



# ANNUAL GENERAL MEETING

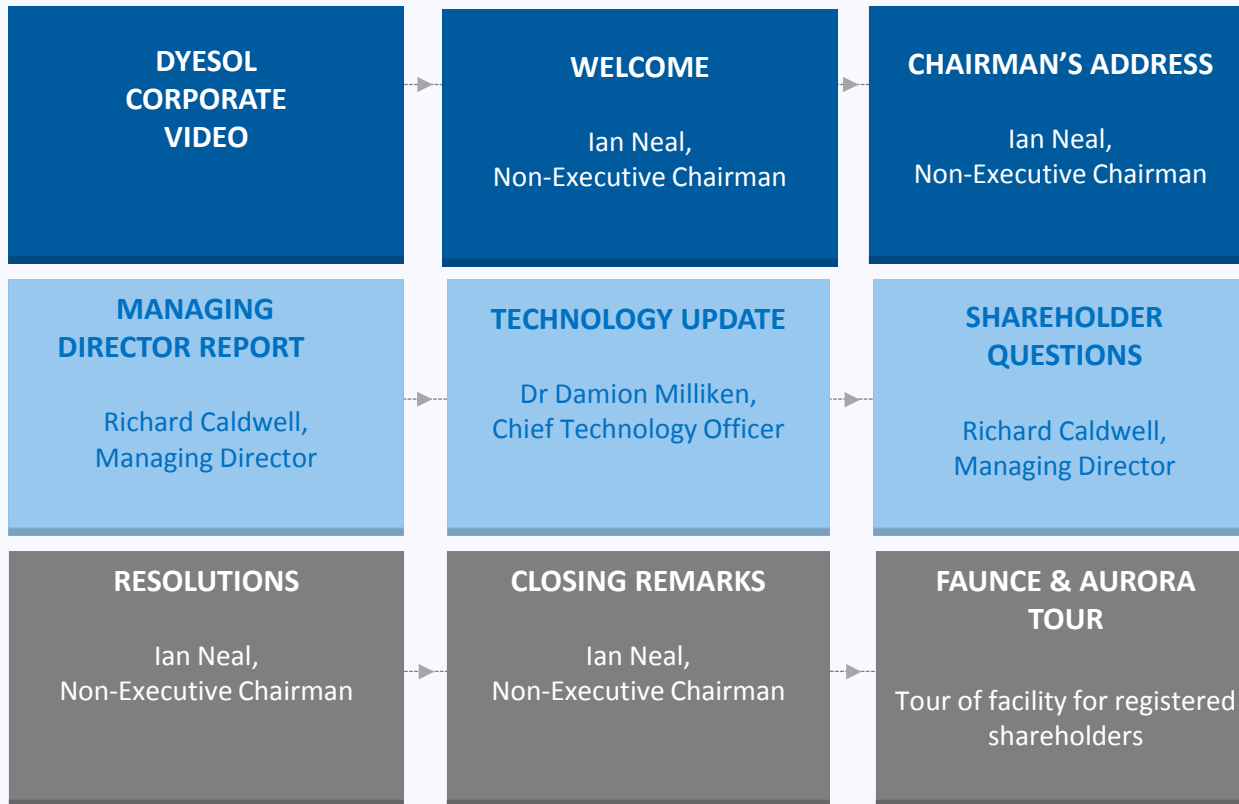
DYESOL BOARD AND MANAGING DIRECTOR

24 NOVEMBER 2016

## Disclaimer

This presentation includes forward-looking statements that are subject to many risks and uncertainties. These forward-looking statements, such as statements about Dyesol's short-term and long-term growth strategies, can sometimes be identified by use of terms such as "intend," "expect," "plan," "estimate," "future," "strive," and similar words. These statements involve many risks and uncertainties that may cause actual results to differ significantly from what may be expressed or implied in these statements. Dyesol has taken care in the preparation of this presentation and believes that all statements are made in good faith and based on reasonable grounds. However, readers are cautioned not to put undue reliance on forward-looking statements. Dyesol disclaims any obligation to update information contained in these forward-looking statements whether as a result of new information, future events, or otherwise.

# AGENDA





Ian Neal, BCom, Dip Sec  
Non-Executive Chairman



Gordon Thompson,  
BE(Hons), M.EngSc,  
FIE (Aust)  
Non-Executive  
Director



Richard Caldwell,  
BEc LLB SFin  
Managing Director



Rob McIntyre, Ph.D  
Fundamental Surface  
Electrochemistry  
Non-Executive Director

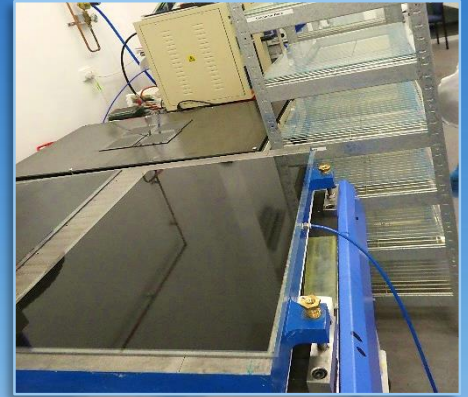
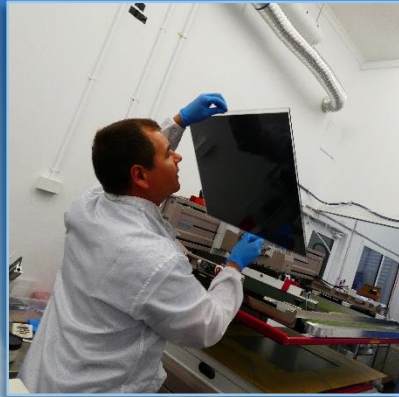
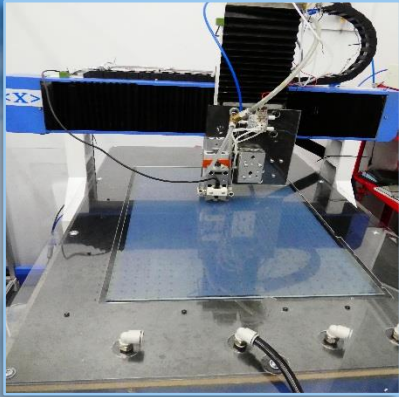


Ian Neal, BCom, Non-Executive Chairman

## CHAIRMAN'S ADDRESS

- Solar companies continuing to face headwinds, despite strong market growth;
- Solar business models are failing;
- Dyesol is careful in choosing where and how “to play”;
- PSC is emerging as a truly disruptive technology – LCOE projected to as low as US3.5 – 4.9 cents;
- Dyesol is focused on the execution of a very disciplined scale up its PSC technology and is on schedule;
- Dyesol is creating wealth for shareholders by continuing to develop key IP, registered and unregistered;
- We have good visibility of the global market place and we are confident of our first mover advantage and leading the world in the industrialisation of PSC.

# MANAGING DIRECTOR'S REPORT



Managing Director, Richard Caldwell

# LEADERSHIP TEAM



Richard Caldwell, BEc  
LLB SFin  
Managing Director



Dr Hans  
Desilvestro, BSc,  
PhD  
Chief Scientist



Dr Luca Sorbello,  
BSc, MA, PhD  
Sales &  
Marketing  
Manager



Chris Moore,  
BSc  
Steel Group  
Leader



Dr Andrew King,  
PhD  
President Dyesol  
Europe



Kian Niu, MBA  
(UK), CA, ACIS,  
B Com  
Finance Director



Dr Damion Milliken,  
BEng (Matls), PhD  
Chief Technology  
Officer



Sung Il Lee, BEng  
(Electrical), MBA  
Glass Group  
Leader



Dr Yanek  
Hebting, PhD  
Materials R&D  
and Production  
Manager



Judith Pritchard  
Global HR and  
Work Health and  
Safety Manager

# MANAGING DIRECTOR PRIORITIES





# BUSINESS MODEL AND CAPITAL STRUCTURE

## Dyesol Business Model:

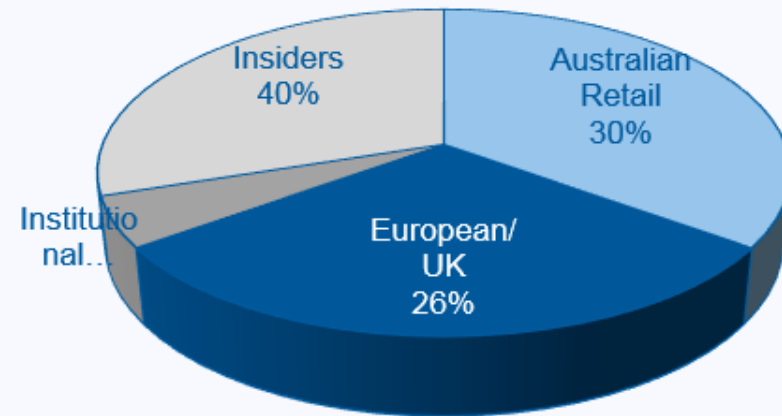
- ✓ Dyesol is a manufacturer of key PSC materials, next-gen technology and PV panels – there are additional avenues for commercial exploitation including finance and installation.
- ✓ Dyesol partners with leading multinational manufacturers that possess strong brands and established routes to market that are seeking to embed PSC technology into their products to diversify their product offering.

## Dyesol Partnership Experience:



>7000 Shareholders

Profile

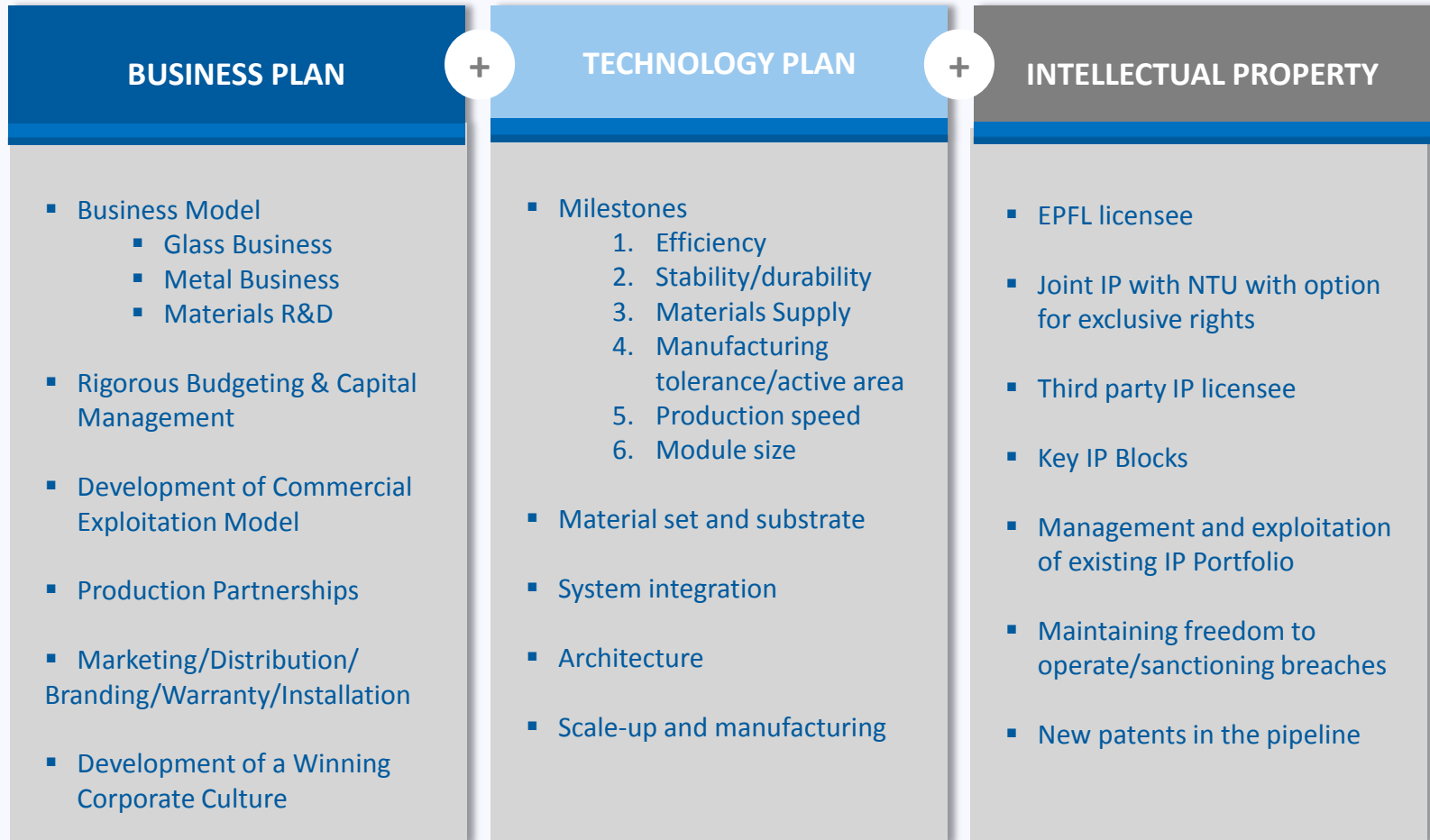


## Equity Snapshot

Ticker ASX/Germany	DYE / D5I
12 Month Range	A\$0.18 – A\$0.375
Shares Outstanding (fully diluted)	377.5 million
Market Capitalisation @A\$0.245/share	A\$92.5 million

As at 22 November 2016

Dyesol's Business Strategy has three components. Combined, they direct the effort of global resources towards the successful commercialisation of PSC technology:

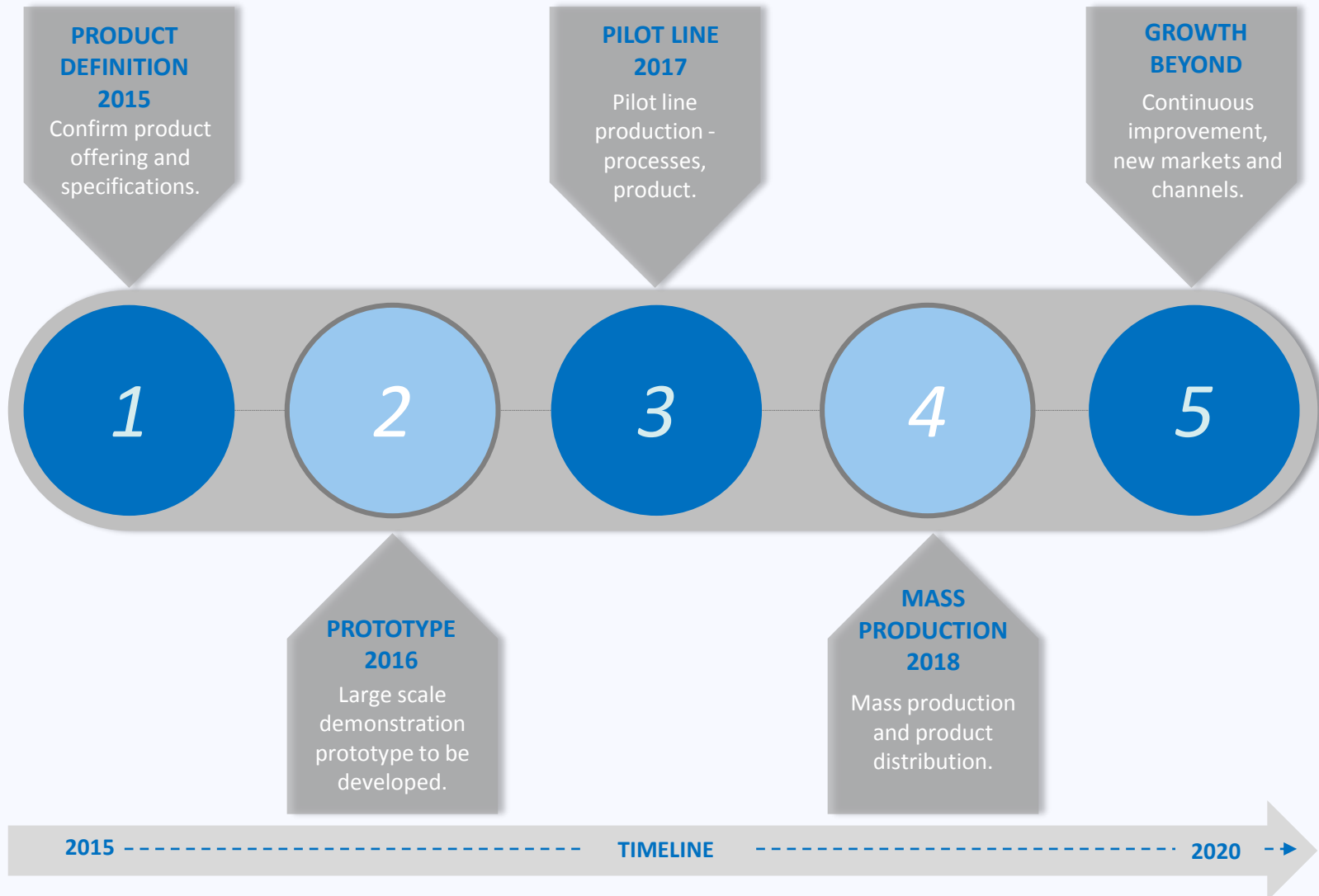


# FY 2016 HIGHLIGHTS

QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4
<ul style="list-style-type: none"><li>➤ Quarterly Technical Advisory Board milestone achieved – 1,000 hours Light Soaking Stability (IEC 61646);</li><li>➤ Dyesol UK awarded €650,000 in European Horizon 2020 grant for development of laser-assisted, glass-frit sealing on metal substrates;</li><li>➤ Dyesol awarded A\$450,000 ARENA Measure for LCOE study;</li><li>➤ A\$3.3M ATO R&amp;D Rebate for FY2014.</li></ul>	<ul style="list-style-type: none"><li>➤ Quarterly Technical Advisory Board milestone achieved – 1,000 hours 85 °C Thermal Stability (IEC 61646);</li><li>➤ ARENA Measure successfully completed demonstrating LCOE 10 – 13 Australian cents in 3 separate locations;</li><li>➤ Dyesol partner EPFL achieves accredited 21.02% world record for Perovskite Solar Cells;</li><li>➤ A\$8 million raised from institutional placement and retail Share Purchase Plan.</li></ul>	<ul style="list-style-type: none"><li>➤ Quarterly Technical Advisory Board milestone achieved – 7% conversion efficiency strip cells on metal substrates;</li><li>➤ VDL Enabling Technology Group of The Netherlands appointed as Major Area Demonstration prototype development partner;</li><li>➤ Turkey Update immediately following failed military coup;</li><li>➤ Dyesol enters All Ordinaries Index.</li></ul>	<ul style="list-style-type: none"><li>➤ Quarterly Technical Advisory Board milestone achieved – 13% conversion efficiency for Porous Carbon strip cells under IV testing;</li><li>➤ Turkey Update – communications restored with Turkish ministry, TKB and NESLI DSC;</li><li>➤ Provisional patent filed for efficiency enhancing halide ion doped TiO<sub>2</sub>;</li><li>➤ VDL ETG Phase 1 (Feasibility and Functional Specification) completed.</li></ul>

## RESULTS

# COMMERCIALISATION PATHWAY



- Mix of **non-dilutionary** (grants and rebates) and **strategic investment expected**;
- Dyesol to maintain **reasonably constant “burn” or opex rate** of approximately **\$6 million - \$7 million per year** after significant ATO R&D Rebate claim;
- **Additional funds expected** to come from emerging Australian, European and Turkish grant programs;
- **Extra funds may be judiciously applied** to (1) Major Area Demonstration Prototype Project, and (2) Consolidation of Australian R&D facilities.

## THE YEAR AHEAD



### BUSINESS PLAN

#### BUSINESS PLAN

Establish diverse range of commercialisation projects in Australia, Europe and China

#### INVESTMENT

Maximising non-dilutionary government funding in global commercialisation projects

#### FINANCIAL MANAGEMENT

Implementation of rigorous development budgets

### TECHNOLOGY

#### R&D

Optimisation of processes and materials for prototype and pilot line

#### MATERIALS

Focus on industrial conversion efficiency and stability in carbon-based PSC architecture, especially

#### INNOVATION

Leveraging a global network of academic partnerships e.g. CSIRO, NTU, EPFL etc.

### PARTNERSHIPS

#### PROTOTYPE & PILOT LINE

Completion of VDL ETG Phase II (Engineering and Design) & Phase III (Realisation and Testing). First prototype for metal substrate PSC PV

#### MANUFACTURE AND DISTRIBUTION

Full business plans for commercialisation of glass PSC PV for UK/Europe, Turkey, Australia and possibly China

### TEAM

#### PRODUCTIVITY

Driving a highly skilled team of scientists and engineers to maintain their position as world leaders in the industrialisation of PSC PV

Further rationalisation of facilities, particularly in Australia

#### GLOBAL REACH

Subsidiaries strategically placed in key markets - UK, Italy, South Korea & Switzerland

# Dyesol versus National & International Renewables

## - 12 & 24 Month Comparison



# THANK YOU



*Commercial In Confidence*