2001  CTC founded
2002-2005  ACCC® technology under development
2005  $1mm ACCC® conductor sales
2006  $3mm in sales
2007  $16mm in sales
2008  $32mm in sales (EBITDAS Profitable)
2009  $20mm in sales
2010  $11mm in sales
Fastest adoption of any conductor technology *

*per Electric Power Research Institute (EPRI) HTLS report

More than 10,000 kilometers (6,200 miles) sold
What drives such rapid adoption?

- Advanced Technology
- Advanced Benefits

Minimize Cost
- Longer spans - fewer/cheaper towers
- More throughput with the same size tower
- Increased ROI

Minimize Time
- Simpler permitting & rights-of-way (ROW)
- Faster towers - reduced sag - superior performance

Minimize Environmental Impact
- Mitigated line losses (up to 40%)
- Less roasted energy, reduced emissions

Maximize Reliability
- Reduced vibration - increased corrosion resistance
- Minimal creep - reduced sag
- Increased system capacity

Round Aluminum

Steel Core

Conventional ACSR technology

Composite Core

- 25-40% stronger than steel
- 60-70% lighter than steel
- 86% less thermal expansion
- 3x-5x better vibration mitigation
- Galvanic corrosion resistance

Trapezoidal Aluminum

- Fully annealed aluminum
- 28% more aluminum in the same diameter
- 30-40% less line loss
- 40% more throughput than other conductors operating at the same temperature
- Twice the capacity of comparable ACSR
Trapezoidal Aluminum

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Composite Core

- 25-40% stronger than steel
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Advanced Benefits

Minimize Cost
- Longer spans - fewer/cheaper towers
- More throughput with the same size wire
- Increased ROI

Minimize Time
- Simpler permitting & right-of-way (ROW)
- Fewer towers - reduced sag - superior performance

Minimize Environmental Impact
- Mitigated line losses (up to 40%)
- Less wasted energy, reduced emissions

Maximize Reliability
- Reduced vibration - increased corrosion resistance
- Minimized creep - reduced sag
- Increased system capacity
Issues that create demand for ACCC® conductor...

In the developed world:
- Transmission infrastructure designed for 1970's demand
- Upgrading using current technology is costlier & slower
- Congestion constraints and increasing demand

In the developing world:
- Additional capacity required
- Losses = unserved energy/customers
- Grid reliability must be improved
The Transmission Conductor Market

$10.8 Billion Annual Market*

*International Energy Association, 2010 World Energy Outlook

- North America: 17%
- China: 31%
- India: 10%
- Europe: 11%
- Pacific: 9%
- Eastern Europe/Eurasia: 4%
- Rest of Asia: 7%
- Latin America: 5%
- Africa: 3%
- Middle East: 3%
Global Sales

11 Member Team (6 Added in 2010)
- N. America & EPC (4)
- Middle East & Africa
- Europe
- China (3)
- Latin & S. America
- Asia & ANZ

28 global sales agents

Ebbie K. Nakhjavani, P.E.
-SVP Global Strategies
-Director, Middle East and Africa
Engineering Support

- Experienced teams in the US and China
- Industry-standard software expertise
- Proprietary software for line design analysis using ACCC® conductor

Julie Couillard, P.E.
- Director, Engineering & Projects
Product Support

- Supplementary product sales
- Lineman training
- On-site Installation support
- Warranty service (extended warranty available)
ISO Certified Core Production Facility

- 18 Production Machines
- 18,000 km annual capacity with $80-$300mm revenue potential*

* depending on product mix
- Internally sourced machines available in 6 weeks
- Can build new production facilities in 8-12 months
Electrical Testing
- Resistivity
- Power Loss
- Ampacity
- Impedance
- EMF
- Corona
- Radio Noise
- Short Circuit
- Lightning Strike

Systems Testing
- Aeolian Vibration
- High Temp Sag
- High Temp Sustained Load
- Creep
- Galloping
- Self Dampening
- Impact
- Turning Angle
- Torsion
- Ultimate Strength
- Combined Cyclic Load
Intellectual Property

Patents

- 9 issued
- 3 pending continuation-in-part applications
- 2 pending US applications claiming priority to a PCT international application
- 4 pending US applications
- 27 PCT patents granted
- PCT international applications pending in 70 strategic countries

Eric Bosze,
Senior Material Scientist
Continual Improvement

- New Core Sizes
- New Applications
  - Ultra High Voltage
  - Heavy Ice Load
Global Sales
$10.8 million in 2010
North America

NERC
Rule 810 Requirements
- Mandate assessments of transmission line clearance compliance
- Penalties for violations in the $ Millions

FERC
Order 679 - established rate incentives for advanced technologies that reduce transmission congestion

Driving sales through strategic engineering relationships

Alcan CTC CABLE Qualified Strander
Stranding and distribution agreement
- February 2010
- Minimum purchase requirements
- Conversion of ACSS customers to ACCC® conductor
South America

Colombia
Centelsa
Stranding qualification in 2011

Paraguay
Major bid award for ACCC® conductor
Under administrative review

Argentina
IMSA
Stranding and distribution agreement
- October 2010
- Commercial production February 2011
- Minimum order agreement
Europe
Technical market development focus

United Kingdom
Completed Type Registration testing
First line installed - 2 more upcoming

Belgium
Lamifil

Germany
Amprion
400 kV test line energized
• Critical High-Voltage data for expansion in European markets
110 kV distribution line being finalized
Middle East & Africa

Egypt
In negotiations with a potential stranding partner

Bahrain
Midal

Qatar
Type Registration achieved in 2010
Stranding complete, first installation next month

Abu Dhabi
Type Registration near completion

South Africa
Engineering, Procurement & Construction (EPC)
Repeat orders from EPC relationships

Type registration in progress
Belarus, Ukraine & Kazakhstan
Asia

China
Far East Composite Technology

CTC Cable Asia Ltd.
Established in Beijing
- Strategic sales partnerships
- Experienced management
- Other strategic partnerships in negotiations

India
Sterlite Industries
Stranding & distribution agreement
- November 2010
- Undergoing qualification
- Minimum order agreement w/ escalated order levels over time

South Korea
Taihan Electric Wire Co.
Stranding & distribution agreement
- December 2010
- Minimum order agreement

Indonesia
PT Tranka Kabel
KMI Wire & Cable Tbk
Cable Corporation
Moving Forward
Growth Drivers

USA
- New marketing message "Cost efficient transmission capacity"
- Regulatory changes & congestion relief incentives
- Industry expertise and contacts brought by new senior management

China
- New strategic partnerships
- More stranding sources
- New Chinese in-country sales force
- Power consumption exceeding pre-economic crisis levels

Other markets
Large International contract opportunities in each of:
- India (Sterlite)
- Central & South America
- Eastern & Western Europe
- Middle East & Africa

[Graph: Price Convergence]
Fastest adoption of any conductor technology
Technology that provides substantial benefits for electric utilities
Growing market for advanced conductors
Expanded CTC senior management team
Unparalleled customer support
Manufacturing expertise
Unrivaled product quality
Advancements in technical qualifications (Type Registration)
Price convergence between ACCC® conductor & competing technologies
New strategic relationships
New CTC Cable President
Market specific messaging