Ones to Watch
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Managing Partner, Cycle Capital Management

THOMAS HEALY
CEO & Founder, Hyliion

CADIR LEE
President & CTO, Ohmconnect

JOCELYN BOUDREAU
CEO & Co-Founder, Hortau

BILL SIMS
CEO, Cooledge Lighting

JOCELYN DOUCET
CEO And Co-Founder, Pyrowave
THOMAS HEALY
CEO & Founder, Hyliion
AT HYLIION, WE’RE BRINGING HYBRID ELECTRIC TECHNOLOGY TO THE TRUCKING INDUSTRY
TRUCKING IS A MAJOR AIR POLLUTION CONTRIBUTOR

INDUSTRY PROBLEM
Current technology is unable to meet government mandates.

3.2 Billion
Tons CO2 Globally

6.5 MPG
Industry average gas mileage

HYLIION SOLUTION
INTELLIGENT ELECTRIC DRIVE AXLE SYSTEM

An immediate, high ROI upgrade which enables the truck to surpass government regulations.

30%

1 Billion
Fewer tons of CO2 emissions
HYLIION INTELLIGENT ELECTRIC DRIVE AXLE SYSTEM

DELIVERING ELECTRIFICATION BENEFITS TODAY ON CLASS 8 VEHICLES

Truck solution

OR

Trailer HE solution

UP TO 30% EMISSIONS REDUCTION

15% HYBRID

12% APU

3% AERO
Power stored in lithium-based batteries is used to propel the trailer during acceleration or uphill elevation changes.

Regenerative braking captures power when the trailer slows down or is traveling downhill.

Automatic Operation
No additional driver training necessary

Passive Connection
Listens to the truck and reacts to keep the diesel engine in its sweet spot

Predictive Terrain
Reads road ahead of vehicle to optimize fuel savings
INDUSTRY PROBLEM
Reduce fuel costs and overall operating expenses.

$60,000
Average fuel cost per truck/year*

$180 Billion
Industry fuel cost/year

HYLIION SOLUTION
INTELLIGENT ELECTRIC DRIVE AXLE SYSTEM

$18,850
ANNUAL SAVINGS
PER TRUCK

*Calculated at $2.90 gallon diesel fuel
HYLIION BATTERIES HAVE A SECOND LIFE AFTER TRUCKING

HYLIION BATTERIES ARE REUSED AS POWER GRID STORAGE
The Hyliion System benefits include:

- Decreased CO2 emissions up to 30%
- Quickly installed on any new or used Class 8 trucks
- No driver training
- No infrastructure changes required
- Cash flow positive in first month
- Currently in production
- Partner fleets include...
THANK YOU

HYLIION
CADIIR LEE
President & CTO, Ohmconnect
Save energy. Get paid.
Problem

Home

Energy Market
Solution

140M US Homes
80M Smart Meters
28M Connected Energy Devices

$500B Market US
Energy Sharing

Grid Need

Dispatch #OhmHour

Device automation

Text Message

Reward Members
Fun

Rewarding

Impactful
Future

- Preferred Energy Provider
- Grid Home Connection
- Sign up! ohm.co/cadir
Ones to Watch

JOCELYN BOUDREAU
CEO & Co-founder, Hortau
“This has been the most important agronomy tool we’ve used to date.”

- Dave Gill, Golden Eagle Farms

The Smart Farming IoT Platform

2018 Cleantech Forum, San Francisco – Ones to Watch Session

Jocelyn Boudreau – Co-Founder & CEO
Agriculture is the largest-scale project ever undertaken by humankind

- 40% of the land globally
- 70% of water use
- 7B people depend on it for the food they eat every day

Future
Grow More with Less

Growing Population
Climate Change
Competition for Resources
Instability
In-season crop stress factors can reduce yield by more than 50% - Lisar et al, 2012. Water Stress in Plants: Causes, Effects and Responses.

Gap between potential yield and actual yield at harvest time due to in-season crop stress.

Yield losses due to stress happen quickly and can never be retrieved.
Solution: IoT platform to anticipate and manage crop stress

Given the fast occurrence of stress factors, and their impact on crop productivity, an IoT approach is best suited to anticipate stress factors and act before they can create damage.

- Proprietary Sensors
- Stress Forecasting Analytics
- Automation
- All-Inclusive Tech-Enabled Services
At a Glance

Founded in 2002

Employees: 80

Growth: 50% year-to-year, for the last 5 years
- More than 5,000 stations sold, 1,000 farms or ranches
- 200,000 proprietary data points generated hourly
- Systems deployed from coast to coast in U.S. and Canada
Results

High ROI through multiple benefits

- Yield Increase
- Water Savings
- Energy Savings
- Fertilizer Efficiency
- Pesticide Reductions

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Questions?
Cleantech Forum | San Francisco

Ones to Watch

BILL SIMS
CEO, Cooledge Lighting
COOLEDGE INCORPORATED
INVESTMENT OVERVIEW

January, 2017
Available & affordable Luminous Surfaces will lead to a comprehensive overhaul of how ceilings & architectural surfaces are designed & constructed.

This opportunity represents the largest innovation in the lighting industry since the adoption of LEDs.
LIGHTING IS A GROWING $100B MARKET AND ONE OF THE LAST TO GO DIGITAL

Creating big opportunities for disruption
But delivery remains wedded to old form factors limiting the way light is displayed, controlled, and experienced
COOLEDGE FUNDAMENTALLY CHANGES THIS PARADIGM...

TRANSFORMING light from points and lines to seamless integration into all forms and scale of the built environment

OFFERING immersive and holistic illumination that replicates natural light with no glare or shadows

DELIVERING optimal contextual light that dramatically improving occupants’ experience of space

Reinventing the way illumination is delivered and controlled
Emulate natural light with luminous surfaces.
Immersive illumination that feels comfortable and natural.
Control on the scale of nature.
OFFERING A SUPERIOR PRODUCT, PRICE & SERVICE EXPERIENCE ACROSS THE CHANNEL

- Dumb ceilings with limited capabilities
- Confining, inflexible, lack characteristics of natural light that provide biophysical benefits
- Requires piecing together many elements to achieve baseline functionality

- Smart, digital, controllable, interactive, connected
- Inviting, dynamic, comfortable, holistic, immersive, replicates natural light
- Combines area lighting, surface material/structure, power distribution and controls

Positioning the company to achieve $100M in revenue by 2021
COOLEDGE HAS ACHIEVED BROAD INDUSTRY RECOGNITION

TILE Exterior wins Best Architectural Luminaire product – Exterior category 2017

LIGHTFAIR Innovation Award – “Dynamic Lighting” category 2017
AND WORKED WITH TOP BRANDS ACROSS THE GLOBE

$6M, 110K feet HQ install for global consumer brand

Multi-franchise preferred solutions agreement
A STEP CHANGE IMPROVEMENT IN COMPETITIVE POSITIONING

- Streamlined material architecture & product design to enable industry leading performance at lower cost
- Improved manufacturing efficiencies enabling lower-cost production
- Optimized partnerships & direct sourcing of Surface materials to reduce cost & enable access to more offerings

Driving towards a 3X reduction in overall installed price while maintaining 50+% margins
WILL DRAMATICALLY DECREASE PRICES

**Surfaces Target Price/Sq. Ft. (USD)**

- **Price Range for Mid-Cost Conventional Ceiling**
- **Price Range for Low-Cost Conventional Ceiling**

2018 2019 2020 2021
ENABLING WIDE ACCESS TO OUR PREMIUM OFFERING OVER STANDARD CEILINGS

Surfaces Revenue vs. Price/square foot

- Revenue
- Price/Square Ft.

2017 2018 2019 2020 2021 2022

Surfaces Revenue M

$160 $140 $120 $100 $80 $60 $40 $20 $0

$600 Revenue M

Compared to standard ceilings, our premium offering allows for a wider range of price points, from $ to $$$$. (Not $$$$$)
• Prominent competitive advantage:
  • Industry-leading, award-winning product & controls platform with brand recognition
  • Executive team experienced in disruptive plays and significant value creation

• Positioned for accelerated growth & adoption:
  • Highly scalable, capital light business model
  • Greater manufacturing efficiency improves pricing position, profitability, and drives revenue

• Significantly expanded total addressable market:
  • Expanded beyond lighting into rapidly growing specialty ceiling and global building materials & construction market
  • Footprint expands into other large distribution market segments with shorter sales cycles

• Use of proceeds to invest in growth; sales & marketing expansion

Creating a wholesale disruption of lighting & architecture
THANK YOU