



Cleantech Forum San Francisco

San Francisco | January 22-24, 2018



Cleantech Forum
San Francisco

Ones to Watch



Cleantech Forum | **San Francisco**

Ones to Watch



MODERATED BY
CLAUDE VACHET
Cycle Capital Management



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Ones to Watch



**MODERATOR:
CLAUDE VACHET**
Managing Partner,
Cycle Capital
Management



THOMAS HEALY
CEO & Founder,
Hyllion



CADIR LEE
President & CTO,
Ohmconnect



**JOCELYN
BOUDREAU**
CEO & Co-
Founder, Hortau



BILL SIMS
CEO, Cooledge
Lighting



**JOCELYN
DOUCET**
CEO And Co-
Founder,
Pyrowave



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Ones to Watch



THOMAS HEALY
CEO & Founder, Hylion



HYLIION

ENGINEERING A REVOLUTION IN TRUCKING



An aerial photograph of a multi-lane highway with several vehicles, overlaid with a semi-transparent green filter. The text is centered in the middle of the image.

AT HYLIION, WE'RE BRINGING
HYBRID ELECTRIC TECHNOLOGY
TO THE TRUCKING INDUSTRY

INDUSTRY PROBLEM

Current technology is unable to meet government mandates.

3.2 Billion

Tons CO2 Globally

6.5MPG

Industry average gas mileage

HYLIION SOLUTION

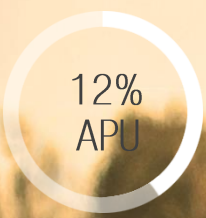
INTELLIGENT ELECTRIC DRIVE AXLE SYSTEM

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

30%

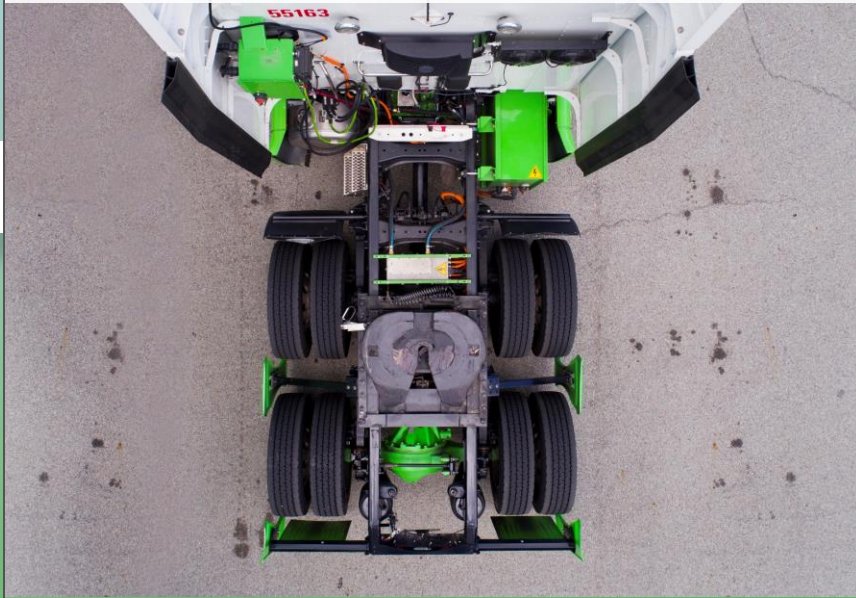
1 Billion

Fewer tons of CO2 emissions



DELIVERING ELECTRIFICATION BENEFITS TODAY ON CLASS 8 VEHICLES

Truck solution



Trailer HE solution



OR

UP TO 30% EMISSIONS REDUCTION



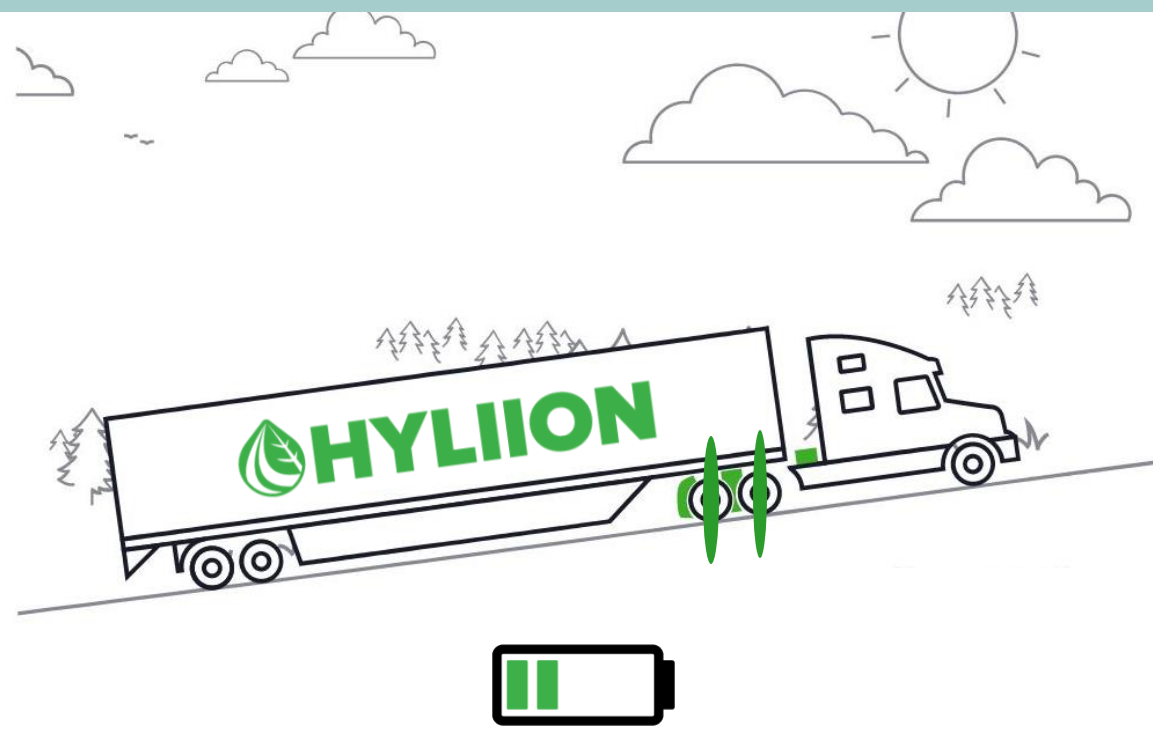
15% HYBRID



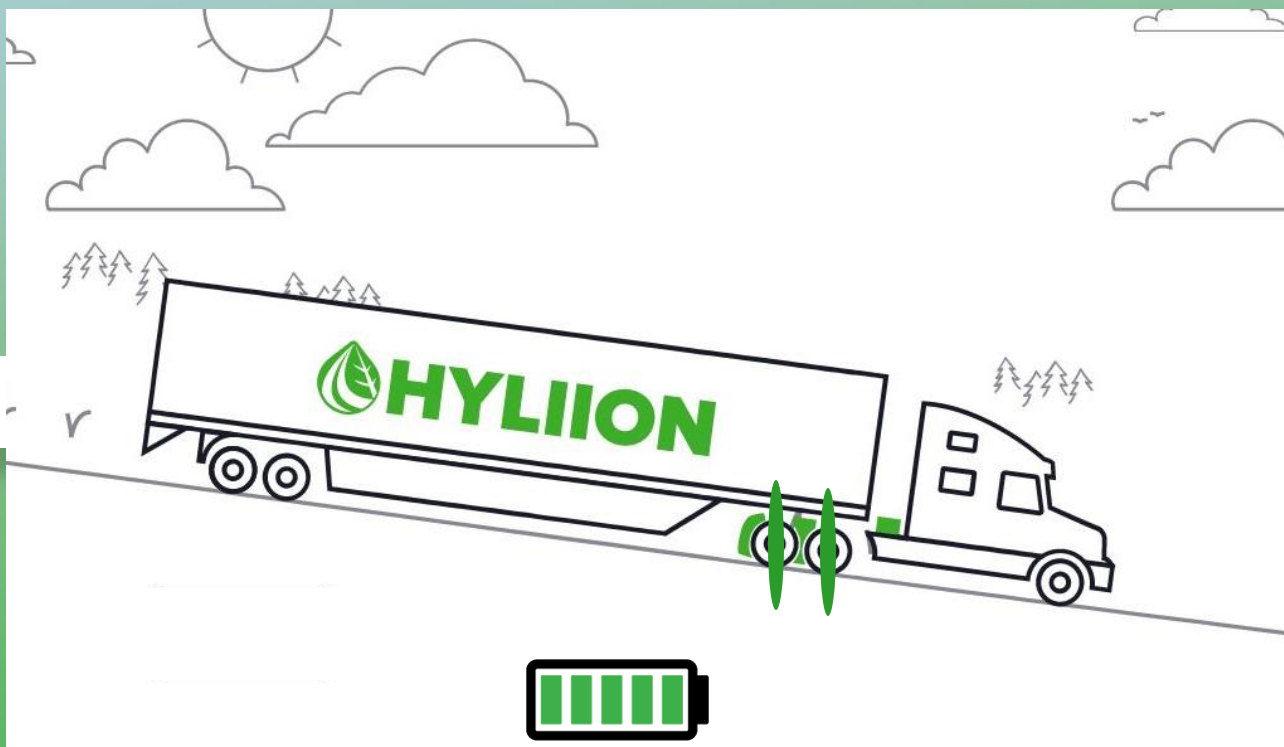
12% APU



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



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...

HYLIION SOLUTION



THANK YOU



HYLIION



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Ones to Watch



CADIR LEE

President & CTO, Ohmconnect

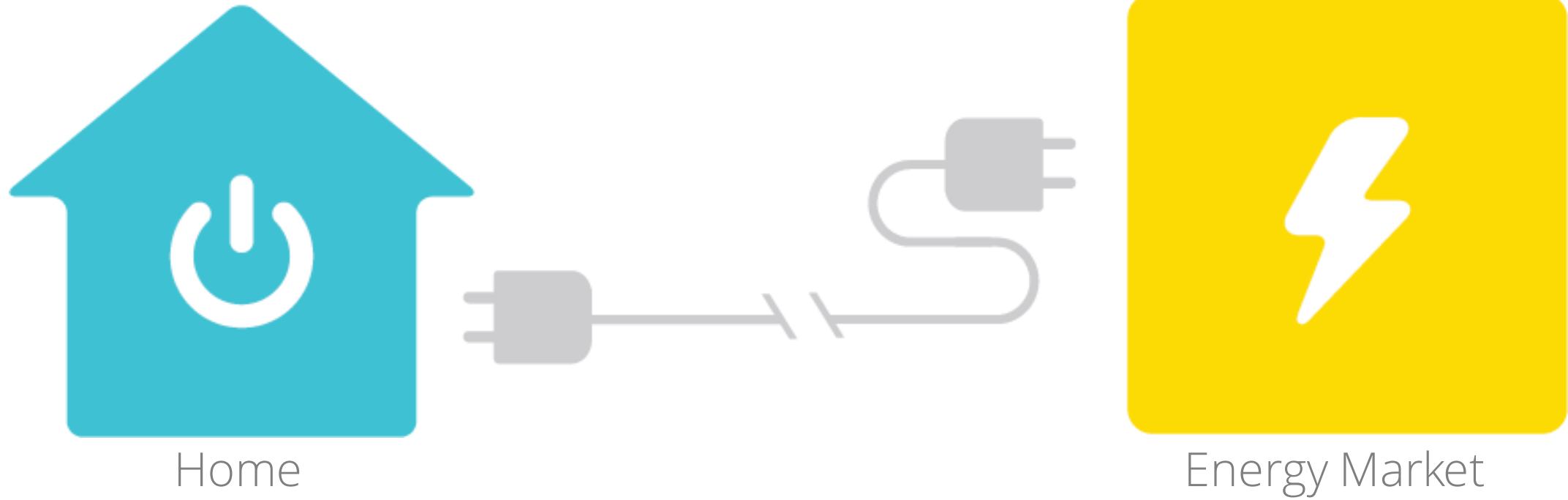


ohmconnect

Save energy. Get paid.



Problem



Solution



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

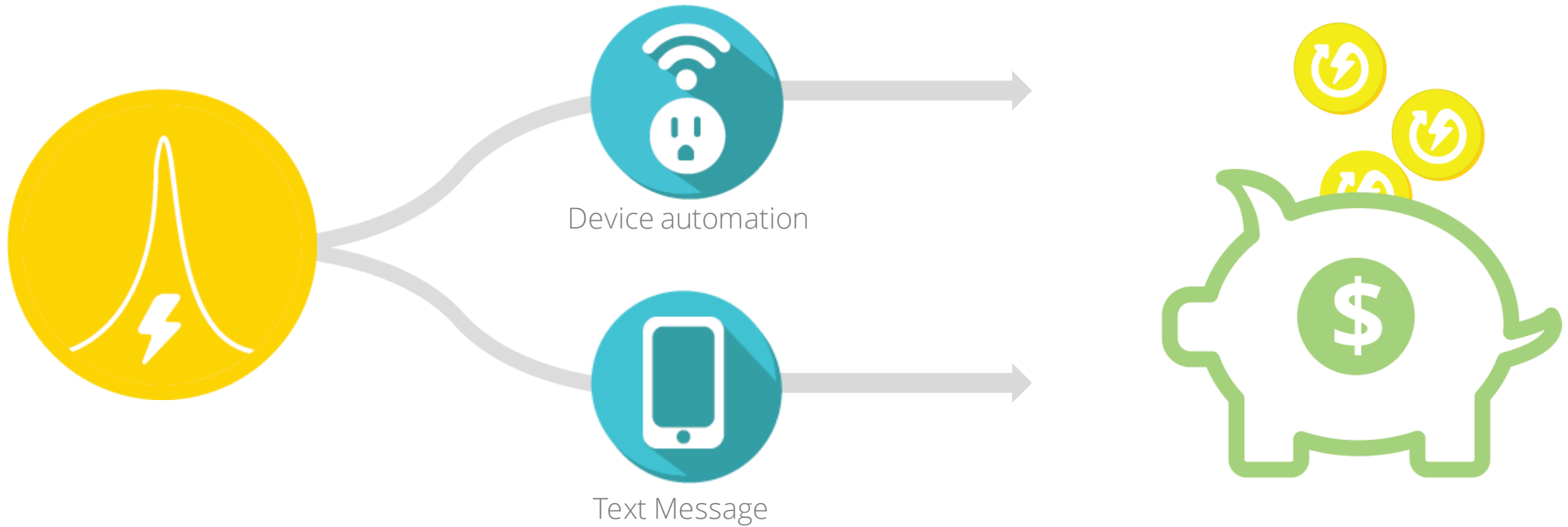
\$500B Market US

Energy Sharing

Grid Need

Dispatch #OhmHour

Reward Members





Fun



Rewarding

Impactful



Future

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





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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

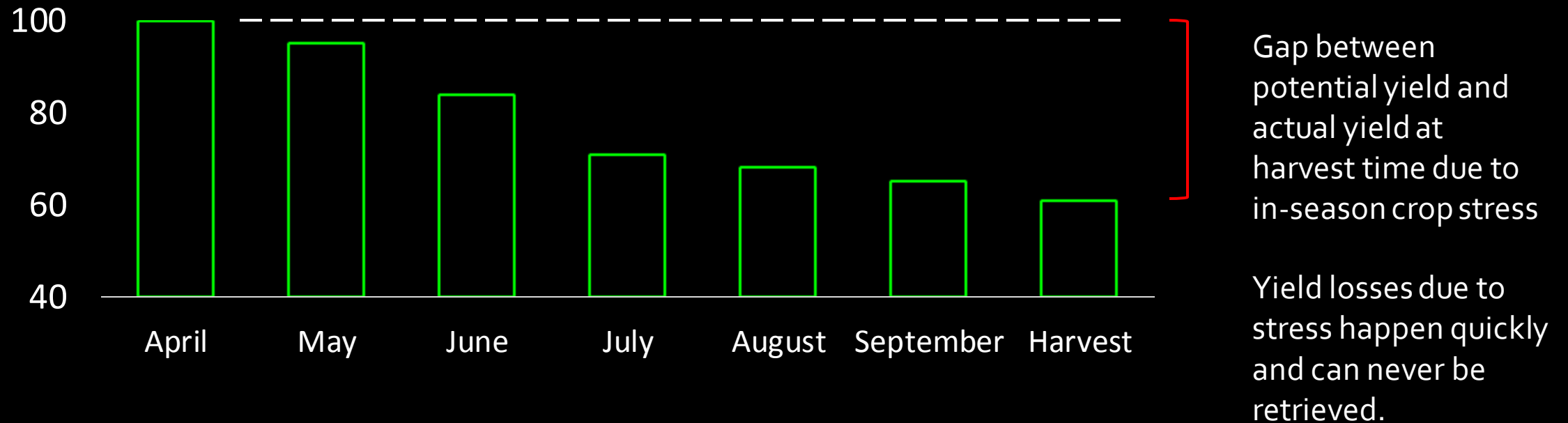
Future

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.



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



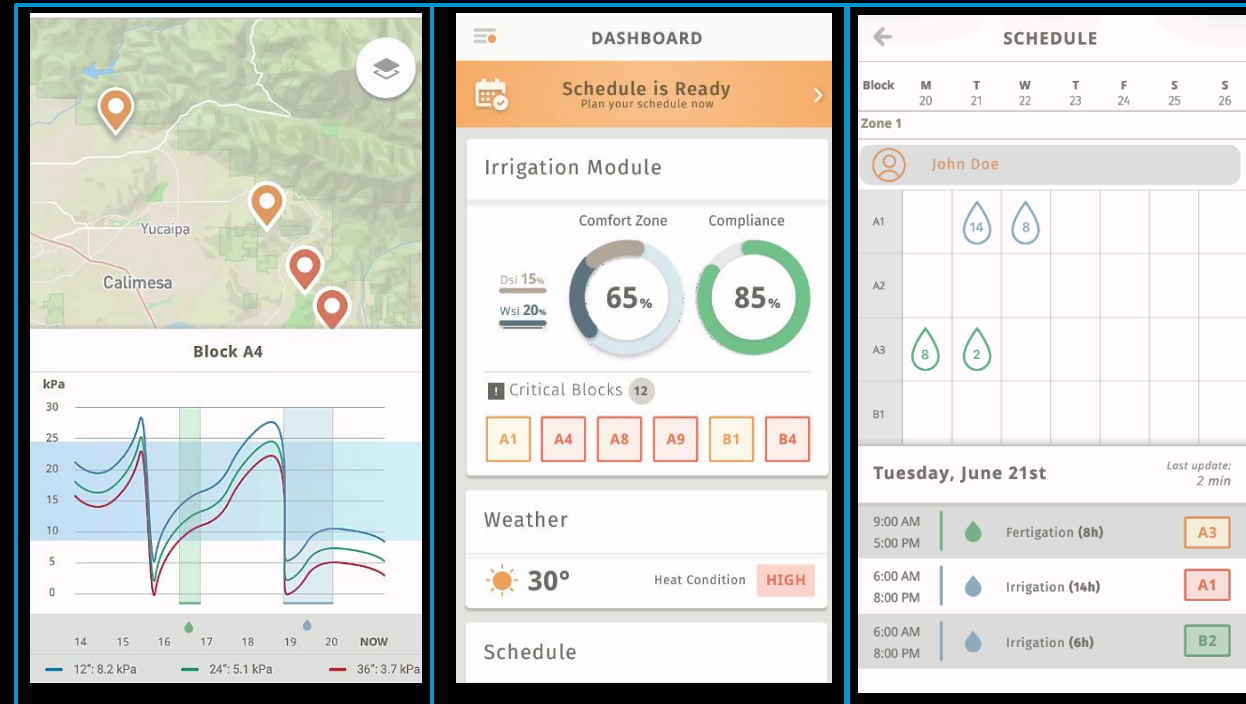
At a Glance

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

Crop

ROI



Almonds

104X



Grapes

127X



Cranberries

18X



Corn

5X



HORTAU

Questions?



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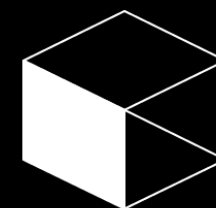
Ones to Watch



BILL SIMS
CEO, Cooledge Lighting

COOEDGE INCORPORATED INVESTMENT OVERVIEW

January, 2017



COOEDGE™

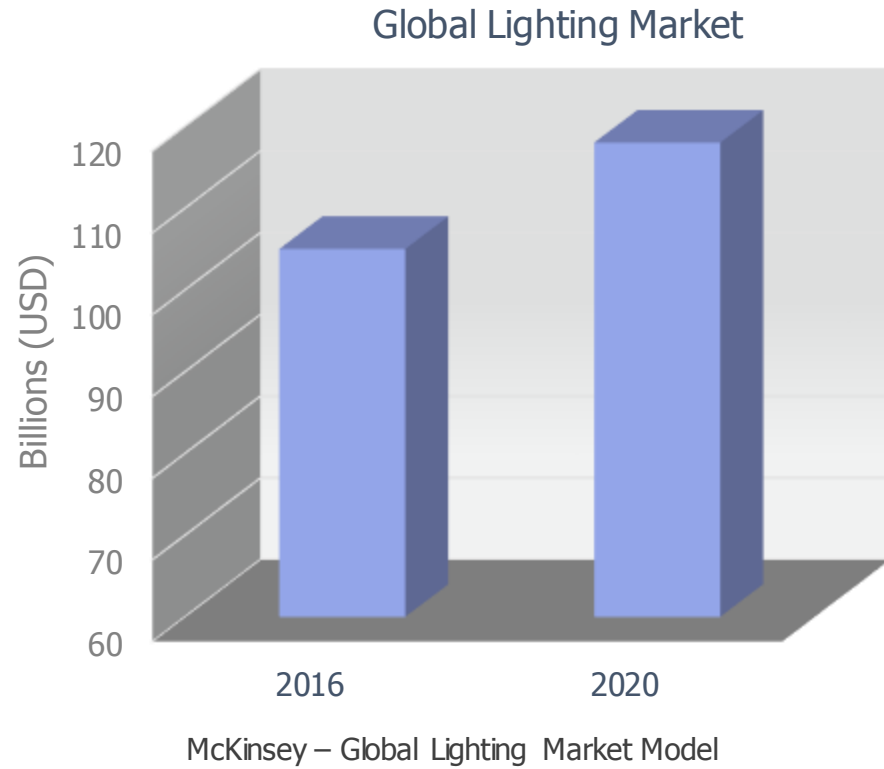
CREATING A WHOLESALE DISRUPTION OF LIGHTING & ARCHITECTURE

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.

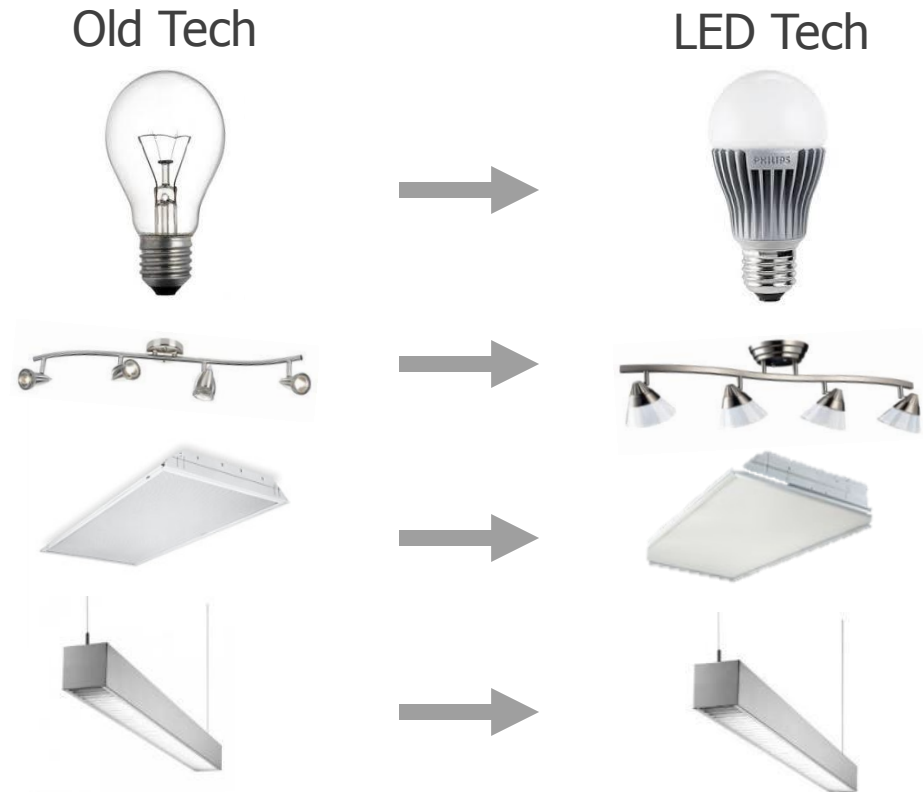


LIGHTING IS A GROWING \$100B MARKET AND ONE OF THE LAST TO GO DIGITAL



Creating big opportunities for disruption

THE INDUSTRY IS NEWLY FOCUSED ON CONTROLS & IOT...



But delivery remains wedded to old form factors limiting the way light is displayed, controlled, and experienced



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



Contrast is on the inside too, it all feels comfortable and natural.



Dry Wall
Ceilings



T-Bar
Ceilings



Traditional
Lighting

- 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 Luminous Surfaces

- 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

LVMH
MOËT HENNESSY • LOUIS VUITTON



Multi-franchise
preferred
solutions
agreement

SEPHORA



FIFA
For the Game. For the World.



CK

Coca-Cola



The
**Cheesecake
Factory**

TOPSHOP

COACH

Acne Studios

CONVERSE



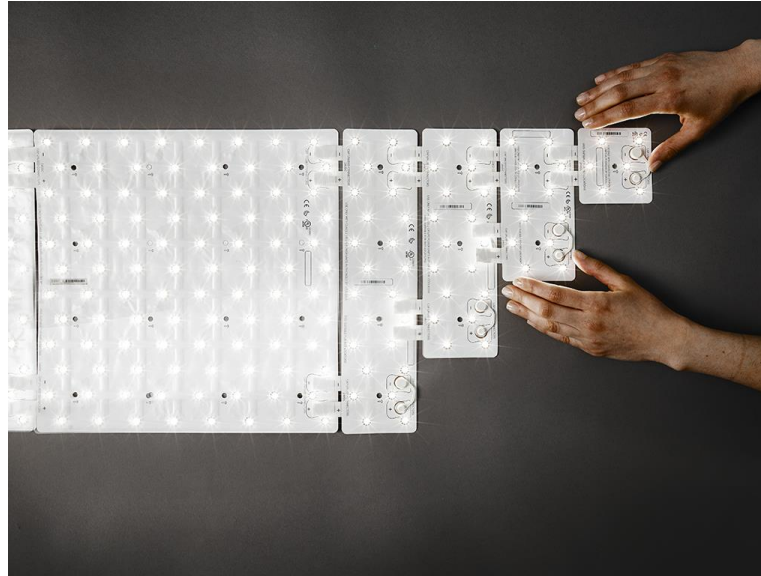
Walgreens

Christian Dior
PARIS



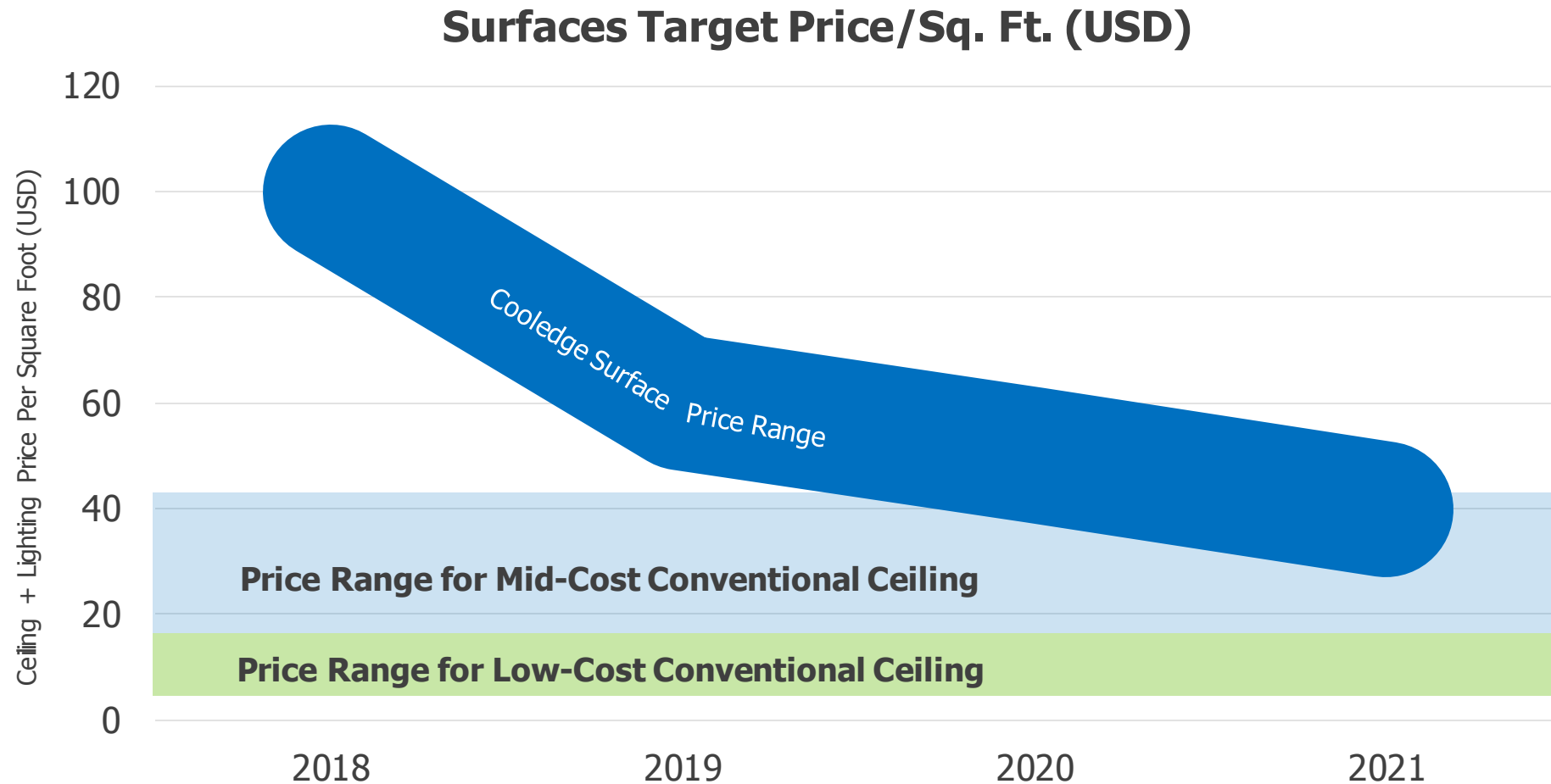
edmunds

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

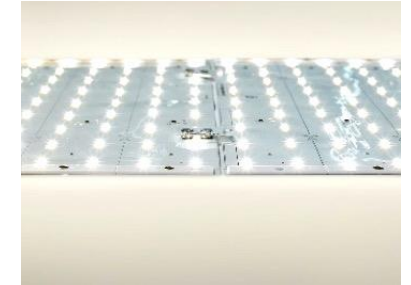


ENABLING WIDE ACCESS TO OUR PREMIUM OFFERING OVER STANDARD CEILINGS



COOLEDGE IS BEST POSITIONED TO LEAD THE REVOLUTION...

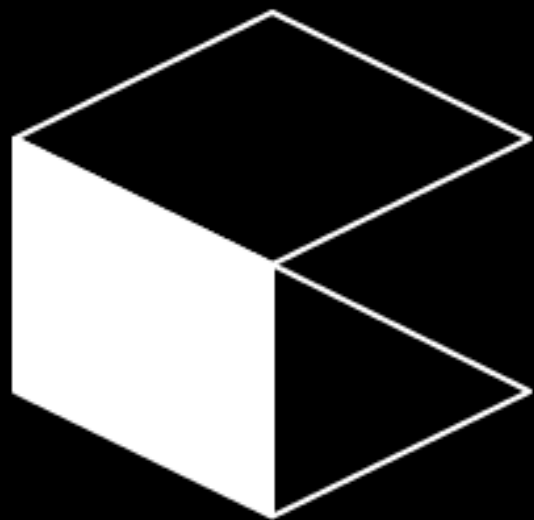
- Prominent competitive advantage:
 - Industry-leading, award-winning product & controls platform with brand recognition
 - Executive team experienced in disruptive plays and significant value creation
- Positioned for accelerated growth & adoption:
 - Highly scalable, capital light business model
 - 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





COOLEdge™