# ReFuels

truck fleets at scale

**Pareto Securities Renewable Energy** Conference

30 January 2025



#### **Disclaimer**

THIS DOCUMENT IS NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, IN WHOLE OR IN PART, DIRECTLY OR INDIRECTLY, IN OR INTO OR FROM THE UNITED STATES OF AMERICA, ITS TERRITORIES OR POSSESSIONS, AUSTRALIA, CANADA, JAPAN OR SOUTH AFRICA OR TO ANY RESIDENT THEREOF, OR ANY JURISDICTION WHERE SUCH DISTRIBUTION IS UNLAWFUL. THIS DOCUMENT IS NOT AN OFFER OR AN INVITATION TO BUY OR SELL SECURITIES

This presentation (the "Company Presentation") has been prepared by ReFuels N.V. (the "Company", and together with its consolidated subsidiaries, the "Group").

This Company Presentation has been prepared for information purposes only, and does not constitute or form part of, and should not be construed as, any offer, invitation or recommendation to purchase, sell or subscribe for any securities in any jurisdiction, and neither the issue of the information nor anything contained herein shall form the basis of or be relied upon in connection with, or act as an inducement to enter into, any investment activity. This Company Presentation does not purport to contain all of the information that may be required to evaluate any investment in the Company or any of its securities and should not be relied upon to form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This presentation is intended to present background information on the Company, its business and the industry in which it operates and is not intended to provide complete disclosure upon which an investment decision could be made.

This Company Presentation is furnished by the Company, and it is expressly noted that no representation or warranty, express or implied, as to the accuracy or completeness of any information included herein is given by the Company. The contents of this Company Presentation are not to be construed as financial, legal, business, investment, tax or other professional advice. Each recipient should consult with its own professional advisors for any such matter and advice. Generally, any investment in the Company should be considered as a high-risk investment.

This Company Presentation is current as of the date of presentation. Neither the delivery of this Company Presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. This Company Presentation may contain forward-looking statements relating to the business, financial performance and results of the Company and/or the industry in which it operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. Any forward-looking statements contained in this Company Presentation, including assumptions, opinions and views of the Company or cited from third party sources, are solely opinions and forecasts which are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. The Company provides no assurance that the assumptions underlying such forward-looking statements are free from errors and does not accept any responsibility for the future accuracy of the opinions expressed in this Company Presentation or the actual occurrence of the forecasted developments.



Decarbonising Europe's truck fleet

An **integrated supplier of alternative fuels** with a growing network of refuelling stations, supported by a blue-chip customer base

Offering biomethane (Bio-CNG), the **fast-track option for net-zero trucks** with up to 90% lower emissions and reduced costs compared to diesel

Targeting **30 stations in the UK by end-2026**, longer-term ambition to expand into other European markets

15
refuelling stations across the UK

>1955
vehicles using
CNG Fuels' infrastructure

>195k
GHG emissions saved (tonnes)<sup>1</sup>

>165

customers





REFL

**GROWTH** 



# Heavy goods vehicles driving up emissions



# H2 and BEV currently unfit for mass adoption

|            |             | Range         | Refuelling/<br>recharging |
|------------|-------------|---------------|---------------------------|
| III<br>CH4 | Biomethane  | 1,000<br>km   | 8<br>minutes              |
| °III°°     | Hydrogen    | 6 - 800<br>km | 20-40<br>minutes          |
| <b>14</b>  | Electricity | 500<br>km     | 3<br>hours <sup>2</sup>   |

Cost

Cost-competitive fuel using combustion engines

Not expected to be cost-competitive before 2040-50<sup>1</sup>

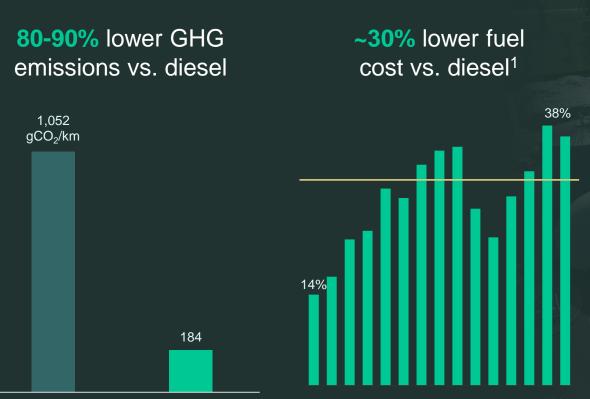
Unlikely to achieve price parity before 20401

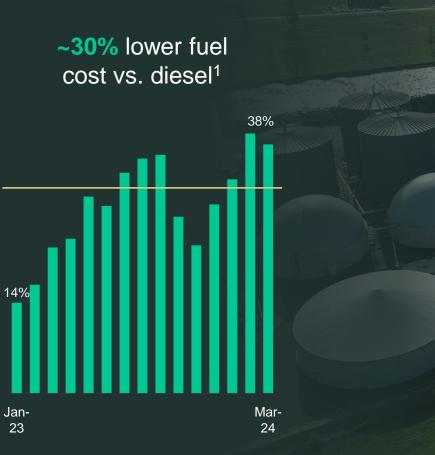
ReFuels



<sup>&</sup>lt;sup>2</sup> Assuming a standard DC fast charging (350 kW), from 0-80%

## Biomethane - a green fuel available at scale





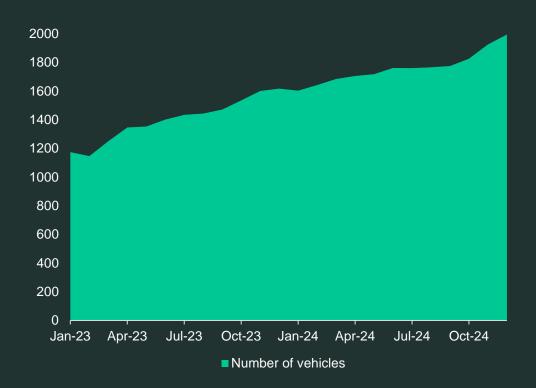
ReFuels

100% Bio-CNG

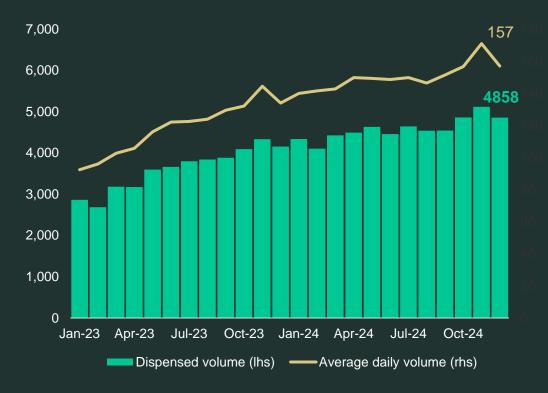
Diesel

## Mass adoption fueling higher volumes

Current network of >1,955 HGVs...



...supporting strong volume growth (tonnes)





## New CNG truck model unlocks 6x larger market

Close to 1,000 HGVs in confirmed order book

Total estimated market
51,000 - 89,000

Estimated future orders
~2,500

Order book
~960

Current network

6x2 trucks **significantly increases** the addressable market

~8.5% CNG Fuels' customers

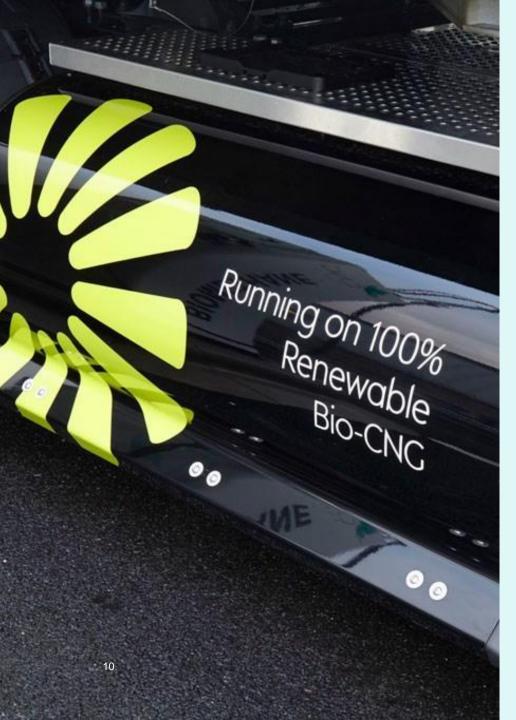
21,000 4x2 trucks<sup>1</sup> 124,000 6x2 trucks<sup>1</sup>

KX74

ReFuels

~0.04% CNG Fuels' customers

>1,955



# Station EBITDA to grow as more trucks hit the road



ReFuels fleet of 1,788 trucks (Q3 '25)

Current station network run-rate volume<sup>1</sup>



~2,500 CNG fuelled HGV trucks

Station network including current fleet order book<sup>1</sup>



Truck fleet of ~10,000 CNG fuelled HGV trucks

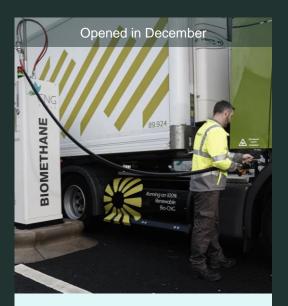
Station network at steady state utilization<sup>3</sup>

<sup>&</sup>lt;sup>1</sup> CNG Foresight Limited represents an associate investment whereby the ReFuels Group exerts significant influence but does not control or consolidate the financial results. Under the framework investment agreement between CNG Fuels (100% subsidiary of ReFuels) and CNG Foresight, the ReFuels group will start to share in the distribution of profits of the CNG Foresight Group as explained in the information document dated 12 May 2023

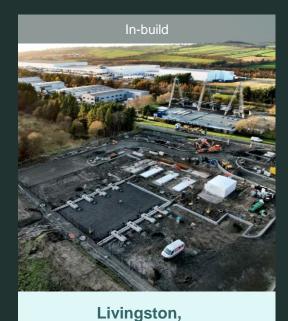


# Late-stage development Operational In-build

# Roll-out of new stations at major trucking routes



Doncaster,
Northcentral England



**Scotland** 

**20**m



#### Robust market-based certificates scheme



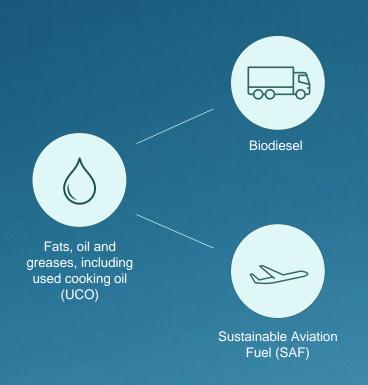
#### Annual obligation on UK suppliers to supply biofuels (as % of total)

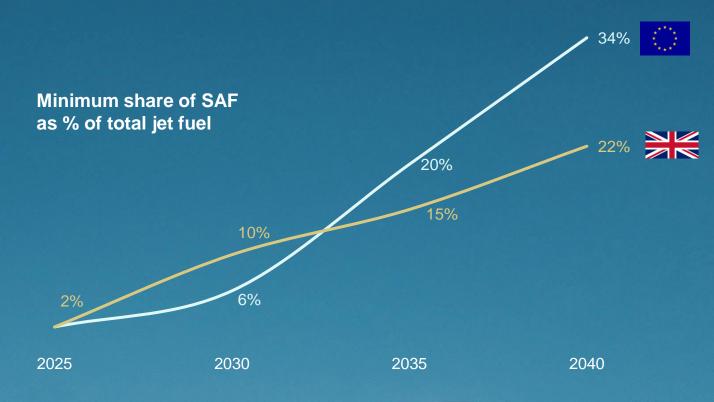


ReFuels

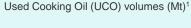
<sup>&</sup>lt;sup>1</sup> Renewable Transport Fuels Services (RTFS) is 79.2 % owned by ReFuels

# Sustainable Aviation Fuel (SAF) mandates taking off in the UK and EU from 2025

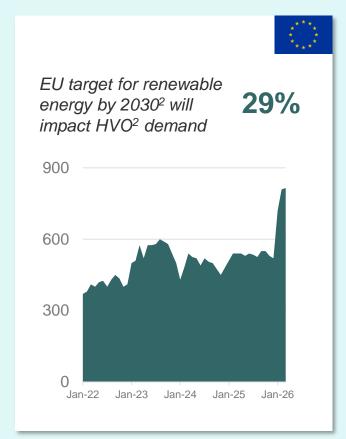




# Not enough waste-oil feedstocks to supply both biodiesel for road transport and SAF for aviation









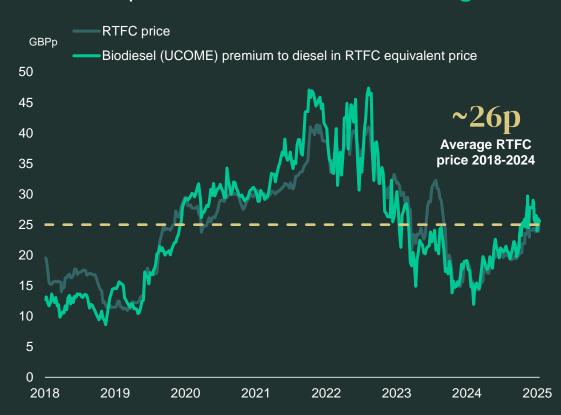
<sup>&</sup>lt;sup>2</sup> EU's Renewables Energy Directive III



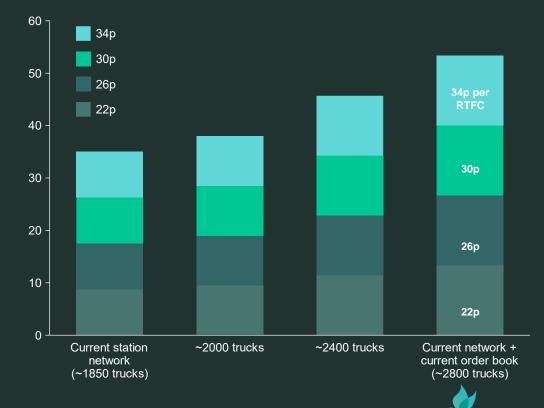
<sup>&</sup>lt;sup>3</sup> Million litres HVO (Hydrotreated Vegetable Oil). Source: Argus Biofuels Outlook

## Large upside potential from higher RTFC prices

#### Certificate prices back to historical average



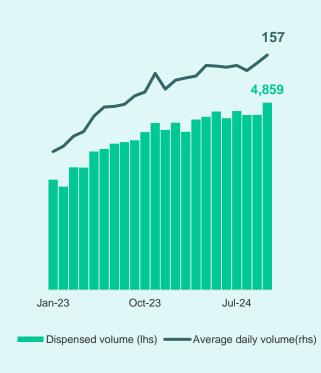
Illustrative gross profit/yr (£m) at different prices<sup>1</sup>



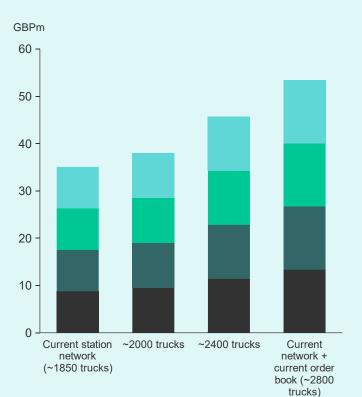
<sup>&</sup>lt;sup>1</sup> Assumptions: Constant biomethane sourcing cost of 18 pence per kg. Order book per November 2024

## A scalable Bio-CNG platform

#### **Steady demand growth**



#### Value upside from certificates



#### **Increasing station EBITDA**

