

AFT Investors' Presentation

May 2014

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Overall financial year 2013 was challenging, our gains in the commercial/ industrial solar sector were outweighed by our losses in wholesale solar PV:

- Our wholesale solar PV distribution business underperformed due to the weak wholesale margins prevailing in the market;
- Our commercial/ industrial solar business is starting to perform but its financial impact in 2013 was limited to capital constraints;
 - Our first regional subsidiary now profitable;
 - We are now ready to replicate this business model in other regional locations;
 - Our solar leasing program is proving to be both profitable and highly effective in unlocking demand;
 - \$1m in new capital raised in Q4 2013 is helping us to accelerate our progress in this sector but this occurred too late to impact 2013.

The financial results for FY13 are as follows:

Line of Business	2013 Revenues	2012 Revenues	Sales Pipeline for 2014*
Solar Distribution	\$3.3m	\$6m	\$2m
Solar Leasing	\$340k	\$350k	\$5m
LED Lighting	\$270k	\$300k	\$.3m
Total Revenues	\$3.91m	\$6.65m	\$7.5m
EBITDA	(\$1.44m)	(\$1.15m)	(tba)

Notes: * Project available for implementation subjected to AFT's ability to finance

Our Commercial / Industrial Solar business continues to grow:

- high electricity prices encouraging businesses to explore cost-reduction strategies
 - Solar PV is well proven solution with a strong ROI
- on-going Solar Panel price deflation combined with on-going improvements in solar conversion efficiencies underpins the economics to sustain long-term growth
- Using Solar Leasing Model (HPA) for the commercial and industrial projects is proved a practical and effective method to attract customers and more than 10 commercial and industrial projects have been installed by AES, a 100% AFT subsidiary company in regional NSW.
- A pipeline of projects worth of A\$1.2m to be installed in the coming months and we expected to established two more AES subsidiaries by the end of 2014.

AFT received \$1m at the 1st component of a A\$3m capital raising in Q4 2013

- AFT is raising new capital to accelerate the growth of its commercial solar business. We are seeking shareholder approval for the equity component of a A\$3m debt and equity facility;
- Having established an operational blueprint for a successful regional subsidiary in Lismore, AFT will establish two more AES subsidiaries in regional NSW by the end of 2014;
- Subject to funding, will extend the growth of its commercial solar business in the following directions:
 - extend its solar leasing business into other states and;
 - Increase project size to small-scale utility facilities.

AFT Commercial Solar Projects in 2013



Main Star, 98 KW Roof Top System



North Coast Doors, 24 KW Roof Top System

Projects has been completed in 2013

- Main Star - 98.75 kw
- GM Hayes - 20kw
- O'Connor's Carrying - 10kw
- Car Boneyard – 24 kw
- Bagowood – 20 kw
- North Coast Doors – 24kw
- Erskine Dental – 24 kw
- D&A Bench tops – 18 kw
- Matthew Fabrications – 10kw
- Fundamental Food Store – 20 kw

Projects to be completed in 2014

- Grafton Sawmill – 99kw
- Architectural Products – 99kw
- Dengate Joinery – 30kw
- ... more to come

- In **the early of** 2013, AFT established a JV business with Guangzhou Guangri Group Limited (GRI), a major Chinese state owned enterprise based in Guangzhou to develop the solar leasing in China:
 - The JV business is called **GA Renewable Energy limited (GA)**
 - GRI is a Shanghai Listed Major Industrial Group Company with interest in renewable energy.
- GA has just completed installation of a 100kw pilot projects in one of the business parks owned by GRI in Guangzhou. This project is now due to be certified for grid connect.
- Upon certification and grid connection, GA will launch a major promotional campaign targeting the construction of commercial scale solar plants for local government customers across Southern China.

- In 2013, AFT transitioned to focus on commercial solar including solar leasing.
- Working with local partners, AFT is expanding its commercial solar leasing operations in regional Australia and southern China;
- AFT is raising new capital to accelerate the development of its Solar Leasing Operations and will continue to grow these profitable operations for the long-benefit of shareholders.
- Thank you for your support !