

CLEARVUE TECHNOLOGIES LIMITED

Investor Presentation

March 2023 ASX: CPV OTC: CVUEF

ENERGY EFFICIENT | ENERGY GENERATING | CLEAR SOLAR GLASS

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Latest Information

Letter to Stakeholders



Dear Shareholders, Employees and Colleagues,

It has been an incredible honour and privilege to serve as the Founder and Executive Chairman of ClearVue for over a decade. I am grateful for the dedication and enthusiasm of our team, as well as for the contributions each of you has made to our mission of making transparent solar windows available to the world.

I am now taking the next step with ClearVue – I will be continuing to serve as Non-Executive Chairman and Founder and will be consulting back to the company to onboard a new CEO. My expectation is that our executive search process will end in the coming months, a global CEO will be named, and new board members will also be appointed. As previously announced to the market Jamie Lyford will serve as interim CEO while the company finalises its selection for a global CEO over the next short while.

I have full confidence that a CEO with the skills and ability to take ClearVue to the next level and beyond will be appointed. Moreover, I am committed to sharing my knowledge and experience with the next CEO, as they lead our effort to pursue the myriad of global opportunities in our pipeline. I have just returned from a trip to North America that has me extremely excited for what the future holds for our company in the United States, and I am further convinced that the US will be one of our largest target markets.

Although I will no longer be with ClearVue in an executive capacity, I will always carry with me the tremendous satisfaction of having been part of a company that has created a truly disruptive technology that will continue to make an incredible difference in the world in the years to come. In my consulting capacity I will of course continue to promote and spread the word around the world on the significant role the ClearVue product and technology will have in construction decarbonisation on the road to net zero.

I wish you all the best.

Sincerely,

Victor Rosenberg Chairman & Founder

March 2023

US Activities Update



US Trip (23 February - 16 March 2023)

- ClearVue management including now Non-Executive Chairman Victor Rosenberg, North American CEO Basil Karampelas and Global Business Development Director Clifton Smyth (the *Team*) all met in the US for a number of meetings during February and March 2023.
- The trip included visits to California, Florida and New York a resounding success all around.
- The Team had the opportunity to meet with current and future partners in the commercial, agricultural and transport spaces.
- Meetings further cemented existing relationships such as with D2 Solar while opening up numerous new opportunities for ClearVue including for both projects and potential collaborations.
- Across all our target sectors, the feedback was overwhelmingly positive opportunities exist for not only commercial construction, but also for greenhouses, transportation and public infrastructure.
- The Team spent several days in Florida visiting with AIT Group and meeting with Jeff Besse, the CEO of AIT, as well as a number of members of the AIT sales force. In addition to being a blue chip manufacturing partner with multiple manufacturing plants, AIT has built a formidable sales force that will be able to be deployed to assist with ClearVue's US market entry.



Victor Rosenberg, Jeff Besse (AIT), Clifton Smyth, Shay (AIT) & Basil Karampelas

Europe Activities Update



Austria

- ClearVue has completed its first installation of a paid-for (approx. €4,000) trial in Central Europe at Gröbming (close to Salzburg) in Austria.
- The small trial project utilising 45m² of product was completed for Glas & Rahmen Austria (a glass manufacturer and installer) and is the Company's first revenue project in Europe. The project involved refurbishment and update of the façade of the end-customer (the headquarters of a solar and electrical products contractor and installer).
- Installation was completed during the week of 21-25 November of 2022. The installation has high-exposure to end-user customers visiting
 the headquarters as the ClearVue products are installed into the windows of its showroom. The trial will serve as a case study for the endcustomer and for ClearVue with data to be collected over time. The project will be extended in coming months to add additional ClearVue
 windows into other façade areas of the headquarters building. Video content for this installation can be viewed at our <u>website</u>.



Europe Generally

- The board are in discussion with potential Europe based board members who will bring extensive relevant industry experience to the ClearVue board.
- Very positive sales leads in Europe with a number of "lighthouse" (reference) projects currently in discussion.

ClearVue | Presentation

• Building & Design Centre exhibit being established in London in coming months with other sites under examination.

Asia Activities Update



Hong Kong

- ClearVue recently <u>announced</u> on 2 March that it had won a tender with the Hong Kong government's Electrical and Mechanical Services Department (*EMSD*) to undertake a paid-for Study to look at the energy harvesting and energy performance aspects of ClearVue's photovoltaic glazing. EMSD provides electrical and mechanical services for the Hong Kong SAR and is responsible for the assessment of, and making improvements to, building efficiency in the region.
- Completion of the paid Study and verified data from the Study will be used to demonstrate the value of the ClearVue product for use in future Hong Kong government building projects. The Study contract became effective from notification of the tender win on 1 March 2023.
- Since confirming the tender win, the ClearVue project delivery team have been on the ground in Hong Kong during the second week of March to meet with the EMSD team and project installers for site installation once the ClearVue PV integrated glazing units are manufactured and delivered to site. These steps will be undertaken over the coming months with the expectation that the glazing will be installed and commissioned by latest August 2023 and that the measurement and verification testing will commence thereafter.

Cambodia

- ClearVue recently confirmed (see <u>February Newsletter</u>) that on 22 February 2023, it had signed a Letter of Intent (LOI) with AZ Group Co., Ltd and its subsidiary MyWindow in Cambodia. AZ Group is a highly diversified conglomerate operating in Cambodia and Southeast Asia comprising a large number of companies across a broad range of industries and industry verticals.
- The LOI sets the framework for the Parties initially entering into a Distribution or Supply and Purchase Agreement (SPA) with ClearVue for ClearVue to initially supply to AZ Group the ClearVue product through ClearVue's existing OEM suppliers to explore possible initial early projects in Cambodia, Laos or nearby markets. The SPA is to be signed before 30 June 2023
- Subject to the success of AZ Group in securing an initial project within Cambodia or nearby markets during 2023 ClearVue agrees to negotiate with the AZ Group on a formal joint venture (JV) agreement or an exclusive manufacturing and distribution agreement (MFDA) for the territories of Cambodia and Laos (with the ability to extend this to include Vietnam subject to securing projects in the initial territories). The formal JV or MFDA is to be negotiated and agreed upon before the end of 2024 with the formal arrangements to commence from the time of signing, or earlier.

ClearVue Overview

Company & Technology - Overview



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
- Efficient: 3%-4% conversion of radiance to energy

ClearVue products can help achieve significant energy cost savings by:

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

Corporate Overview



Company Profile



| Capital Structure (at 17 March 2023) | | Share Pr (Mar 2022- 1 | i ce Performa i .7 Mar 2023) | nce | | | |
|---|----------------|---------------------------------|--|-----------|------|-----|-----------------------------|
| No debt. | | 0.5 | | | | | |
| Ordinary Shares on Issue | 217,061,352 | 6 | | | | | |
| Options on Issue 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 | 7,550,000 | 0.3 | www | nhim | | mm | Previous Close: 0.155 |
| Performance Rights | 10,000,000 | | litelado | | | 1 | 0.133 |
| Approx. Market Cap @ \$0.17 | ≈ \$37 million | Vol Mar | May | Aug | Oct | Jan | Mar |
| Unaudited Cash Balance (31 Dec 2022) | ≈ \$9.3m | Open | 0.16 | P/E | - | Jun | Wal |
| Shareholders (as at 17 March 2023) | | High | 0.17 | 52wk High | 0.42 | | |
| Top 20 holding 40.81% of Issued Capital | | Low | 0.16 | 52wk Low | 0.14 | | |
| 16.67% held by board | | | | | | | |

Board





Victor Rosenberg Dip Pharm, MPS (SA)

Non-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 BCom, CA

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).



Jamie Lyford BCom, LLB, LLM(IP), PGradDip IT

Executive Director

28 yrs commercial and IP law, commercialisation

IP, technology, commercial and licensing lawyer with 28 years' experience at local, national and international law firms, BHP and global IT company ATOS. Commercialisation specialist and operated Western Australian Government Innovation Centre.



Harry Miller BCom, MPA

Company Secretary

8+ years of corporate, compliance and accounting experience.

Company Secretary to a number of ASX-listed and private organisations. Involved in various corporate transactions. Has previously worked with a leading global accounting firm based in Western Australia.

Management Team





Jamie Lyford CEO (Interim) COO & General Counsel 28 years IP/tech and commercial law and tech commercialisation. IP/tech, commercial and licensing lawyer with 28 years' experience at local, national and overseas law firms, BHP and global IT company ATOS. Owned and operated boutique IP/tech law firm in WA for over 10 years. Extensive experience in technology commercialisation including managing and operating the Western Australian Government Innovation Centre commercialisation program and incubator under contract.



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.



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).

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.



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.

Technical Team



| 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. |
|---|--|
| Steve Coonen VP Development (Product and Business) 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 Christopher Lund Sustainability Lead | Dr. Chris Lund is Professor in Energy Studies at Murdoch University and is an internationally recognised corporate sustainability expert with extensive consulting and research experience in the greenhouse gas (GHG) inventories, life-cycle assessment and emissions reduction strategies for cities, infrastructure, and the built environment. Chris is also Founder and Technical Director of carbon and sustainability consultancy, Decarbonology. He has extensive experience and a passion for enabling companies and Government entities to become more economically, environmentally and socially sustainable. His experience includes energy efficiency; sustainable energy; decarbonisation; corporate sustainability; climate change and smart cities. As a researcher, consultant and educator he has worked with a variety of entities in the public and private sector including mining and minerals processing; chemical and industrial processing; energy; infrastructure and land development. |
| Shyam Shivakumar Electrical & Sustainability Engineer Graduate | Shyam is an electrical and sustainability engineer who graduated with a Master's degree in Renewable and Sustainable Energy from Murdoch University, completing his master's dissertation under the tutelage of Dr Lund focusing on implementing smart building technologies for optimizing indoor climate control. Capabilities in greenhouse gas (GHG) inventory, lifecycle assessment, carbon management (decarbonization), renewable energy and energy efficiency. Shyam is supporting the ClearVue team in responding to client enquiry in relation to carbon questions relating to the ClearVue product but also in relation to the Company's own operational carbon reduction efforts. |

Project Delivery & Smart Facade Teams

software and automation control



| Douglas Hunt Product & 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. |
|--|---|
| Tao Zhang Senior 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. |
| Rind Zahid Project Manager & Structural Engineer 25+ years in project management | Rind has over 25 years of international project management experience gained with major MNCs operating globally in the energy sector. He was worked in the USA, UK, Australia, Middle East, Central Asia and Asia Pacific to deliver major energy projects for completions and handover. Rind is a professional member of the Australian Institute of Project Management (AIPM) and has a Master's in Project Management from University of Glasgow along with a Master of Science (Industrial Engineering and Technology Management) obtained from Asian Institute of Technology (AIT) in Bangkok (under a sponsored program of MIT USA and ESCP Paris). Rind is also Structural Engineer with a BSc degree in Civil Engineering. Rind brings his professional expertise in project management, energy modelling, financial modelling, and energy generation technologies to support the ClearVue team as it ramps up on its project delivery efforts. |
| 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. |
| Rodney Grasso Mechatronic Engineer 20 years in embedded software and | Computer science degree from University of Western Australia, experienced in embedded automation and control system design, software development, commissioning and after sales service. Rodney is assisting ClearVue with setting up manufacturing facilities for a range of ClearVue products and assisting with the progression of the development and commercialisation of its Smart Façade system. |

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.

ClearVue Technology & Product



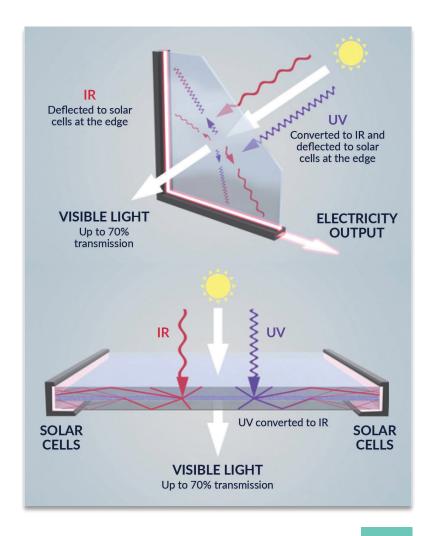
Technology Overview



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

- Visible light (T_{vis}) passes through the glass up to 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

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



Product Overview



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

Core benefits of the ClearVue IGU

- Power generation up to 40 W_p/m² at peak
- 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 (up to 3.2m x 2.0m)



ClearVue – Our Product



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 |

Products Certified*



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.

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: Building-integrated Photovoltaics Market Size, Share & Trends Analysis Report By Technology (Crystalline Silicon, Thin Film), By Application, By End-use, By Region, And Segment Forecasts, 2022 - 2030

Framing a Global Opportunity



The Drive to Net Zero Demands Innovation



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

| 135 | 28 | 6 |
|---------------|--------|----------|
| Businesses & | Cities | States & |
| Organisations | | Region |



Net Zero Building Buyer Behaviour 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.

Source: "7 in 10 companies in APAC willing to pay higher rent for green buildings", 21 June 2021, JJL. <u>www.jll.com.au</u>

Net Zero Buildings command a premium:

- 8-18% sales price premium
- 3-13% rental premium

Source: The Intelligence Lab, Global Property Market Insight. Knight Frank, 29th September 2021. https://www.knightfrank.com/research/article/2021-09-29-green-building-value-do-greenratedbuildings-add-a-premium-to-sales-price 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.

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 peak of energy per square metre of glass | Quantifiable improvement in building cashflow |
|--|---|---|
| Carbon Balance Sheet | Better tax outcomes * | Drives Internal Rate of Return (IRR) - PAYBACK |

Net Zero Building – Potential Rental Premium



13% Premium over 5 years

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 maj

| ajor element of all buildings. | | 5% Premium over 5 years | \$5.36 million Rental | |
|---|---|-------------------------|------------------------|--|
| | 3% Premium over 5 years | \$2.06 million Rental | Premium 6.22% Yield | |
| | \$1.23 million Rental Premium 5.67% Yield | Premium 5.78% Yield | | |
| \$41.25 million Over 5 Years using a standard glass Solution | \$41.25 million | \$41.25 million | \$41.25 million | |

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, 29th 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.

| ClearVue drives | | Potential Rental Uplift | |
|---|--|---|--|
| | Potential Revenue Uplift | Potential Sales Premium | |
| | | Operational Savings | |
| ClearVue drives Potential Operational Saving | | Quantifiable improvement in building cashflow | ClearVue sales message is that not engaging our technology may lead to a |
| | | Better Post tax outcome * | = \$ Cost of indecision |
| ľ | | Operational Carbon Payback | |
| | ClearVue drives Environmental, Social, and Governance (ESG) Outcomes | Embodied Carbon Payback | |
| | | Financial disincentive – Penalty ** | |

ClearVue | Presentation

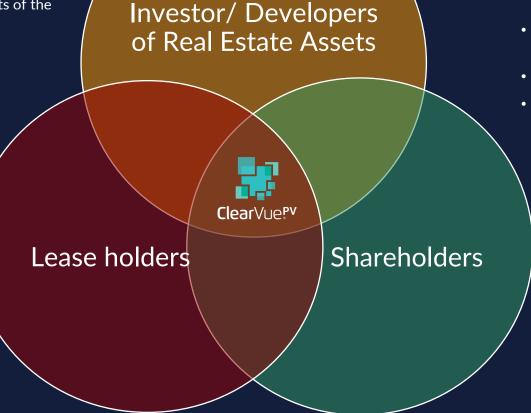
* United States has favourable taxation treatment.

Stakeholder benefits

Investor/Developer:

ClearVue provides elegant solution of how to meet Net-Zero building aspirations **providing carbon payback on the embodied carbon in the glazing** as well as leading to a reduction in building operating costs plus potential for rental uplift all at a price point that is competitive.

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





Shareholders:

ClearVue provides shareholders with:

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

Lease holders:

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

Employees typically experience improved health, comfort and productivity.

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, 17th August 2021 https://impactreporting.co.uk/social-value-stats/

Commercialisation Approach



Commercialisation Strategy



Licensing

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

Joint Ventures and collaborations.

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

Revenue Model

ClearVue derives revenue from:

- 1. Potential for upfront and renewal license fees.
- 2. <u>Royalty fees</u> and <u>Component sales</u> (integrating core IP) in distribution and license model.
- 3. Cross sell/upsell smart façade solutions, and
- 4. Direct sales conducted by the ClearVue team. Payments received under agreed production/installation milestones.

ClearVue will continue to look at measures on how to expand and diversify future revenues.

Communication & Messaging

Focus is on the economic and environmental benefit of the ClearVue technology and products – in particular the role that the product can play in offsetting embodied carbon in construction projects Targeted messaging to key decision makers in large building projects including architects, façade engineers, façade installers and fabricators, sustainability engineers. plus the expansion of the communications footprint to include more social media to drive brand awareness.

Continual Development

ClearVue continues to develop new products using the core IP platform, manufacturing methodologies and platform integration. ClearVue is also expanding the IP platform beyond the core IP 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.

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. <u>The challenge is time</u>.
- 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 | | |
|------------------------------------|--|---|--|--|
| | 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. | | |
| | • Medium Term – Ability to generate revenue within 12-36 months | Small scale commercial, social infrastructure projects that typically require council approval or town planning and are more complex in nature. | | |
| | 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

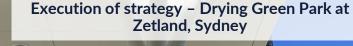




Execution of strategy – ASX announcement 17th October 2022

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.



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 her 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 - 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

Long term business plan

• Large scale projects demand a long term sales cycle. Success will require ClearVue to be included at the earliest levels of the project engagement.

Source: Allied Market Research https://www.alliedmarketresearch.com/building-integrated-photovoltaic-skylights-market

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 once source has access to the recipe

ClearVue Production Process

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

ClearVue Product - Direct Sales

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 AIT Group (see <u>ASX Release of 19 July 2022</u>) and D2 Solar in California (see <u>ASX release of 8 February 2022</u>). This includes lamination and construction of the IGUs, frames (if required) and wiring.



ClearVue - Green house project in Sendai City, Japan

ClearVue | Presentation

Growing a Global Footprint





Company Priorities & Update



Why ClearVue Technologies and Why Now?

- CPV 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

Company Priorities

- Conversion of leads into sales
- Emphasis on due diligence and selection of strategic partner(s)
- License leverage existing relationships
- Communications
- Technology/product upgrades likely to push ClearVue down the cost curve
- Building out the team

Current Activities

- 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 has strengthened 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 Chairman (now non-executive from 15 March 2023). Victor consulting back to onboard CEO once appointed.
- Board refresh underway new appointments to be announced in coming months.
- Executive search for Global CEO well underway appointment to be announced in coming months.
- Building & Construction Authority (BCA) testing is underway (but delayed) in Singapore, with results expected after mid year 2023. EMSD trial in Hong Kong underway.
- US Air Force final evaluation process expected by mid year (delayed due to equipment needs of partner Nodis Pte Ltd).
- Expansion of preliminary discussions within the defence sector in AU and US regions.
- Continued research & development will lead to product improvements to be announced throughout 2023.





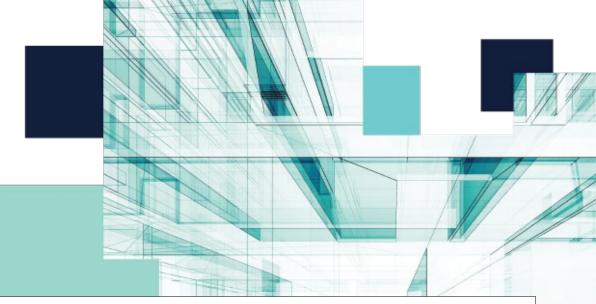
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