

## ASX Release | ClearVue Technologies Limited (ASX: CPV)

# Leading US Commercial Glazing & Energy Efficient Solutions Distributor Appointed

### Highlights

- ClearVue executes a five-year Manufacturing and Distribution Agreement with Graboyes Commercial Window and Glass Solutions
- Graboyes has operated in commercial glazing since 1984 in the Greater Philadelphia region
- Agreement provides for exclusive manufacturing and distribution rights to Graboyes for the Commonwealth of Pennsylvania, non-exclusive distribution rights for the balance of the United States (US) until other licensees are appointed; and sole distribution rights in the US for self-powered smart facades with ventilation functionality

**1 November 2021:** Smart building materials company ClearVue Technologies Limited (ASX:CPV) (**ClearVue** or the **Company**) is pleased to announce that it has executed a Manufacturing and Distribution Agreement with Graboyes Commercial Window and Glass Solutions of Philadelphia, Pennsylvania, United States of America (**Graboyes**) for the manufacture, sale and marketing of ClearVue products (**Agreement**).

Based in Pennsylvania with more than 37 years' experience, Graboyes Commercial Window and Glass Solutions is a premier commercial glazing and fenestration firm and a trusted leader in commercial / architectural custom glass and metal construction, service, and window installation. The firm has contributed to the diverse built environment of Greater Philadelphia and the surrounding region for more than 37 years. From its NACC-verified safety and quality control programs to its position as a preferred union employer, it has excelled at providing seamlessly integrated window and glazing solutions under the direction of its skilled management team. Its offerings include movable interior glass office partitions, unitized and stick-built curtainwall solutions, window wall systems, high-performance storefront solutions, and exterior and interior window coverings and controls.

In collaboration with its sister companies, Graboyes Smart Buildings and Graboyes Efficiency Tenant, it helps clients create sustainable high-performance buildings through the metered energy efficiency transaction structure (MEETS<sup>1</sup>). MEETS creates higher net asset value and lower operational costs for the building owner and more comfortable indoor environments for the occupants.

The ClearVue Smart Façade product that combines CO<sub>2</sub> sensors with automated ventilation powered by the ClearVue PV glazing is of particular interest to Graboyes as it works to upgrade US educational facilities to bring in fresh air whilst reducing the use of traditional air-conditioning solutions that can circulate viral load.

Commenting on the Agreement, Executive Chairman Victor Rosenberg has said:

*“This agreement with Graboyes will see ClearVue penetrate the commercial building market in the Greater Philadelphia region and further develop our product credentials in the US.*

*We are very pleased to be working with Graboyes to bring ClearVue glazing’s dual benefits of insulation and renewable power generation to the northeastern US, where there is a strong focus on energy efficiency and using technology to solve some of the problems brought about by the climate crisis and where there is a strong recognition of the need to decarbonize construction across the board.*

*The agreement with Graboyes has an initial focus on upgrading ventilation of education facilities which are re-opening post COVID-19 across the US and demonstrates yet another use case for the application of the ClearVue product. By combining the ClearVue electricity generating windows with our smart façade control, sensors and third-party automatic ventilation solution creates the opportunity for a relatively straightforward retrofit with relatively lower electrical and installation costs.*

*We are looking forward to continuing our work with Graboyes on this problem and to a long and mutually beneficial relationship going forward.”*

Commenting on the Agreement, Graboyes President and CEO, Ellis Guiles said:

*“We are focused on assisting building owners and their construction industry partners in the creation of efficient, healthy, and safe buildings. ClearVue’s combined energy efficient, energy generating glazing is a next generation technology that fits well into our growing portfolio of glazing, efficiency, onsite generation, and ancillary grid services solutions. We are very pleased to be partnering with ClearVue for part of its US activities and rollout.”*

The terms of the Agreement include (amongst other things) that:

- Graboyes is appointed:
  - the *sole* licensee to manufacture/fabricate and distribute windows and facades that use the ClearVue PV solar glazing components and its Smart Façade System to manufacture/fabricate self-powered autonomous smart façade panels capable of automated ventilation for use in secondary schools and universities within the continental United States of America;
  - the *exclusive* manufacturer and distributor for supply within the Commonwealth of Pennsylvania for all applicable applications;
  - the *non-exclusive* distributor across the continental US until such time as another distributor or manufacturer and distributor is appointed in other States of the US (excluding the Commonwealth of Pennsylvania that will remain exclusive to Graboyes); and
  - is granted *non-exclusive* rights to supply ClearVue (acting as an OEM manufacturer for ClearVue) for sale of products by ClearVue outside of the Commonwealth of Pennsylvania.
- The license is for a period of 5 years (with the ability to extend by two further five year terms);
- Exclusivity is subject to compliance with agreed minimum performance criteria related to numbers of IGUs being manufactured and/or sold each year, and compliance with the Agreement generally;

- ClearVue will initially supply glass IGU's and smart façade modules to Graboyes from its existing licensed OEM manufacturers subject to an agreed pricing schedule with pricing based on quantities ordered; and
- The Agreement includes other terms typical of a manufacturing and distribution license agreement of this nature, with further details set out in the Annexure.

<sup>1</sup> MEETS allow energy efficiency to be generated, bought, and sold much like electricity, for more information on MEETS see: <https://www.graboyesefficiencytenant.com/how-meets-works/>

**Authorised by the Board of ClearVue Technologies Limited.**

**For further information, please contact:**

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**About Graboyes Commercial Window and Glass Solutions**

Graboyes Commercial Window and Glass Solutions is a premier commercial glazing and fenestration firm and a trusted leader in commercial / architectural custom glass and metal construction, service, and window installation. The firm has contributed to the diverse built environment of Greater Philadelphia and the surrounding region for more than 37 years. From its NACC-verified safety and quality control programs to its position as a preferred union employer, the company excels at providing seamlessly integrated window and glazing solutions under the direction of its own skilled management team. Offerings include movable interior glass office partitions, unitized and stick-built curtainwall solutions, window wall systems, high-performance storefront solutions, and exterior and interior window coverings and controls.

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[www.graboyessmartbuildings.com](http://www.graboyessmartbuildings.com)  
[www.graboyesefficiencytenant.com](http://www.graboyesefficiencytenant.com)

**About ClearVue Technologies Limited**

ClearVue Technologies Limited (ASX: CPV) is an Australian technology company that operates in the Building Integrated Photovoltaic (BPIV) sector which involves the integration of solar technology into building surfaces, specifically glass and building façades, to provide renewable energy. ClearVue has developed advanced glass technology that aims to preserve glass transparency to maintain building aesthetics whilst generating electricity.

ClearVue's electricity generating glazing technology is strategically positioned to compliment and make more compelling, the increased use of energy-efficient windows now being regulated in response to global climate change and energy efficiency goals.

Solar PV cells are incorporated around the edges of an Insulated Glass Unit (IGU) used in windows and the lamination interlayer between the glass in the IGU incorporates ClearVue's patented proprietary nano and micro particles, as well as its spectrally selective coating on the rear external surface of the IGU.

ClearVue's window technology has application for use in the building and construction and agricultural industries (amongst others).

ClearVue has worked closely with leading experts from the Electron Science Research Institute, Edith Cowan University (ECU) in Perth, Western Australia to develop the technology.

To learn more please visit: [www.clearvuepv.com](http://www.clearvuepv.com)

### **Forward Looking Statements**

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of ClearVue Technologies Limited, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.

## Annexure Summary of Key Terms of Agreement

The Manufacturing and Distribution Agreement is made between ClearVue Technologies Limited and Graboyes Commercial Window and Glass Solutions (Co. No. 732911, EIN 47-1792084) of 171A Rittenhouse Circle, Bristol PA 19007, United States of America (**Graboyes**) on 29 October 2021 (**Agreement**).

Under the terms of the Agreement, Graboyes is appointed:

- the sole licensee to manufacture/fabricate and distribute windows and facades that use the ClearVue PV solar glazing components and its Smart Façade System to manufacture/fabricate self-powered autonomous smart façade panels capable of automated ventilation for use in secondary schools and universities within the continental United States of America;
- the exclusive manufacturer and distributor for supply within the Commonwealth of Pennsylvania for all applicable applications;
- the non-exclusive distributor across the continental US until such time as another distributor or manufacturer and distributor is appointed in other States of the US (excluding the Commonwealth of Pennsylvania that will remain exclusive to Graboyes); and
- is granted non-exclusive rights to supply ClearVue (acting as an OEM manufacturer for ClearVue) for sale of products by ClearVue outside of the Commonwealth of Pennsylvania.

Key terms of the Manufacturing and Distribution Agreement include (amongst other things) that:

- Exclusivity is subject to compliance with agreed performance criteria related to numbers of IGUs being purchased each year from ClearVue and compliance with the Agreement generally;
- Year 1 performance criteria includes requiring Graboyes to undertake certification testing of the ClearVue product for sale within the licensed territory and commencement of a demonstration project(s) being a project using at least 3000 square metres of ClearVue PV IGU products to be ordered within 30 days of the date of the Agreement. Year 2 requires minimum orders of 6000 sqm of IGU products with each year increasing up to 30000 sqm in year 5;
- The term of the License will be 5 years (with 2 further 5-year extensions subject to agreement compliance and meeting the ongoing performance criteria and paying a licence renewal fee of USD \$150,000);
- ClearVue will supply glass IGU's and smart façade panels or components to Graboyes from its licensed OEM manufacturers subject to an agreed pricing schedule with pricing based on quantities ordered;
- The licence includes a licence to use the ClearVue branding such that products to be sold during the term of the licence are to bear ClearVue's US trade marks;
- Protection and ownership of intellectual property (ownership of improvements to ClearVue core IP to be owned by ClearVue);
- Typical confidentiality obligations;
- Dispute resolution via mediation followed by arbitration to be conducted in Delaware. Delaware law to apply;
- ClearVue having the right to novate the Agreement at its convenience to its 100% controlled Delaware subsidiary ClearVue USA Inc. LLC; and
- other terms typical of a manufacturing and distribution licence agreement of this nature. END.