



AFT Investors' Presentation

May 2011

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AFT CORPORATION LTD. (ASX:AFT) A.C.N. 004 701 062

May 31, 2011

Building A Better Environment



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Business Review

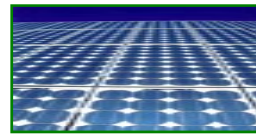
- 2010 saw AFT return to profitability as a result of continued growth in demand for the solar PV distributed and sold by AFT's Artemis Building Systems (ABS).
- ABS sales turn-over of \$3m in April 2011 is an historic high and this growth of the business is expected to continue at least into the third quarter
- Recent changes of feed-in-tariff and REC in NSW and other states will dampen the growth in residential sector in the short term. However, in the long term, the demand for renewable energy will cause the solar business to grow. This is similar to the development cycle of the German solar business as well as the others.
- Government policy now appears to be shifting to increase support for commercial solar PV projects. This is in line with our strengths in engineering design, technical expertise and familiarity in integrated solar PV solutions in complex projects.

AFT Corporation Ltd Financial Brief - consolidated

	Unaudited	Unaudited	Audited	Audited	Audited	Budgeted
	Q1 2010	Q1 2011	2008	2009	2010	2011
Revenue (A\$, 000)	1,640	5,411	301	7,391	14,210	18,000
Net profit (A\$, 000)	53	408	(1,529)	(429)	1,004	1,450

In the past 12 months, AFT has:

- **Improved its financial performance by:**
 - Turn loss from A\$ (429k) in Yr09 into profit **A\$ 1.04m** in Yr 10;
 - Increase sales from A\$7,384k in Yr09 into **A\$14,210k** in Yr10;
 - Q1/11, Sales: **A\$5,411k**, increased from A\$1,640k in Q1/10;
 - Q1/11, net profit: **A\$408k**, up from A\$53k in Q1/10.
- **Expanded business models to a full range of services to meet the market:**
 - Expanding the component(panels) distribution business into both components and kits systems which provides a full range of products to customers with different needs.
 - Engaging in more commercial projects, not just system supply but also EPC services in the pre-defined segments;
 - Introducing ABS energy-saving solutions with integrated PV+ LED into an effective package.
- **Won prestige accounts including:**
 - Commercial projects: CSR – NSW Plant(42kw system, installed),...
 - Public facilities: St. John's Collage – Woodlawn (10 kw system, installed)...



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CSR-NSW Factory (installed)



St John's Collage (installed)



North Point Tower - (contracted)

- **The Opportunities:**

- The demand for commercial solar PV has been increased in the past 12 months due to government policy and the continuing increases in electricity costs;
- High-performing products are becoming more available and affordable, this increases the interest of project owners, not just for retrofit PV but also BIPV applications in buildings, which is a specialty of ABS;
- Increased awareness of renewable energy and energy saving from business and commercial sectors. This makes our packaged offers of PV+LED solutions become more attractive.

- **The Challenges:**

- The business is still reliant on the government's policy & Feed-in-tariff before reaching the grid-parity;
- Government's are winding back support for domestic solar PV
- Relative lack of scale in the Australian market.





Strategic Plans

- **The Company:**
 - Continuing to grow revenues by focusing on sales;
 - Increasing market penetrations in the commercial sectors through packaged solutions;
 - Continuing push on high-end projects with BIPV solution, which is the strength of ABS;
 - Growing the business by partnership with companies with quality products and services to underpin the core business strength.
- **The Team:**
 - Continuing recruiting quality staff to support the growing operation;
 - Providing specified on-job training, guiding and career development to build up the talent pool for the future development.
- **The Services:**
 - Focusing on quality services (technical & commercial);
 - Expanding the business model of EP to EPC progressively

- AFT looks forward to a strong year of growth in the coming years:
 - By focusing on the growth of the business and profitability; your company will continue to be profitable in the Yr 2011; and
 - We are continually looking for opportunities to expand the company with various possibilities and business models.

- Thank you for your support !

