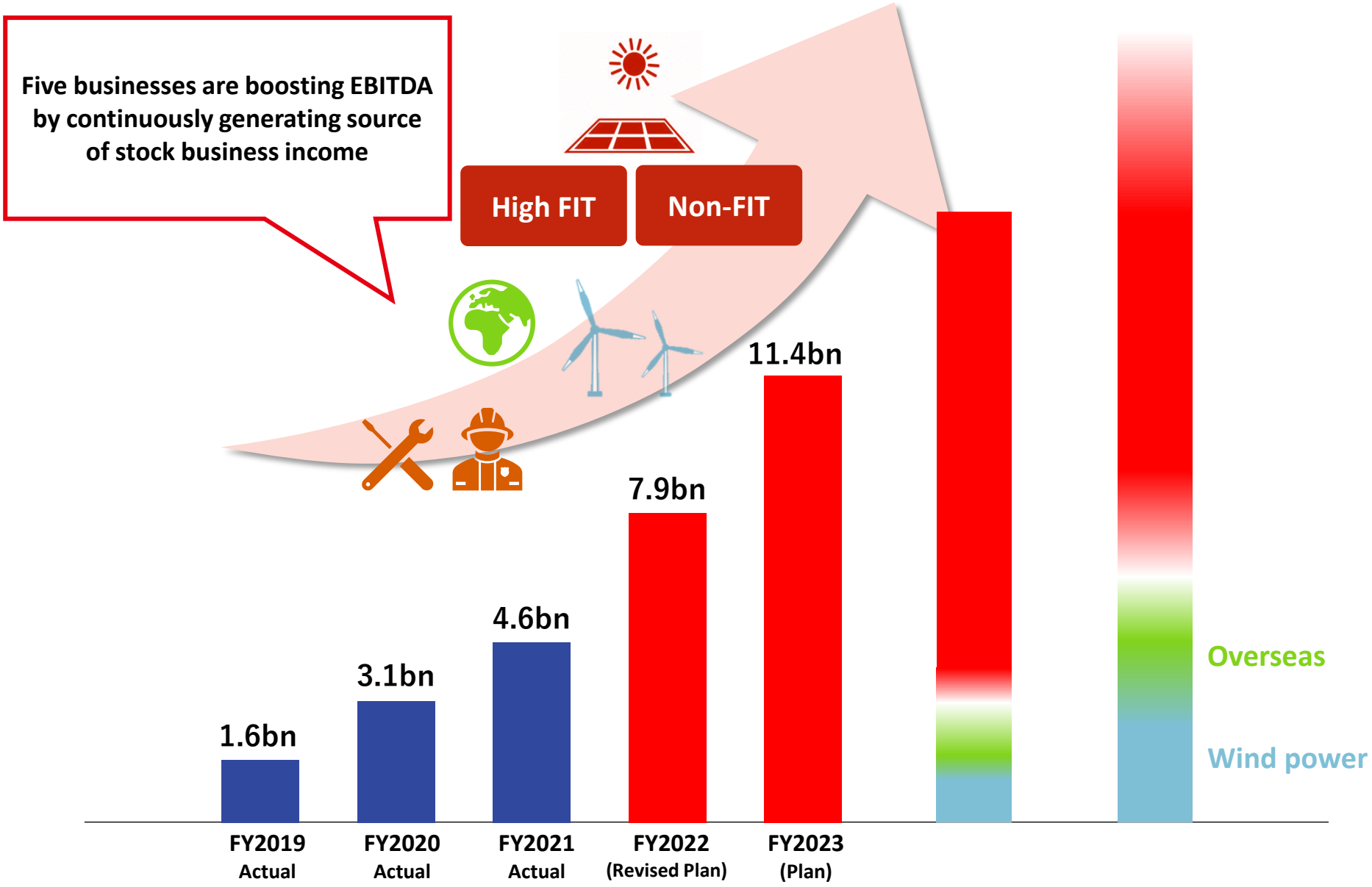
	December 31, 2021	September 30, 2022
1. High FIT	Total net share of power plants owned by RJ (in operation) 154.8MW	339.7MW
2.O&M	PV Capacity in O&M business (RJ and third parties) 986.5MW	1,151.1MW

3rd Stage (Further step)

3. Non-FIT	Market is expected to expand exponentially in the future.
4. Wind power	Further development is projected.
5. Overseas	Total net share of power plants owned by RJ (in operation) - → 21.6MW

Growth Drivers of EBITDA

Five businesses are boosting EBITDA by continuously generating source of stock business income



* The FY2023 plan is for reference only and has not been approved by the Board of Directors.

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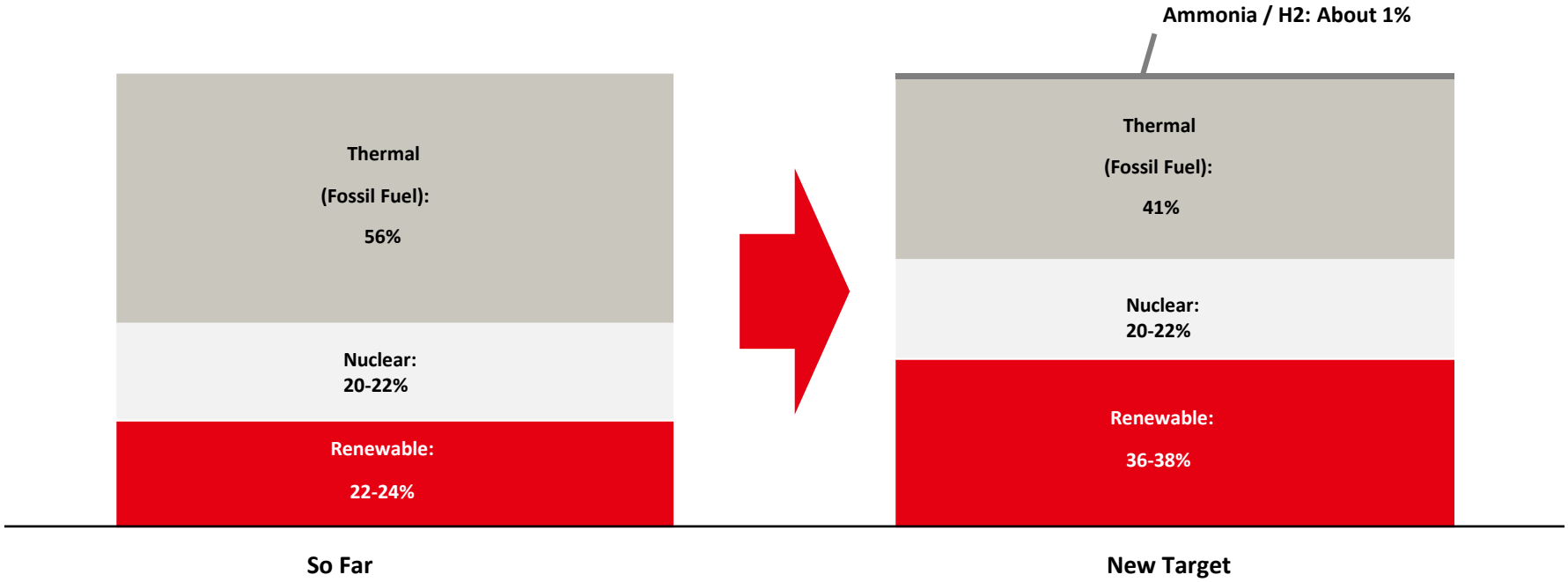
1 Rapidly Growing Renewable Energy Market

The Sixth Basic Energy Plan

Ratio of Renewable energy expands to 1.5 times (Target for FY2030)



Source： Agency for Natural Resources and Energy ”The Fifth Basic Energy Plan” and ”The Sixth Basic Energy Plan
* Compiled by Renewable Japan Co., Ltd. based on Agency for Natural Resources and Energy ”The State of Energy Policy Toward FY2030”.
“The FY 2030 target (new plan)” is a figure stated in the Agency for Natural Resources and Energy's "Outline of the Sixth Basic Energy Plan" as "an indication of what the outlook for energy supply and demand will be if we ambitiously assume that various issues will be overcome.

The Sixth Basic Energy Plan【Energy Mix】

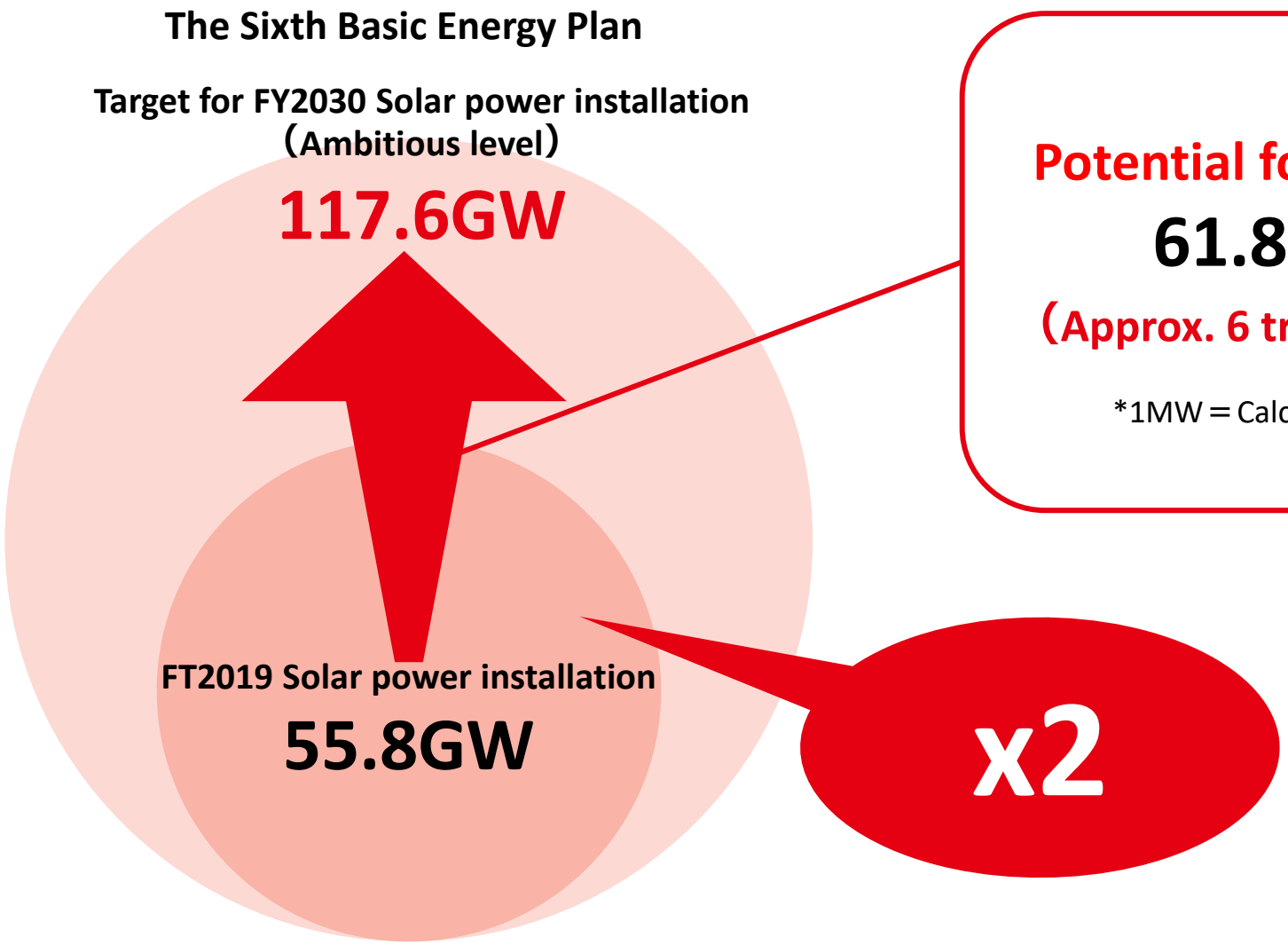
The Growth Area in Energy Mix set for FY2030 is

Solar and Onshore Wind Power

■ Target Renewable Energy Mix for FY2030		
	So Far	New Target
Solar	7.0%	14.0-16.0%
Wind	1.7%	5.0%
Geothermal	1.0-1.1%	1.0%
Hydro	8.8-9.2%	11.0%
Biomass	3.7-4.6%	5.0%

Source： Agency for Natural Resources and Energy ”The Fifth Basic Energy Plan” and ”The Sixth Basic Energy Plan
*Compiled by Renewable Japan Co., Ltd. based on ” Trends since the formulation of the Basic Energy Plan and the direction of future actions”

Opportunity for the Development of Renewable Energy Market - 1



Source： Compiled by Renewable Japan Co., Ltd. based on Agency for Natural Resources and Energy "The State of Energy Policy Toward 2030"

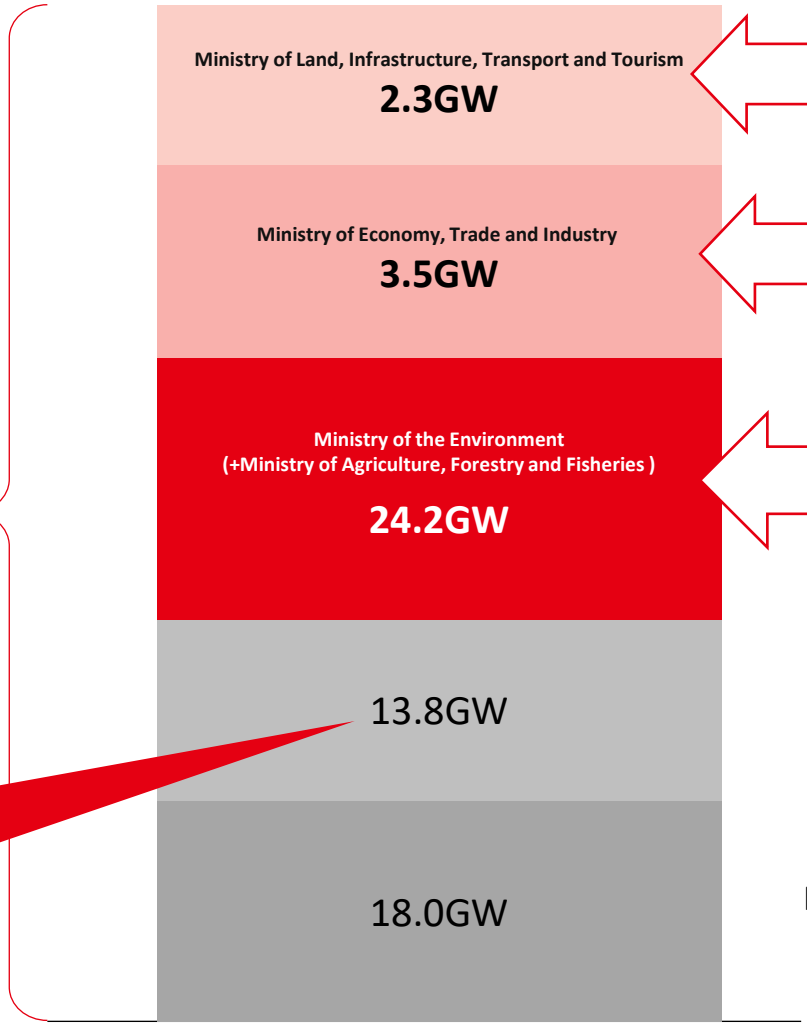
Opportunity for the Development of Renewable Energy Market - 2

Potential growth area

Target for FY2030 solar power installation (Ambitious level)

61.8GW

(Approx. 6trillion yen)



Utilizing airports for renewable energy hub

Promoting measures for new housing

Utilizing of agricultural land & public facilities. Promotion of self-consumption

Organic growth
(Approx. 1.5GW/year x 10 years)

FIT that is not in operation

In addition, each ministry supports the promotion of renewable energy. ex. Utilization of unknown owner land.

Source： Compiled by Renewable Japan Co., Ltd. based on materials of each ministries and Subcommittee on Large-Scale Introduction of Renewable Energy and Next-Generation Power Networks

* This document is based on the current target and data. These may be changed due to updates of target and data in the future.

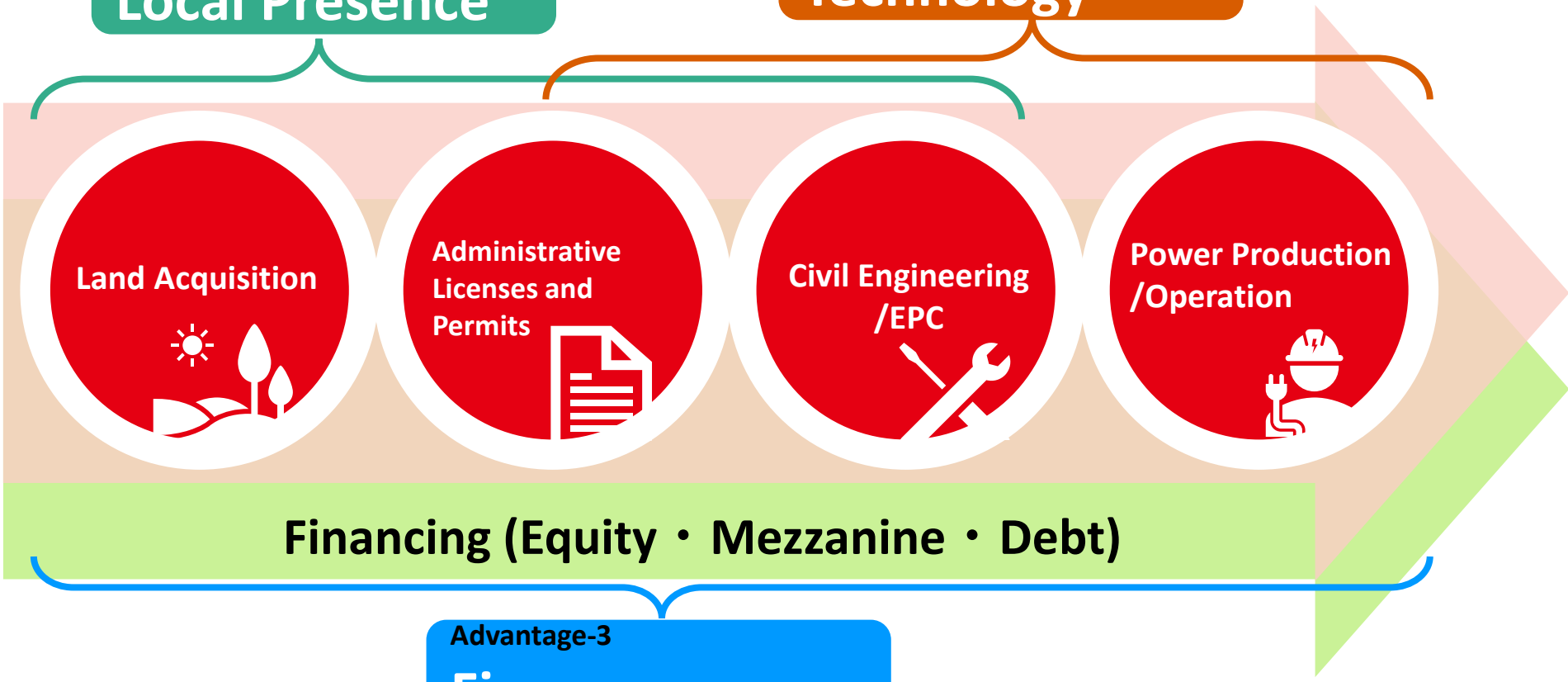
2 RJ’s Advantages and Business Model

From Development to Power Production/Operation

Three Advantages of RJ's One-Stop Service

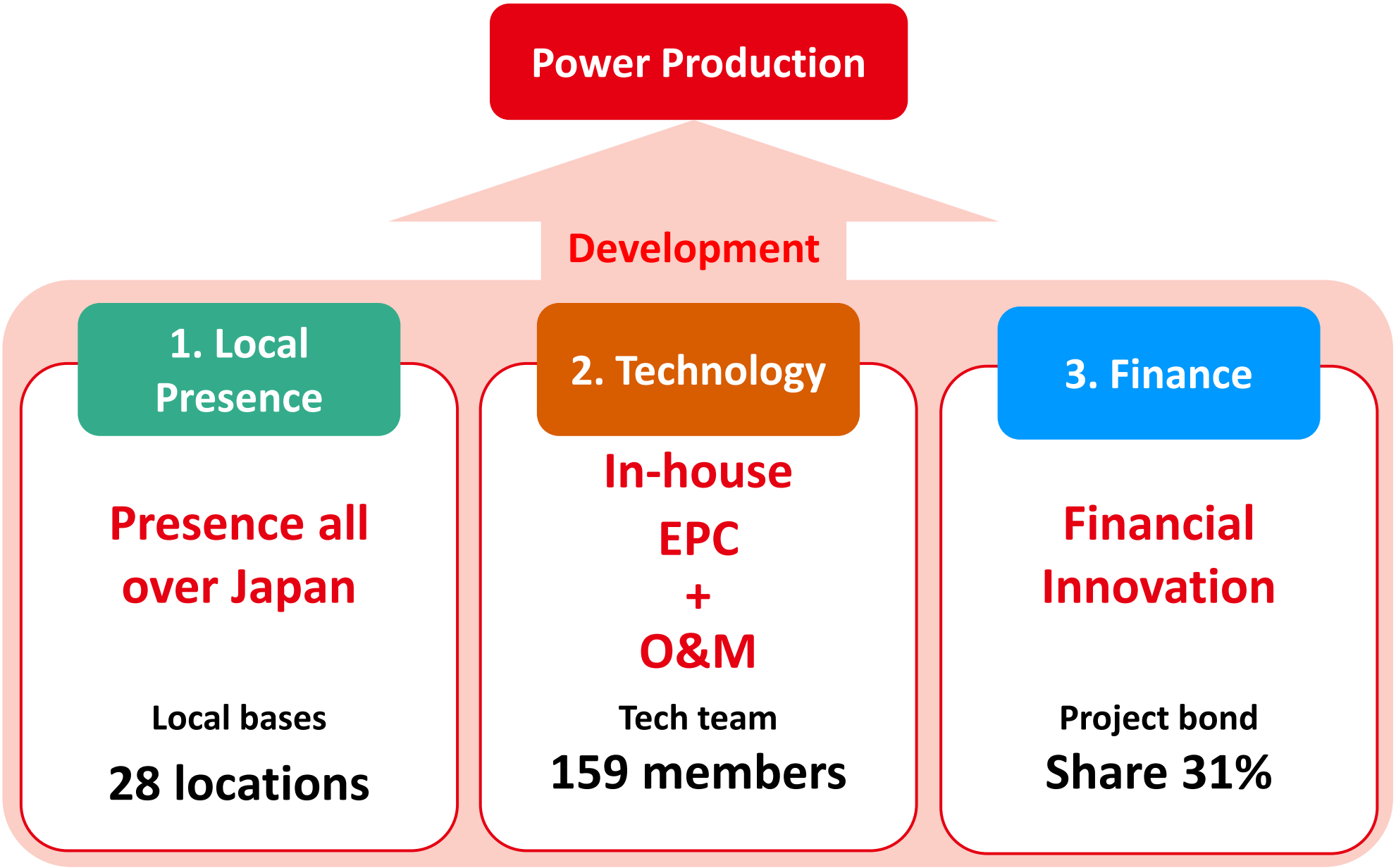
Advantage-1
Local Presence

Advantage-2
Technology



Advantage-3
Finance

Three Advantages of RJ's One -Stop Service



*as of September 30, 2022

Comparison to Other Companies

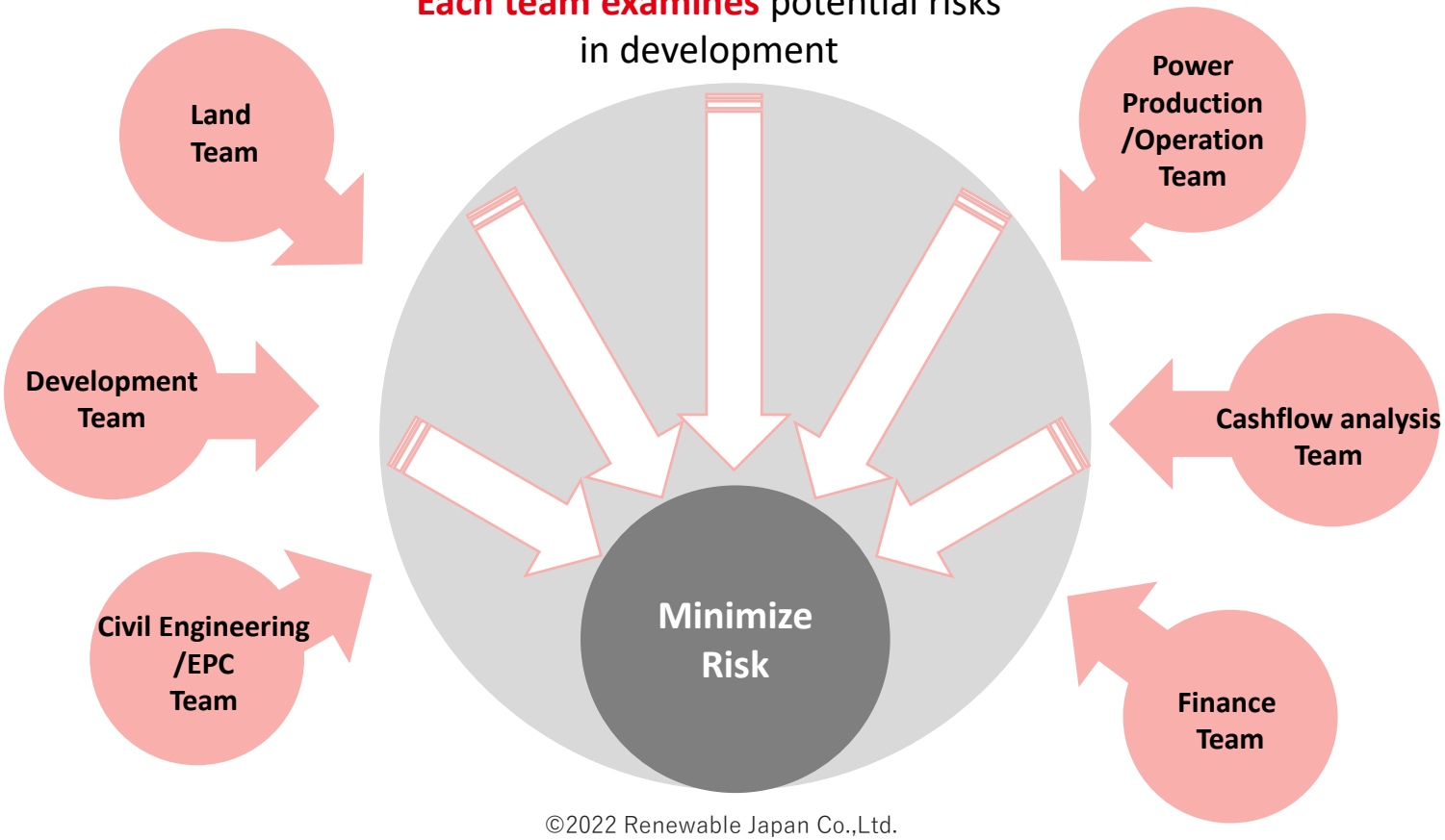
	Company	Main Business	Advantage		
			Local Presence	Technology	Finance
1. Focus on Renewable energy (Industry type: Electricity, gas)	Renewable Japan	**Development (Low-FIT-High-FIT) + IPP/O&M**	◎	◎	◎
	Company A	Development (High-FIT Only) + IPP	○	○	◎
2.Side Business (Industry type: Construction)	Company B	PPS (Power Production and Supply) + Contracted construction	◎	◎	△
	Company C	PPS (Power Production and Supply) + Contracted construction	△	◎	△

Corporate Structure to Optimize Development

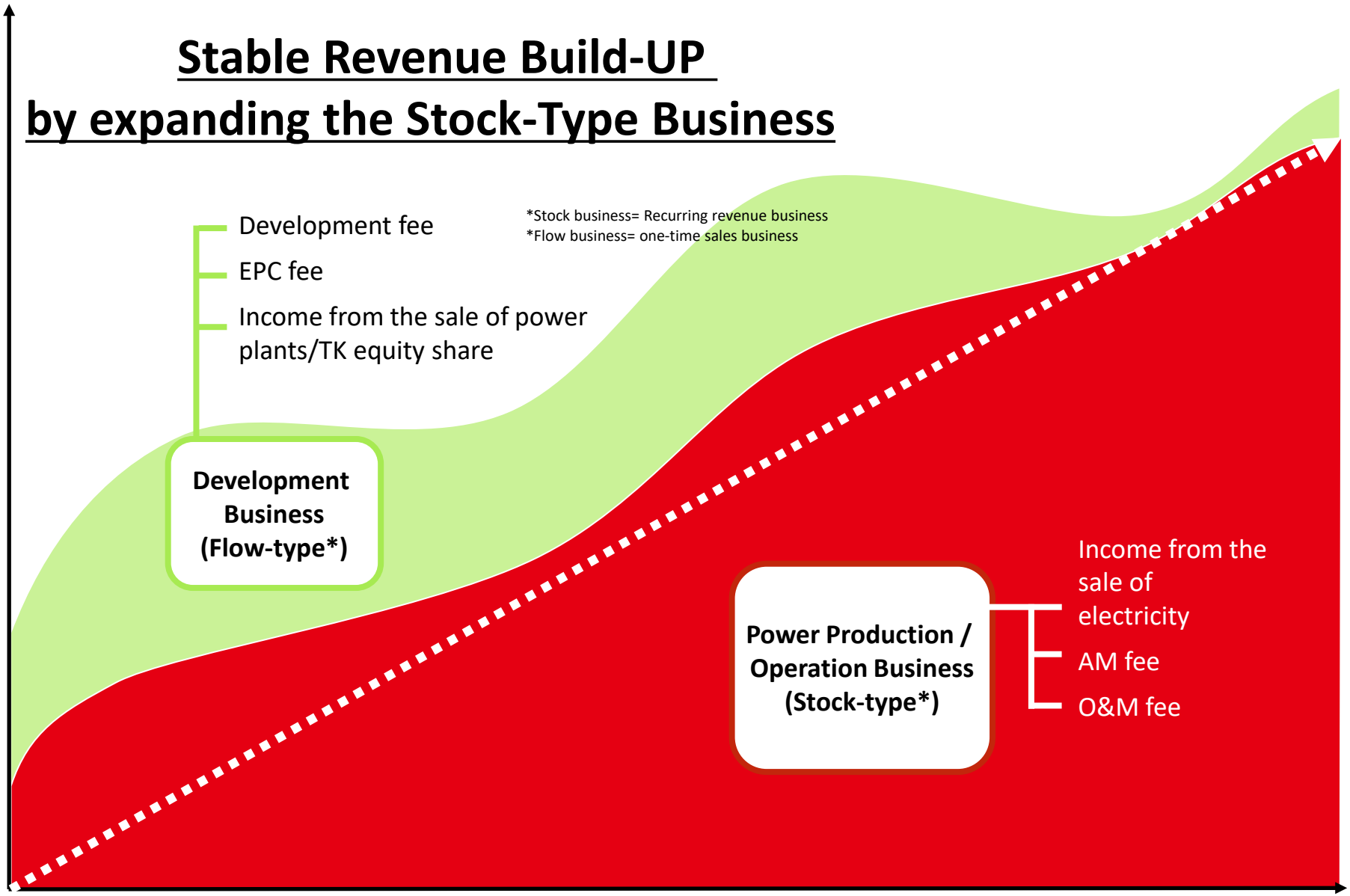
Conduct Due Diligence (Review/Study) for Project Development/Acquisition within the company

Speedy Project Development/Acquisition with minimized risks

Each team examines potential risks in development



Expansion of Stock-type Business



Expanding RJ's Independent Power Production Business (2nd Stage)

Power Plants Owned by RJ (Plants in operation + Plants Under development)

Total Net share* 439.1MW

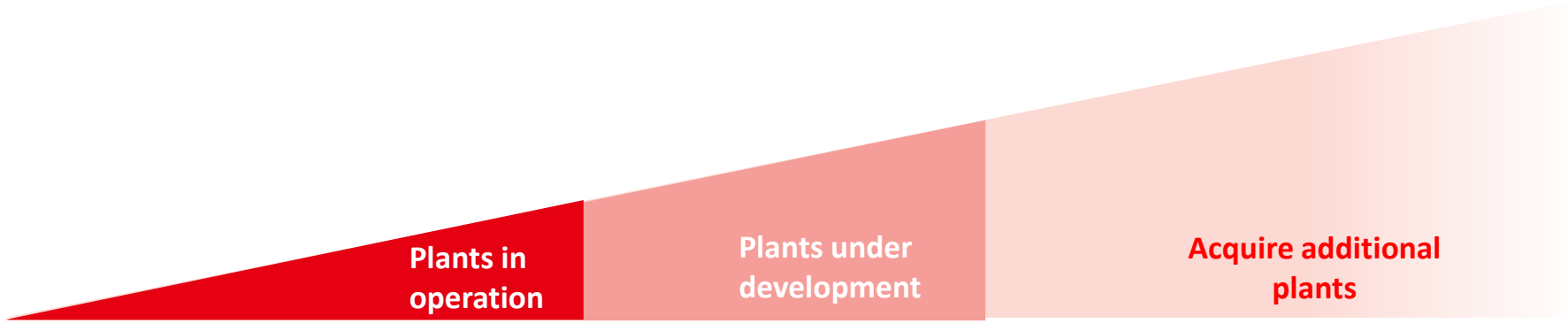
"Net share" stands for total value of each panel output multiplying RJ's equity share.

* As of September 30, 2022

361.3MW
In Operation
(Net installed capacity)

77.7MW
Under Development
(Net share)

Further Acquisition
(70-80MW/year or more)



3 Three Advantages of RJ's "One stop" Service

1. Local Presence

2. Technology

3. Finance

1. Local Presence

Abundant Track Record of Development/Acquisition

Abundant Development/ Acquisition Track Record (Total 185plants, 908.8MW)

Annual CO_2Reduction*:**440,858.8t** (Estimate)

*Basically, the number is counted by ID

*As of September 30, 2022

Solar






Hydro

Wind

Under Development

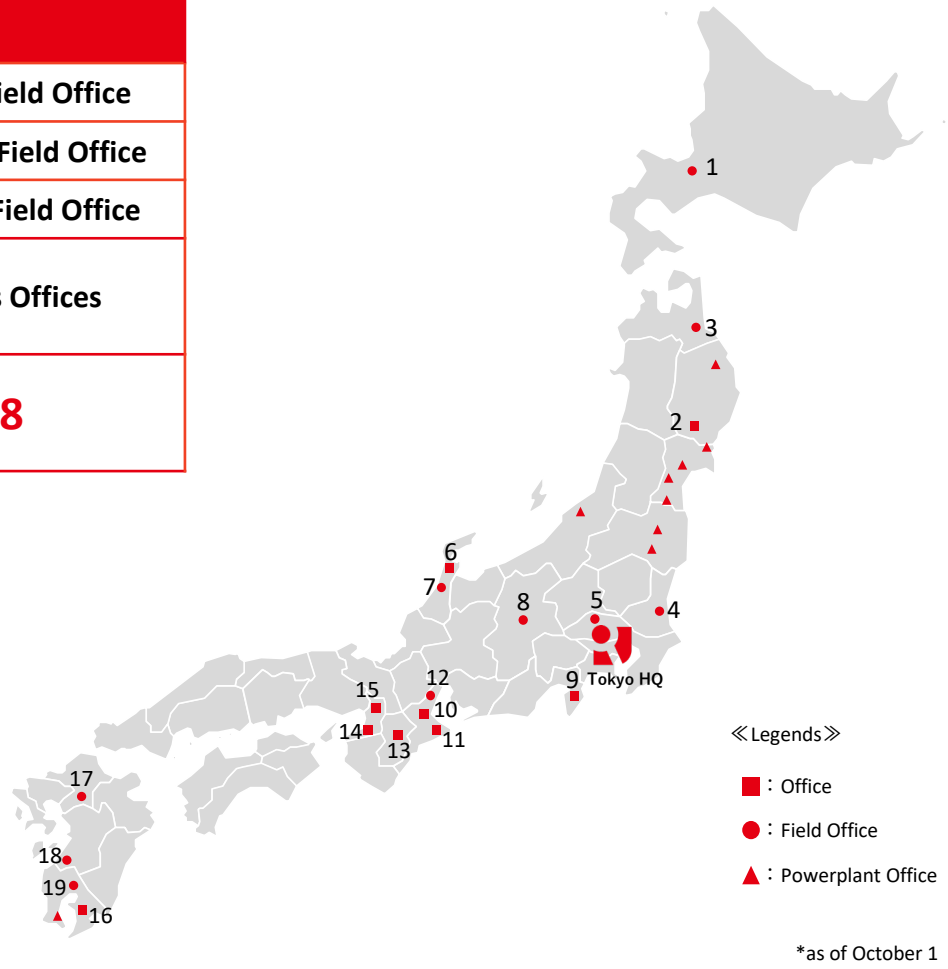
* "Annual CO2 Reduction" refers to the amount of CO2 emitted if the annual amount of power generation (the amount of power generation achieved without emitting CO2) calculated based on our track record of developing renewable energy power plants is assumed to be generated using methods other than renewable energy.
Specifically, it is calculated by multiplying the Company's renewable energy power plant development results to date by the annual amount of power generation per MW, and then multiplying that by the CO2 emission coefficient (0.441) set for FY2020 announced by the Council of Electric Utility Companies for Low Carbon Society.

1. Local Presence

Business Expansion by Utilizing Regional Bases

Utilize our 28 bases all over Japan for Development and O&M

Major Regional Offices			
1	Sapporo Field Office	17	Kurume Field Office
2	Iwate Office	18	Minamata Field Office
3	Aomori Field Office	19	Kirishima Field Office
4	Namekata Field Office	Other	9 Plants Offices
5	Kumagaya Field Office		
6	Noto Office	Total	28
7	Ishikawa Field Office		
8	Suwa Field Office		
9	Shizuoka Office		
10	Matsusaka Office		
11	Ise Office		
12	Yokkaichi Field Office		
13	Yoshino Office		
14	Osaka Office		
15	Osaka Office		
16	Kagoshima Office		



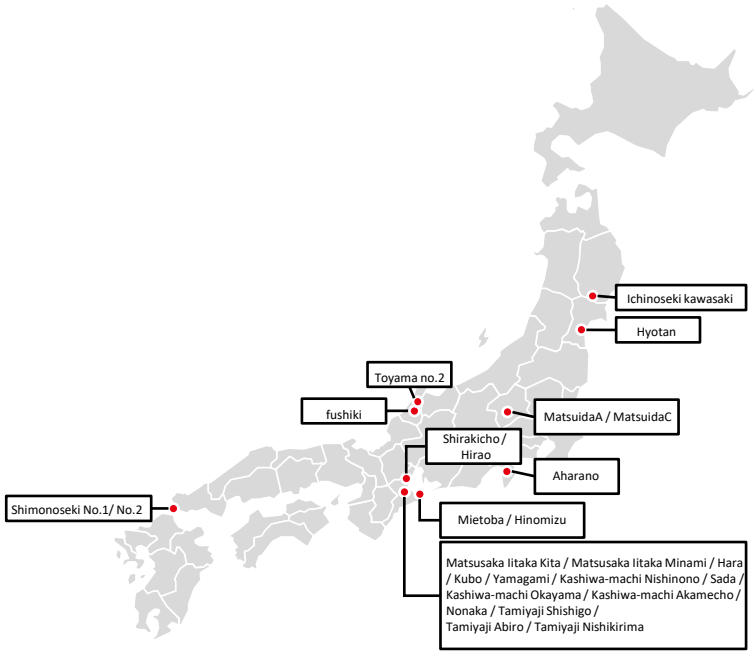
2. Technology

Excellent engineering knowhow of RJ's in-house EPC

Expansion of in-house EPC using the special construction license (same license as general contractors)

Engineering, Procurement and Construction (EPC) Achievements
Total 26 plants
PV Capacity 46.1 MW

*Basically, the number is counted by ID
*as of September 30, 2022



Advantages of owning a construction unit

1. Reduce cost by negotiating directly with manufacturer

2. Be able to control outsourced contractors

3. Perform large scale maintenance related to O&M within the company

Low-Cost and High-Quality O&M Business

242 plants, 1,151.1 MW (PV Capacity) in O&M business

- Incl. 72 plants, 529.9 MW (PV Capacity) from third party

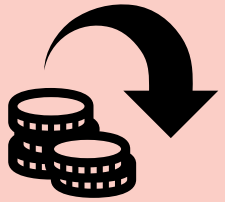
*Basically, the number is counted by ID

*As of September 30, 2022

Promotion of in-house production

(Mowing, Inspection, etc.)

→ **Reduce Cost**



Technology

Conducting all processes in one stop

→ **Respond to various needs swiftly**

3. Finance

Project Bond Achievements

RJ's Record

Renewable Japan Project Bond Ⅰ 46.7億円 14.5MW 単独主幹事 BARCLAYS 2017年8月

Renewable Japan Project Bond Ⅱ 69.0億円 16.5MW 単独主幹事 BARCLAYS 2018年4月

Renewable Japan Project Bond Ⅲ 89.0億円 22.0MW 単独主幹事 BARCLAYS 2019年2月

Renewable Japan Project Bond Ⅳ 57.1億円 14.8MW 単独主幹事 BARCLAYS 2019年6月

Renewable Japan Project Bond Ⅴ 69.2億円 20.4MW 単独主幹事 BARCLAYS 2019年12月

Renewable Japan Project Bond Ⅵ 111.1億円 22.8MW 単独主幹事 BARCLAYS 2019年11月

Renewable Japan Project Bond Ⅶ 145.0億円 38.1MW 単独主幹事 BARCLAYS 2020年8月

Renewable Japan Project Bond Ⅷ 127.0億円 42.3MW 単独主幹事 BARCLAYS 2021年2月

Renewable Japan Project Bond Ⅸ 101.5億円 25.8MW 単独主幹事 BARCLAYS 2021年3月

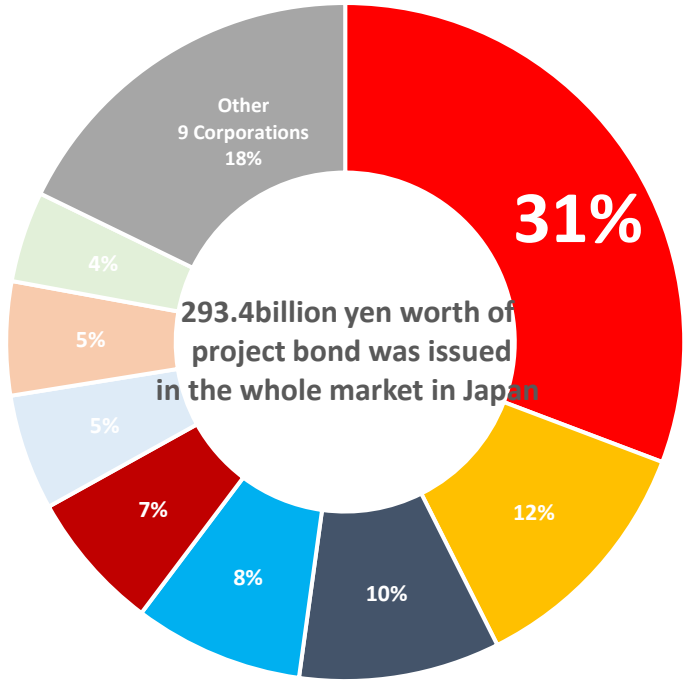
Renewable Japan Project Bond Ⅹ 47億円 14.5MW 単独主幹事 BARCLAYS 2021年9月

Renewable Japan Project Bond Ⅺ 40.0億円 10.5MW 単独主幹事 BARCLAYS 2022年1月

Apr.2017-Sep.2022

No. 1 share in Project Bond Issuance in Japan

11 issued　90.2 billion yen (31%)



Green Bond Rating(R&I)
GA 1 (Top rated)

・Compiled by Renewable Japan Co., Ltd. based on Japan Securities Dealers Association's "Securitization Market Survey Report" and the number described on websites of R&I and Journal Citation Reports as of September 30 2022.

■ : Project bonds that have received a project bond rating from Rating and Investment Information, Inc.(R&I)

4

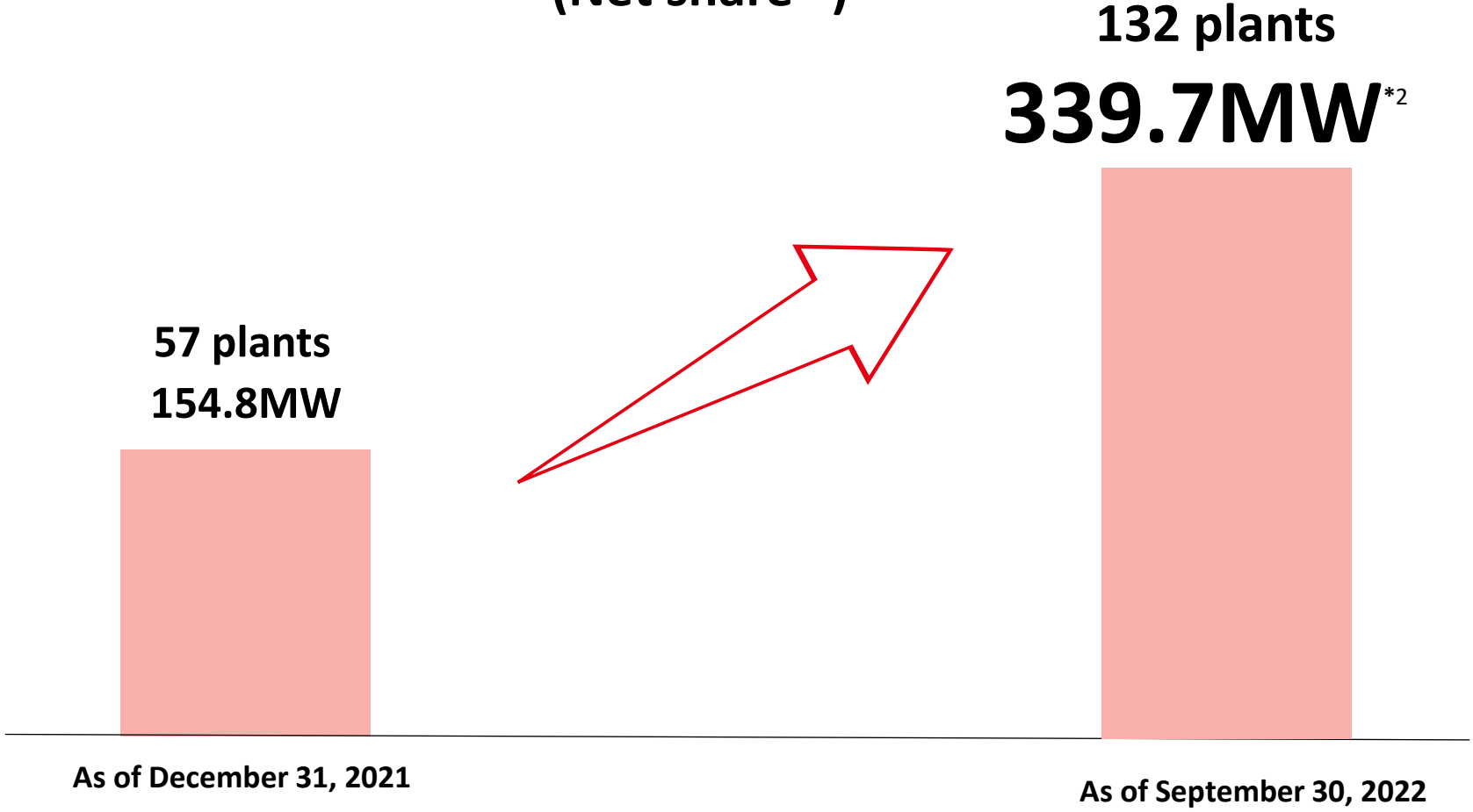
Five Revenue Sources for Stock Business Supporting EBITDA

Five revenue sources for stock business : 1. High FIT
Significant increase in RJ-owned power plants

1. High FIT

Plants in operation owned by RJ

(Net share*1)



*1 "Net share" stands for total value of each panel output multiplying RJ's equity share.

Five revenue sources for stock business : 1. High FIT
Significant increase in RJ-owned power plants (Breakdown)

1. High FIT

75 plants (184.9MW) have been increased during the period from end of Dec. 2021 – end of Sep. 2022)

TOB- Renewable Japan Energy Infrastructure Fund, Inc. (109.2MW)

+

Started operation of power plants which were being developed (57.3MW)
⇒Ichinoseki and Hirono-cho in Iwate Pref.

+

Other purchases (18.4MW)

75 plants
184.9MW

Five revenue sources for stock business : 2. O&M
Toward the Achievement of 2GW in O&M in 2025

2. O&M

We aim to achieve the target of 2GW in 2025 by acquiring 250MW per year.

2025 Target

2GW

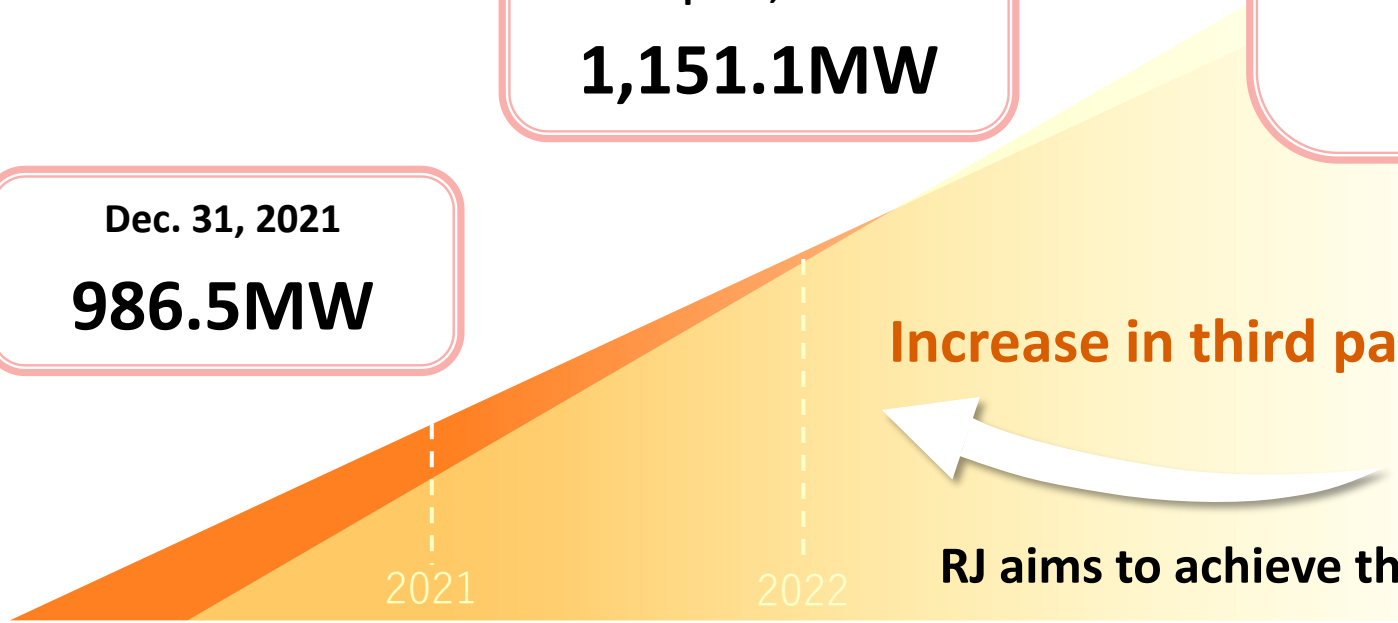
(2,000MW)

Sep. 30, 2022

1,151.1MW

Dec. 31, 2021

986.5MW



Increase in third party contracts

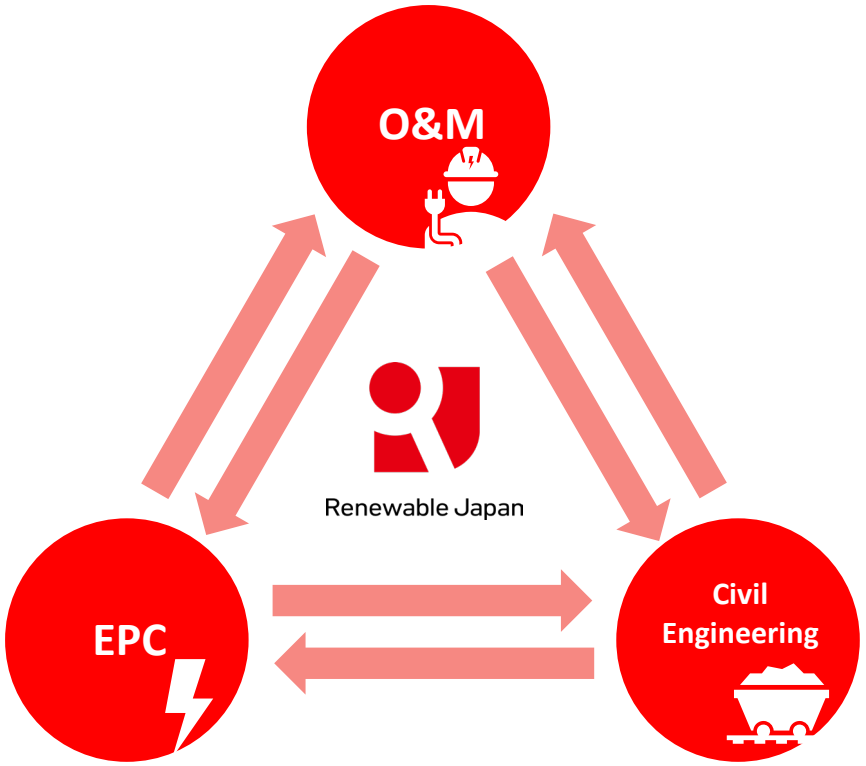
RJ aims to achieve the goal ahead of schedule

Growth Factors for O&M -1 Full-straight commissiong

2. O&M

In-house civil engineering and EPC units respond to various needs and problems power generation companies face together with O&M sector.

RJ's One -Stop Service



In-house

EPC
＋
O&M
＋
Civil
Engineering

Tech team
159 members

Presence all over Japan

Local bases
28 locations

*as of September 30, 2022

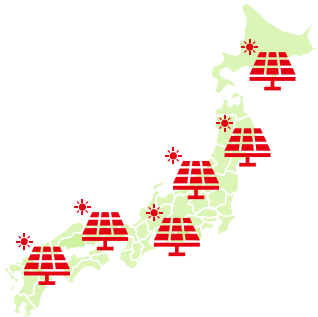
Growth Factors for O&M -2 HR Development

2. O&M

Establishment of RJ Academy

Current issues

1. A significant increase in renewable energy power plants



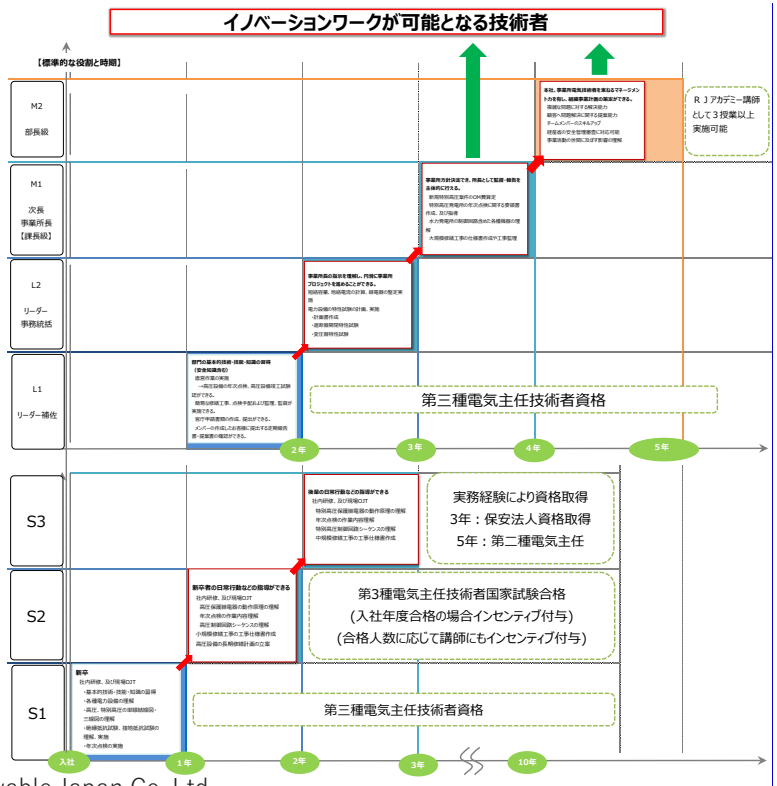
2. Shortage & aging of electric chief engineers

Seven-level curriculum

+

Development of technical and management skills

Inexperienced personnel become successful professional within a decade



Establishment of RJ Academy

Take the initiative to tackle national issues

Growth Factors for O&M -3 Promotion of In-house Production

2. O&M

Cut costs by corresponding to operations such as snow removal, mowing, inspections within the company

Mowing

Radio-controlled weeding machine

Riding lawn mower

Snow removal

Snow thrower

Wheel loader

Annual inspection (Extra high voltage)

CH Hindrance inspection

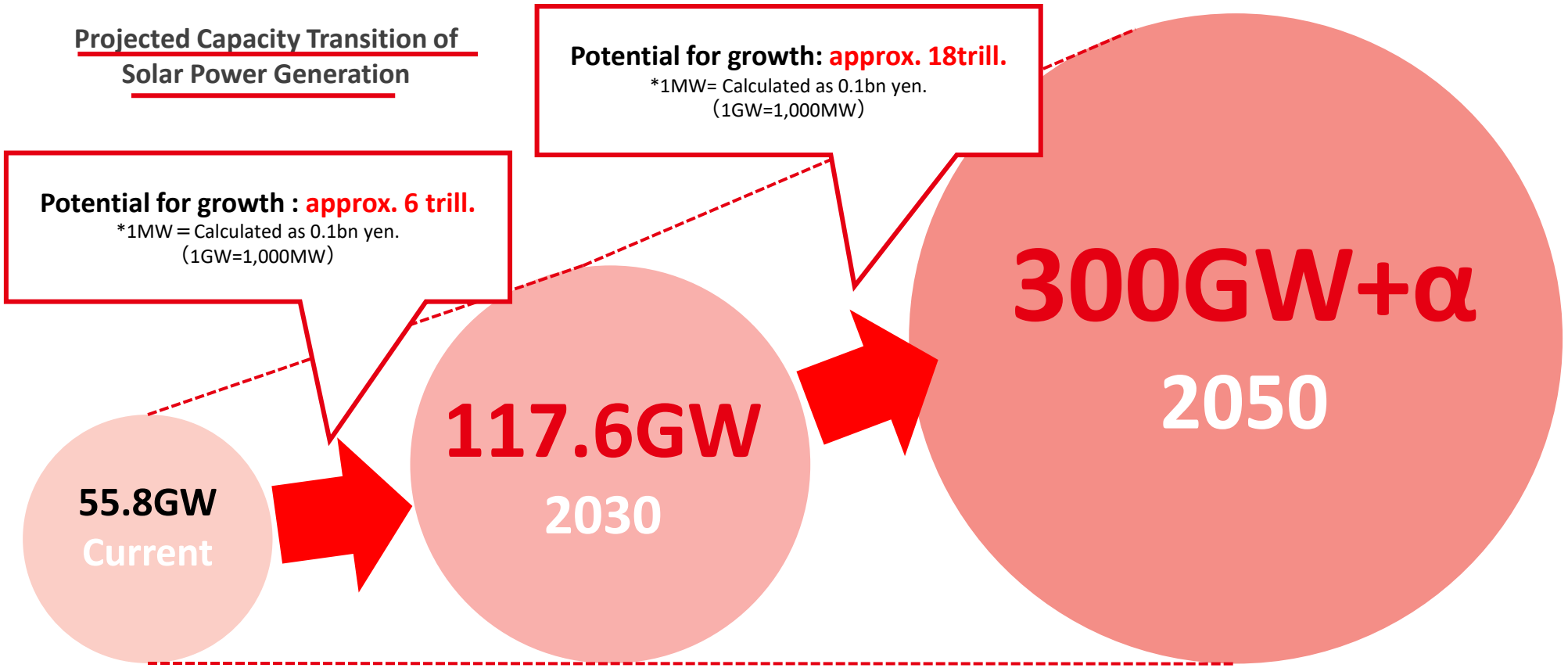
Relay testing

Five revenue sources for stock business : 3. Non-FIT Market Expansion

3. Non-FIT

The market is expected to expand exponentially

Projected Capacity Transition of Solar Power Generation



Source： Compiled by Renewable Japan Co., Ltd. based on Agency for Natural Resources and Energy ”The State of Energy Policy Toward 2030”.

Japan Photovoltaic Energy Association, “Toward Achieving Carbon Neutrality in 2050 -Solar Power 2030 Operating Targets and Challenges.

Five revenue sources for stock business：4. Wind Power
Toward Further Development of Wind Power

4. Wind power

In addition to the existing project below, further development is planned.

Power Output : 25.2MW

Date of Acquisition : February 2017(FIT=JPY 22)

Status : Under Development

Scheduled Commercial Operation Date : 2026

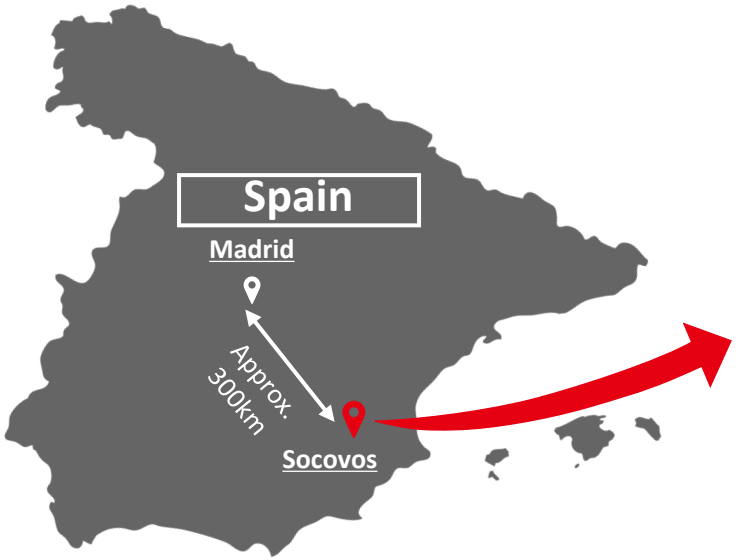
+

Further development is expected

Five revenue sources for stock business: 5. Overseas
Toward Overseas Development

5. Overseas

Acquired the 1st overseas project in September
Further development is planned.



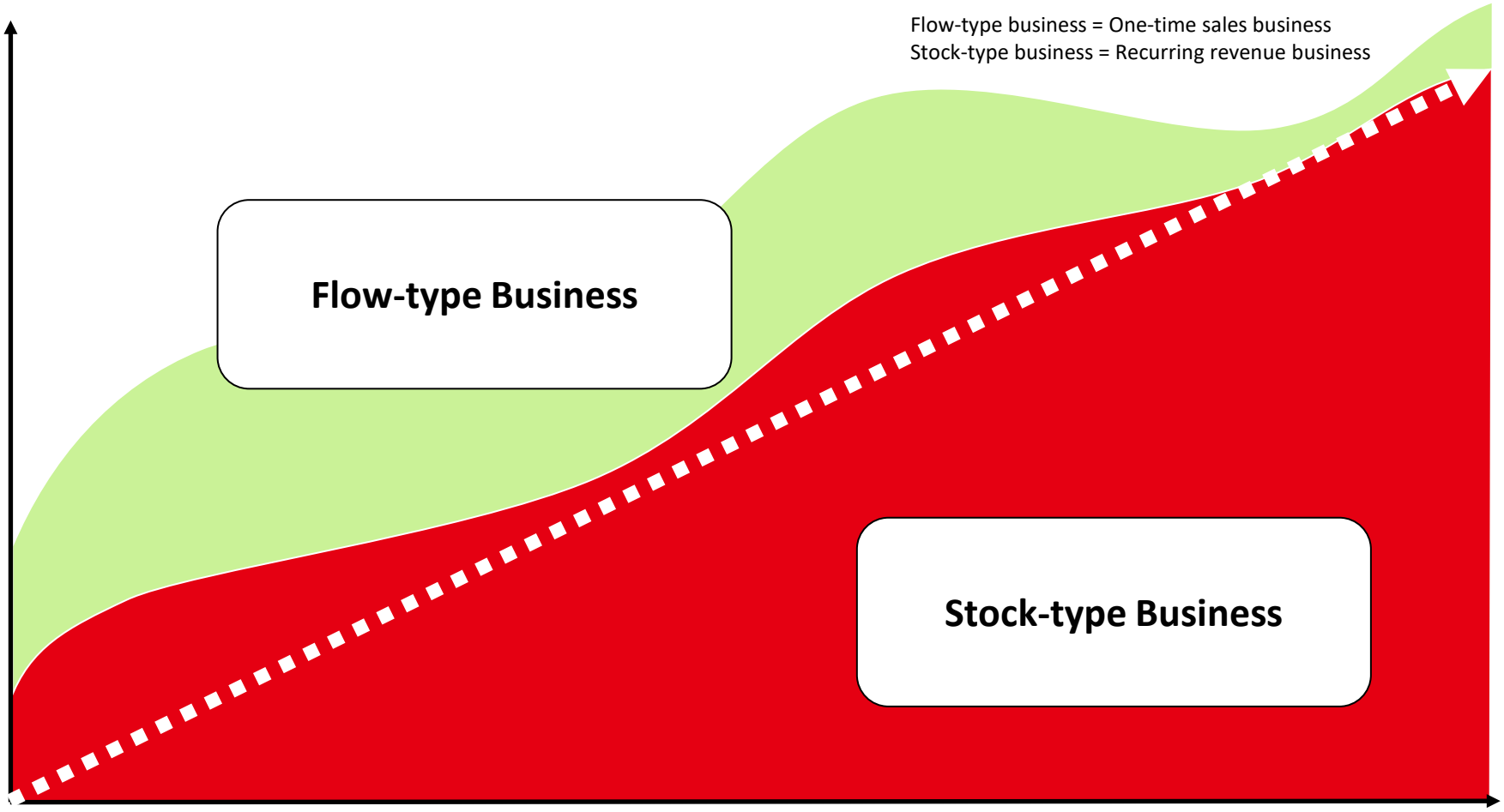
Site name	Socovos
Site location	Socovos, Albacete (Spain)
Capacity	21.6MW
COD	July 2021
Shareholding ratio	100%

5

For Further Growth

Expansion of Stock-type Business

RJ aims to achieve stable growth by focusing on stock-type business such as Power Production and O&M business moving forward.



Mid-term Target 1. O&M Business: Further Expansion of Contract Scale

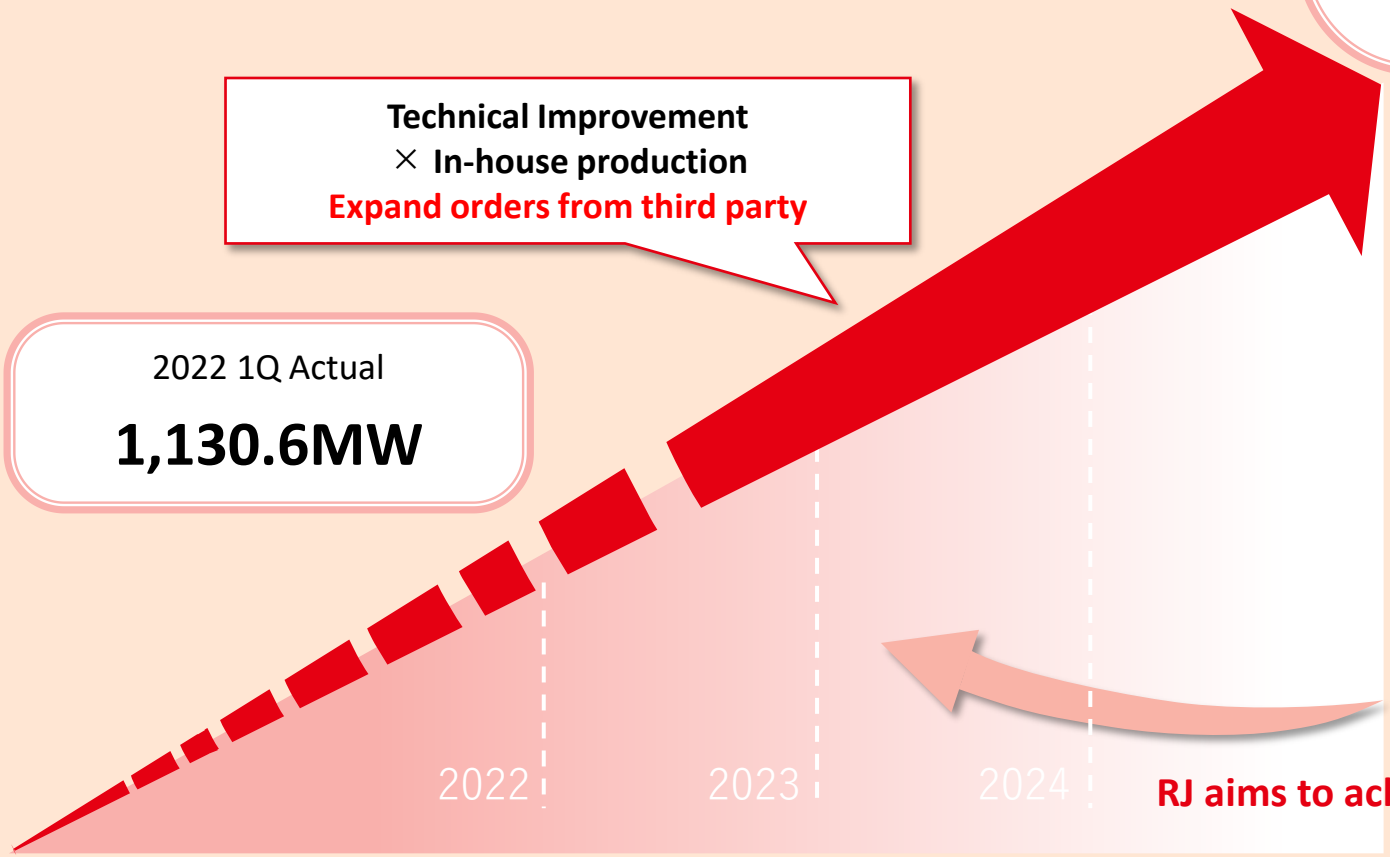
2025 Target

2GW

Technical Improvement
× In-house production
Expand orders from third party

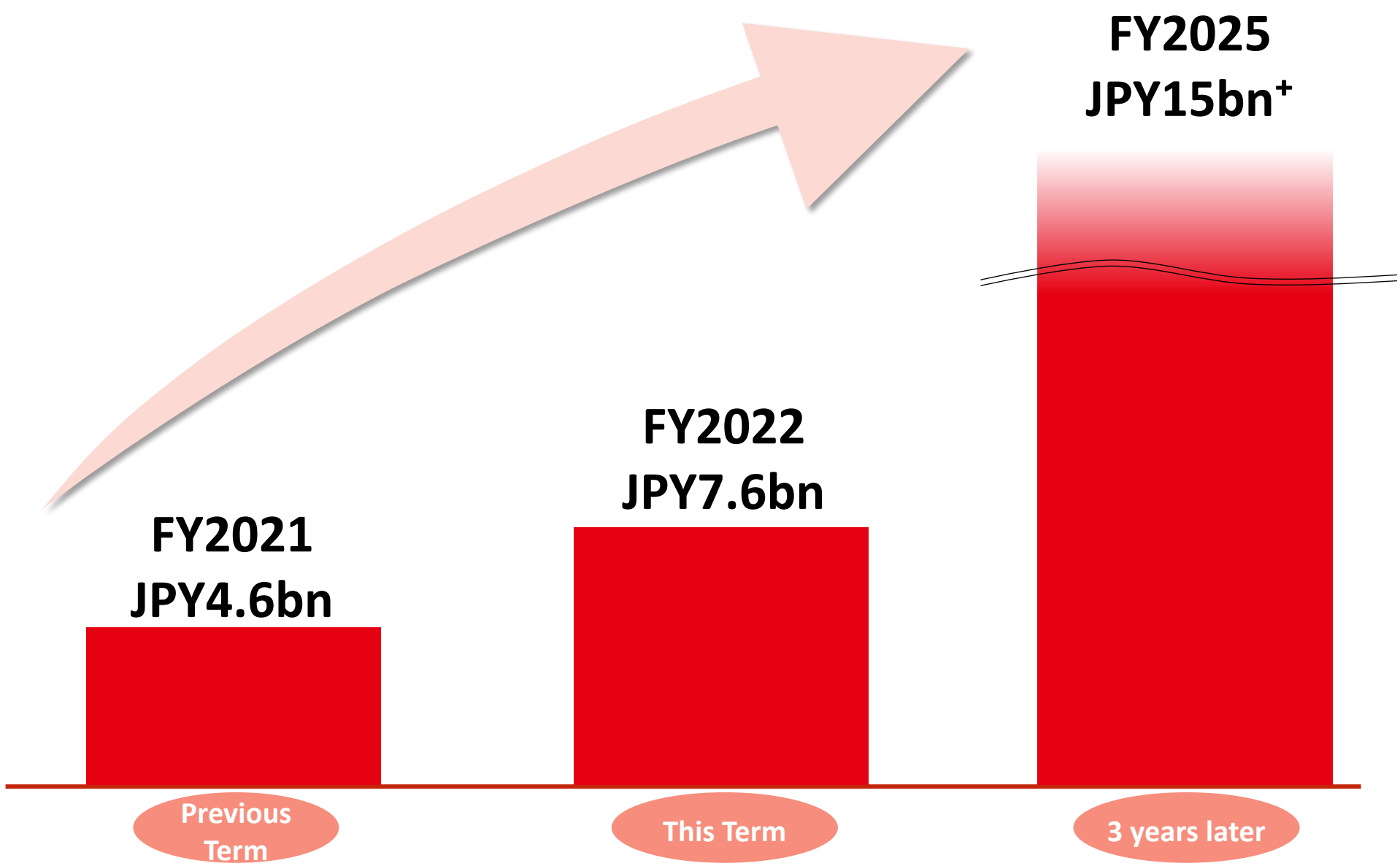
2022 1Q Actual

1,130.6MW



RJ aims to achieve the goal ahead of schedule

Mid-term Target 2. EBITDA



*EBITDA = Ordinary profit + Interest expense + Commission paid + Depreciation + Amortization of goodwill + Other depreciation (EBITDA is exempt from audit or a quarterly review).

Long-term Target : IPP Capacity Targeted within 10 Years

Domestic Solar Power

1GW

+α

Domestic Wind Power

+ 1GW

Overseas

+ 1GW

***1GW=1,000MW**

Making everyone an energy player

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