

**OTC Markets**

Joining us today is Martin Deil, the CEO of ClearVue Technologies, that trades on our OTCQB venture market under the ticker CVUEF. ClearVue Technologies limited is an Australian technology company that operates in the building integrated photovoltaic sector. Which involves the integration of solar technology into building surfaces specifically glass and building facades to provide renewable energy Martin. Thanks so much for joining us today here in New York.

**Martin Deil**

It's great being here, Cecilia. Hi, good morning.

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Absolutely. So you were recently appointed CEO and what led you to join ClearVue?

**Martin Deil**

Yeah, my background is in the international facade and architectural envelope business. I've got 30 years of experience in that industry and at the moment I heard about the ClearVue Technology and what it could achieve, I you know, immediately saw the potential. My most recent appointment prior to joining ClearVue was Ceo of permus Lisa in the UK and you know clearly having quite an in-depth understanding of the challenges of the industry and also a very keen interest to share and expand my knowledge and experience, realizing the technology and the most supporting the scalability of the ClearVue business model, I just felt that the opportunity offered there was something I should not let go of. Since joining the ClearVue team, we've positioned the company for the next leg of the growth, quickly moving from the r and d phase to the commercialization and also I've made a personal investment into the company to you know, really make a statement that I absolutely believe in the product and the team.

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So give us an overview of your technology and products.

**Martin Deil**

So our main product is the ClearVue Solar IGU. The product can replace regular glass with energy generating alternative. We have an inter layer that is infused we say doped actually with micro nanoparticles that convert unwanted infrared and UV light into electricity whilst letting most of the visible light through. We

believe we are the first and only company in the world that can achieve this commercially and provide solutions that generate optical clear solar glass with large sizes, up to twelve feet by five feet maybe even more depending on the project. Our product is attractive to developers, architects and builders because it allows them to achieve many important targets at once. We are reducing building operational costs by reducing heating and cooling loads. We can help to achieve lead platinum and other green certifications. We generate power on site the current. Ah you know tax credits acceleration of depreciation and other government incentives particularly in the US of course with the Inflation Reduction Act is of benefit and we can of course reduce operation carbon emissions. The technology itself is quite high-end and complex. It took us 10 years to develop to come to the current solution, of course research and development is always ongoing but the implementation is actually very easy for our partners and it doesn't significantly disrupt the normal production process for IGUs. We have recently announced a milestone of mass manufacturing where we in a real life situation manage to make units with just an extra five minutes on the production line for the IGU. So this confirmed that our solution is highly scalable. It could really be implemented at any existing glass production. It's an automated process and yeah, we also have a range of other products we have a spandrel solution for building envelopes. For example, so we could wrap up or we could wrap the whole building in in solar power generating products. And we could have basically use the entire ah building as a solar generator in itself. We also have greenhouse products that reduce the heating and cooling costs in a greenhouse. And we've done a recent study at the Murdoch University where we were able to prove that we reduced the energy requirement of that greenhouse by 40 so yeah, exciting times and looking forward to the to the commercial commercialization

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Is it possible for buildings to achieve a net zero sustainability goal with ClearVue's technology?

## **Martin Deil**

Well Cecilia given the size and complexity of the global net zero question. There's likely to be a portfolio of technologies that would facilitate the goal of ah net carbon buildings. But from our perspective we believe that there's no obvious replacement for glass in buildings and construction sector. So the drive to decarbonize the sector of places ClearVue has a very adaptable, affordable and

powerful ah value proposition. We are aware that we need to be commercial. You know our price point has to be sensible and within the price range where the sector is willing to pay and adopt our technology and this is where our ability to communicate financial and carbon payback to oldness of assets becomes very compelling because we can see and depending on location, paybacks are relatively short in time, ah particularly when ah there is really no alternative to existing glass products because they don't generate power.

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Talk about your long-term vision and gross strategy and in particular, primary countries and markets you anticipate demand in this industry.

### **Martin Deil**

Yeah, our long-term aspiration is really the product of choice for any vertical ah application. Our business model lends itself to fast scalable growth without the need for excessive headcounts, operating costs or indeed big ah investments. Most of our competitors are reliant on capital intensive investments into advanced manufacturing equipment such as vapor deposition systems and robotics. These at times then become obsolete because technology is moving at quite a fast pace. Whereas, our solution can be very easily integrated into nearly every automated glazing fabrication line with very minimal disruption or cost. But first things first, the United States is our top priority market. We already have 20% of our staff located in the US and indeed I'm looking forward to moving here soon myself. Ah, many of our key partners like AIT group in Florida are based here and we're already working on multiple projects in the United States which we will be happy to announce in due course. We are also seeing a lot of interest from other locations including Europe, of course Southeast Asia, Australia and also significant interest from the Middle East, where they are currently planning some mega projects where you know the incorporation of our technology would of course be fantastic. Ah, we're getting lots of inquiries about our ClearVue Vision Glass. New projects, both retrofit renovations and new builds and mounting cost of electricity and improved awareness of the environment impact of buildings. We'll just be pushing the demand for our solutions for years to come um in an important part of the growth strategy is that we're licensing our technology to our partners to the IGU manufacturers so we do not actually produce the glass units ourselves. As a result we are not limited by our capacity of you know our production plant and we don't incur ourselves a capital expenditure by building such plant but we can increase the production almost instantly to fulfill the

demand. Um, and we are not actually directly exposed to the project risk inherent in any construction projects which is a big plus for us.

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So with your home country market still based in Australia and I know you mentioned you're going to be moving most of the operations and yourself even to the US, you still cross-trade from the ASX to the OTCQB Venture Market here and talk about your goals for expanding your US investor base.

**Martin Deil**

Well, we clearly see the US market as a primary market for ClearVue. You know it makes perfect sense to fully utilize your grade services here provided by the OTC and scale up our investor base in the US. As mentioned before we have many ongoing and emerging partnerships in the United States including license agreements. We are running some trials we have r and d ongoing on the West Coast and as soon as we start delivering projects in the US, I'm sure that there will be a lot more interest in our product and company and forward-thinking investors will quickly realize the company's potential.

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Martin, it's been a pleasure speaking with you. Thanks so much for visiting with us in our OTC Markets office here in New York.

**Martin Deil**

Thank you very much Cecilia. Great, thanks for having me.

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ClearVue Technologies trades under the symbol CVUEF on our OTCQB Venture Market.

*\*This is an autogenerated transcript and may contain typos.*