

The backbone platform of tier 1 property developers sustainability programs.



REX
ENERGY

REX Energy Pty Ltd

Multi-tenant communities & properties

Decarbonizing commercial, industrial and residential single and multi-tenant buildings.
Enabling property developers and building owners to add a new 25-year revenue stream.

Patented solution that future proofs your investments.

01

Cannot
equitably share
solar

02

Cannot simply
integrate EV
charging

03

Cannot
equitably share
battery

You cannot manage what you do not measure.
Therefore... the X1 real-time measures everything.



Introducing The - MEMMS

**Enable for
multi-tenant
properties**

Equitably shared solar

Simple integration of EV charging

Equitably shared battery

Microgrid Energy Management & Metering System

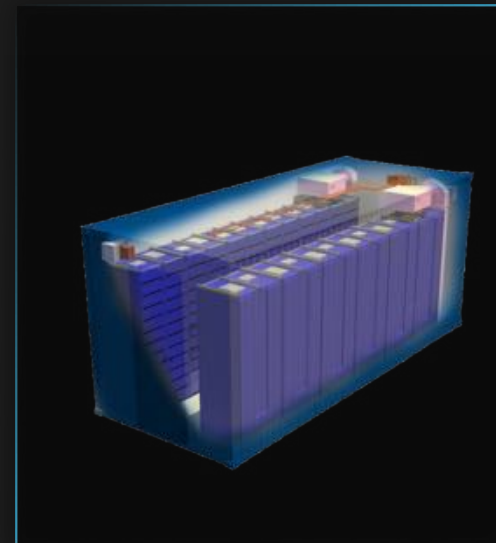
Patented in Australia



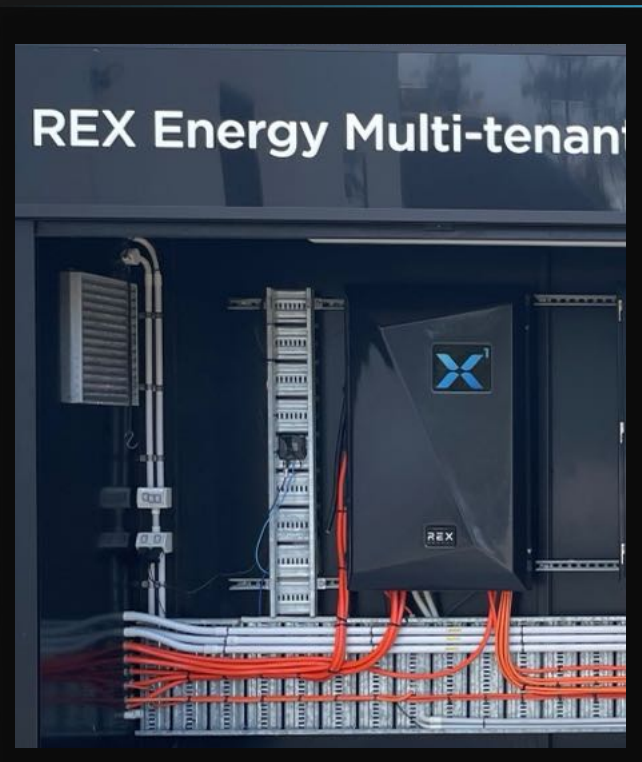
The X1



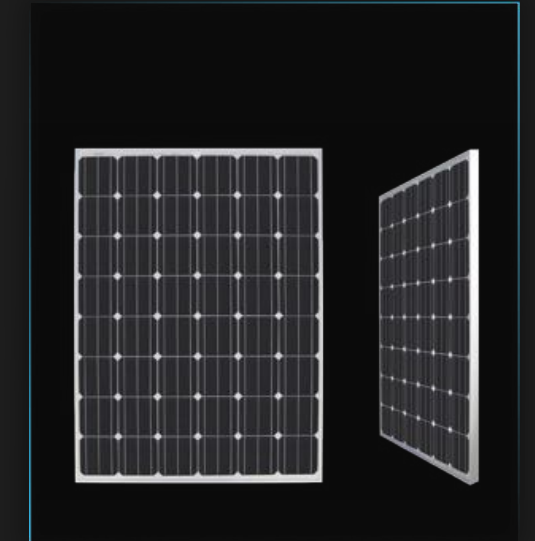
Solar inverters



Large-scale energy storage



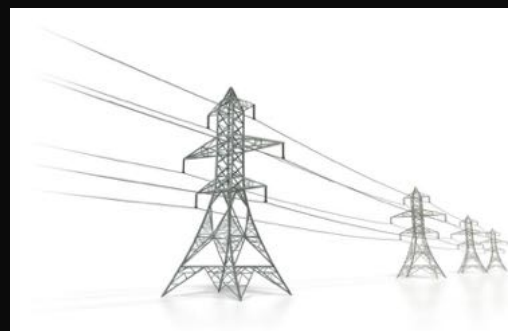
Battery inverters



Solar panels

The X1 integrates renewable energy products built by different manufacturers to comply with **Energy & Safety Regulations and Distributed Network Service Provider standards.**

The energy grid



Multi-tenant communal infrastructure



Electric Vehicle Charging (Zero grid disturbance)



Tenants of multi-tenant properties



Solution & Benefits



The REX X1 measures tenant, energy grid, solar, wind, battery... 20x a second and uses this data to control all onsite renewable energy, battery and charging assets to ensure equitable real-time renewable energy delivery to each tenant 24/7. This process creates a [virtual energy firewall](#) that [mitigates the import of grid energy and decarbonises energy](#) supply to multi-tenant properties.



Measures and [meters real-time tenancy energy](#) demand



Enables grid free ([100% renewable energy EV charging](#) in multi-tenant properties)



Enables [tenant-level billing](#) for EV charging usage



Enables [equitable sharing of solar power and battery](#) in multi-tenant properties.



Invoices or provides building owner with tenancy-level billing details for solar (or other renewable sources), grid, battery and EV charging usage.



Optional automatic [islanding and load shedding](#) when the power grid loses energy.



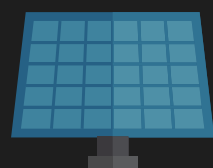
Detects abnormalities in energy usage, renewable energy assets enabling REX Energy to [proactively or quick reactive response to maintenance related issues](#).



Ensures each site operates within [continual regulatory compliance](#).



Solution = Benefits



Solar system is designed to produce maximum energy possible with available roof space.



Battery is sized to absorb over-produced energy during the day to cover the average total site energy usage required during the evening hours



Grid energy acts as a backup to site produced large-scale renewable energy and battery

REX Energy Multi-tenant



Monitored, compliant renewable energy performance, tenancy-level and sitewide carbon offset data.

Tenant App

Managed and maintained renewable energy assets

Low cost energy cost

Decarbonised energy

Low cost electricity supply onsite dynamically mitigates expensive grid energy usage.



100% of all energy consumed on multi-tenant properties is sold through the **R**enewable **E**nergy e**X**change (X1).

REX Energy charges USD .50-90 cents per day, per tenant processed through our system.

REX revenue model

On an 800 tenant retirement village property, this is equal to **USD 263k in year 1**, increasing at 3% or CPI, whichever is greater, per annum over 25 years. The total fee applicable is **USD 9.5m**.

REX Energy also generates installation **revenue** for managing turnkey projects for clients. This generates **20-30%** installation margin. Above 800 tenant example USD 7.5M installation = USD 1.5-2.25M Margin

2020: Seed funded, R&D commenced

Revenue: AUD 20k

2121: Mk1 complete

Revenue: AUD 750k

REX revenue

2022: R&D commenced based on trial installs

Ongoing 20-year revenue from install in Australia AUD 3k per month

20-year SaaS booked = AUD 1.3M

2023: Pre-sales, Series A/ see following Traction slide

Traction

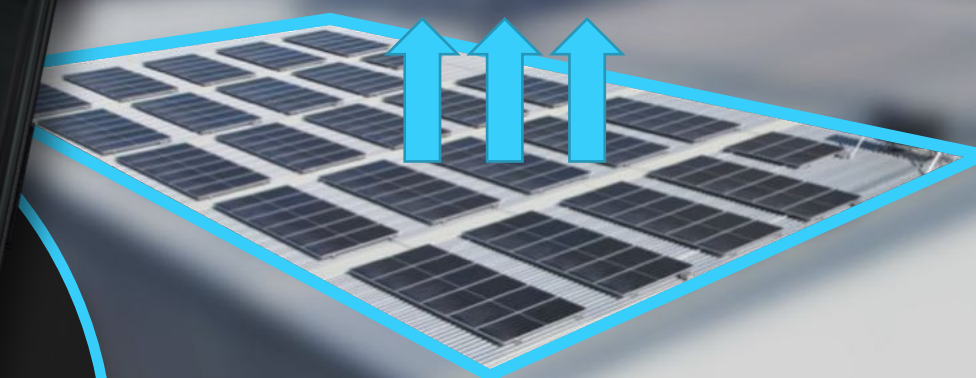
**OVER USD 37M IN SAAS
UNDER APPROVAL**

- Proposed license sale to Nigerian government for USD 5M, @ 1M per month starting early 2024. Negotiations ongoing.
 - **License sale revenue = USD 5M**
- Bulimba, Queensland multi-residential site under final approval.
 - **SaaS = 5.099M over 20 years**
- Rouse Hill, NSW multi-residential site under final approval.
 - **SaaS = 5.099M over 20 years**
- Carmel, NSW multi-residential site under final approval.
 - **SaaS = 5.099M over 20 years**
- 3x Brisbane, QLD shopping centers are under final approval.
 - **SaaS = 6.39M over 20 years**
- Pradella property development
 - **SaaS = 1.7M over 20 years**
- A Hunter Group project in Newcastle, NSW is installed and awaiting commissioning.
SaaS = 75k per annum, 3% increase per year over 20 years = 2.73M
- Kingsway Village: Letter of intent provided, awaiting DA approval.
Project kick off was in Oct 2023 - Project start in 2024 – Contract execution Dec 23
 - **Project installation size exceeds US 11M – SaaS = USD 12M over 20 years**





Generation



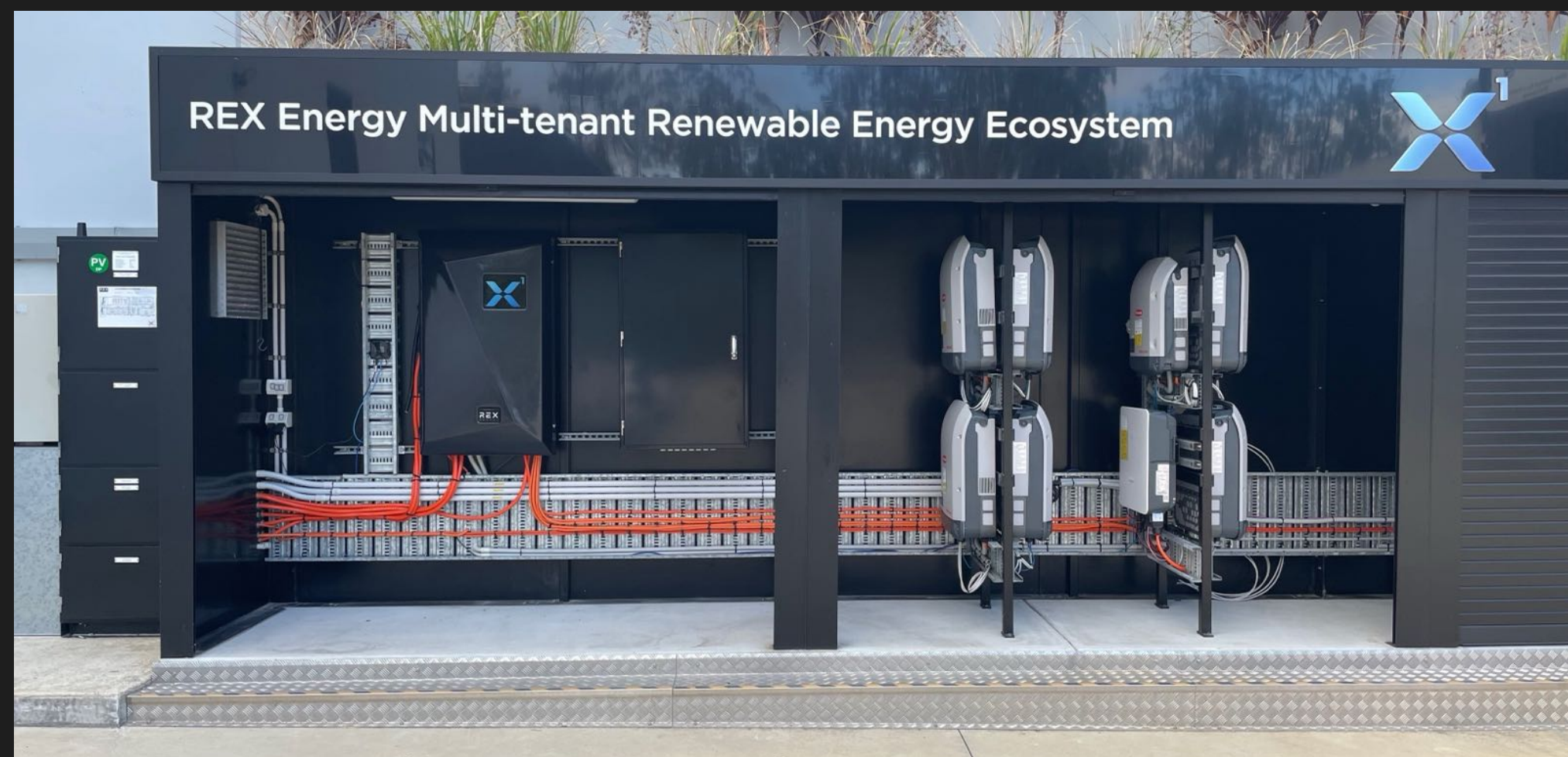
Decentralised power grids

The REX owned X1
(Revenue generating)



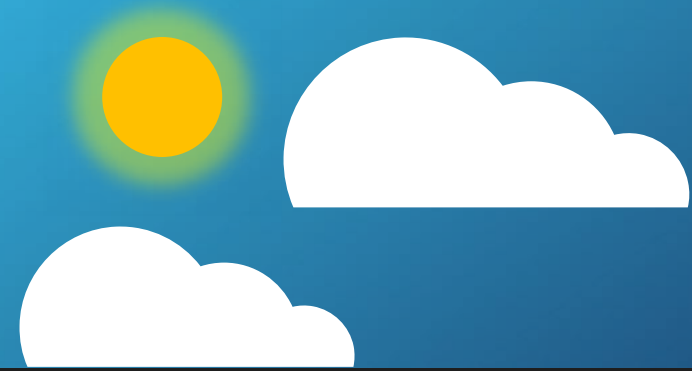
MyREX App







Day mode



Mitigates import of expensive grid energy & Export of renewable energy



Powerplant



Transmission



Distribution



Gate meter

X1

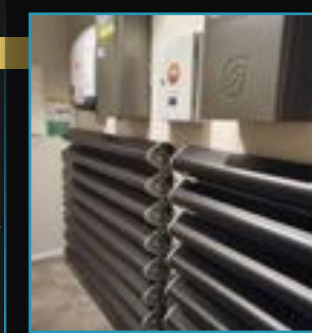


Control

Control

X1 captures real-time data to controls assets

30-50 year battery



Current transformer



Solar



Tenancy

EV

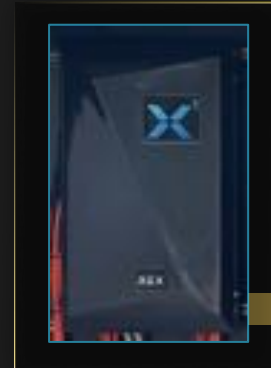


Data



Night mode

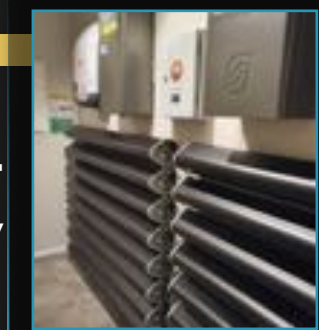
X1



Control

X1 captures real-time data to controls assets

30-50 year battery



Current transformer

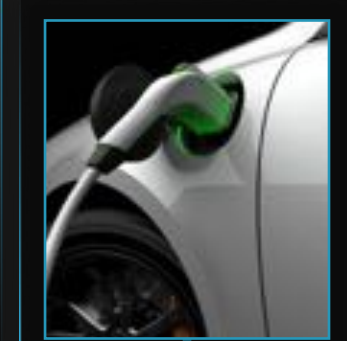
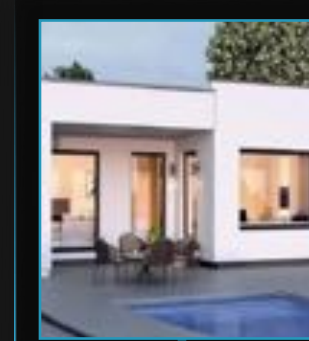
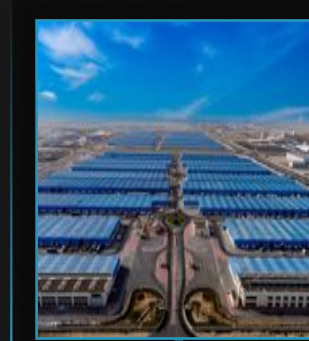


Solar



Tenancy

EV



Mitigates import of expensive grid energy & Export of renewable energy



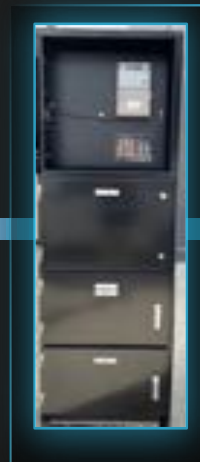
Powerplant



Transmission



Distribution

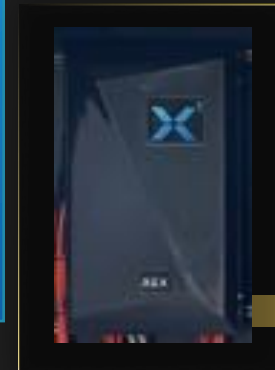


Gate meter



Grid mode

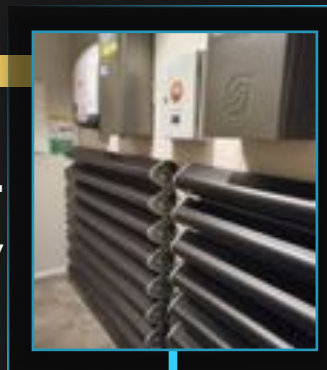
X1



Control

X1 captures real-time data to controls assets

30-50 year battery



Current transformer



Solar



Tenancy

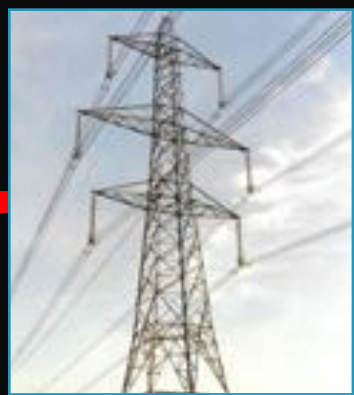
EV



Carbon offset credits



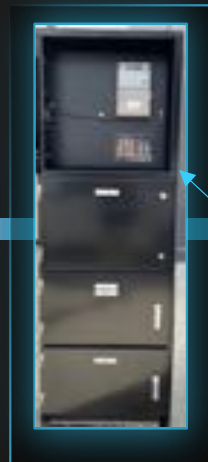
Powerplant



Transmission



Distribution

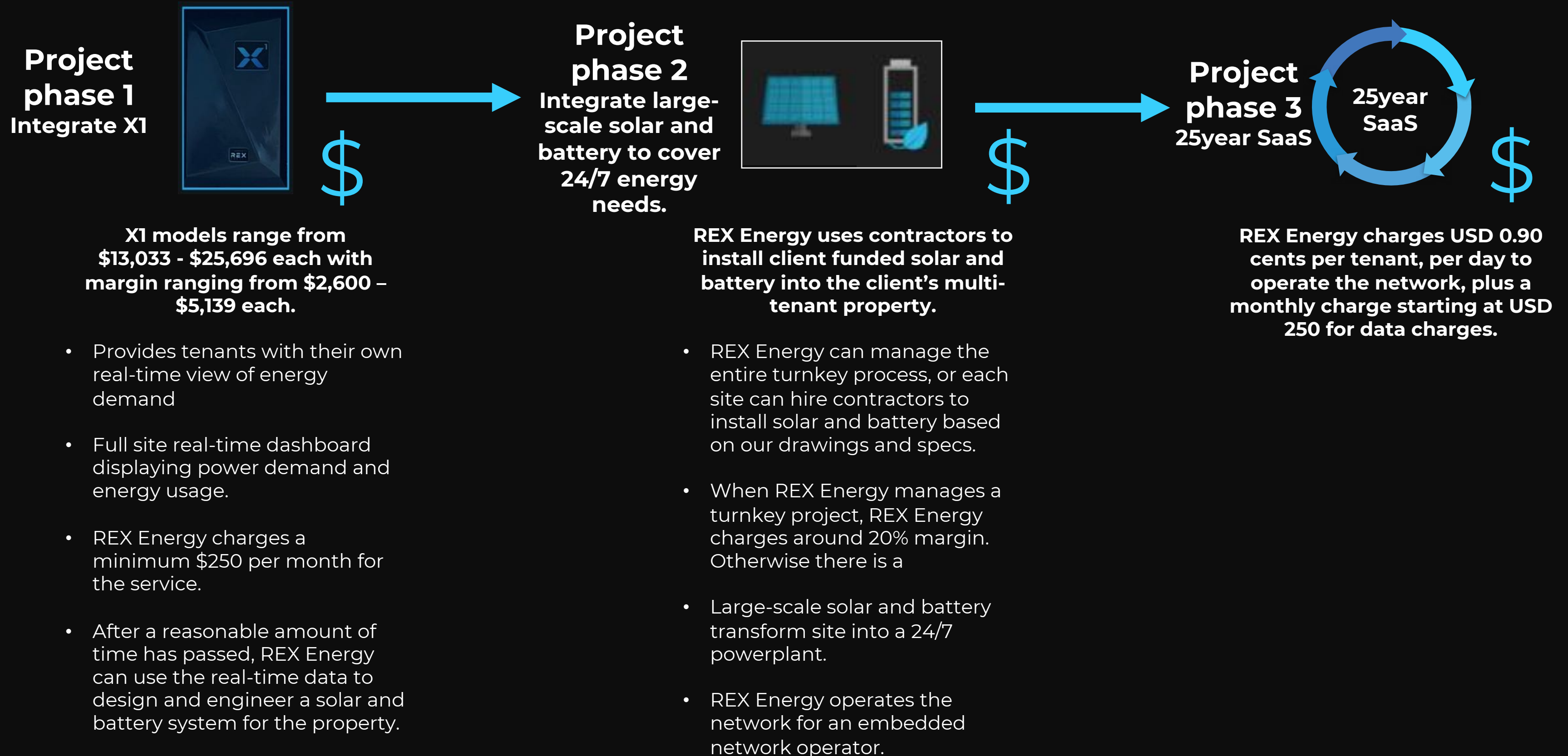


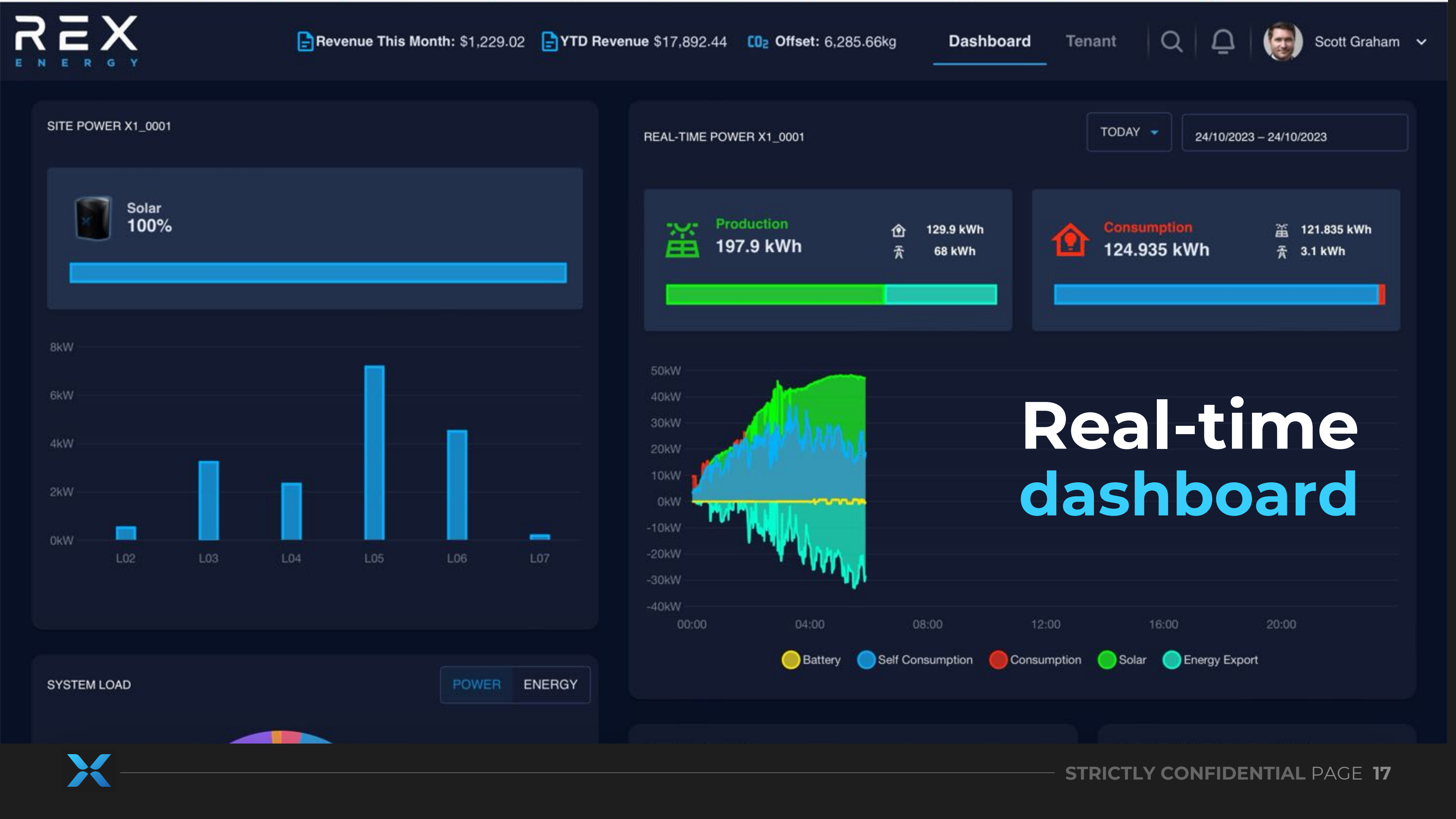
Gate meter

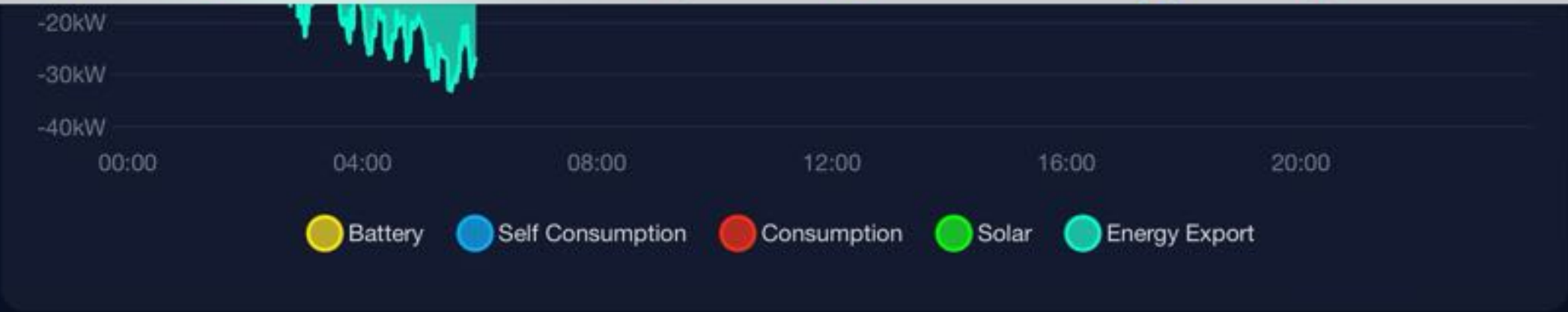
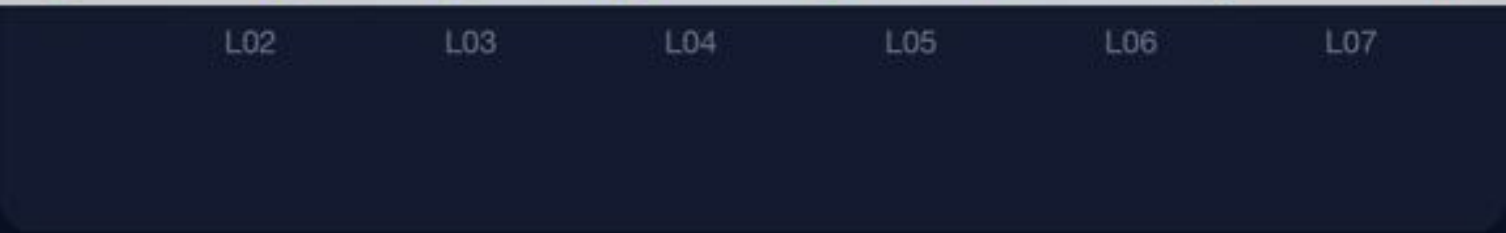


Supports energy grid with power, energy or frequency

REX Project revenue journey







Real-time dashboard





Real-time tenant metering app



AUS Market Sizing

Total Existing Obtainable Australian Market

Multi-Tenant Commercial <ul style="list-style-type: none"> - Mixed-use - Office 	80,000 Existing mid-tier commercial buildings in Australia	\$203b Project Installation Revenue	\$44.5b Total Annuitized Revenue (20-yr term)
	+	+	+
Multi-Tenant Retail <ul style="list-style-type: none"> - Large Format - Shopping Centre 	5,691 Existing stores (81% Australian retail floor space)	\$14.4b Project Installation Revenue	\$6.4b Total Annuitized Revenue (20-yr term)
	+	+	+
Multi-Tenant Community <ul style="list-style-type: none"> - Over 50's Lifestyle Resorts - Townhouse Complex 	3,100 Existing Over 50's Resorts operating	\$7.8b Project Installation Revenue	\$2.8b Total Annuitized Revenue (20-yr term)
	=	=	=
	88,791 Sites	\$225.2b Project Revenue	\$53.7b X1 Annuity (DEaaS)*

*Distributed Energy as a Service



Competition

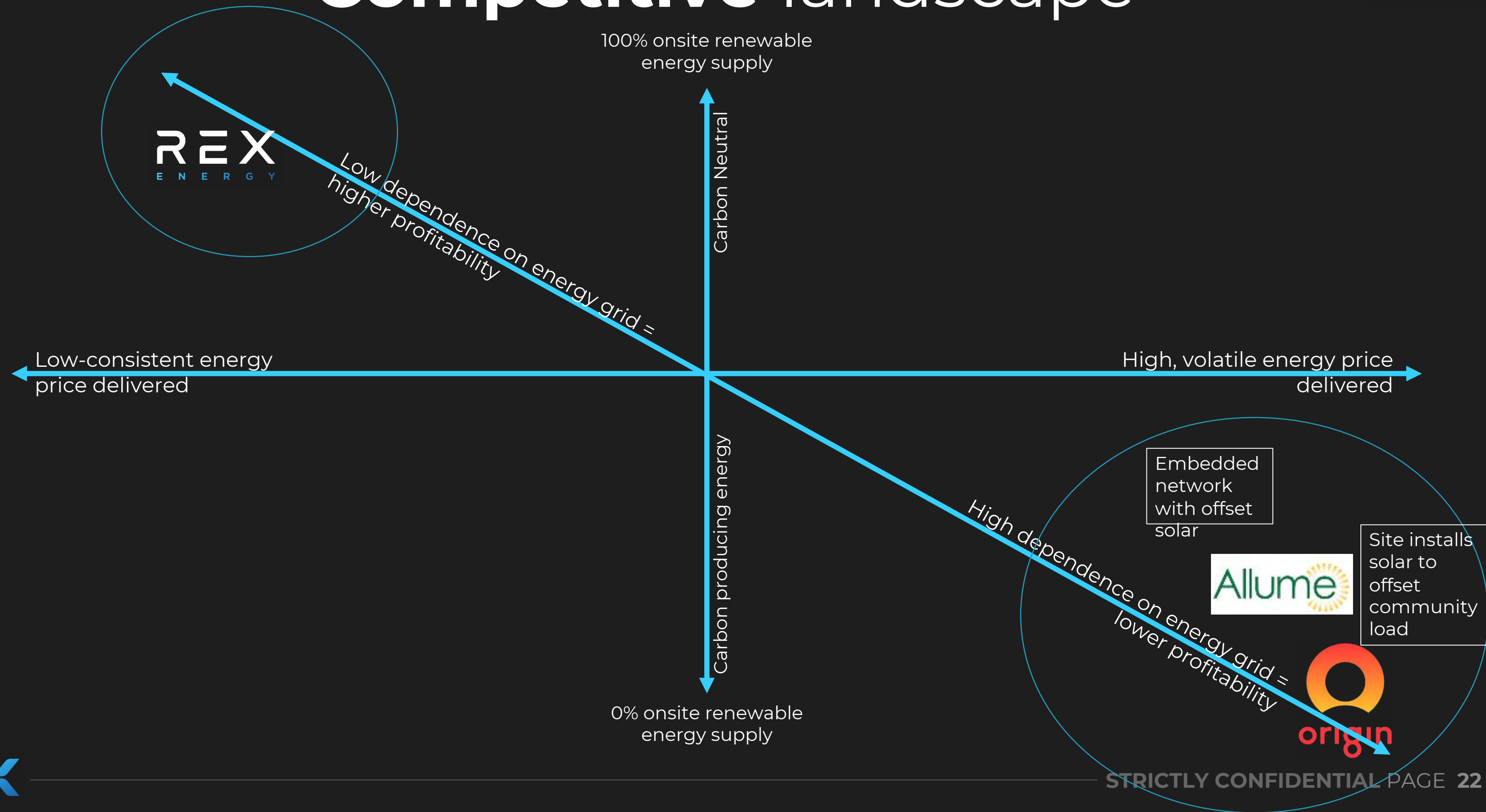
When solving **the problem of renewable energy supply to multi-tenant properties**, the X¹ stands apart as the solution.

FOR MULTI-TENANT PROPERTIES ALIGNED TO OUR CLEAR, FOCUSED OBTAINABLE MARKET

	Multi-tenant energy supply	Supply up to 100% renewable energy	Controlled grid export	Integrate new renewable generation sources	Minimal electricity grid reliance	Mitigate peak demand charges	Revert Grid solely to a backup
REX Energy	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Allume Energy	Yes	No	No	No	No	No	No
Solar Suppliers	No	No	No	No	No	No	No
Embedded Networks w/Grid supply only	Yes	No	No	No	No	No	No
Embedded networks with renewables (current solutions)	Yes	No	No	No	No	No	No



Competitive landscape



Capital Strategy & Series A Offer



Series A

Scale globally
USA, MENA, NORDICS
Establish assembly site in Florida



Series B

Scale up sales and supply chains.
Prepare for exit.



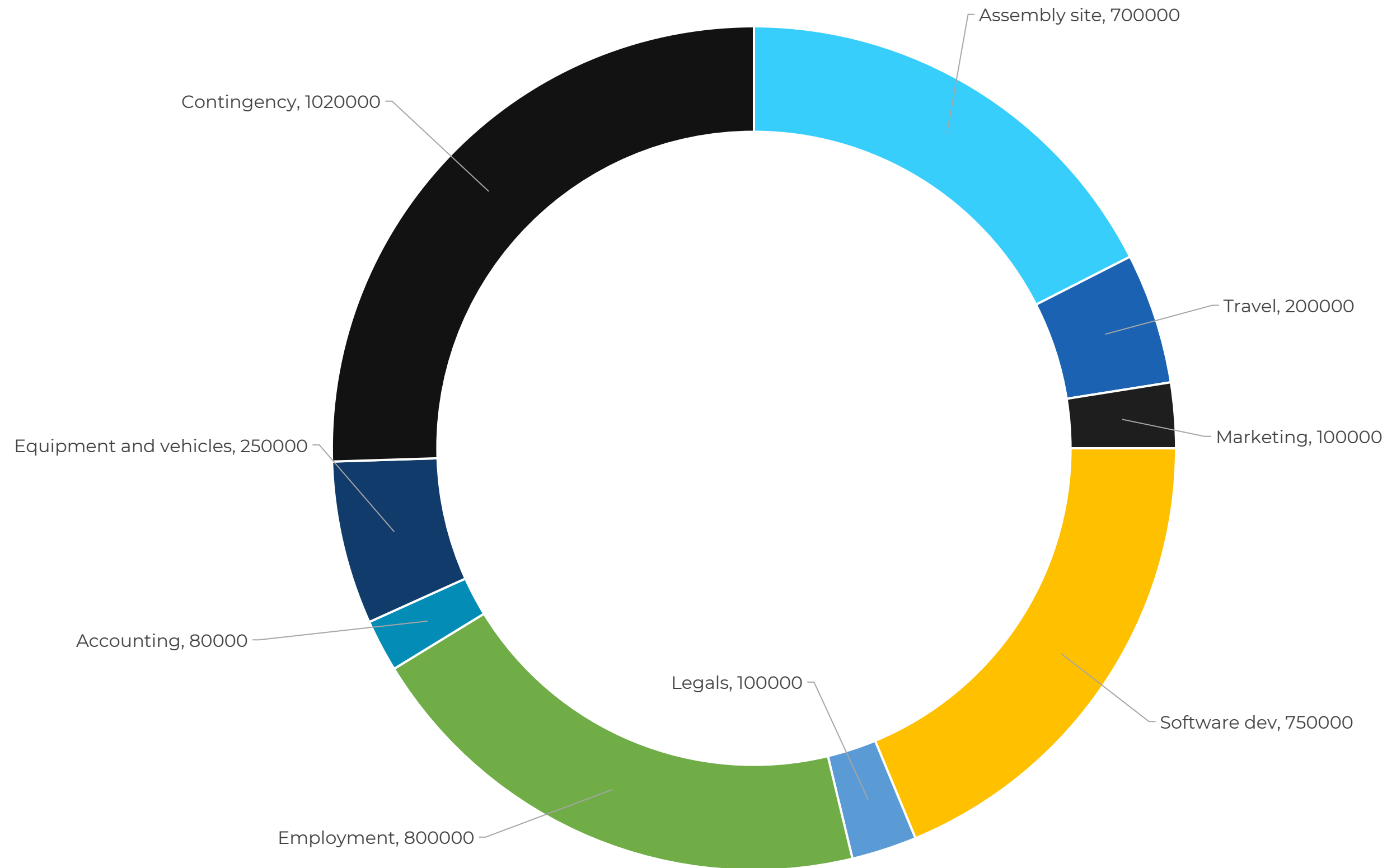
Exit

The company expects to look at a
NASDAQ IPO liquidity event circa
2028-2029.

SERIES A OFFER DETAILS (USD \$)	
Raise amount under Series A Offer <i>(Overs Considered)</i>	\$4,000,000
Enterprise Valuation (EV)	\$15M
Issues Price / Share	
Offers Shares	
Pre-money Offer % of Issued Capital	26.67%
Class of Share to be Issued	Ordinary



Investment spending breakdown



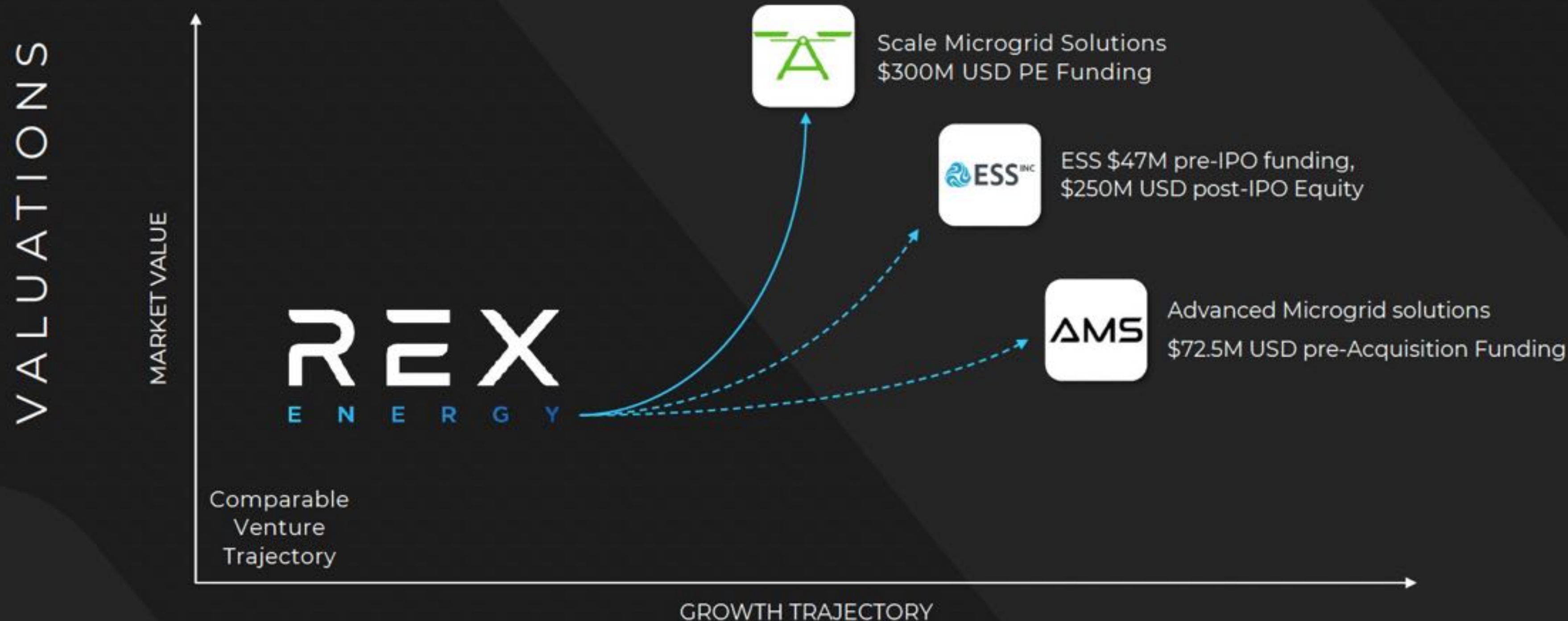
■ Assembly site ■ Travel ■ Marketing ■ Software dev ■ Legals ■ Employment ■ Accounting ■ Equipment and vehicles ■ Contingency

Forecast with KPIs.

	Q1 24	Q2 24	Q3 24	Q4 24	Y2	Y3
Qty of X1's sold	5	20	40	40	200	400
Paid subscribers (cumulative)	500	2,500	7,000	11,000	31,000	71,000
ARR Growth %	0%	250%	220%	136.60%	136.60%	166.70%
X1 Revenue	\$ 250,000	\$ 1,000,000	\$ 2,000,000	\$ 2,000,000	\$ 10,000,000	\$ 20,000,000
Revenue (SaaS)/(EaaS)	\$ 40,500	\$ 202,500	\$ 567,000	\$ 891,000	\$ 10,183,500	\$ 23,323,500
Total revenue per period	\$ 290,500	\$ 1,202,500	\$ 2,567,000	\$ 2,891,000	\$ 20,183,500	\$ 43,323,500
Operating expenses	\$ 135,000	\$ 150,000	\$ 240,000	\$ 300,000	\$ 1,440,000	\$ 1,800,000
COGS	\$ 125,000	\$ 500,000	\$ 1,000,000	\$ 1,000,000	\$ 5,000,000	\$ 10,000,000
R&D and Software Expenses	\$ 200,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 500,000	\$ 500,000
Total expsnese per period	\$ (460,000)	\$ (750,000)	\$ (1,340,000)	\$ (1,400,000)	\$ (6,944,000)	\$ (12,300,000)
EBITDA*	\$ (169,500)	\$ 452,500	\$ 1,227,000	\$ 1,491,000	\$ 13,239,500	\$ 31,023,500
Headcount	5	5	8	10	12	15
Avg rev/Empl (annual)	\$ (134,000)	\$ 452,500	\$ 613,500	\$ 596,400	\$ 1,103,292	\$ 2,068,233
Cash at end of period	\$ (169,500)	\$ 283,000	\$ 1,510,000	\$ 3,001,000	\$ 16,240,500	\$ 47,264,000



Patterning Microgrid and Smart Grid Integrators



Important Videos



How the REX X1-MEMMMS works



Homemaker centres



Retirement vilages



QLD Treasury Minister Cameron Dick



Scott Graham Energy Panel



Channel 9



QLD Energy
Minister

Mick de Brenni
Visited REX Energy HQ





Councilor

John Raven

Local government
Visited REX Energy HQ



REX
ENERGY



Fostering domestic & international trade relationships

REX Energy has met with the Federal Ministers of India to discuss the importance of decentralising the energy grids with the QLD & NSW Energy Minister(s).



QLD Energy Minister
Mick De Brenni



2x days meeting with
WA Government.



Bilateral trade
conferences with India



High Commissioner
of India



Indian Federal
Minister of Energy



Cameron Dick,
QLD State Treasurer

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Building carbon-neutral energy future

Our team looks forward to working together to intelligently energise a brighter tomorrow.



Please direct questions to :

Scott Graham, Founder

📞 07 3519 7501 / 0477 711 911

✉️ info@rexenergy.com.au

🌐 rexenergy.com.au



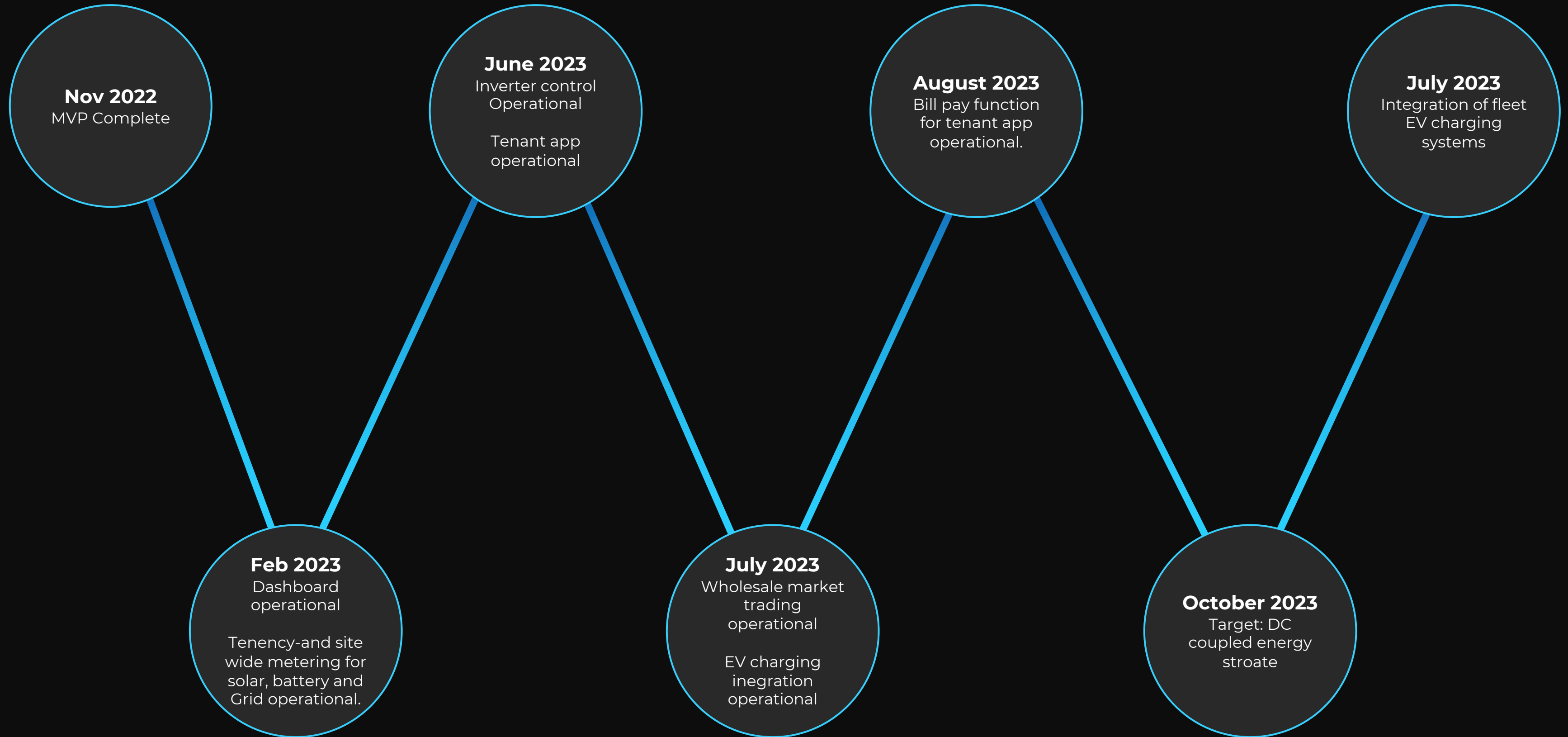
[Our YouTube Channel](#)



APPENDIX



Product Development Roadmap



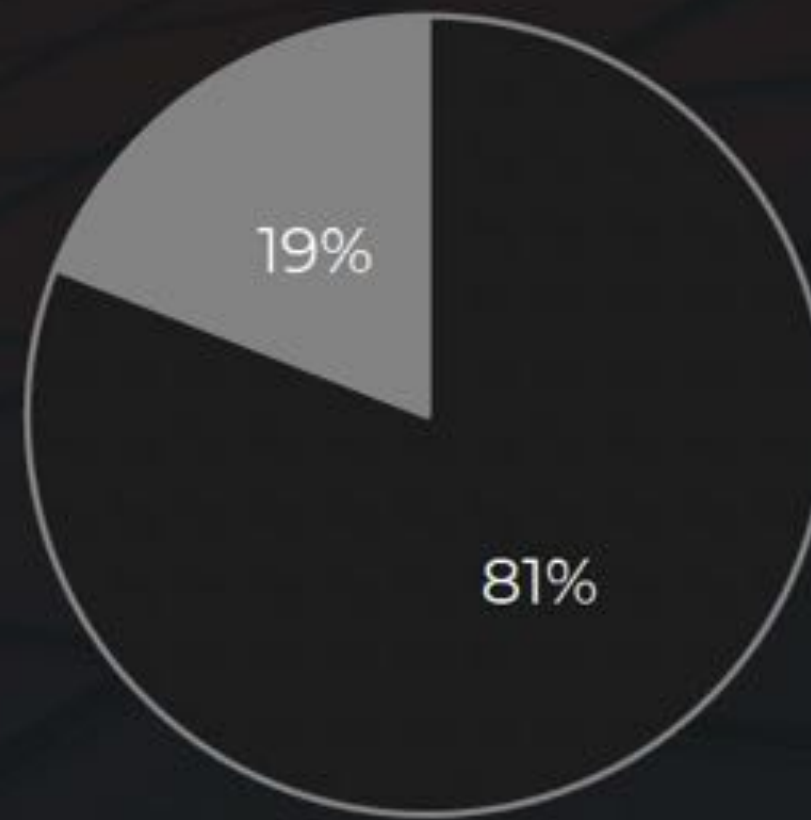
TAM



Global 5 Key Market Considerations

SAM

AUD \$278.9B



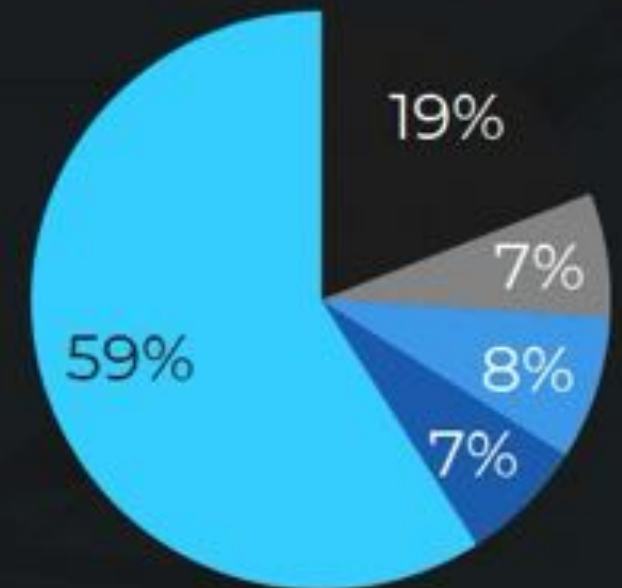
■ Multi-Tenant Integration Revenue
■ Multi-Tenant EAAS Reoccurring Revenue

SOM

AUD \$25B

by 2028 \$50B

REX 5 Key Markets Consideration (AUS)



EAAS
■ Microgrid Market
■ Battery Market
■ Solar Energy Generation
■ Energy Storage System

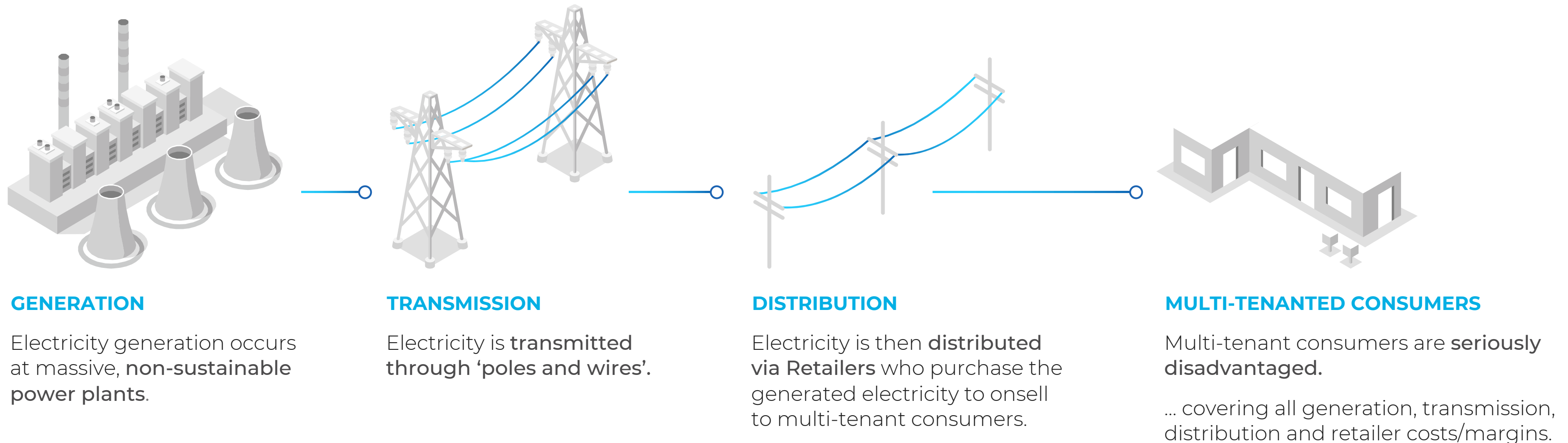
Important Note* - many of the below markets are growing rapidly at CAGR of 10-20%+. As a result, we can expect REX market size to similar grow at high rates (ballpark estimate of 15% CAGR).

Electricity Taxonomy

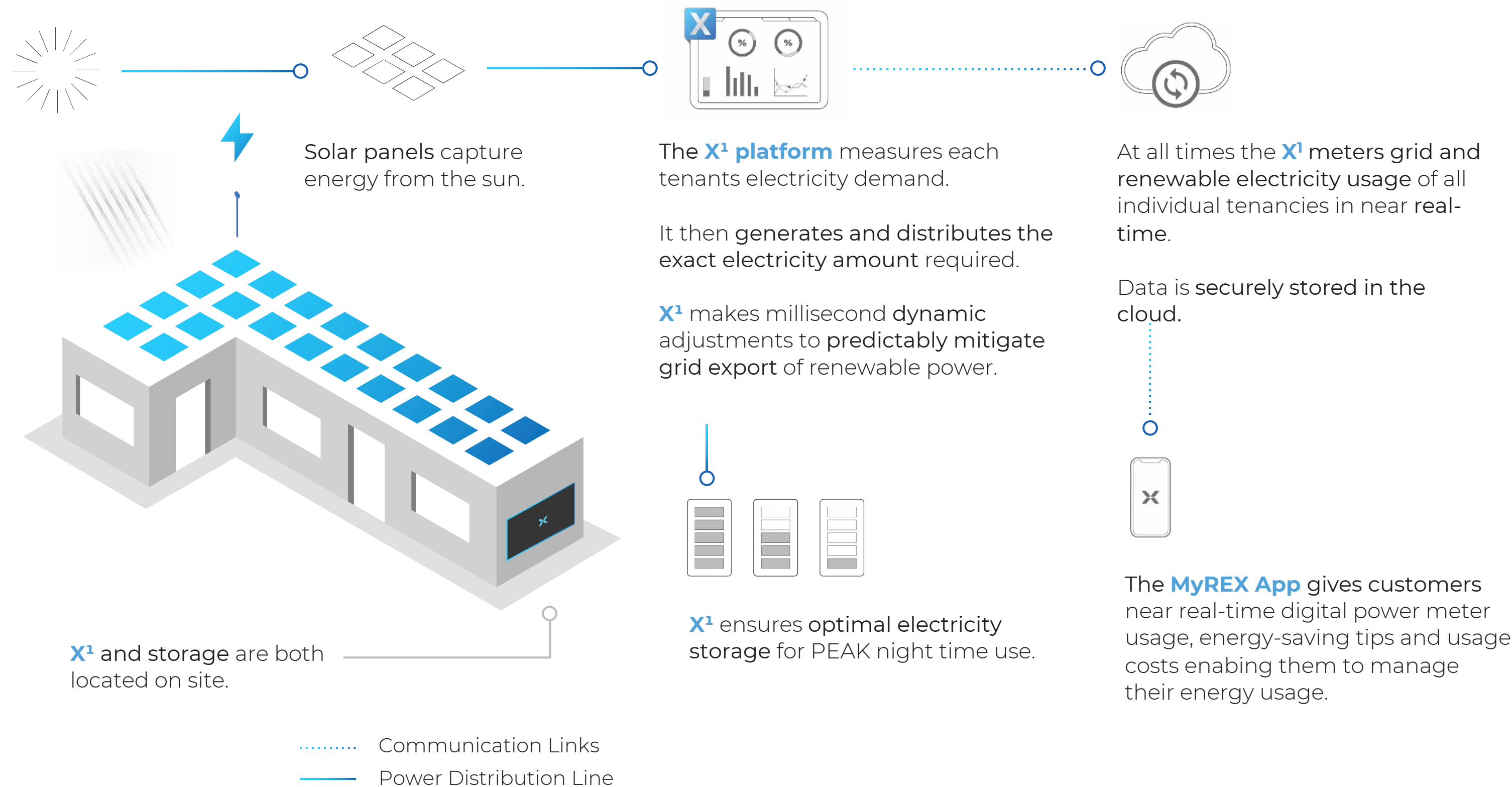
It's all Centralised

Despite having large areas of roof space suited to generating renewable energy, **Multi-tenanted users are out of the Green Energy equation.**

They PAY for energy during sunny, day time periods with **no Access to their own green source**, or to reduce their energy expenses.



X1 Ecosystem Multi-tenant solution



Kingsway Estate: Retirement village



Project high-level breakdown

Solar array size: 4MW

Battery size: 7MW

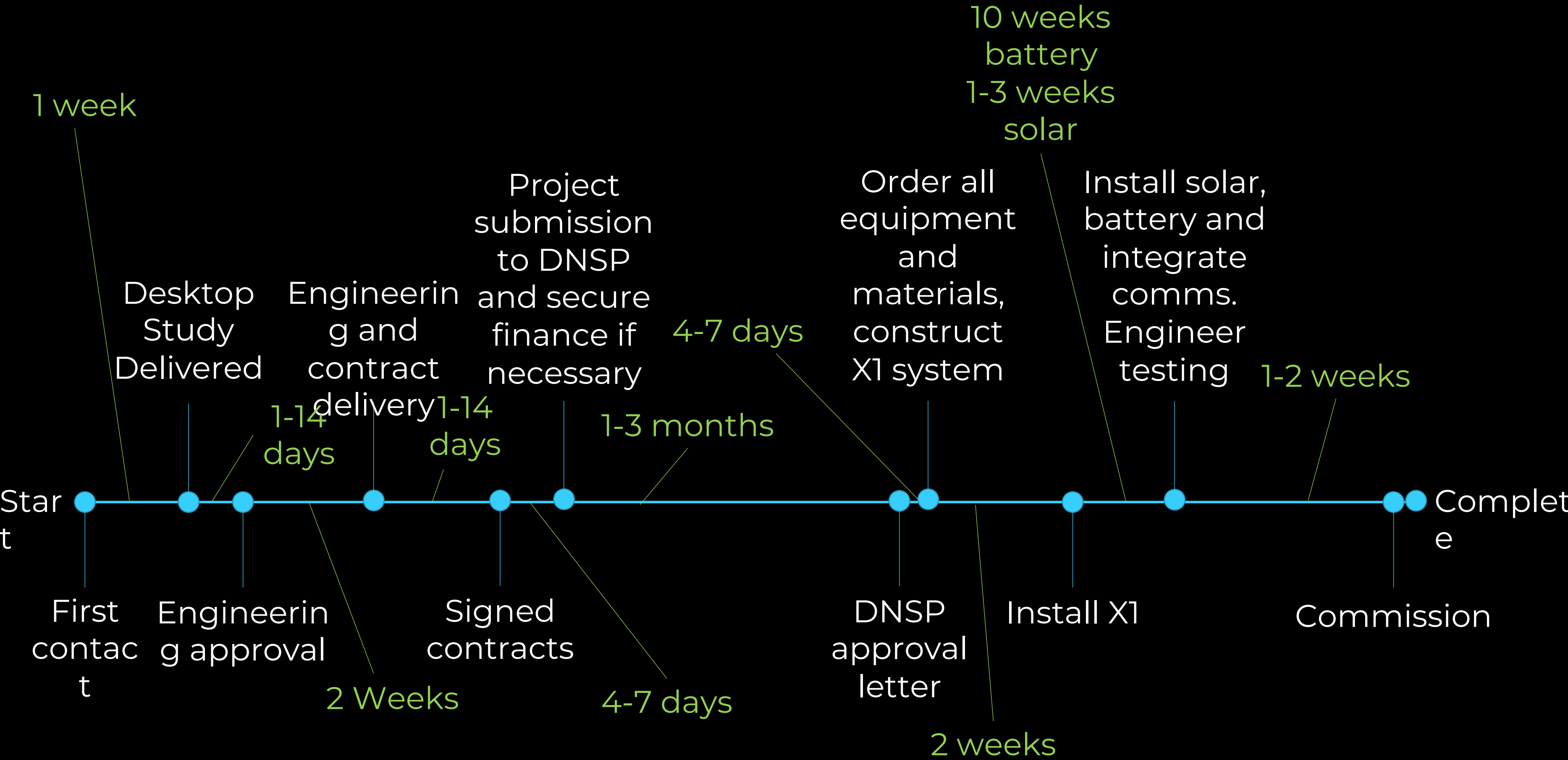
Annual kWh production: 8,030,000

Tenancy usage estimate (Annual): 6,424,000

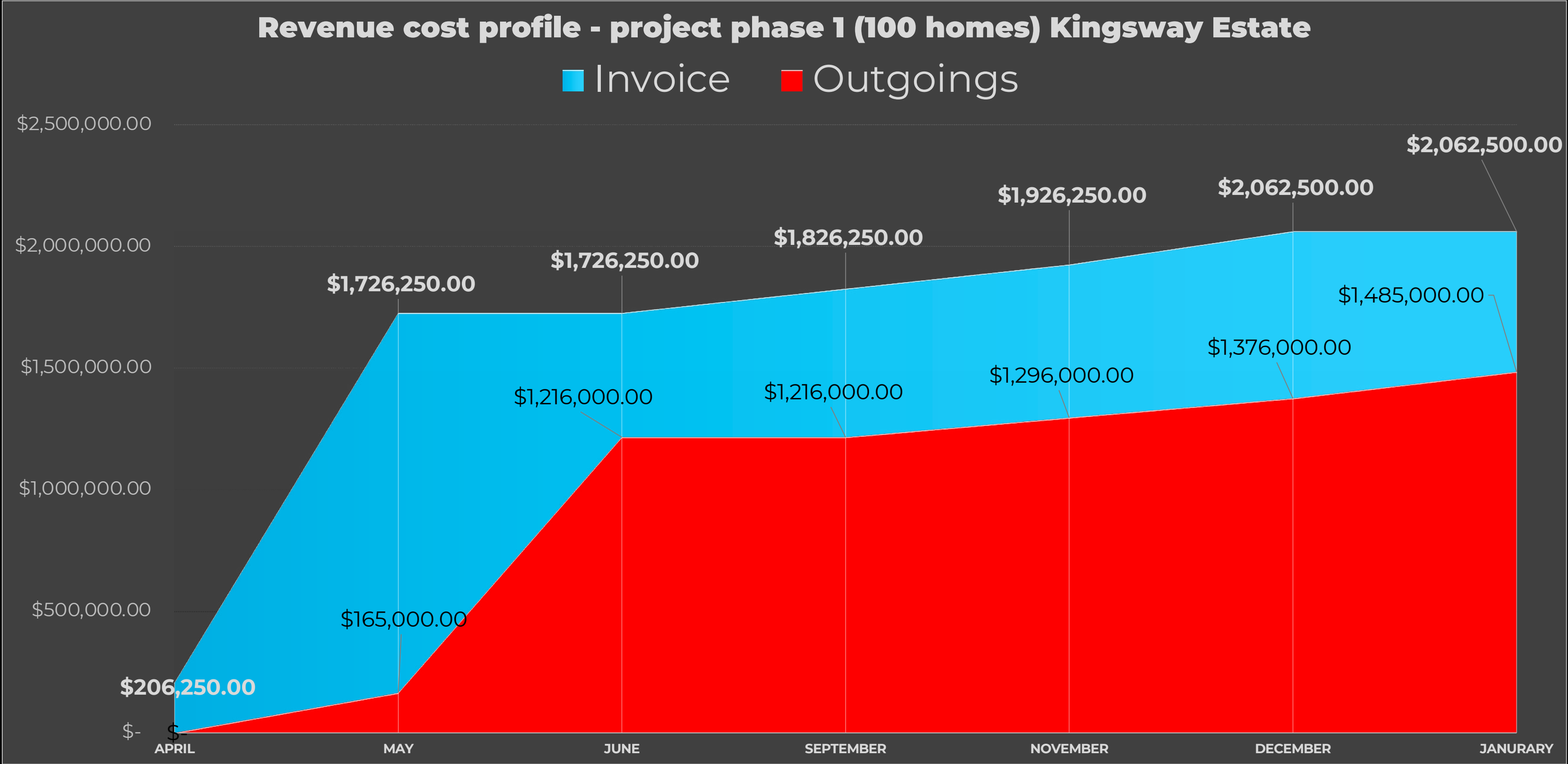
Community usage estimate (Annual): 1,606,000

	Grid supply	Powered by REX X1
Tenant energy rate AUD	33.2497 c / kWh	26.5997 c / kWh
Landlord per kWh revenue	AUD 0	26.5997 c / kWh
Landlord annual revenue	AUD 0	Up to AUD 2,135,955
	Revenue	Margin
REX project install	AUD 16.5M	AUD 3.3M
Per tenant daily SaaS fee	AUD 1.5 / day	AUD 1.5 / day
Annual SaaS fee	AUD 438,000	AUD 432,000
25-year SaaS fee	AUD 15.969 m	AUD 15.819 m
Annual data fee	AUD 0	AUD 3000

Project Timeline

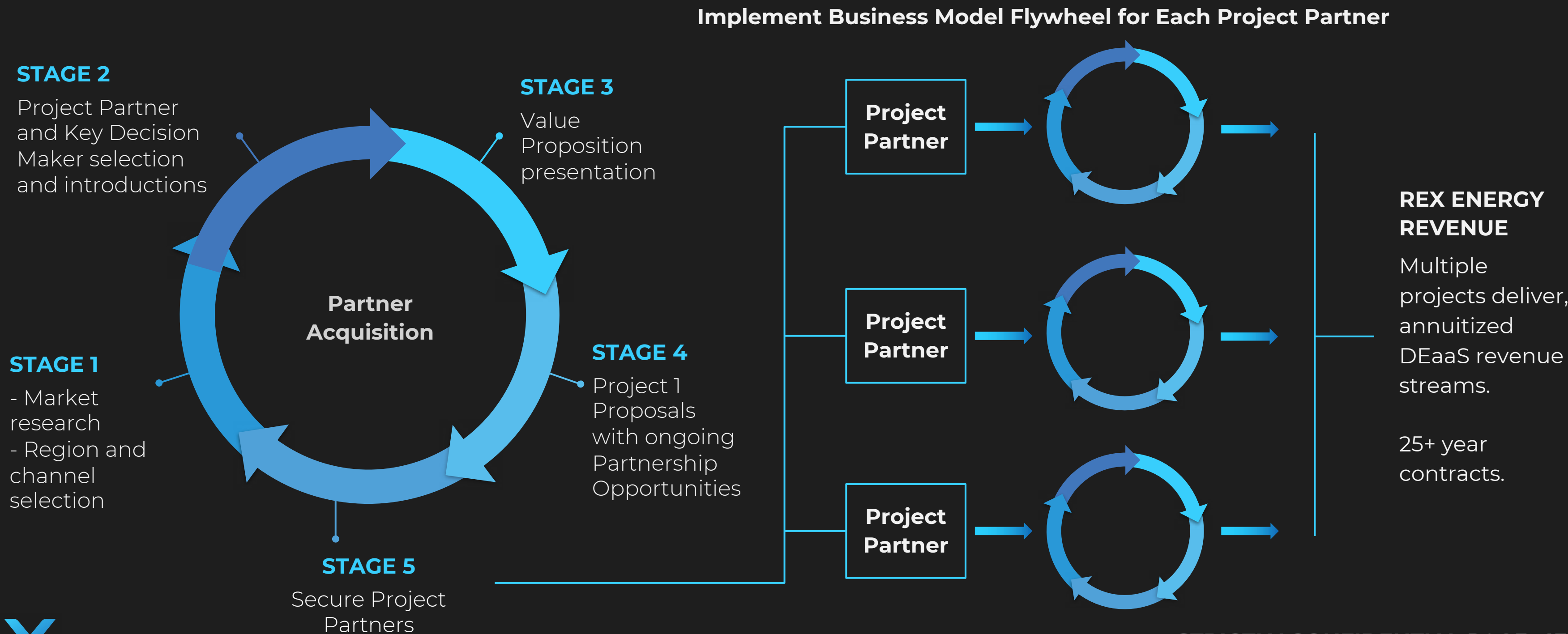


Project Timeline

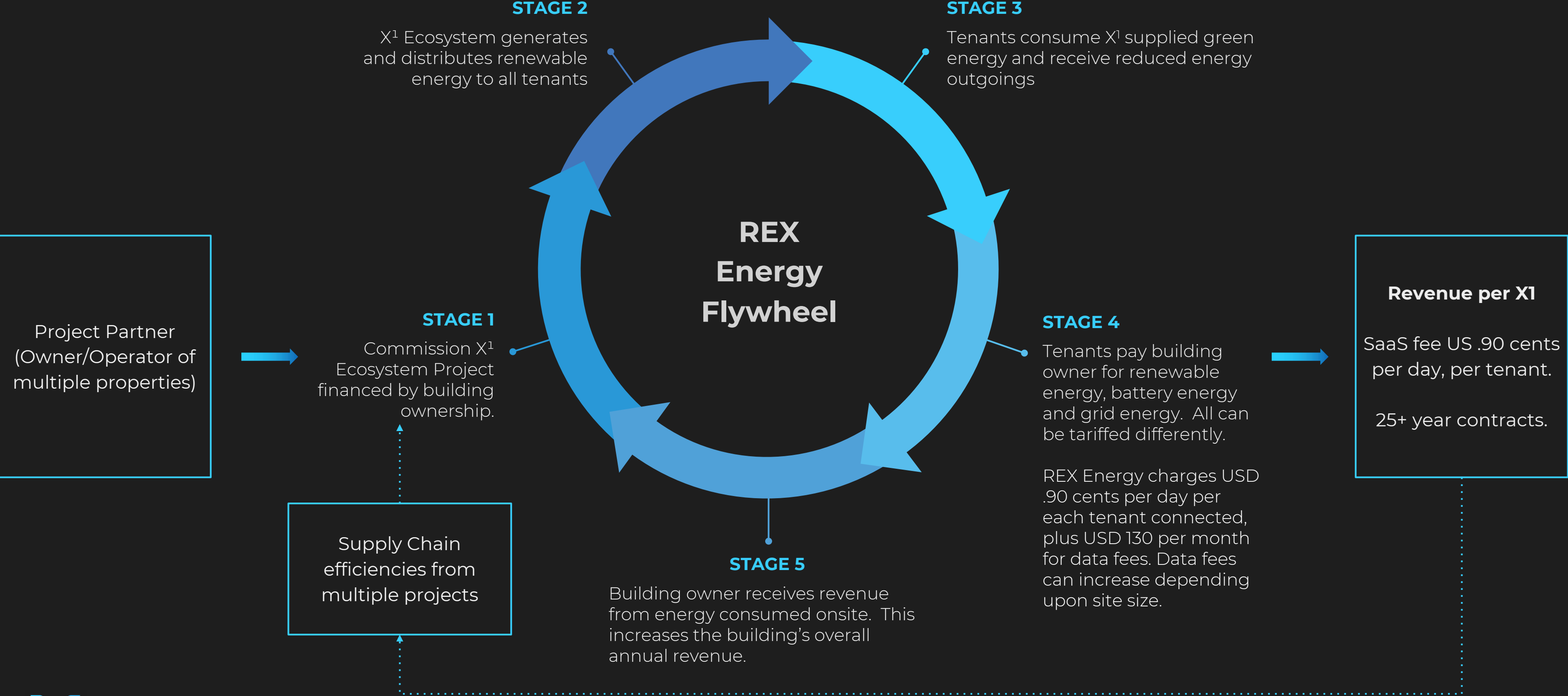


Go to Market Model and Strategy

Direct to targeted customer model, connecting and leveraging large corporate networks, delivering high lifetime value (LTV) through low cost per acquisition (CPA), underpinned by strong brand awareness.



Business Model



Stakeholder Benefits



	Multi-Tenant Property OWNERS	Multi-Tenant Property LEASEES	Network Operators
Cost, Revenue and Risk	<ul style="list-style-type: none">Worst case they have no energy bills, ever!Best case they earn income from their 'roof tenant' REX EnergyOutage risk is mitigated by old network link	<ul style="list-style-type: none">Reduced energy outgoingsFixed term ratesZero cost to join REX Energy	<ul style="list-style-type: none">Grid infeed is controlled, stabilising networksLower maintenance costs on 'poles and wires through grid stabilisation
Access to Green Energy	<ul style="list-style-type: none">They join the energy independence revolutionWill meet NetZero mandatesFund Property Owners will eventually mandate Net Zero	<ul style="list-style-type: none">They join the energy independence revolutionPotential to help business growth and longevity through lower energy outgoingsMarket Green Energy utilisation	<ul style="list-style-type: none">Grid infeed is controlled, stabilising networksLower maintenance costs on 'poles and wires through grid stabilisation
Asset Valuation	<ul style="list-style-type: none">Value of Assets will increase with higher yieldsLikely increase in tenancy tenure	<ul style="list-style-type: none">Leasing a tenancy with lower outgoings will increase lease terms and attractiveness	NA
If they do nothing	<ul style="list-style-type: none">Will continue to pay existing energy retailer for community areas at the rates they negotiateLoss of tenancies to similar but X1 Powered buildingsAt risk of becoming pariahs as the world moves towards Net Zero in 2050	<ul style="list-style-type: none">Will continue to pay existing energy retailer at the rates they negotiate	<ul style="list-style-type: none">Grid infeed is uncontrolled, causing instabilityIncreased maintenance costs on 'poles and wiresIncreased power outage likelihood

