

**CLEARFORD**  
WATER SYSTEMS INC.



## 2017 Annual General Meeting



**Clearford One**<sup>™</sup>  
Sanitation Reinvented

June 21, 2017

○ [www.clearford.com](http://www.clearford.com)

○ [www.uvpure.com](http://www.uvpure.com)

**TSX-V:CLI**

# Summary of 2016 Activities

- Clearford ranked in top ten Clean Technology & Life Sciences Sector on the TSX Venture Exchange
- First Clearford One® site in Ontario at Fetherston is fully operational—full compliance with all Ontario Ministry of Environment and Climate Change regulations
- Completed construction Phase 2 Colombia Cayunda project
- Clearford commissions first Clearford One® system, including toilet and shower blocks, in Jambudiyapura India—declared 1<sup>st</sup> Open Defecation Free village in State of Gujarat
- UV Pure continued development of Generation 3 product
- Fetherston provides prototype and proof of concept for Clearford One® system and Pay for Performance (P4P®) delivery model

# Summary of 2016 Activities (cont.)

- Clearford's P4P® financing model wins Corporate Innovation Award at Ontario Onsite Wastewater Association conference
- Business plan focus was on delivery of first municipal scale P4P® project to the Ontario community of Everett and roll out to other qualified communities
- Won competitive RFP for a P4P® project to service new development and retrofit existing town of Everett with Clearford One® system
- Everett RFP cancelled by Township—too expensive
- Result is that P4P® model has yet to be established as a viable concept for Ontario

# Summary of Activities After Year End 2016

- Re-evaluation of Clearford business model
- Based on success at Fetherston, expand Clearford offering to include operations & maintenance and treatment plant fabrication
- Move into the delivery of these additional services through acquisitions of existing service providers
- This will create the complete capacity to deliver Clearford One® under P4P® model while capturing total project value
- Stable cash flow from acquisitions will make Clearford financially self sufficient by second half of 2018

# Clearford 2017: A Full Service Utility

**In 2017 Clearford Water Systems will complete its corporate development by evolving into a full service utility**

- Everett RFP proved that Clearford One® solution is more cost effective than competing systems
- Clearford now recognizes that full control of all aspects of delivering the Clearford One® solution is required for the long term success of the company
- Clearford will now provide operations and maintenance services as well as water and WWTP fabrication
- Capacity to deliver these previously subcontracted services will be gained through a series of acquisitions
- Discussions with relevant acquisition targets
- Verbal commitments of funding, subject to due diligence, to execute this new business plan
- Expect to complete the first transaction this fiscal year

# Clearford 2017: A Full Service Utility (cont.)

## Summary of key future product and services developments:

- Design and fabrication capabilities for treatment plant
- Provide long term operations and maintenance of complete Clearford One® system and potable water supply
- Provide Clearford with full control of DBFO process
- Release of UV Pure Generation 3 product

**CLEARFORD**  
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# Thank You

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