



ClearVue<sup>PV</sup>

CLEARVUE TECHNOLOGIES LIMITED

# INVESTOR PRESENTATION

August 2020

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## I. EQUITY CAPITAL RAISING

# Executive Summary - Placement



## Equity Raising

- c. \$3.04 million placement
- c. 32 million shares at \$0.095 per share
- Offer price of \$0.095:
  - 17.4% discount to last close of \$0.115
  - 13.1% discount to the 5-day VWAP of \$0.1093
- Free unlisted attaching option for every two Placement Shares
  - Ex \$0.20, 31-Dec-22

## Use of Funds

- Enables accelerated commercialisation of patented solar window technology
- Gives the company a 12-month runway for working capital & project showcase implementation

Share Price Performance (Last Two Years)



# Capital Structure & Management



## CURRENT

### Capital Structure (as at 11 August 2020)

Ordinary Shares on Issue	111,153,044
Options on Issue (AUD \$0.25 exercise price - exp. Jun 2021)	63,148,024
Performance Shares	13,000,000
Market Cap @ \$0.115	\$12.8 million
Cash Balance (per 4C lodged with ASX 31 July 2020)	\$0.92m
Debt	Nil

### Key Management

Key Management	Role	Experience
Victor Rosenberg	Chairman	25 years glass industry
Ken Jagger	CEO	17 years sales/finance industry
Jamie Lyford	General Counsel	25 years IP law
Mikhail Vasiliev	Lead Scientist	20+ years physics
Chris Cole	Mechatronic Engineer	Graduate mechatronic engineering

## POST TRANSACTION

### Post-raise Capital Structure

Ordinary Shares on Issue <sup>1</sup>	143,151,831
Options on Issue <sup>2</sup>	82,447,417
Performance Shares	13,000,000
Market Cap @ \$0.095	\$13.2 million
Cash Balance (before raise costs)	\$3.96m
Debt	Nil

### Board Changes

Subsequent to the successful completion of the Placement, ClearVue's Board will be restructured as follows:

- Roger Steinepreis will be joining the Board in a Non-Executive capacity
- Sean Rosenberg will retire from his position as Non-Executive Director
- Jamie Lyford will retire from his position as Executive Director but will take up the role of COO and continue his role as General Counsel for the Company

1. Subsequent to Shareholder Approval for the Director Related Entity Shares (c. 4.7m shares). Prior to that, SOI will be 138,441,304 Shares

2. Includes existing options plus 15.99m Placement Options and 3.3m options issued to the Lead Manager. Placement options and options granted to the Lead manager are to be issued subject to shareholder approval at the Company's AGM.

# Equity Raising Structure & Timetable



## Structure

### Size and Structure

Placement to raise up to approximately A\$3.04 million via the issue of approximately 32 million new fully paid ordinary shares in the Company ("**New Shares**").

Each investor that is issued New Shares under the Placement will, conditional upon the Company's receipt of shareholder approval, receive one (1) free attaching unlisted option for every two (2) New Shares issued to it, with each option having an exercise price of \$0.20 and expiring on or before 31 December 2022 ("**Options**"). As the Company will not have available placement capacity to issue the Options, the Company intends to seek shareholder approval at a General Meeting by September 30 to issue the Options.

### Pricing

\$0.095 per New Share.

The offer price represents a discount of 17.4% to ClearVue's last close (11 August 2020) of \$0.115 per share and an 13.1% discount to the 5-day VWAP of \$0.1093 per share.

### Shareholder Approval

Approximately 4.7 million of the New Shares (\$0.44 million) are to be issued to Director related entities and will be subject to shareholder approval to be sought at a General Meeting to be held by the end of September ("**Director Related Entity Shares**").

### Use of Proceeds

Funds raised pursuant to the Placement will be applied towards accelerating commercialisation of ClearVue's patented solar PV window technology, with focus on key target markets North America, Germany and Australia

### Lead Manager

Argonaut Securities Pty Ltd is acting as Lead Manager to the Equity Raising

### Disclosure & Secondary Trading

The New Shares will be issued to Eligible Investors without disclosure. A cleansing notice under section 708A of the Corporations Act will be issued at the time of applying for quotation of the New Shares on ASX.

The Options will be unlisted and granted on standard terms and conditions for unlisted options to acquire shares trading on ASX. The Company will seek to qualify any shares issued upon the exercise of Options for secondary trading as soon as practicable following their issue.

## Timetable

### Announcement of the results of the Placement

Friday, 14 August 2020

### Anticipated Placement DvP Settlement Date

Friday, 21 August 2020

### Anticipated General Meeting for approval and issue of Options & Director Related Entity Shares

By 30 September 2020



## II. COMPANY UPDATE

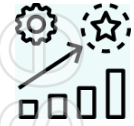
# ClearVue's Technology – A Clear Solar Window



ClearVue Technologies Limited (ASX: CPV) operates in the **Building Integrated Photovoltaics** (BIPV) sector - glass windows and building surfaces to **produce renewable energy**.



Clearvue PV is a **transparent** building material capable of paying back its **embodied carbon multiple times** during its operational and installed lifetime.



ClearVue's technology and product can **achieve sustainability goals** in new building projects and refurbishments - including assisting with **achieving "Net Zero" goals** in buildings – a key driver in modern building design and architecture.



The ClearVue product can achieve **significant energy cost savings**, **prevent unwanted solar radiation** (UV and Infrared) from entering a building, and then **convert unwanted radiation into electricity**.



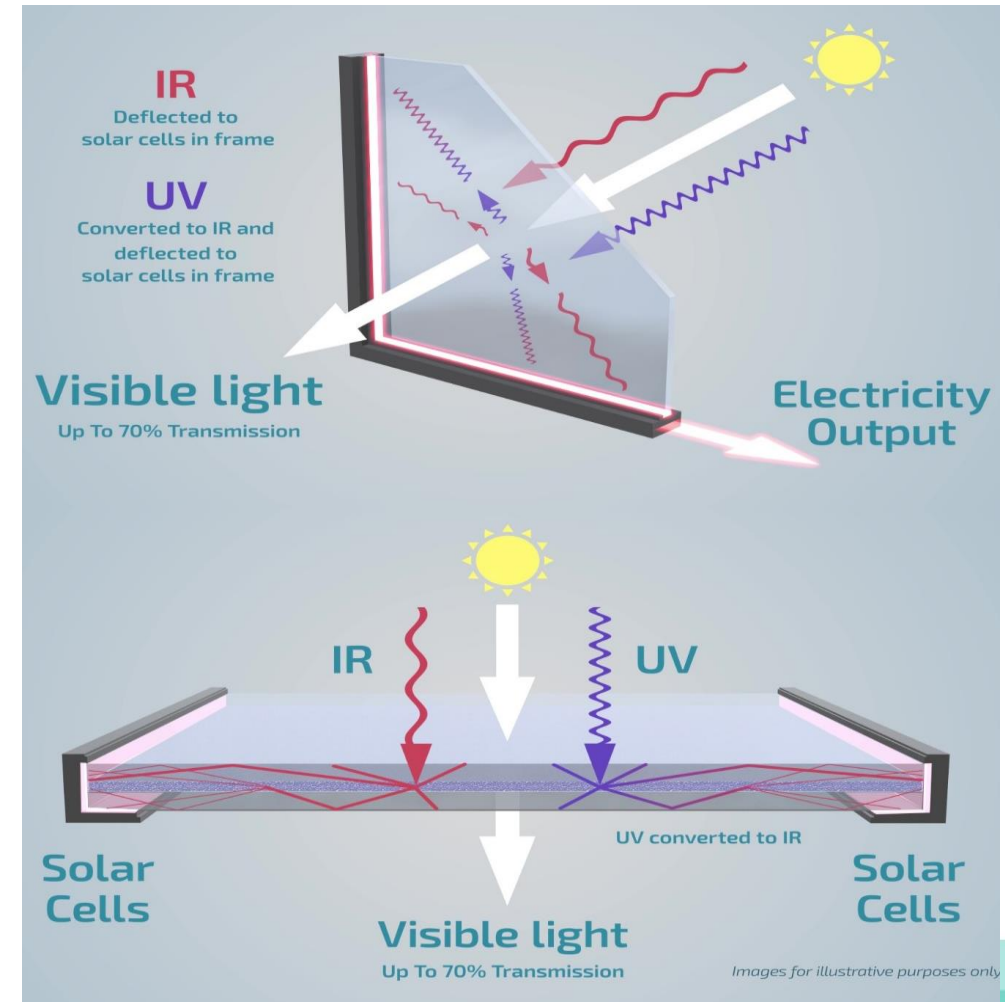
ClearVue been working since 2011 to develop the core IP that can convert a pane of glass into a **luminescent solar concentrator** (LSC).



# ClearVue's Solar Window



- ❑ An activated interlayer between two panes of glass
- ❑ Visible light (VLT) passes through the glass
- ❑ Micro & Nano particles interact with Ultraviolet (UV) radiation which is down-converted to longer wavelengths and scattered along with Infrared (IR) light to the edges of the glass
- ❑ IR is collected by Photovoltaic (PV) cells and produces electricity
- ❑ Reduces heat and blocks damaging UV and IR radiation
- ❑ Insulation properties reduce heating and cooling costs



# The ClearVue Advantage



❑ **Clear and Functional** – fits multiple applications

❑ Efficient – 3 to 4% conversion of radiance to energy

❑ Scalable – up to ~3sqm windows

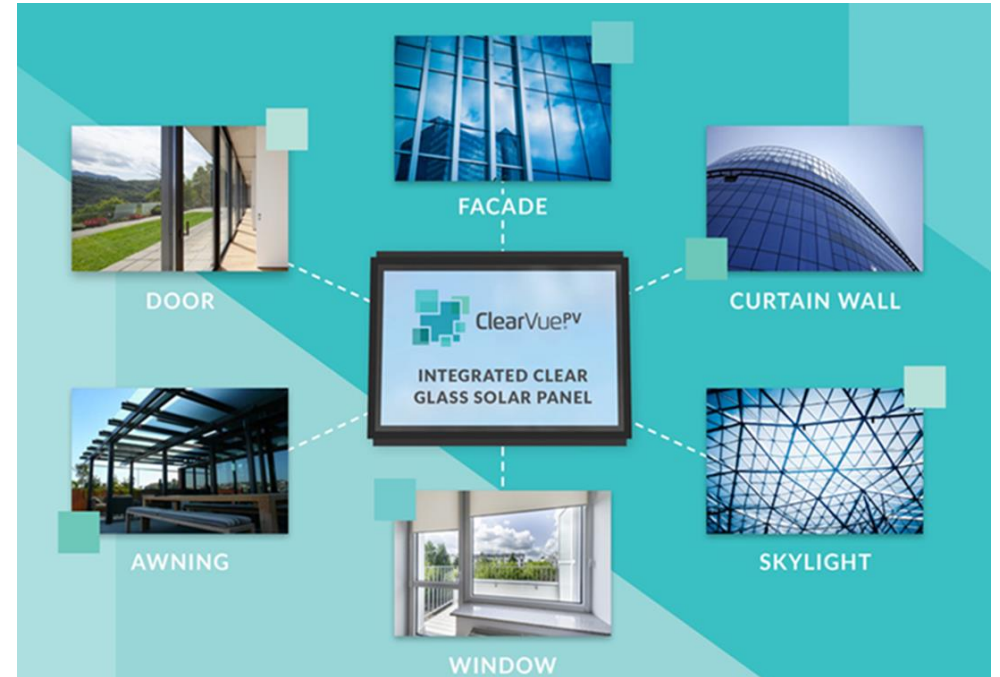
❑ Easy to Manufacture – integrates into existing window manufacturing production supply chain

❑ Certified - USA – UL; Europe - MEA & IEC; Australia under AGWA & Intertek



❑ Cost Effective - Competitively priced, short payback periods

❑ Ready to Deploy - Commercialisation commenced



# Commercialising ClearVue- deploying the technology



Clearvue's aim is to deploy the existing technology for commercial return

## Deployments

- Commercial High Rise Buildings
- Protected Cropping – Greenhouses
- Showcase Deployments

## Key Factors

- Utility Prices
- Government Incentives
- Climate and Geography
- Glazing regulations
- Market Size

## Key Locations

- Australia
- USA
- Northern Europe (Germany)
- China (JV)

## Manufacturing Supply Chain

- China & Taiwan
- US
- Europe Interlayer

## Market Entry

- Digital Campaigns & new website
- Licence arrangements (KPI's)
- Direct Marketing (feasibility study's)
- Showcase Deployments

## Partners / Promoters

- Architects
- Façade Engineers
- Project Developers
- Property Fund Manager
- Resellers
- Greenhouse developers
- Farmers





# Commercialising ClearVue- deploying the technology



## 2018

- ▶ MOUs signed for first licensed distributors
- ▶ MOUs signed with various collaborators including Mirreco to build showcase mini-home

## 2019

- ▶ First demonstration site, Warwick Grove Shopping Centre atrium
- ▶ ECU research agreement for micropattern solar cells
- ▶ Supplier agreement signed with BeyondPV of Taiwan to secure supply of solar strips
- ▶ UL and IEC certification for ClearVue's solar PV IGU product allowing sales in North America and Europe

## 2020

- ▶ Agreement with eLstar Dynamics BV to develop project combining ClearVue window capable of lighting control
- ▶ Distribution Agreement with Insulsteel and LOI with Jinmao
- ▶ MOU signed with Virtuality Venues – “City of Lights” – 568 acre project with 12 hotels

## Upcoming Milestones (2020-2021)

- ▶ **Showcase projects – Greenhouse project Murdoch & Mirreco mini-home;**
- ▶ **Jinmao villa (subsidiary of Fortune 500 Sinochem) China;**
- ▶ **Digital marketing campaign**
- ▶ **Securing additional licensees in target geographies**
- ▶ **Conversion of showcase projects and marketing into purchase orders**



# Business and Revenue Model

## ClearVue will derive revenues from:

- ❑ **Direct sales:** The Company will initially sell and supply fully assembled IGU/window products direct to distributors and licensed channel partners in Australia and worldwide. Then, **as manufacturing licensees are appointed in different territories the revenue streams that follow will apply:**
- ❑ **Component sales (US\$245 m<sup>2</sup>):** The company will sell technology/product components to its manufacturing licensees including its proprietary nano and micro particle doped activated interlayer *and* its proprietary mini solar photovoltaic strips for use inside of each integrated glazing unit\*;
- ❑ Minimum sales requirements of a distribution only licensee or a manufacturing/distribution licensee is: 5,000 sqm for year 1, 10,000sqm for year 2, 20,000 sqm for year 3, 30,000 sqm for year 4 & 40,000 sqm for year 5.
- ❑ One licensee (only) achieving their performance criteria equates to over USD \$25m in revenue over 5 years.

### Notes:

\*Complete ClearVue IGU's initially to be sold in Australia by ClearVue to gain market acceptance. Approx. per sqm rate may change based on order quantities and scaling, country and project specific requirements.

# Size of the Market



“By 2060, the world is projected to add 230 billion m<sup>2</sup> (2.5 trillion sq ft) of buildings, or an area equal to the entire current global building stock. This is the equivalent of adding an entire New York City to the planet every 34 days for the next 40 years.” (Zero Code: <https://zero-code.org/>)

- Global market for building-integrated photovoltaic (BIPV) technologies was USD \$2.4 billion in 2016. Market to grow to USD \$4.3 billion by 2021 (with a compound annual growth rate (CAGR) of 12.2% for the period 2016 to 2021).<sup>1</sup>
- ClearVue’s target market represents in excess of 2.1 billion sqm<sup>2</sup> of glass per annum (total market size 5.5 billion+ sqm of glass per annum)<sup>2</sup> (**Target Market**).
- It is expected that a small 10 floor 25,000 sqm building could deploy approx. 3,150 sqm minimum of ClearVue product (assuming 3 building sides of 50m long and part floors of 2.1m high only)#.
- A single large building, for example the One World Trade Center (Freedom Tower) New York City has over 93,000 sqm of glass.

Sources:

1. <https://www.bccresearch.com/market-research/energy-and-resources/building-integrated-photovoltaics-markets-report-egy072C.html>
2. [https://www.nsg.com/~media/NSG/Site%20Content/Temporary%20Downloads/Japanese/NSGFGI\\_2011%20EN2.ashx](https://www.nsg.com/~media/NSG/Site%20Content/Temporary%20Downloads/Japanese/NSGFGI_2011%20EN2.ashx)
3. ClearVue does not represent that it will be able to obtain such market share or that such revenue can be achieved. See Disclaimer Slide Page 2.  
# See ASX Announcement - Technical Update 28/03/2019 - <https://www.asx.com.au/asxpdf/20190328/pdf/443v6jr2zhbvm7.pdf>



# Continued Product Development

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## CLOSED CAVITY BLIND



This smart façade uses an **automated blind** to regulate building **temperature and lighting** comfort.

The blind operates within a **closed cavity** and is powered by a small motor that activates in response to outdoor solar conditions and the requirements of the building occupants.

Our ClearVue PV panel makes the system fully **self-powered**, removing the need for cabling to the façade.



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## AUTO SWITCHING GLAZING

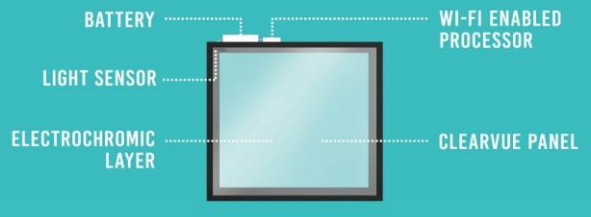
These smart façades utilise **electrochromic technology**. This enables our glass to automatically tint and therefore adjust building **temperature and lighting** comfort.

The panels can be **retrofit** into existing buildings with **no need for cables**, as they are completely self-powering.


Light sensors and learning algorithms give these windows intelligence to **optimise occupant health and wellbeing**.



WINDOWS AUTOMATICALLY TINT TO ADAPT TO LIGHTING CONDITIONS




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## MULTI-FUNCTION FACADE

This self-powered, multi-functional smart façade incorporates a **closed cavity blind** and a **smart ventilation system** to enable optimised control of lighting, temperature and air quality.


The environmental multi-sensor monitors **light, temperature and CO<sub>2</sub>**. The Wi-Fi enabled processor uses deep learning algorithms to learn the optimal conditions and can control both the blind motor and the ventilation system within the façade.



AUTOMATIC BLIND AND VENTILATION



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# Investment Highlights

## □ Attractive industry thematic

- Unique with high consumer buy in
- Regulatory support across multiple jurisdictions
- Large Addressable Market

## □ Proprietary Technology

- First in class product
- Strong IP portfolio
- Regulatory requirements met for sales in key regions
- Price competitive with payback period
- Strong product and tech development pipeline

## □ Near term catalysts

- Showcase deployments – next 6 months
- Continued deal flow
- High quality counterparty engagement

## □ Refocussed Business

- Investor entry at historical lows
- New CEO
- Restructured Board

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- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
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- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
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## III. APPENDIX



# Example Evaluation of Deployment of ClearVue Solar Technology



## SolarScore Overview

SYSTEM INVESTMENT

**\$1.32M USD**

Marginal Cost

Projected Levered Rate of Return

**498.23 %**



**< 1 Year**

Projected payback period for the project



**150,634 kWh**

Annual energy produced by solar installation



**244.8 kW**

Size of system



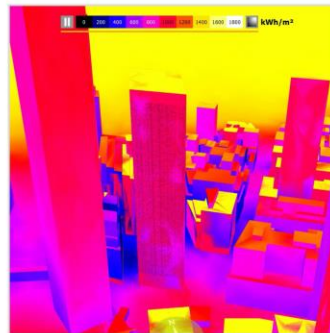
**\$2.82M USD**

Total increase in the value of the asset



**1,073 Metric Tons**

Total project carbon emission reductions



## Technical Analysis

The solar panel materials used in calculating the technical capacity of this building include **ClearVue PV 1.2m X 1.2m standard solar windows**.



**150,634 kWh**

Annual energy produced by solar installation



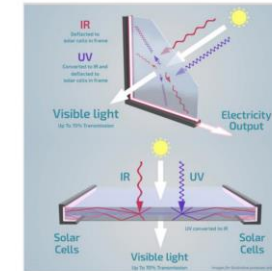
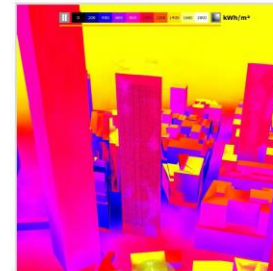
**8,827.4 m<sup>2</sup>**

Usable surface area



**4.90 %**

Portion of building energy offset by solar



### Estimated Energy Generation kWh



Personal use only

# Example Evaluation of Deployment of ClearVue Solar Technology



Personal use only

## Economic Analysis

The annual average project cash flows for this building from **three** available sources is estimated to be **\$141,220** annually on average over the life of the project. This is estimated to **increase the building value by \$2,824,391 based on a \$1,322,188 initial investment.**

**\$2.82M USD**

Projected asset value increase

**\$57,384 USD**

Annual energy value produced by solar installation

**498.23 %**

Projected Levered Rate of Return

### Estimated Asset Value Increase

Component	Value
Energy Value	\$57,384
HVAC	\$7,560
Depreciation Tax Shield	\$10,008
Investment Tax Credit	\$66,367

Estimated incremental income  
**\$141,220**

Total asset value increase  
**\$2,824,391**

### Estimated Energy Savings

The chart shows that the Levelized Cost of Energy (LCOE) remains constant at \$0.199 per kWh, while the Utility Rate Expectation increases from approximately \$0.20 to \$0.65 over a 30-year period.

ClearVue PV SolarScore Report

Powered by SOLAR SKYRISE

## Green Analysis and Additional Benefits

The **1073** metric ton total carbon offset for the project is equivalent to the energy required to power **3.8 homes** or **7.2 cars** each year for the life of the project.

### Increase Asset Resilience

Reduced reliance on grid power, protection from rising tariffs, and increased resilience during network disruptions.

### Corporate Responsibility

Showcase commitment to reaching renewable energy portfolio standards and climate change mitigation.

### Differentiate Assets

Attract ethically/environmentally-minded tenants and gain exposure through environmental, real estate, and energy innovation.

### Total Project Reduction in Greenhouse Gas Emissions

Metric Tons

Remaining Emissions	19,532
Total Reduction	1,073

ClearVue PV SolarScore Report

Powered by SOLAR SKYRISE



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