



# Borealis Wind

[www.borealiswind.com](http://www.borealiswind.com)

Increasing the reliability and efficiency of cold  
climate wind energy

# Production Loss due to Icing

Wind turbine blade icing is the **leading cause** of revenue loss

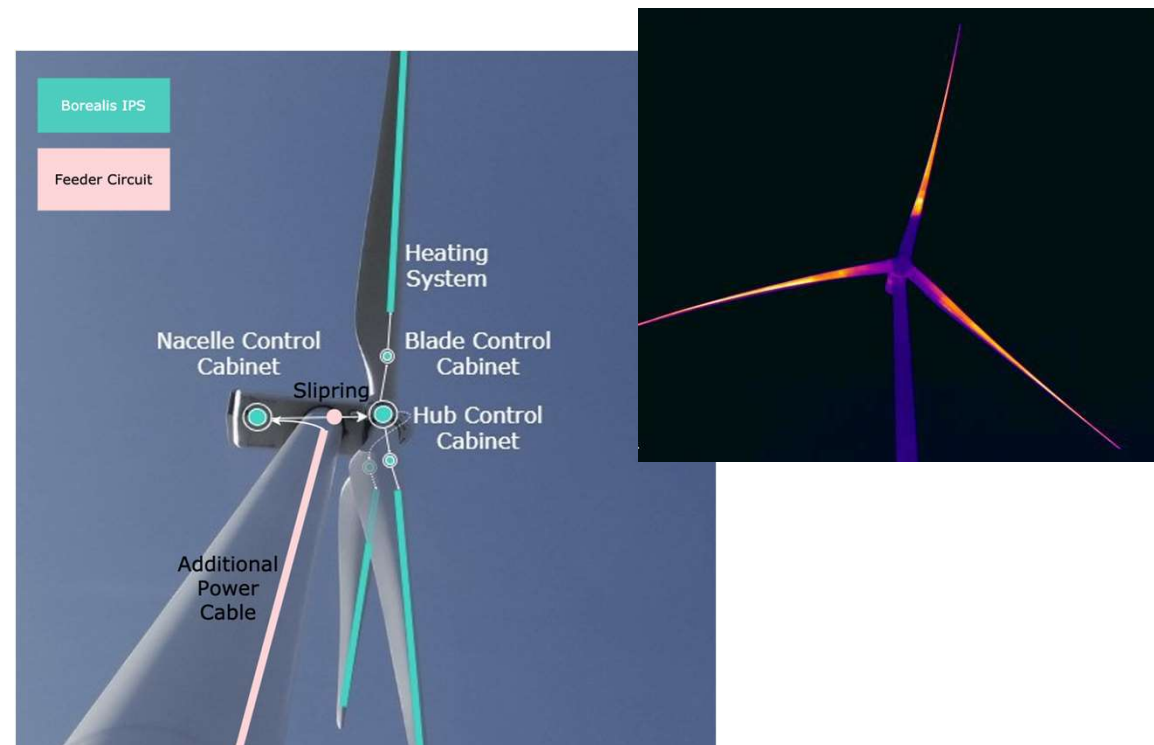
- Causes turbine to stop
- Damages turbine
- Safety Concern



# Borealis Wind's Ice Protection System (IPS)

## Blade Heating System

- Prevents & removes ice
- Can be installed as retrofit or on new turbines
- Technology is patented



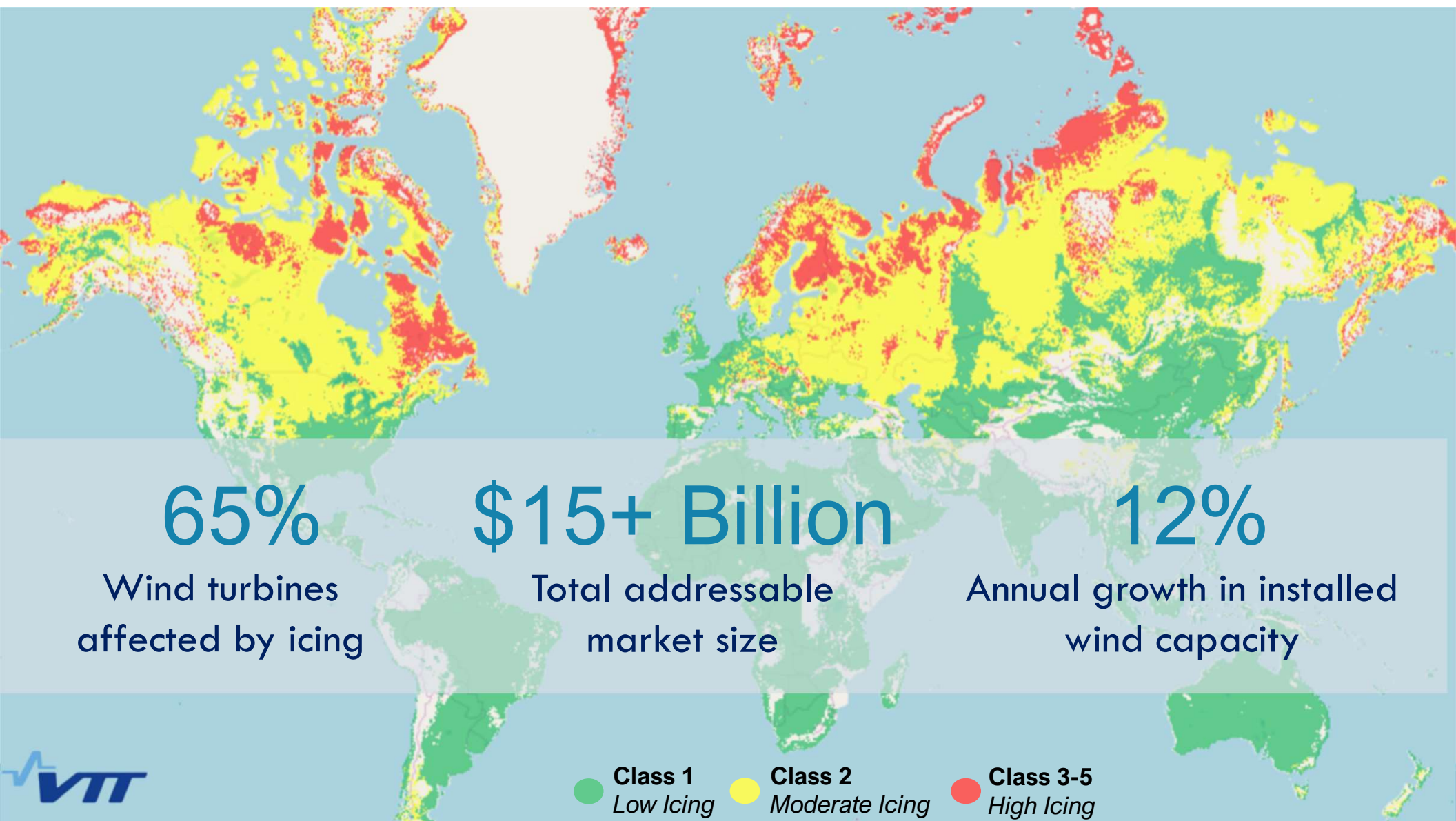
# Cleantech mission

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Typical turbine with Borealis IPS installed has **total annual production increased by 7% or more**

Capable of offsetting 8,000-10,000 tonnes of CO<sub>2</sub> over the life of a single wind turbine





**65%**

Wind turbines  
affected by icing




**\$15+ Billion**

Total addressable  
market size

**12%**

Annual growth in installed  
wind capacity



-  **Class 1**  
*Low Icing*
-  **Class 2**  
*Moderate Icing*
-  **Class 3-5**  
*High Icing*

# Competitive Landscape

Borealis IPS provides wind farms with the strongest ROI compared to other active heating systems

Simple to install and to maintain

Does not reduce turbine performance / life

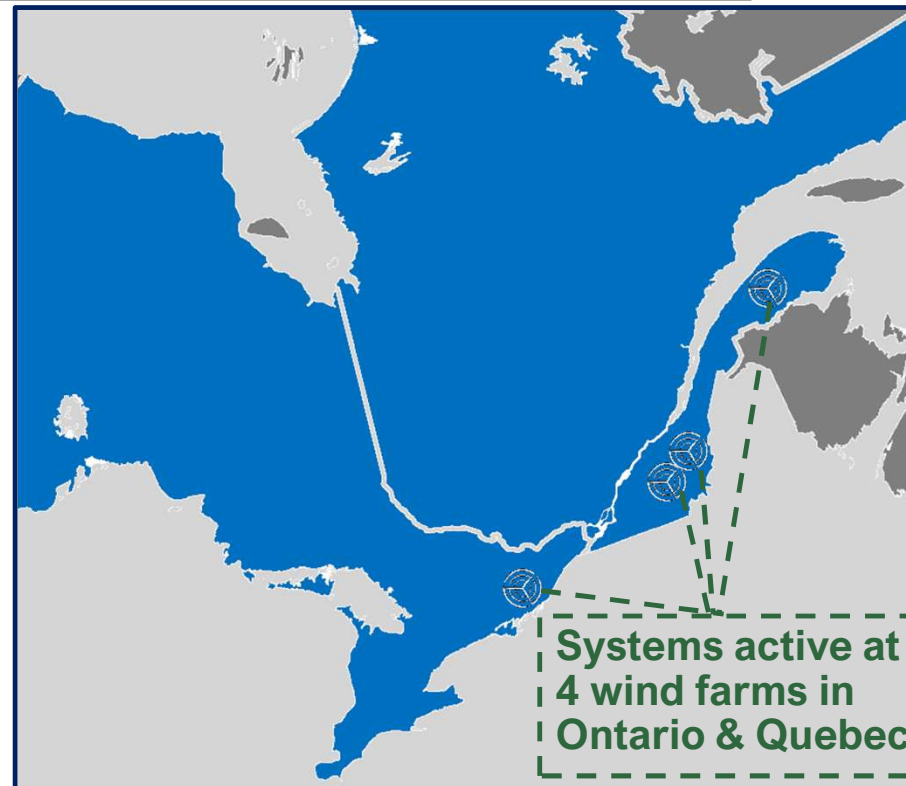
Limits installation disruption



# Validated Technology

## R&D completed on IPS technology

- 4 years of operational performance
- Currently installed and operating with 4 major wind farm owners
- 11% increase to annual production achieved in most recent year



# Sales funnel

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## Retrofit Market

- LOIs received for orders up to 2024
- Massive existing customer potential
  - Existing customers own over 10,000 wind turbines globally
- Recurring-sales customer base
- Are ready to enter the largest market - Europe

## OEM Market

- Opportunity with OEMs and Hydro Quebec in response to newly required blade heating policy
- In discussions to provide IPS for new wind turbines



# Management Team



**Daniela Roeper**  
CEO  
B.A.Sc. Mechanical Engineering  
+7 years experience



**Colin Patterson, CPA, CA**  
Director of Finance  
B. Comm Accounting  
+10 years experience



**Dylan Baxter, P. Eng**  
Director of Operations  
B.A.Sc. Mechanical Engineering  
+7 years experience



## External Advisors

### Board of Directors



**Angelo Loberto**  
Experienced Financial Executive



**Genie Lyon**  
Lawyer with experience in innovation and emerging companies



**Uwe Roeper, P. Eng**  
Successful Entrepreneur in Renewable Energy Industry



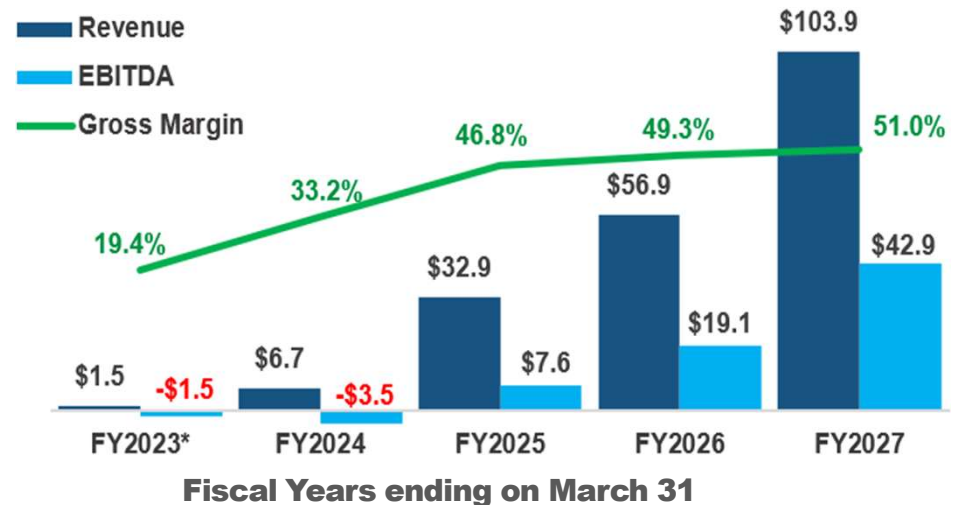
**Lenin Vadlamudi**  
Representative of Enbridge as our Investor

# Financial Highlights

## As of March 31, 2022:

- \$1M CAD equity raised in 2019
- +\$4M CAD in revenue to date
- +\$4M CAD in non-dilutive funding to date
- 28% gross margin achieved on IPS sales

## Financial Projections (CAD\$ millions)



# 2022 Fundraise

## CAD \$10M Series A:

To scale-up capacity, and accelerate growth of high margin and recurring revenues

### THE OPPORTUNITY

- ✓ *R&D completed and ready to scale*
- ✓ *Technology patent protected*
- ✓ *Massive and continued growth in target market*
- ✓ *Early-mover market growth opportunity*
- ✓ *Industry leading value proposition*

### USE OF PROCEEDS



- Scale manufacturing and installation capacity to support forecasted growth
- Execute sales & marketing plan to acquire market share and achieve new market entry
- Complete optimization development plans improving margins and increasing efficiency of manufacturing & installation
- Advancement of revenue model to drive higher profitability and rapid roll out of installed systems base

# Borealis Wind

- PATENTED WIND TURBINE BLADE DE-ICING SOLUTION
- \$15+ BILLION TOTAL ADDRESSABLE MARKET
- 4 YEARS OF VALIDATION WITH MAJOR CANADIAN WIND FARMS
- \$10 MILLION CAD SERIES A INVESTMENT TO DRIVE COMMERCIAL SCALE-UP

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