



ClearVue<sup>PV</sup>

CLEARVUE TECHNOLOGIES LIMITED

# Institutional Investor Presentation

June 2022

ASX: CPV

OTC: CVUEF

ENERGY EFFICIENT | ENERGY GENERATING | CLEAR SOLAR GLASS

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## Smart Building Technology Company

### Creating smart building materials that are:

- Sustainable
- Energy efficient
- Environmentally friendly

### Part of the solution for achieving:

- Low Energy Consumption
- Near or at Net Zero energy buildings
- Thermal envelope improvement
- Clear functional windows

## Technology & Product

### A clear glass panel that is:

- Energy saving/producing
- Highly insulating
- Reduces carbon footprint
- Scalable in product size
- Scalable to manufacture
- Efficient: 3%-4% conversion of radiance to energy

### Significant energy cost savings by:

- Preventing unwanted solar radiation (Ultraviolet and Infrared) from entering a building
- Converting unwanted radiation into electricity

*The global building-integrated photovoltaics (BIPV) market size was valued at USD 16.62 billion in 2021 and is expected to expand at a compound annual growth rate (CAGR) of 20.5% from 2022 to 2030.*

Source: <https://www.grandviewresearch.com/industry-analysis/building-integrated-photovoltaics-bipv-market>

# Framing a Global Opportunity



Signatories to the World Green Building Council Commitment  
- Net Zero Carbon Buildings by 2050 -

135 28 6

Businesses & Organisations

Cities

States & Regions

The drive to Net Zero Buildings demands

innovation

# Buyer Behaviour to net zero buildings is here ...

70%

of Asia Pacific corporations are willing to pay a rental premium to lease sustainability-certified buildings in the future.

65%

of investors will focus on more green buildings for investment.



# ClearVue – Our Technology

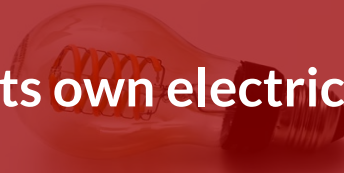


ClearVue PV is a **glass building material** that marries the need for builders and investors to build net zero buildings consistent to the environmental aspirations of customers. ClearVue is:

**Price Competitive**  
to comparable glass products



**Produce its own electricity on site**



**Insulation Properties**



**Carbon Market**

**Better Tax Outcomes**

**Fast Payback**



*Sustainable investments total \$35.3 trillion, or more than a third of all assets in five of the world's biggest markets.*

Source: Reuters, Sustainable investments account for more than a third of global assets, by Simon Jessop, July 20, 2021.

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# Positioning for Global Sales





# Pushing buildings down the cost curve



ClearVue advanced glazing technology drives IRR by pushing a building down the operational cost curve.

**20-30%+ Saving**

insulation properties will deliver material saving on heating and cooling costs

Produces up to 40w of energy per square metre of glass<sup>#</sup>

Quantifiable improvement in building cashflow

**Carbon Balance Sheet**

**Better tax outcomes\***

**Drives Internal Rate of Return (IRR) - PAYBACK**

<sup>#</sup> Current triple glazed product rated to 30w per sqm at peak. Next generation expected to deliver up to 40w based on configuration.

<sup>\*</sup> United States has favourable taxation treatment - US Federal solar ITC (Tax Credit) currently 26% of total system cost.

# Opening door to building revenue uplift

Net Zero Buildings command a premium ...

**8-18%**  
sales price premium

**3-13%**  
rental premium

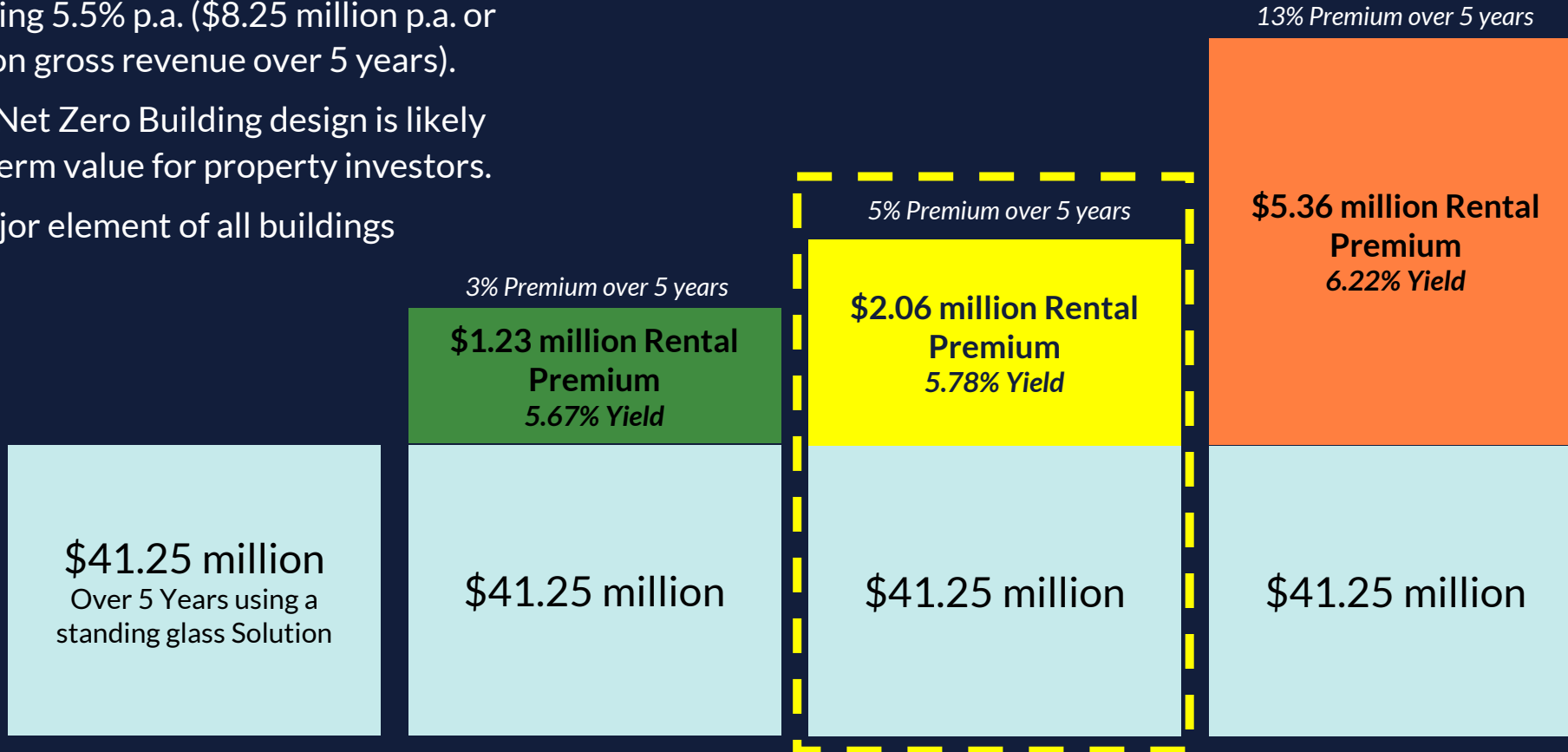
# Net Zero Building – Potential Rental Premium



**Hypothetical Case Study:** Building face value of \$150m yielding 5.5% p.a. (\$8.25 million p.a. or \$41.25 million gross revenue over 5 years).

Moving to a Net Zero Building design is likely to add long term value for property investors.

Glass is a major element of all buildings



The ability to charge a higher rental premium for Net Zero buildings is likely to drive ROI. Rental uplift sourced from: The Intelligence Lab, Global Property Market Insight. Knight Frank, 29<sup>th</sup> September 2021. <https://www.knightfrank.com/research/article/2021-09-29-green-building-value-do-greenrated-buildings-add-a-premium-to-sales-price>

# ClearVue – A compelling value proposition



ClearVue delivers quantifiable monetary and post tax benefits makes ClearVue compelling ...

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ClearVue drives Potential Revenue Uplift	Potential Rental Uplift
	Potential Sales Premium
ClearVue drives Potential Operational Saving	Operational Savings
	Quantifiable improvement in building cashflow
	Better Post tax outcome *
ClearVue drives Environmental, Social, and Governance (ESG) Outcomes	Operational Carbon Payback
	Financial disincentive – Penalty **

ClearVue sales message is that not engaging our technology may lead to a  
**= \$\$\$ Cost of indecision**

\* United States has favourable taxation treatment for solar installations.

\*\* Some cities/states in US have financial penalties for excess operationally generated carbon e.g. Local Law 97 in New York City.



# ClearVue Changes Everything



ClearVue Technologies changes the way developers, architects will view glass ...

Pricing:	Unit Sales	→	Value Pricing
Marketing:	Branding	→	Experience
Sales:	Selling Product	→	Solving Needs
Finance:	Unit Margin	→	Lifetime Value
Culture:	Product of the day	→	Sustainability – Net Zero Buildings

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# Stakeholder Benefits

## Investor/Developer:

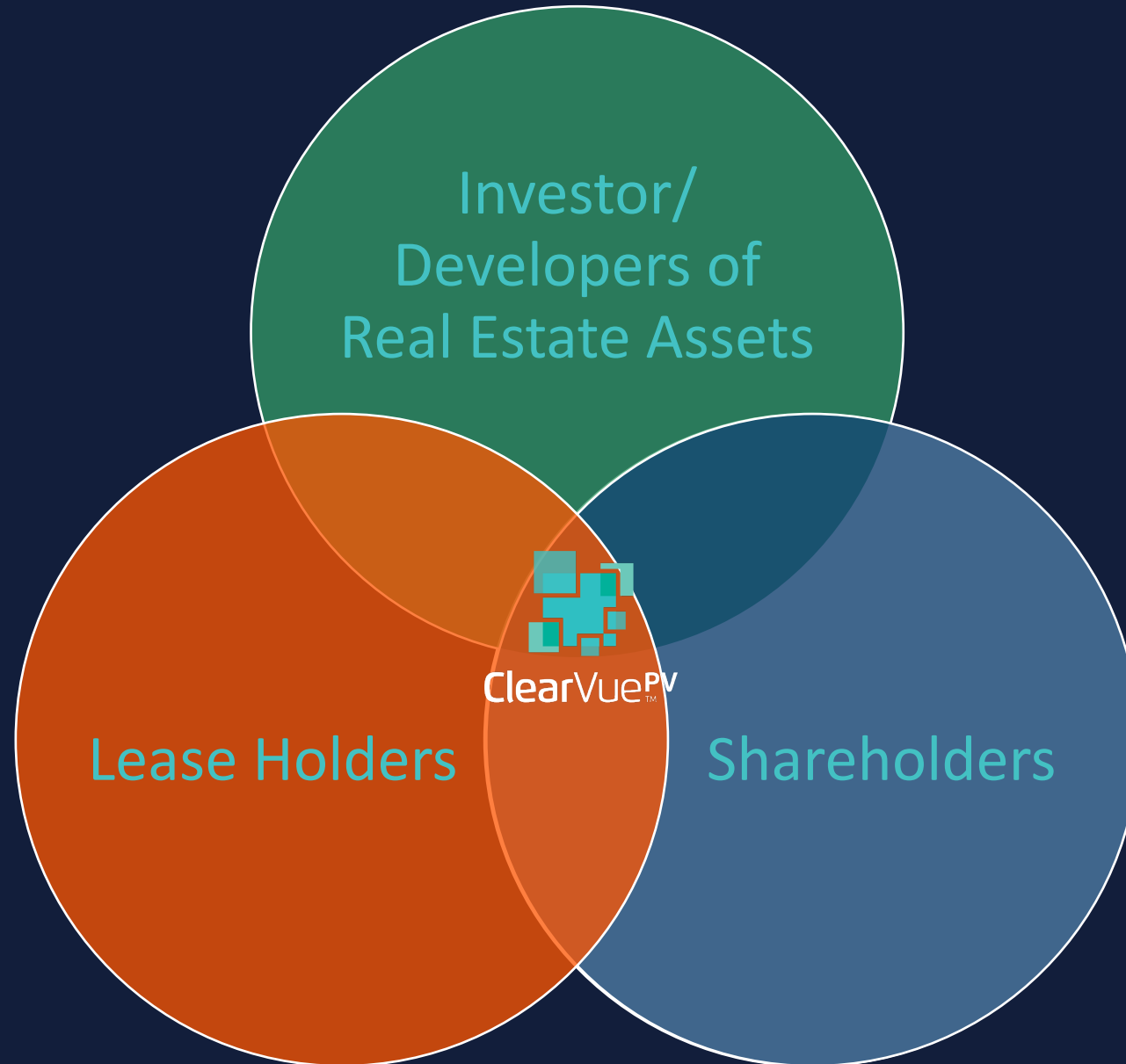
ClearVue provides elegant solution of how to meet Net-Zero building aspirations leading to a reduction in building operating costs plus potential for rental uplift at a price point that is competitive.

Environmental Sustainable Development (ESD) consultants can use ClearVue to reduce cost in other elements of the building.

## Lease holders:

ClearVue provides companies the ability to meet their Corporate Social Responsibility (CSR) by leasing buildings that can demonstrate their environmental credentials.

Employees typically experience improved health, comfort and productivity.



## Shareholders:

ClearVue provides shareholders with:

- Global leverage to the Net-Zero building materials market.
- Scalable business via joint venture and license agreement, and
- Expansive IP protection.

## Growth in Corporate Social Responsibility:

- An estimated 90% of companies on the S&P 500 index published a CSR report in 2019, compared to just 20% in 2011.
- 77% of consumers are more likely to use companies that are committed to making the world a better place.
- 73% of investors state efforts to improve the environment and society play into their investment decision-making.

Source: Social Value Statistics by Robbie Grieshaber, 17<sup>th</sup> August 2021 <https://impactreporting.co.uk/social-value-stats/>

## Joint Ventures

- ClearVue will explore all joint venture opportunities that compliment existing IP, and or have the ability to drive new revenue opportunities in new industry verticals.

## Licenses

- Licenses provide ClearVue with geographical reach and manufacturing capacity.
- All licenses typically include KPI requirements in terms of volume of glass sold. This will allow ClearVue to scale quickly.

## Revenue Model

- ClearVue derives revenue from:
  1. Potential for upfront and renewal license fees
  2. Royalty fee (per sqm) and component sales (with core IP) in distribution and license model
  3. Cross sell/upsell smart façade solutions (commercial ready products in development), and
  4. Direct sales conducted by the ClearVue team (delivered by OEM manufacturers). Payments received under agreed production/installation milestones.
- ClearVue will continue to look at measures to expand and diversify future revenues and revenue streams.

## Communication & Messaging

- Focus is on the economic and environmental benefits of the ClearVue technology and products, plus
- The expansion of the communications footprint will include more social media to drive demand.

## Continual Development

- ClearVue will continue to develop new product using its core IP platform, improve manufacturing methodologies and refine platform integration.
- Markets identified compliment existing product range and leverages existing cost structure and know how.

## ESG/CSR engagement

- ClearVue will actively engage the global industry in discussions on ESG and CSR mandates.
- The longer term objective is to be the building material of choice for Net-Zero buildings.



# Company Priorities



- Build on sales momentum in the US market leveraging the success of the first LOI - ASX announcement dated 8<sup>th</sup> June 2022, ClearVue to undertake first US commercial building install.
- Opening of US Showroom in San Jose, California. This strategic location aligns with San Jose, San Francisco, Los Angeles and the State of California, all of whom are signatories to the 'World Green Building Council - Net Zero Carbon Buildings Commitment' requiring all buildings to be Net Zero by 2050.
- Nurturing of Agtech presence in the US via presenting at the Indoor Agtech Innovation Summit in New York in July 2022.
- Expansion of preliminary discussions within the defence sector in AU and US regions.
- The European team will reset its activities with the appointment of Alexander Valenzuela as GM for Europe.
- Accelerate the commercialisation discussions surrounding the success of the Greenhouse test site in Sendai, Japan.
- ClearVue to pursue ESG compliant status to provide the mechanism for ClearVue to be included in ESG mandate considerations.
- Communications strategy to respond to ESG and Corporate Social Responsibility mandates. This will promote awareness of ClearVue for end product use and investment options.
- Technology development - Business as Usual (BAU).

# Growing a Global Footprint

**Total Number of licenses under negotiation or in discussion = 25**

Total Number of licenses executed = 8



# ClearVue Supply Chain/Production



## ClearVue Product – Sold under license

ClearVue is not directly involved in the procurement of glass or supply of finished product. It will be the responsibility of the license holder to meet client delivery expectations. ClearVue will receive main revenue from sale of core components (core IP elements) – Nanoparticle doped PVB Interlayer & Solar PV strips and associated connectors. ClearVue will also receive an ongoing license fee plus a royalty fee per sqm of glass sold.

## ClearVue Core IP - Interlayer

- Controlled by ClearVue
- Product cannot be made without interlayer IP
- Ingredients are not rare earths i.e. are not inherently expensive in their own right
- No one source has access to the recipe

## ClearVue Product – Direct Sale

All sales sourced directly by ClearVue will be made under Original Equipment Manufacturing (OEM) arrangements in China and other territories. Specifically the Company has a current focus on securing US supply chains for local US supply including working more closely with D2 Solar in California (see [ASX release of 8 February 2022](#)). This includes lamination and construction of the frame and wiring.

## ClearVue Production Process

ClearVue interlayer complements the existing glazing industry lamination and manufacturing processes and requires limited infrastructure investment.



*ClearVue - Green house project in Sendai City, Japan*

*By 2060, the world is projected to add 230 billion m<sup>2</sup> (2.4 trillion sq ft) of buildings, or an area equal to the entire current global building stock.*

*“the equivalent of adding an entire New York City to the planet every month for the next 40 years.*

*Achieving zero emissions from new construction will require energy efficient buildings that use no on-site fossil fuels and are 100% powered by on- and/or off-site renewable energy.”*

Source: Architecture 2030 - <https://architecture2030.org/>

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ClearVue  
Technology &  
Product



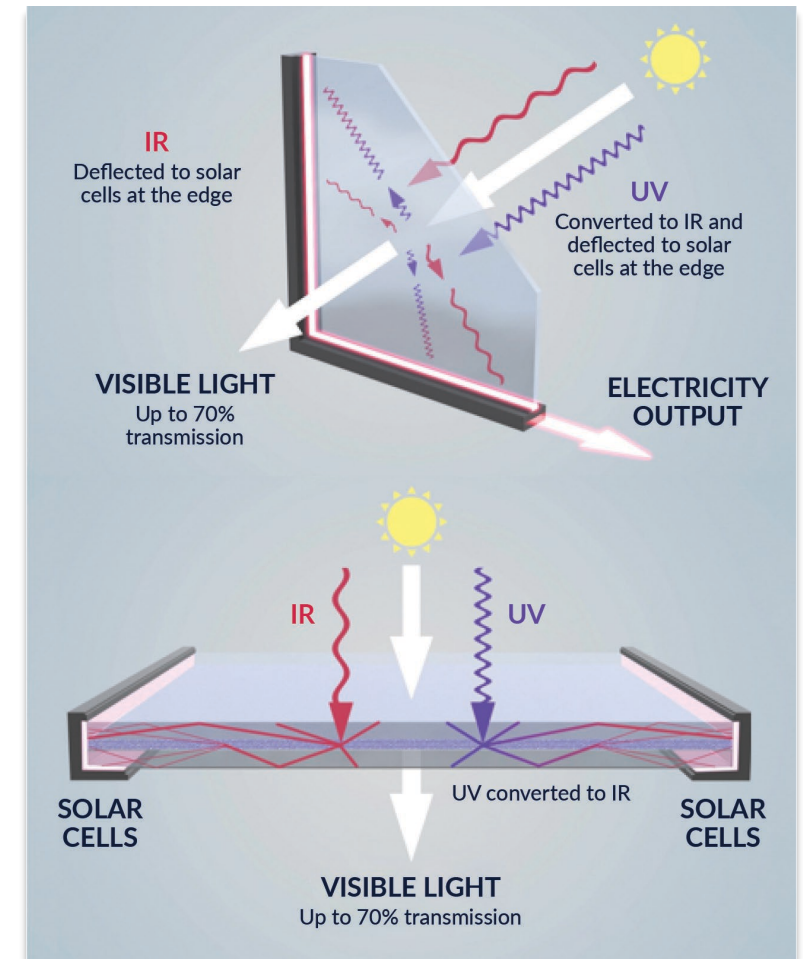


# Technology Overview

ClearVue's (CPV) patented technology sits within an activated interlayer between two panes of glass:

- Visible light ( $T_{vis}$ ) passes through the glass ~70% VLT
- **Micro & nano particles** interact with ultraviolet (UV) radiation which is down-converted to longer wavelengths
- Light is scattered and reflected to the edges of the glass
- Photovoltaic (PV) cells at the edge of the glass collect photons **producing electricity**
- ClearVue has extensive IP protection on its technology and products (**230+ patents granted**)

**Strong innovation pipeline of new technologies to enable access to new market segments**



ClearVuePV Insulated Glass Units (IGU) integrate photovoltaics into windows, skylights and curtain walls

## Core benefits of the ClearVue IGU

- Power generation up to  $40 \text{ W}_p/\text{m}^2$
- Provides high thermal envelope performance
- Works with thermal coating technologies
- Visual light transmission up to 70%
- Configurations to suit all climatic conditions
- Carbon neutral over the lifetime of the product
- Contributes to reducing carbon footprint
- Commercial sizes available now up to 3.2m x 2.0m



*Images for illustrative purposes only*

# Why ClearVue Technologies?



- ✓ Operates in a “quasi” mandated change environment
- ✓ Change in buyer behaviour towards net zero
- ✓ No obvious replacement for glass
- ✓ ClearVue business model is scalable
- ✓ The addressable market is global

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ClearVue<sup>PV</sup>

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- Company Profile
- Team Profile
- Technology Certification
- World Green Building Council Signatories

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## Capital Structure

(at 16 June 2022)

No debt.

Ordinary Shares on Issue 211,740,344

Options on Issue 16,144,867

AUD \$0.20 exercise price - exp. 31 Dec 2022 - 9,144,867  
 AUD \$0.25 exercise price - exp. 22 Dec 2023 - 800,000  
 AUD \$0.1425 exercise price - exp. 11 Jul 2024 - 1,750,000  
 AUD \$0.75 exercise price - exp. 30 Jun 2024 - 2,000,000  
 AUD \$0.37 exercise price - exp. 2 Feb 2024 - 3,000,000

Performance Shares 3,000,000  
 Performance Rights 10,000,000

Approx. Market Cap @ \$0.265 ≈ \$56 million

Audited Cash Balance (31 Dec 2021) ≈ \$13.77m

## Shareholders

(as at 16 June 2022)

Top 20 holding 40.44% of Issued Capital

13.33% held by board

## Share Price Performance

(June 2021- 16 June 2022)



High 0.48 on Jan 14, 2022

Low 0.23 on Nov 23, 2021

Avg 0.32 for past 1 year

# Corporate Structure – Board



**Victor Rosenberg**  
Executive Chairman &  
Founder

**25 years glass industry**

Serial entrepreneur, recognized globally for his contributions to glass industry. Extensive business experience in senior management and sales over ~50 years.



**Stuart Carmichael**  
Non-Exec Director

**20 years corporate finance**

Member of the Institute of Chartered Accountants with over 20 years corporate finance experience. Chairman of Schrole Group Limited (ASX: SCL) and K-TIG Limited (ASX: KTG), Non-Executive Director of De.mem Limited (ASX: DEM) and Harvest Technology Group (ASX: HTG).



**Roger Steinepreis**  
Non-Exec Director

**30 years corporate law**

Corporate and resources lawyer with 30+ years' experience. Legal adviser to public companies on corporate related matters. Non-Executive Director of Meeka Gold Limited (ASX: MEK).



**John Downes**  
Non-Exec Director

**30 years' experience in glazing and façade systems**

Construction industry professional with over 30 years' experience in glazing and façade systems and construction project management. Global Head of Façade Supply Chain at LendLease based in London, UK. MSc Façade Engineering from the University of Bath & Fellow of the Society of Façade Engineers.



**Deborah Ho**  
Company Secretary

**Over 12 years corporate and compliance**

Company Secretary to ASX-listed and private companies, involved in numerous public corporate transactions. Ms Ho is an Associate of the Governance Institute of Australia.

# Corporate Structure – Management Team



**Basil Karampelas**  
**CEO – North America**  
25+ years senior financial, operational & advisory roles

Senior executive with experience in a variety of senior financial, operational, & advisory roles including: MD leading a national advisory firm's energy & sustainability practice; operating partner responsible for ESG investments; and co-founder of BP Energy Financial Services leading investments in energy & renewables projects.



**Alexander Valenzuela**  
**General Manager - Europe**  
15+ years senior management & 10+ years architectural & design experience

Architect with 15+ years of senior management experience in marketing, sales & BD, acting as VP of European & Global operational activities while working for innovative companies in the renewables sector. A successful track record of business development & sales with a deep PV technology understanding & execution experience.



**Jamie Lyford**  
**COO & General Counsel**  
25+ years IP law / technology commercialisation

IP, commercial and licensing lawyer with 25+ years' experience at local and global law firms, BHP, global IT company ATOS and operated Western Australian Government Innovation Centre.



**Geoff Edwards**  
**CFO**  
30+ years in CFO, senior financial & commercial roles

CPA with 30+ years CFO experience across a variety of service organisations (including ASX-listed companies). Significant experience with start ups, M&A, high growth businesses, equity & debt capital raisings.



**Earle Harper**  
**Head of Investor Relations**  
25+ years corporate & government experience

Senior corporate and commercialisation advisor with experience in the financial services, ICT & renewable energy sectors. A broad commercial background and significant investor relations, business strategy and corporate communications experience.



**Douglas Hunt**  
**Business Development Manager**  
30+ years senior mgt & 7 years renewables industry experience (US & Australia)

Former Chief Executive of Europcar Asia Pacific & Regional Director Asia Pacific for Europcar International, responsible for 31 countries in the APAC region. Extensive experience in international franchising & licensing & brings significant experience in the application & integration of alternative energy solutions.

# Corporate Structure – Technical & Development Team



**Steve Coonen**  
**VP Development**  
38 years in PVs; 26 year focus on BIPV

Photovoltaic consulting engineer specializing in BIPV (California). A pioneer in the BIPV field with 3,000+ BIPV systems fielded to his credit, including the California Academy of Science in San Francisco, the Whitehall Ferry Terminal in Manhattan and 1,500 new houses for Pulte Homes.



**Dr Mikhail Vasiliev**  
**Lead Scientist**  
20+ years physics

Multi-skilled expert in optical physics, engineering, photonics, nano-engineering and scientific software development with a PhD (Physics) from Victoria University (Melbourne) and co-author of 50+ research articles in peer-reviewed journals. Senior Research Fellow at Edith Cowan University (15yrs) focused on nanotechnology, materials science and supervising PhD students.



**Tao Zhang**  
**Structural Engineer**  
16+ years engineering

Chartered professional engineer in Australia and China. Project Manager & Senior Technical Officer at ClearVue, leading technical team on product certification programs and involved in R&D and sales efforts, manages global OEM manufacturer and supplier relationships.



**Chris Cole**  
**Mechatronic Engineer**  
2+ years engineering and product development

Mechatronic Engineering (first class honours), Sydney University. Contributes to the design, development, construction, programming and testing of ClearVue Smart Façade prototypes, and brings a knowledge of integrated software, hardware and AI systems to the team.



**Serjana Sadeq**  
**Product Manager**  
9+ years in pharmaceuticals & management

Experienced in healthcare management and delivery of new products and services. Contributes to R&D activities, planning and business development.



## Structural & Mechanical

- ✓ EN 14351-1:2006+A2:2016 Windows and doors – Product Standard, performance characteristics – Part 1: Windows and external pedestrian doorsets;
- ✓ AS 2047:2014 Windows and external glazed doors in buildings;
- ✓ AS/NZS 4284:2008 Testing of building facades;
- ✓ AS 1191:2002 Acoustics – method for laboratory measurement of airborne sound insulation of building elements;
- ✓ ISO 717-1:2013 Acoustics- Rating of sound insulation in buildings and of building elements – Part 1: Airborne sound insulation.



Listed to IEC & UL 61730 - 1 & 2

## Electrical

- ✓ IEC 61730-1 Photovoltaic (PV) module safety qualification Part 1: Requirements for construction;
- ✓ IEC 61730-2 Photovoltaic (PV) module safety qualification Part 2: Requirements for testing;
- ✓ IEC 61215-1 Terrestrial photovoltaic (PV) modules Design qualifications and type approval – Part 1: Test requirements;
- ✓ IEC 61215-2 Terrestrial photovoltaic (PV) modules Design qualifications and type approval – Part 2: Test procedures;
- ✓ UL 61730-1 Photovoltaic (PV) module safety qualification Part 1: Requirements for construction;
- ✓ UL 61730-2 Photovoltaic (PV) module safety qualification Part 2: Requirements for testing;
- ✓ UL 790 Standard Test Methods for Fire Tests of Roof Coverings.



# World Green Building Council Signatories



Business - Global	Business - Regional	Cities	States & Regions
128 Companies	7 Companies	28	6
<p>Sectors</p> <ul style="list-style-type: none"> <li>• Apparel Manufacturer</li> <li>• Architecture/Engineering</li> <li>• Asset Management</li> <li>• Education Administration</li> <li>• Unlisted Direct Property</li> <li>• Engineering &amp; Sustainability Consultancy</li> <li>• Property Design &amp; Development</li> <li>• Engineering &amp; Professional Services</li> <li>• Financial Services/Bank</li> <li>• Management Consultancy/Software Development</li> <li>• Product Developer</li> </ul>	<p>Sectors</p> <ul style="list-style-type: none"> <li>• Asset Management</li> <li>• Environmental Engineering Consultancy</li> <li>• Multidisciplinary Professional Services</li> <li>• Real Estate Services</li> </ul>	<ul style="list-style-type: none"> <li>• Cape Town – South Africa</li> <li>• Copenhagen – Denmark</li> <li>• eThekweni – South Africa</li> <li>• Heidelberg – Germany</li> <li>• Helsinki – Finland</li> <li>• Johannesburg – South Africa</li> <li>• London – England</li> <li>• Los Angeles – USA</li> <li>• Medellin – Colombia</li> <li>• Melbourne – Australia</li> <li>• Montreal – Canada</li> <li>• New York City – USA</li> <li>• Newburyport – USA</li> <li>• Oslo – Norway</li> <li>• Paris – France</li> <li>• Portland – USA</li> <li>• San Francisco – USA</li> <li>• San Jose – USA</li> <li>• Santa Monica – USA</li> <li>• Seattle – USA</li> <li>• Stockholm – Sweden</li> <li>• Sydney – Australia</li> <li>• Tokyo – Japan</li> <li>• Toronto – Canada</li> <li>• Tshwane – South Africa</li> <li>• Valadolid – Mexico</li> <li>• Vancouver – Canada</li> <li>• Washington DC – USA</li> </ul>	<ul style="list-style-type: none"> <li>• Baden-Wurttemberg – Germany</li> <li>• California – USA</li> <li>• Catalonia – Spain</li> <li>• Navarra – Spain</li> <li>• Scotland – United Kingdom</li> <li>• Yucatan – Mexico</li> </ul>

**Source:**

List sourced from <https://www.worldgbc.org/commitment-signatories?cat=state-region> as at 1<sup>st</sup> June 2022

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