



ClearVue^{PV}

CLEARVUE TECHNOLOGIES LIMITED

Shareholder Update Presentation

November 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

Company Update

Company Update - Summary



- Focus on US sales and marketing opportunities is starting to deliver results, with 44% of the sales leads originating from the US.
- Public Relations and consistency of messaging are starting to deliver positive results.
- Corporate opportunities – The company is exploring multiple opportunities that are likely to deliver access to market and sales opportunities. Elstar discussions continue.
- Appointment of Clifton Smyth strengthens expertise, circles of influence and sales discipline.
- Clear segmentation of sales and marketing efforts to deliver short, medium and long term shareholder value.
- Announcement of retirement of Victor Rosenberg, founder and Executive Chairman.
- John Downes, current Non-Executive Director, will assume the role of Non-Executive Chairman.
- Executive search for Global CEO underway.
- Building & Construction Authority (BCA) testing is underway in Singapore, with results expected in early March Quarter 2023.
- US Air Force final evaluation process expected by early March Quarter 2023.
- Continued Research & Development will lead to product improvements throughout 2023.
- Short term objective – Conversion of sales leads.

The importance of Market Segmentation

Understanding Revenue Recognition



- The glass facade market is the primary market for ClearVue.
- The glass façade market is likely to be the driver of long-term revenue growth and ultimate shareholder value. The challenge is time.
- A large scale, green fields (and retrofit) façade opportunity can take years to materialise into revenue due to the time taken for approvals, design confirmations, funding and the logistics of building such a structure.
- For the purposes of driving revenue into the Company, ClearVue has employed a strategy of segmenting the addressable market into areas that will promote revenue recognition under the following criteria:

Revenue Recognition - Time horizon	Criteria
<ul style="list-style-type: none">• Short Term – Ability to generate revenue within 12 months	Small scale opportunities where the sales cycle, including design, approval and installation can be less than 12 months. The key target market is the skylight and home renovation markets.
<ul style="list-style-type: none">• Medium Term – Ability to generate revenue within 12-36 month	Small scale commercial, social infrastructure projects that typically require council approval or town planning and are more complex in nature.
<ul style="list-style-type: none">• Long Term – Ability to generate revenue greater than 36 months	Large scale commercial projects that require long term planning and funding models. The key target market is the façade, large scale government/commercial installations.

Understanding Revenue Recognition - Examples



Execution of strategy – ASX announcement
17th October 2022

Short Term – 12 Months

- Small scale opportunities where the sales cycle, including design, approval and installation can be less than 12 months. The key target market is the skylight and home renovation markets.
- As a product, Skylights lends itself to mass production, allowing ClearVue to scale. The adoption of skylights is a high growth market growing at a CAGR of 15.3% over the next 9 years to U\$5.5 billion in 2030.



Execution of strategy – Zetland Park, Sydney

Medium Term – 12- 36 Months

- Small scale commercial, social infrastructure projects that typically require council approval or town planning. Projects are likely to be of a more complex nature and have a higher dollar value.
- Drivers of growth in the domestic and international markets are likely to come from mandated change within a council (or city) to meet net zero building initiatives. Example is Zetland Park, Zetland Sydney.



Long term business plan

Long Term – 36 Months+

- Large scale commercial projects that require long term planning and funding models. The key target market is the façade, large scale government/commercial installations
- Large scale projects demand a long term sales cycle. Success will require ClearVue to be included at the earliest levels of the project engagement.



Commercialisation Update

Sales Leads by Region

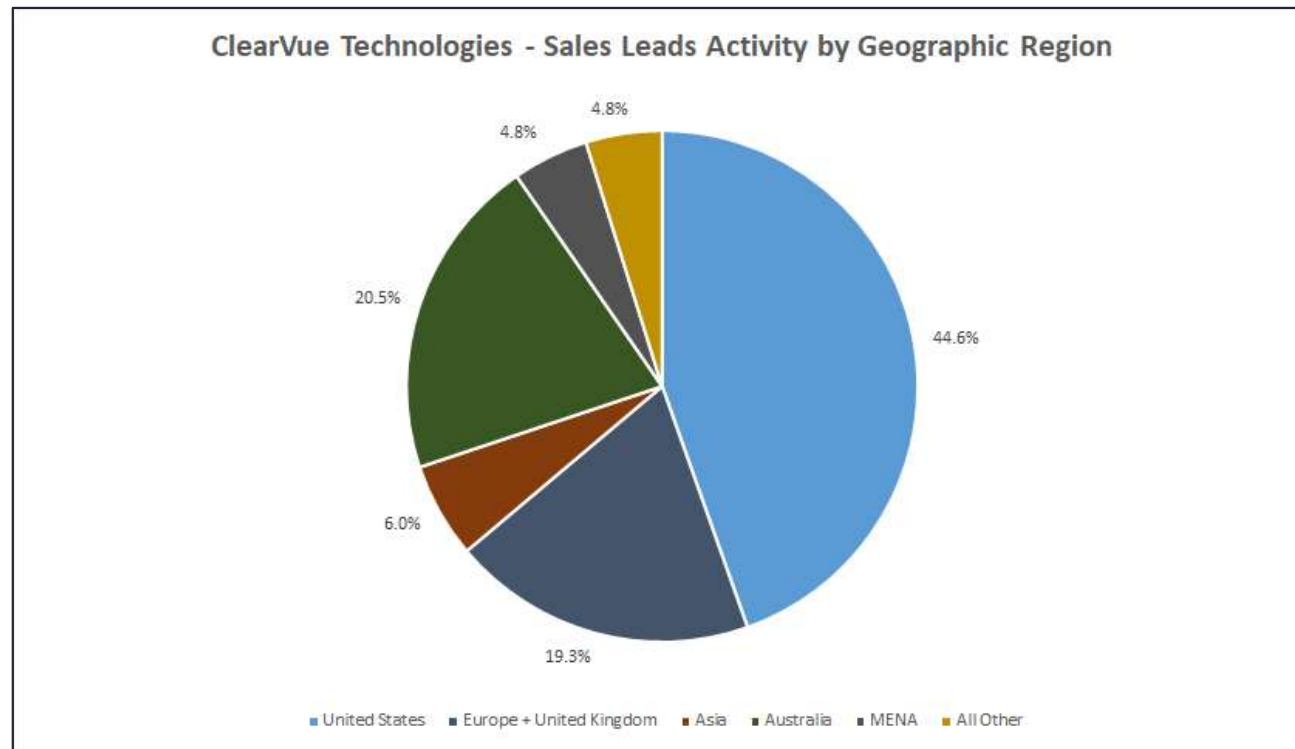


The second half of the 2022 calendar year saw a considerable uplift in sales leads across all geographic regions. The most significant rate of change in sales leads occurred in the US market due to the confluence of:

1. Mandated change by the State of California. The state is a signatory to the Net zero buildings by 2050 means that as a state, California will need to change and consider all viable options to meet policy objectives. ¹
2. Mandated change by the City of New York. The goal is to reduce the emissions produced by the city's largest buildings by 40 per cent by 2030 and 80 per cent by 2050. ²
3. Significant changes in buyer behaviour towards the decarbonising of the economy. The people and governments of California and New York City want to change ³ and;
4. The ESG overlays on business require innovation to be adopted in the building and construction industry to meet carbon abatement objectives.

ClearVue has also benefitted greatly from a visible presence in the US. As previously advised to the market of attendance of events such as AgTech week in New York, EY's Strategic Growth Forum in California has resonated in the US.

Plus, the collaboration with Nodis (Defence Market) and Advance Impact Technologies for US manufacturing and sales/distribution provides a sales platform leading into the 2023 calendar year.



ClearVue Technologies has over 80 opportunities within its sales Leads.

ClearVue cannot guarantee success in the conversion of sales leads.

Source:
1: https://worldgbc.org/thecommitment/commitment-signatories/?_sfm_signatory_type=governments
2 https://worldgbc.org/thecommitment/commitment-signatories/?_sfm_signatory_type=cities
3 <https://www.ppic.org/publication/californians-views-on-climate-change/>

United States – Sales Activity/leads

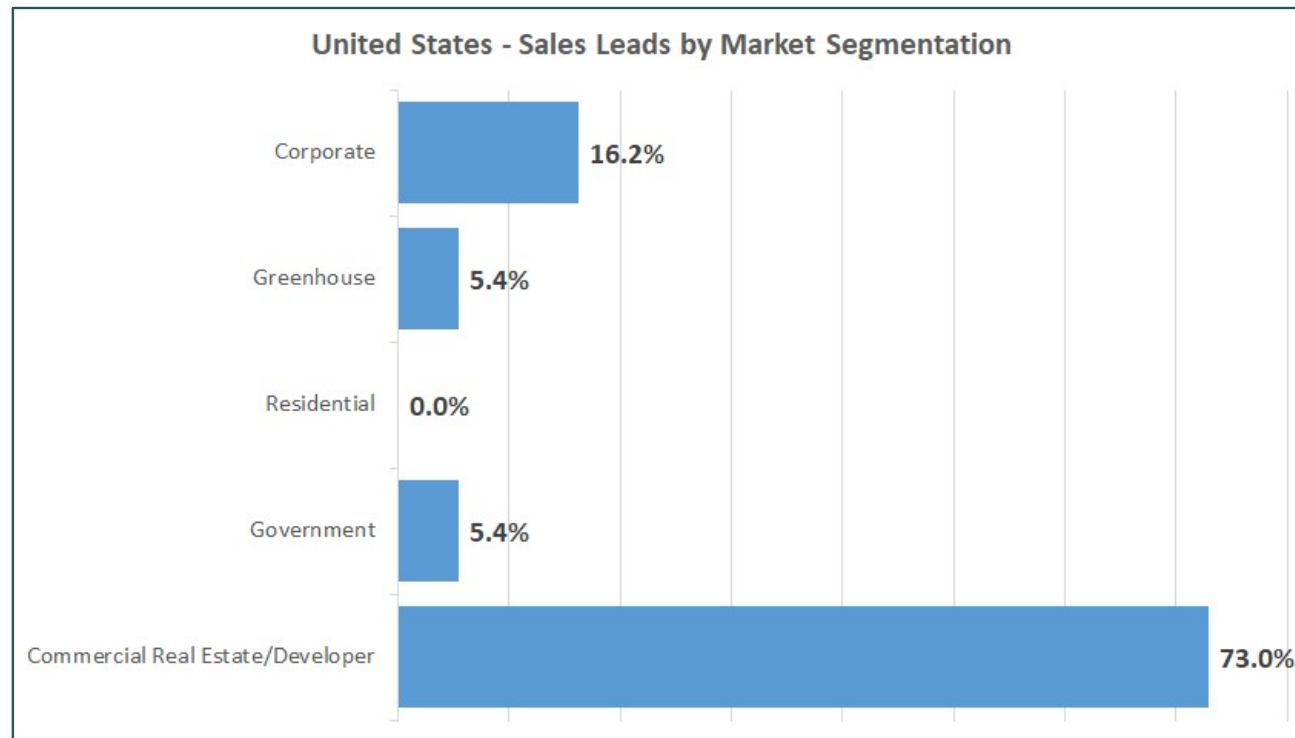


- The US operation represents over 44% of the Company's sales leads with over 35 opportunities.
- Recent policy initiatives undertaken by the US Government (the Inflation Reduction Act) are likely to lead to favourable tax outcomes for ClearVue. ClearVue has observed heightened levels of interest post-passing of the US legislation. ⁴
- 75% of sales discussions are with Commercial Real Estate and Developers, including preliminary discussions with Real Estate managers with US National footprint.
- Corporate sales leads include organisations that provide consulting services to the real estate sector, asset managers and family offices.
- Profile uplift in the US resulting from attendance and demonstration at EY Strategic Growth Forum 2022 US in November should not be underestimated.
- Expect sale activity uplift in March Qtr 2023 with Advanced Impact Technologies salesforce commencing sales program.

Short term Focus

- Sales Conversion
- US Defence Force opportunity with Nodis.
- Clarity on the testing outcome of New York trials.
- Greenhouse market.
- Residential market – Market segmented with target companies identified.
- Expansion of public relations.

Source:
[4: Inflation Reduction Act One Page Summary \(senate.gov\)](#)



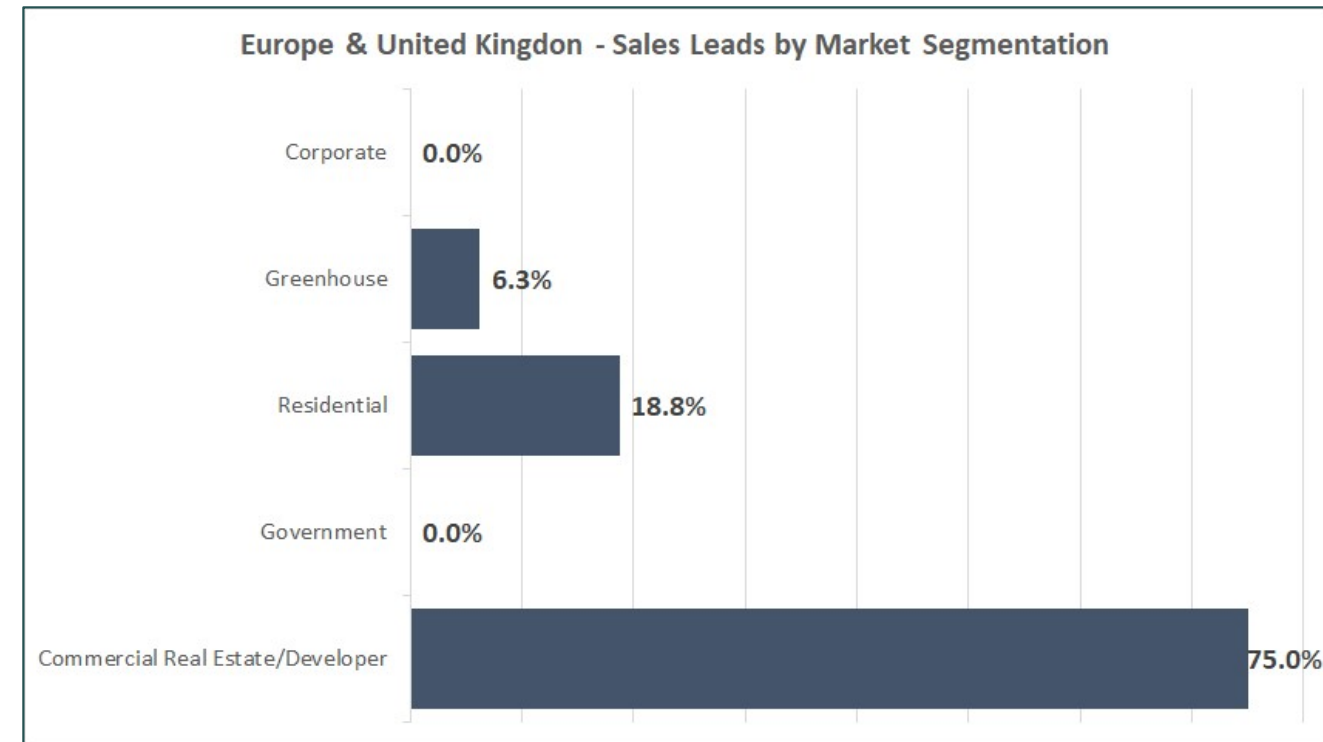
Europe & United Kingdom – Sales Activity/leads



- Europe and United Kingdom sales leads represent circa 19% of the total Company sales leads.
- Residential opportunities are likely to include Skylight installations.
- Multiple demonstration sites under consideration.
- Policy setting across Europe is favourable for ClearVue product ⁵.
- Limited Company resources (emphasis on the United States) have resulted in slower market penetration.

Short term Focus

- Expansion of license opportunities in Europe and the United Kingdom.
- Logistics and supply chain issues to be worked through.
- Clifton Smyth – Global Sales addition to the team will bring invaluable experience and circles of influence to the Company to explore.
- Emphasis on demonstration opportunities. Feedback from the market is the need to see and observe ClearVue product.



Source
5: https://energy.ec.europa.eu/topics/energy-efficiency/energy-efficient-buildings/nearly-zero-energy-buildings_en

Asia – Sales Activity/Leads

- Asian sales leads represent circa 6% of the total Company's sales leads.
- Completion of the BCA test in early 2023 will be the catalyst to promote sales opportunities in the Asian region.
- Singapore is likely to be a critical market as the Company has developed a number of meaningful relationships within Singapore over a number of years.
- There are elevated levels of interest from within ASEAN countries. Of particular interest is Indonesia. As a country, Indonesia is likely to see a significant uplift in construction due to 1) growth in the middle-class population, 2) economic growth, and 3) the level of social infrastructure under consideration. ⁶

Short term Focus

- BCA testing completion is critical as this provides a launching pad for the region.
- Engagement within the Singapore market post BCA.
- Engagement in the Cambodian market.
- Multiple license opportunities can be brought to market by 30 June 2023.
- Japan – ClearVue is expecting to have clarity on the greenhouse opportunities.

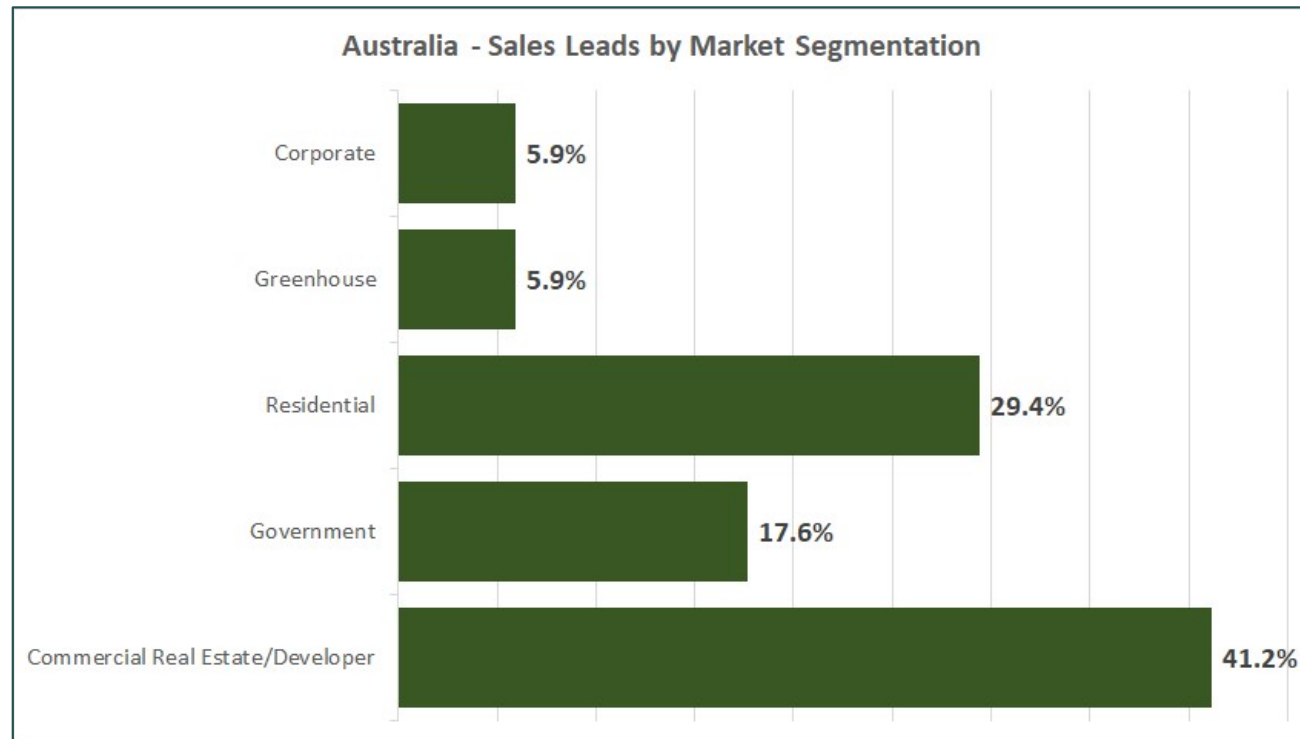


Australia - Sales Activity/Leads

- Australian sales leads represent circa 20% of the total Company's sales leads.
- Recent public relations activity has heightened interest in ClearVue products. Specifically, the communications program around the Company's Defence initiative and the Zetland Park, Sydney Social Infrastructure opening has led to multiple inquiries.
- Observation – Public awareness of climate-related issues has resulted in an awareness of the move towards renewable energy and sustainability. ClearVue's ability to generate electricity on-site has met the buyer behaviour of the market. 7
- Elevated levels of engagement with the State Government are encouraging. The Company is aware of the long sales cycle associated with government procurement; however, the investment of time into this sales channel is important, particularly the policy agenda of a move to net zero carbon buildings.

Short term Focus

- Sales conversions.
- Leverage license opportunities and sales reach.
- Deeper engagement with the State Governments, particularly with significant short- and medium-term events.



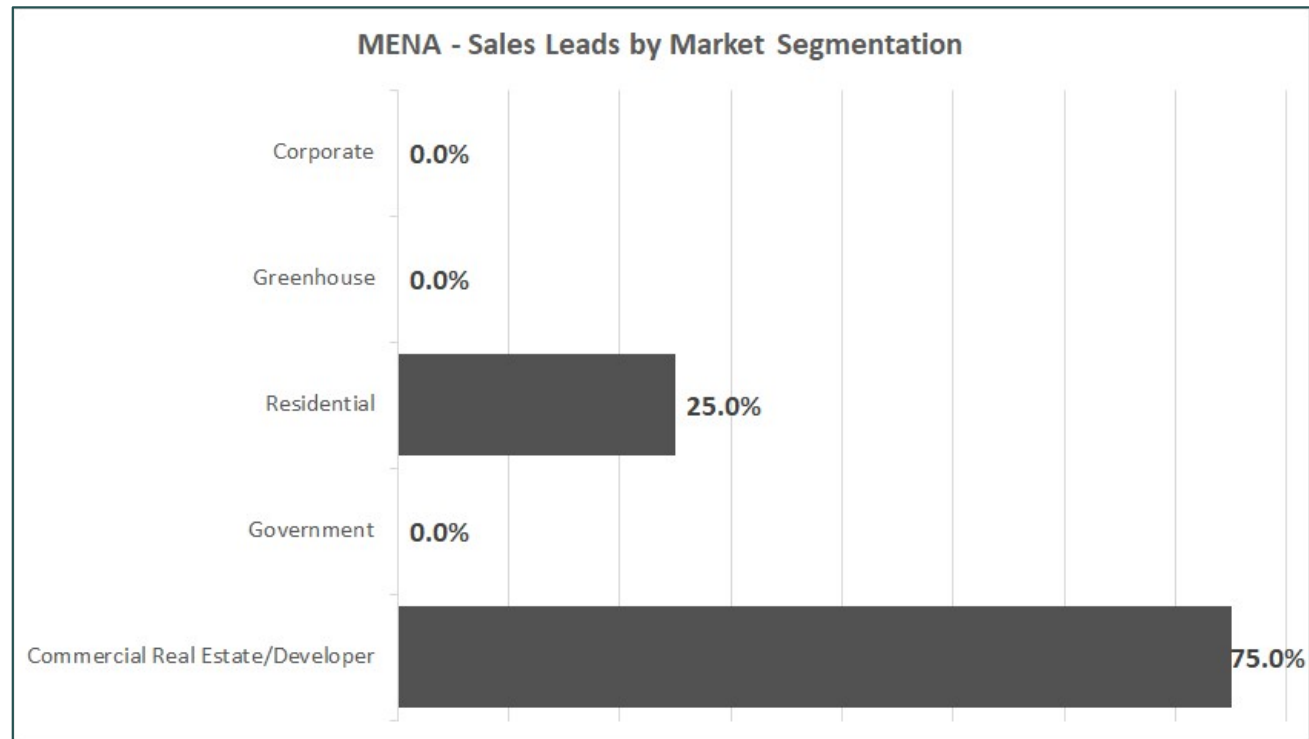
Middle East & North Africa (MENA) - Sales Activity/Leads



- MENA sales leads represent circa 5% of the total Company's sales leads.
- The Company has received multiple inquiries from the MENA region from a distribution perspective.
- The importance of renewable energy and environmental considerations is growing, albeit off a low base.

Short term Focus

- Understand the opportunity in MENA. The region is a party to a significant level of construction activity.



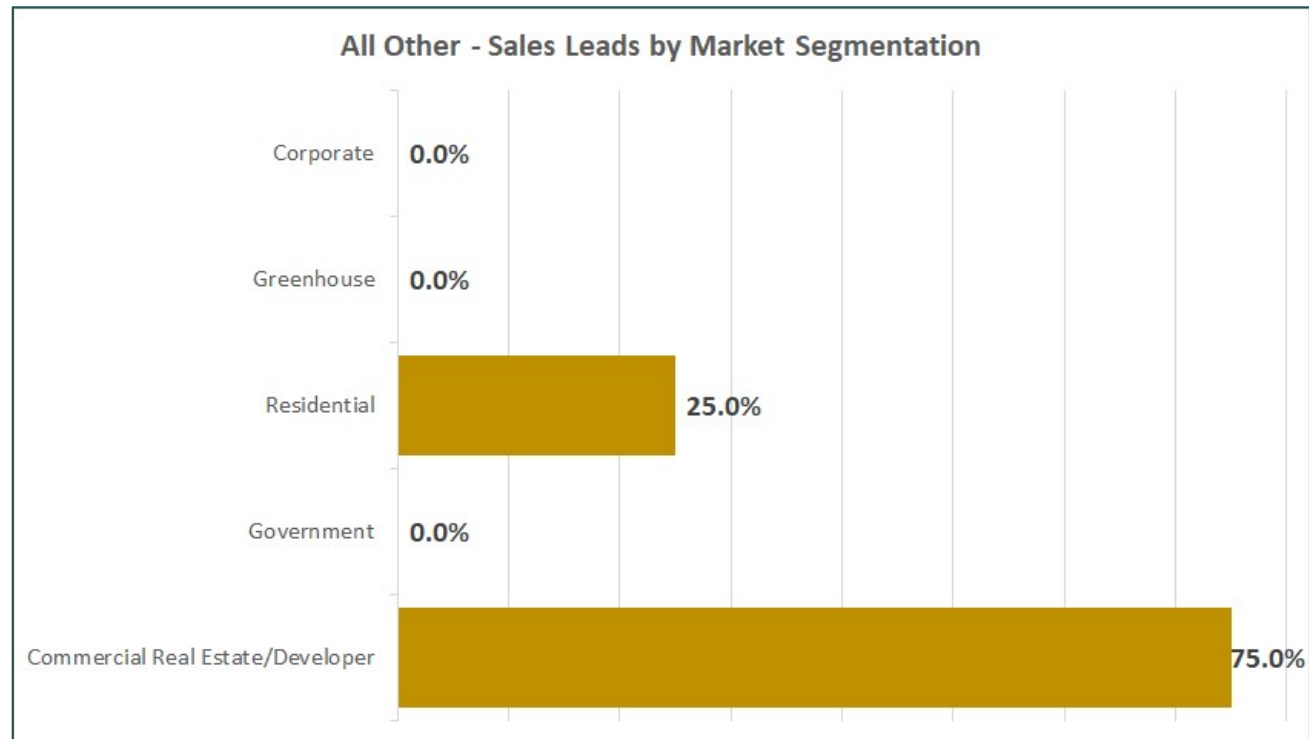
All Other Countries - Sales Activity/Leads



- The Company has received multiple opportunities from various countries and represents circa 5% of the total sales leads.
- ClearVue PV is under consideration with a property developer in Africa.
- Public Relations efforts by the Company are starting to pay dividends with increased levels of inquiry.

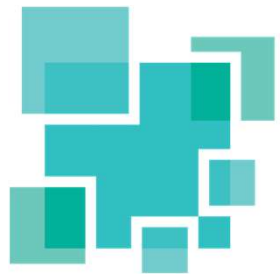
Short term Focus

- Sales conversions. Delivery of products will be sourced from ClearVue's existing supply capabilities in the absence of an existing supplier.
- Seek to expand license opportunities.
- Due diligence and identification of potential licensees for the Indian market.



Short Term Priorities

- Conversion of Sales leads into sales
- Emphasis on due diligence and selection of strategic partner(s)
- License – Leverage existing relationships
- Communications
- Technology upgrade likely to push ClearVue PV down the cost curve
- Building out team



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- Company Profile
- Team Profile
- Technology Certification

Company Profile



Capital Structure

(at 22 November 2022)

No debt.

Ordinary Shares on Issue 213,061,352

Options on Issue 15,694,867

AUD \$0.20 exercise price - exp. 31 Dec 2022 - 8,144,867

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 @ \$0.185 ≈ \$38.35 million

Audited Cash Balance (30 June 2022) ≈ \$11.75 million

Shareholders

(at 22 November 2022)

Top 20 holding 40.44% of Issued Capital

13.25% held by board

Share Price Performance

(Nov 2021 - 22 November 2022)



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 Steinpreis
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.



Clifton Smyth
Global Business Development Director

20+ years in façade, architectural & construction sector

Global supply chain management, risk management and securing projects across Europe and the Middle East. Held senior positions with McMullen Facades Ltd, Linder Group, Multiforms and Kann Finch Group (UAE).



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.



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.

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.

Certifications and Compliance Details



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.