

The Manager

ASX Announcements Platform

13 November 2017

## 2017 ANNUAL GENERAL MEETING

### CHAIRMAN'S ADDRESS

TO BE HELD AT THE OFFICES OF GRANT THORNTON, LEVEL 17, 383 KENT STREET, SYDNEY, 2000, ON  
MONDAY, 13<sup>th</sup> NOVEMBER 2017 AT 11.00 AM.

#### SLIDE 2

#### WELCOME

Good morning, as it is now 11.00 am, a quorum is present and taking the notice of meeting as read, I declare the meeting open.

My name is William Johnson. I am the Non-Executive Chairman of BluGlass and I am pleased to welcome you to the Company's 2017 Annual General Meeting.

I would like to take this opportunity to introduce you to my fellow directors, Chandra Kantamneni, Greg Cornelsen, Vivek Rao, James Walker and our Managing Director, Giles Bourne.

This morning I will outline the vision for BluGlass and our key achievements over the last fiscal year as we continue to pursue commercialisation for our business. Giles Bourne will then go into more detail on our current business activities and will provide an update on our commercialisation progress. Giles will be followed by Dr. Ian Mann, our Chief Operations and Technology Officer, who will discuss the technical progress made by his team during the year.

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Following this I will table the formal accounts and provide investors with the opportunity to ask questions before proceeding with the formal business of the meeting.

### **SLIDE 3 & 4**

#### **BLUGLASS VISION**

Our vision for BluGlass continues to be to establish the RPCVD technology as a key part of the manufacturing solution for high performance opto-electronic devices.

For those unfamiliar with BluGlass' remote plasma chemical vapour deposition (RPCVD) technology, it has the potential to be used for the manufacture of high value semiconductor materials, called nitrides, which are essential, enabling materials used in millions of electronics and power devices today.

RPCVD has several advantages over current manufacturing techniques attributable to its unique low temperature manufacturing process. By operating at temperatures several hundred degrees cooler than MOCVD, the incumbent industry technology, RPCVD can create better performing devices, as well as reducing manufacturing cost by replacing, expensive and toxic ammonia with cheap and inert nitrogen. These advantages also enable BluGlass to establish novel applications not previously possible with the high temperature MOCVD manufacturing process.

We are now looking to capitalise on these competitive capabilities and assist the next generation of nitride innovators in delivering the electronics of the future.

The main markets that BluGlass is looking to for adoption of the RPCVD technology include the LED chip industry, which is expected to grow at a CAGR of around 10.4% to 2025 to reach approximately US \$63.2 billion (Research & Markets, October 2017) and the GaN power electronics industry which is expected to grow at a CAGR of 24.5% to \$2.6 billion by 2022 (Research and Markets 2016).

### **SLIDE 5**

#### **INTRODUCING EPIBLU**

Part of our plans to deliver the vision that we have for the RPCVD technology involves growing our custom epitaxy service business. BluGlass' foundry services are assisting nitride innovators to bring unique ideas to life by partnering with customers to help develop, prototype and manufacture novel electronic devices.

Our expanding service business continues to demonstrate its strategic merit by introducing new customers and collaborators to the competitive capabilities of the RPCVD technology and hybrid RPCVD on MOCVD growth.

Therefore, I am very pleased to announce the launch of our custom epitaxy brand, EpiBlu.

Our customer and applications pipeline continues to grow and our vision for EpiBlu is to build a world-leading custom GaN epitaxy business, where we will continue to work with the best and the brightest nitrides innovators as they seek to develop the electronics of the future.

Giles will talk more about our current service business and growth plans for EpiBlu.

## **SLIDE 6**

### **MOVING TO COMMERCIALISATION**

I had the pleasure of stepping into the Chairmanship twelve months ago to help steer the company during the transition of BluGlass from R&D through to commercialisation of our unique technology in multiple markets.

The technology team has done an excellent job over the past years in developing and maturing the RPCVD process and hardware. BluGlass is now working with some of the world's leading opto-electronic companies as we establish RPCVD as a production platform for LEDs, power electronics and other high efficiency nitride devices.

## **SLIDE 7**

### **THE YEAR AHEAD**

**Complete industry evaluations** - Our industry collaborations with Lumileds and IQE are progressing well, and during the 2018 fiscal year we anticipate completing the R&D component of both of these projects to move them into a commercial phase.

Our evaluations with Veeco and HC Semitec have recently recommenced following the uniformity and performance improvements of the BLG-300. We look forward to providing updates on their progress during the year ahead.

**Select more partners / collaborators** - BluGlass continues to field a growing number of enquiries from the nitrides industry about the capabilities of RPCVD and our development plans. We have adopted a process to select additional key partners to work with based on the commercial potential of the partnership and application and the fit with the RPCVD competitive advantages.

**Custom epitaxy / foundry** - Over the coming year we plan to grow our service business, EpiBlu, where we will continue to expand our customer pipeline for both MOCVD and RPCVD custom epitaxial development and contract R&D.

**IP** - Our Intellectual Property portfolio is critical to ensure successful commercial outcomes for our technology. We announced the filing of a new patent application just last week, and will continue to file new patents as applicable.

**Commercial** - Our key objective heading into 2018 is to deliver a commercial outcome for the business with one of more of our industry partners. Giles will talk about this in more detail shortly.

Overall, the achievements during the year have placed BluGlass in a strong position to deliver on the Company's commercial goals for our breakthrough RPCVD technology. As we head into the 2018 financial year, the Board and Management are fully focused on delivering successful commercialisation of the RPCVD technology and further development of our service business.

I will now hand you over to Giles Bourne, our Managing Director. Thank-you.