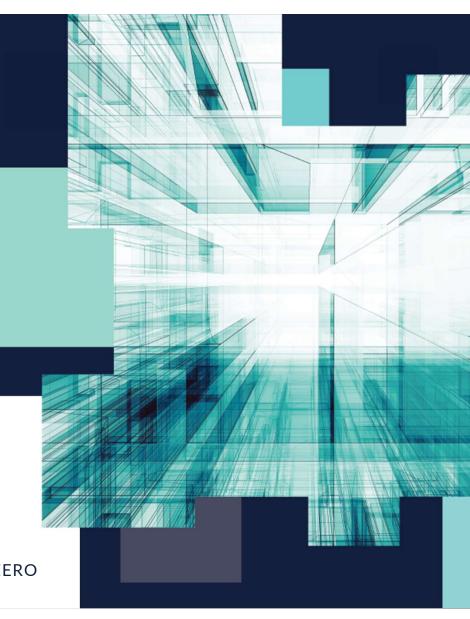


CLEARVUE TECHNOLOGIES LIMITED

# Annual General Meeting Investor Briefing

29 November 2024

SOLAR VISION GLASS | POWER FAÇADE | A LEAP TO NET ZERO





## CEO Presentation

Martin Deil



## Key Highlights



We are a much stronger business than 12 months ago. ClearVue has achieved:

#### **Up 80%**

In executed licensee agreements<sup>1</sup>

#### **Up 340%**

In New Licensee Pipeline.
Global footprint is now within reach

#### **Up 252%**

Project quotes 2024 vs 2023<sup>2</sup>

**2,999** mentions

PR/IR mentions in FY24. We are being noticed globally

Global certification and testing

First installation in Melbourne, Australia USA office opening and increase in sales execution capacity

Continued our investment into capacity/processes to meet future sales volume

Institutional Corporate Engagement and Investment

<sup>&</sup>lt;sup>1</sup> the twelve months since the 2023 AGM

<sup>&</sup>lt;sup>2</sup> Direct sales/licensee project enquires, grouped by calendar year

## What we have delivered



12-month business focus at the AGM'23		Delivered in 2024		
Bu	uild a solid foundation first in key markets with fully certified products	Focus on US market plus new licensees in MENA, Asia and UK. Strong pipeline of new licensees	Alutec, HT Glass, MS Glass, 8G Solutions, Maxblue, System USA, My Green Project	
	Managed sales growth to allow sales and logistics capabilities to mature	First sales achieved in key strategic industry verticals of Solar Glass, Cladding and Greenhouse Markets	System USA greenhouse, CFMEU building, Enex100	
	Process is "everything" in delivering customer and shareholder value	Investment into necessary systems for global rollout is well underway	ERP system, flash tester, product standards	
	Maintain focus on R&D	Significant expansion of IP with investment into components, junction box, nano particle and greenhouse solutions	Optimising PVB materials; quantum dots research; Murdoch greenhouse research	
	The board is aware of capital requirements	Successful capital raise with first institutional investment onto the share register	\$7.5m raise ahead of the US elections at favourable terms	

## Licensee update



#### Global footprint is now within reach

- On track to meet 2025 financial year target of 23 new licensees – a total of 31
- Going through due diligence process with potential licensees
- All potential licensees have an existing pipeline

#### ClearVue Business model

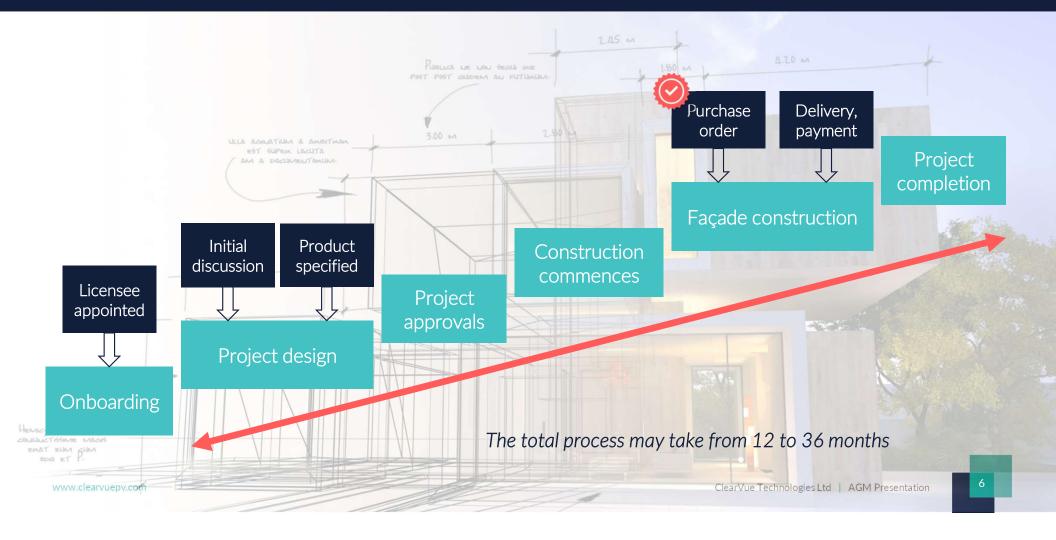
- Licensees (fabricators) are our direct clients
- Multiple revenue streams
- Promotes scale quickly through established distribution, sales pipeline of licensees
- Translates into a capital lite business
- The business will transition away from internal generated pipeline overtime

KEY MARKETS	EXISTING LICENSEES	2025 PLAN
South-East Asia + Australia	2	+6
Americas	4	+4
Middle East	3	+6
Africa	0	+1
Europe	1	+6



## Building industry has long project cycles





## Regional outlook



#### The world is decarbonising

Global government net zero targets collectively represent 92% of global GDP (up from 68% in December 2020).

With building operations contributing up to 27.3% of annual global CO2 emissions, ClearVue solar façade solutions are and will be in demand.

#### **UNITED STATES**

- US Election result unlikely to have material impact
  - Building Codes are state-based
  - Cities can still determine their own carbon objectives
  - IRA remains intact but still to play out
- Strong market interest
- Focus on capacity building and sales/execution team

#### **ASIA/MENA**

- Very high interest
- Ongoing licensee and sales discussions in Singapore, Malaysia, Hong Kong and the Middle East
- Buyer behaviour to adopt new technology is high

#### **UK/EUROPE**

- Focus on licensee attraction
- European certifications are in place
- Policy settings remain accommodative for ClearVue products

#### **AUSTRALIA**

- 100 St. Georges Tce, Perth / CFMEU installation has proven to be an invaluable reference source
- Pipeline of projects is expanding (currently 13)
- Expect sales to accelerate in early 2025

## Technology outlook - PV building envelope





A net zero energy building is within reach

- Our Core product range receives global attention
- Final Certifications to be completed in US in the first quarter of 2025
- 174 Patents & Applications, 36 Trademarks and 111 Designs
- Actively quoting domestically and internationally
- Imminent sales updates in early 2025

#### **INDUSTRY AWARDS AND RECOGNITION**

Greenbuild International Conference + Expo (USA) 2024 Hong Kong Greentech Challenge 2024 AGWA Most Innovative Product "Highly Commended" 2024







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## Product status: commercially ready, top certified



PRODUCT	TEST	CERTIFIER	STANDARD	STATUS
	BIPV product electrical safety	TÜV SÜD	IEC 61730 & IEC 61215	Completed, certificate expected Dec-24
Vision Glass	Combustibility test	TÜV SÜD	EN13501-1	Completed (A2 S1 D0)
	Industrial age accelerating test	SQI, Intertek	EN1279-2, IGCC, AS 4666	Completed
	Sealed IGUs durability	IGCC	ASTM E 2190	Completed
	BIPV product electrical safety	TÜV SÜD	IEC 61730 & IEC 61215	Completed, certificate expected Dec-24
Solar Spandrel	Combustibility test	TÜV SÜD	EN13501-1	Completed (A2 S1 D0)
	Radiant heat combustibility	ATWA	AS 1530.3	Completed
	Structural Safety	Intertek	AS/NZS 4284	Completed
Solar Balustrade/	BIPV product electrical safety	TÜV SÜD	IEC 61730 & IEC 61215	Completed
Greenhouse Solar	Combustibility test	TÜV SÜD	EN13501-1	Completed (A2 S1 D0)
Glass	Radiant heat combustibility	ATWA	AS 1530.3	Completed
Solar Cladding	BIPV product electrical safety	TÜV SÜD	IEC 61730 & IEC 61215	Completed
Solar Clauding	Combustibility test	TÜV SÜD	EN13501-1	Completed

## Complimentary IP: all powered by ClearVue





#### **VALUE CREATION**

ClearVue is the enabler of multiple technologies that require electricity and transparency to operate

Cross-sell/Up-sell opportunities within targeted industry verticals

Sales growth through third-party business development activity

## Greenhouse research preliminary outcomes





Picture: In 2024, growth yields from the ClearVue Greenhouse window rooms were up to 93% better than the regular greenhouse under the same growing conditions (moisture, temperature).

- Water and Food security is now a policy setting for many economies
  - Markets of interest: USA, Asia and MENA
- ClearVue solar glass may promote growth yields
- Strategy is to offer a smart solution for the \$50.6 billion global greenhouse market, and ClearVue to be the brand of choice.

2024 GROW SEASON CROP YIELD RESULTS*	CONTROL AVERAGE YIELD	CLEARVUE ROOMS AVERAGE YIELD	CLEARVUE ROOMS % INCREASE
Spinach	28.7	33.4	16.2%
Bok Choi	81.4	115.4	41.8%
Dwarf beans	57.8	76.3	31.9%
Snow Peas (Oregon Dwarf)	42.3	55.0	30.0%
Snow Peas (Yukamo Giant)	32.6	63.0	93.3%
Tomato (var), capsicum	expected late 2024		

<sup>\*</sup> Mean yields in g/plant, obtained after statistical data processing

## Ag-Tech prospects





- RZTO (root zone temperature optimization) technology can increase yields by providing a highly efficient root cooling solution that is already assisted by ClearVue solar glass energy.
- The benefits of RZTO IP acquisition:
  - Complimentary IP working with ClearVue's solar glass
  - All technologies work to increase crop yields
  - Experienced agricultural specialists
  - Existing customer relationships and engagement globally
- In the future, we see Ag-Tech as a separate company focusing on the agriculture market, allowing ClearVue to focus on building products and R&D.

## Our strategy: to be the leading global brand in the BIPV market





CAPITAL LITE, HIGHLY SCALABLE BUSINESS MODEL

Target licensees operating in high-growth markets and/or policy settings conducive to the adoption of net zero buildings

KEY BUSINESS VERTICALS



Sources:

\* Community Infrastructure Market

Skylight Market: <a href="https://www.alliedmarketresearch.com/building-integrated-photovoltaic-skylights-market">https://www.alliedmarketresearch.com/building-integrated-photovoltaic-skylights-market</a> Commercial BIPV: <a href="https://www.grandviewresearch.com/industry-analysis/building-integrated-photovoltaics-leaves-photovoltaics-leaves-photovoltaics-skylights-market">https://www.grandviewresearch.com/industry-analysis/building-integrated-photovoltaic-skylights-market</a> Commercial BIPV: <a href="https://www.grandviewresearch.com/industry-analysis/building-integrated-photovoltaic-skylights-market">https://www.grandviewresearch.com/industry-analysis/building-integrated-photovoltaic-skylights-market</a> Commercial BIPV: <a href="https://www.grandviewresearch.com/industry-analysis/building-integrated-photovoltaics-skylights-market">https://www.grandviewresearch.com/industry-analysis/building-integrated-photovoltaics-skylights-market</a> (a href-photovoltaics-skylights-market)

Output District (a href-

Greenhouse: https://www.marketsandmarkets.com/Market-Reports/commercial-greenhouse-market-221045451.html

Community Infrastructure: https://www.businesswire.com/news/home/20210219005182/en/Global-Community-Housing-Services-Market-Outlook-2020-30-COVID-19-Growth-and-Change---ResearchAndMarkets.com/Market

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## Marketing outlook



#### Three **target** audiences & their respective channels

CUSTOMERS ARCHITECTS, DEVELOPERS, PROPERTY OWNERS	PARTNERS IGU FABRICATORS	INVESTORS AUSTRALIAN AND GLOBAL RETAIL AND INSTITUTIONAL INVESTORS		
<ul><li>Expos and conferences</li><li>AIA24, Greenbuild USA, Greenbuild SA</li></ul>	Targeted outreach	ASX announcements		
<ul><li>CPD seminars</li><li>10 seminars, 100+ attendees</li></ul>	<ul> <li>Expos and conferences</li> <li>Glasstec 2024 (Germany), Glass Performance Days (Finland), GlassBuild (US)</li> </ul>	<ul><li>Targeted publications</li><li>291 articles in Australia, 4 podcast interviews</li></ul>		
<ul><li>Industry publications</li><li>ArcDaily, Dezeen, Architects Journal</li></ul>	<ul><li>Industry publications</li><li>Glass on web, US Glass</li></ul>	Analysts' reports (2)		
Web advertising	Direct enquiries			
Marketing materials: product brochures, whitepapers, content articles, display advertising, showrooms	Marketing materials: product manuals, Archetype presentations, Brayn ITC tax analysis	Marketing materials: quarterly and annual reports, announcements, interviews, analysts' reports		
Newsletter, website, socials				

#### Milestones reached and the next 12/18 months





\* Indicative value forward-looking statements. Please see the disclaimer on slide 2.

## Management focus - outlook for the next 12 months



Convert market opportunities and sales pipeline into orders

Convert licensee pipeline to drive scale and sales

Build/resource the business for growth

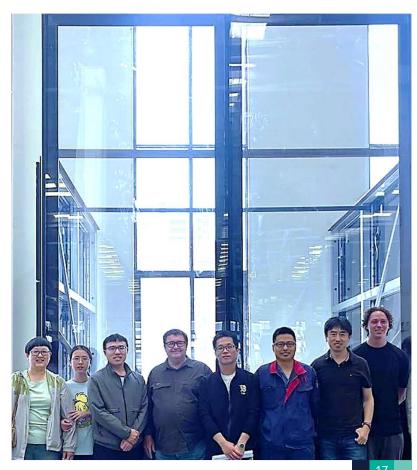
Maintain focus on R&D

Brand building

## Strong fundamentals create momentum



- Highly scalable business model
- Commercially available certified product
- Decarbonisation is real
- Global market potential





Q & A







# Appendices and other slides





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North America Update



#### First 6 Months: Build USA Team!



- Sales Agents
- Director Operations US
  - Paul Hogburn PVB scientist, glass lamination, glass tempering and IGU expert
- Industry Consultants





#### First 6 Months: Launch ClearVue Power Facade in USA!



- Opened new San Jose, California office and showroom/warehouse
- Business Plan Roadmap
  - Secure two launch projects that will ship and install in 2025
  - Introduce and Educate USA Commercial Construction Industry:
    - AIA June '24
    - ECO El Paso Sustainability Nov '24
    - Greenbuild: Nov '24 Philadelphia, PA
    - CVPV is Greenbuild People Choice Most Innovative Winner!







## Next 6 months



- Licensed Fabricators aspiration is 5 USA Fabricators in 2025
- Drivers
  - New administration Jan 2025; construction activity likely to increase and Investment Tax Credit (ITC) unlikely impacted
- Target Segments
  - Commercial building
  - Agricultural greenhouses
- Marketing
  - Owners/Developers, Architects, Glazing Contractors, General Contractors, City Managers



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