



Carmanah Technologies Corp.
Q2 2018

TSX:CMH

www.carmanah.com

Disclaimer



This release may contain forward-looking statements. Often, but not always, forward-looking statements can be identified by the use of words such as “expects,” “estimates,” “could,” “will” or variations of such words and phrases. Forward-looking statements or information in this news release relate to, among other things: revenues, and revenue growth, for the fourth quarter and year ended December 31, 2017; order backlogs; gross margins and estimates of EBITDA and Adjusted EBITDA. Forward-looking statements involve known and unknown risks, uncertainties, and other factors which may cause the actual results, performance, or achievements of Carmanah or Sabik to be materially different from any future results, performance, or achievements expressed or implied by the forward-looking statements. Such factors include, but are not limited to: our ability to become a worldwide leader in the marine aids to navigation industry, the potential growth of the off-shore wind safety market or our ability to participate in any growth and other general uncertainties that may impact actual outcomes. These forward-looking statements are based on management’s current expectations and beliefs but given the uncertainties, assumptions and risks, readers are cautioned not to place undue reliance on such forward-looking statements or information. Carmanah disclaims any obligation to update, or to publicly announce, any such statements, events or developments except as required by law.

For additional information on these risks and uncertainties, see Carmanah’s most recently filed Annual Information Form (AIF) and Annual MD&A, which are available on SEDAR at www.sedar.com and on the Company’s website at www.carmanah.com. The risk factors identified in Carmanah’s AIF and MD&A are not intended to represent a complete list of factors that could affect Carmanah.

Capital Markets Information

Ticker	TSX – CMH
52-Week High / Low Closing Share Price	CAD \$3.88 – \$4.99
Recent Share Price ⁽¹⁾	CAD \$4.50
Basic Shares Outstanding ⁽¹⁾	19.00 million
Market Capitalization ⁽¹⁾	CAD \$85.50 million
Cash ⁽¹⁾	USD \$10.16 million
Debt ⁽¹⁾	USD \$0.33 million
Enterprise Value	CAD \$72.56 million ⁽²⁾

(1) As of June 30, 2018

(2) Reflects CAD\$:USD\$ exchange rate of \$0.76



VISION:

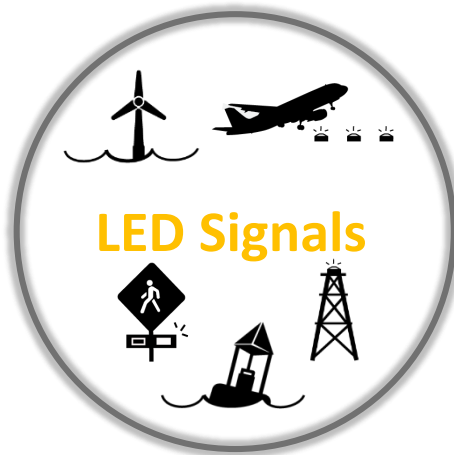
To be the global leader of signaling and solar lighting solutions for infrastructure

STRATEGY:

Provide solutions that combine
greatest cost savings with highest
environmental sensitivity



Our Businesses



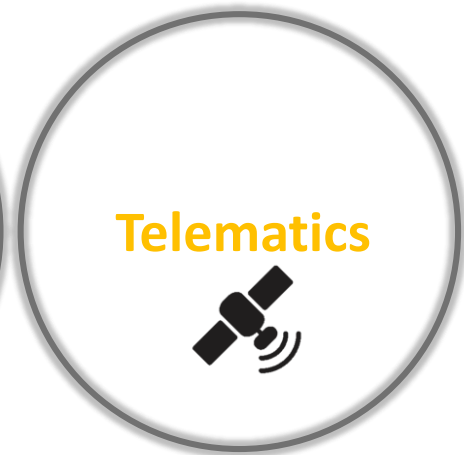
LED Signals

Great growth prospects



LED Illumination

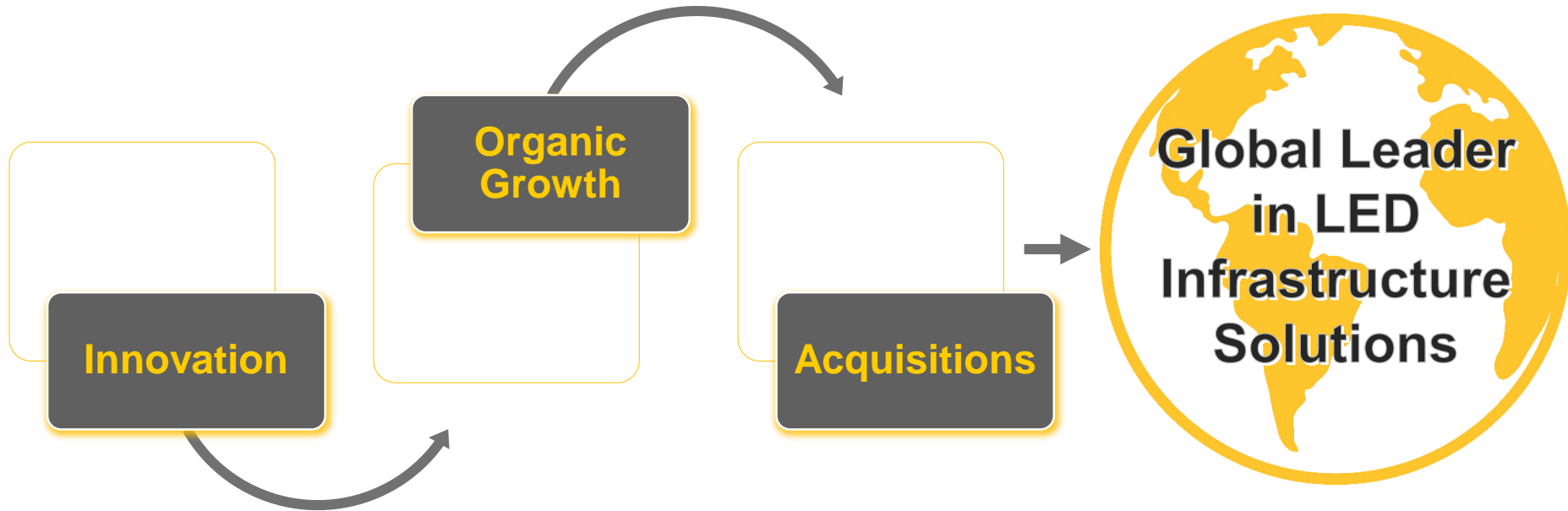
Attractive product margins

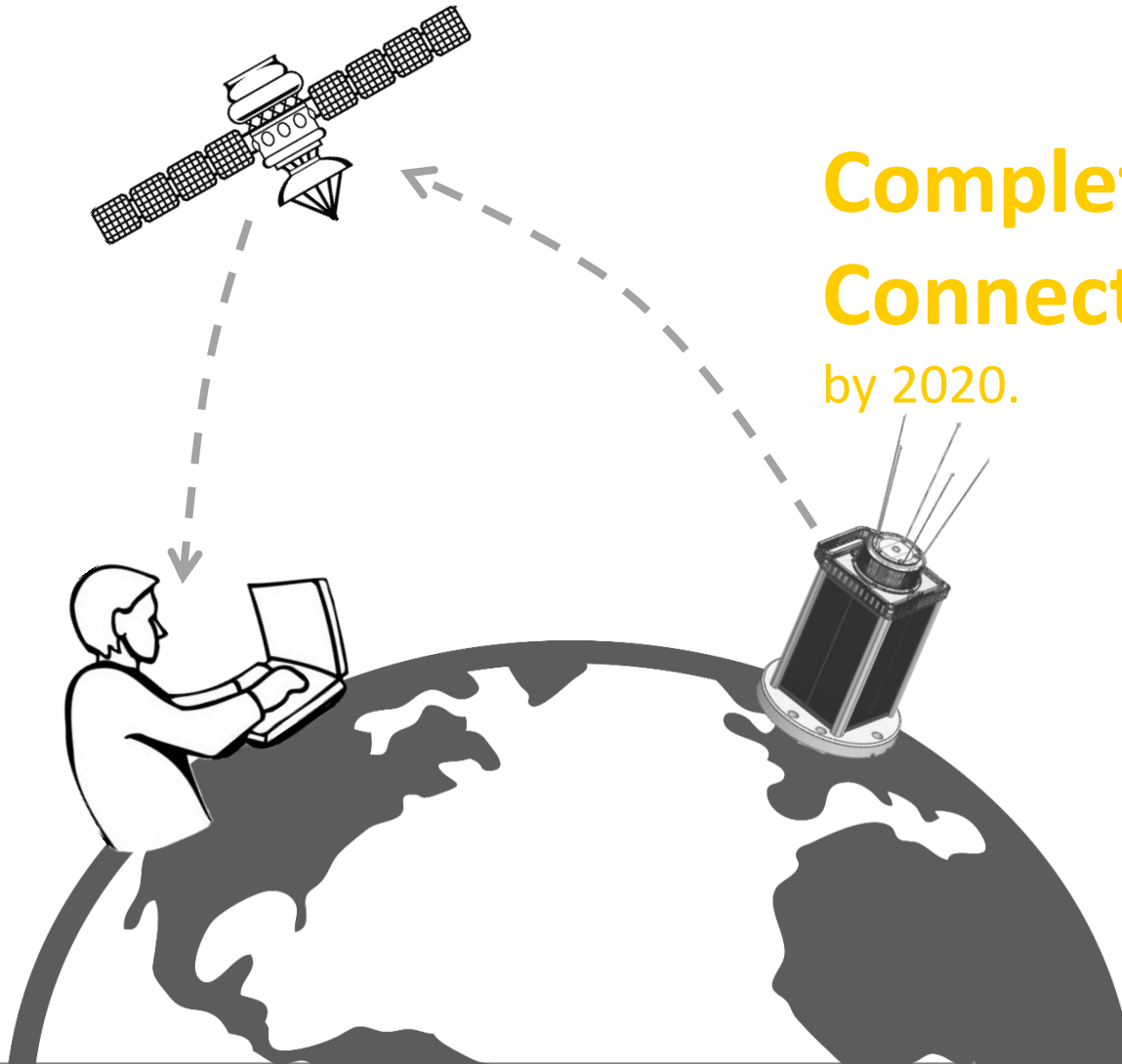


Telematics

Global leadership

Our Tactics



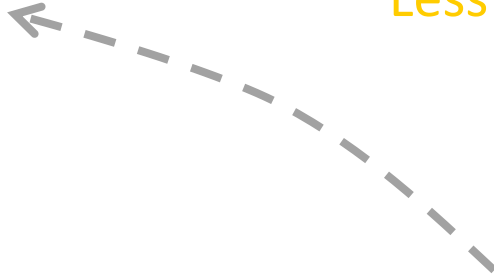
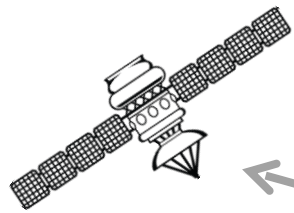


Complete M2M*
Connectivity
by 2020.

*Machine to Machine

LED Solar lights at cost parity

Less power needed for more performance.



Cost of solar has declined by 90%

Smaller panel needed

Carmanah EMS capability

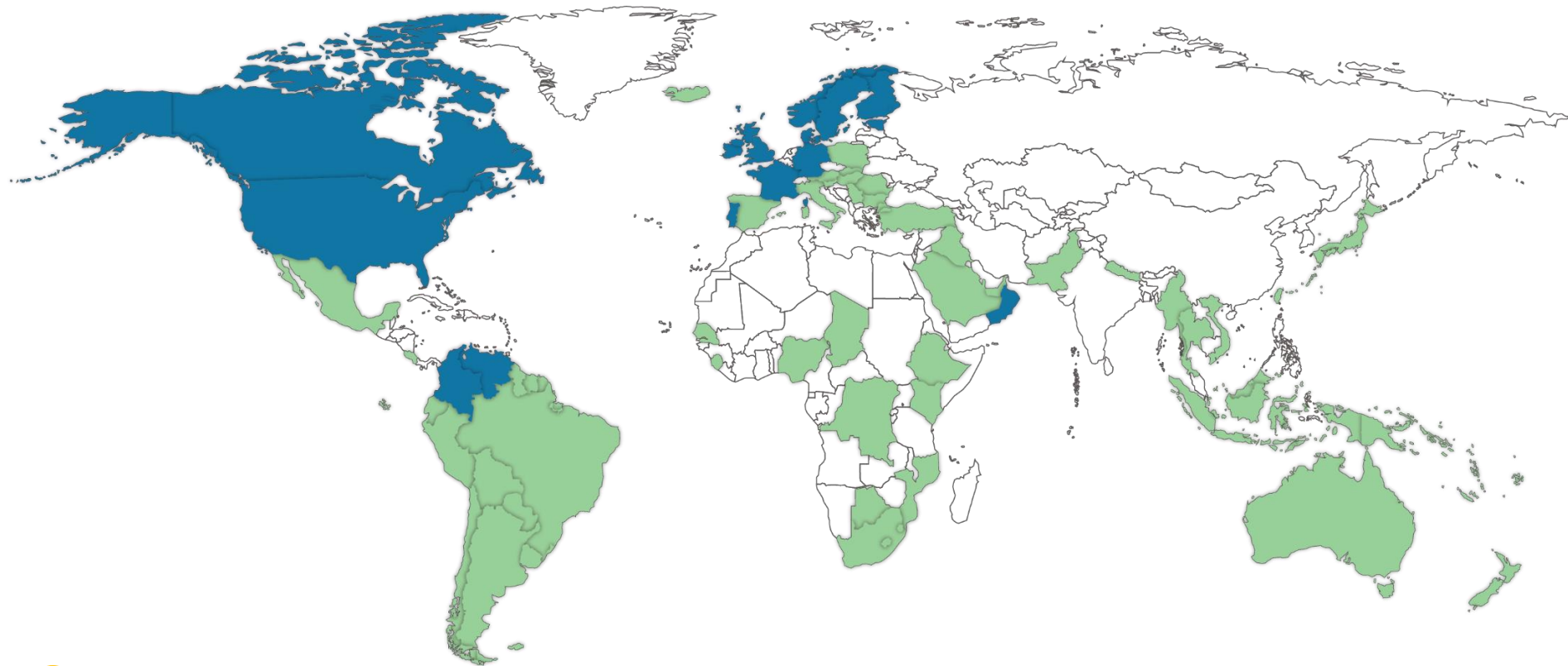
LED performance to improve by 30% in next 3 years



Organic Growth



Significantly expand 'last mile' partner coverage
within 5-years, ensuring top-tier partners in all major regions.

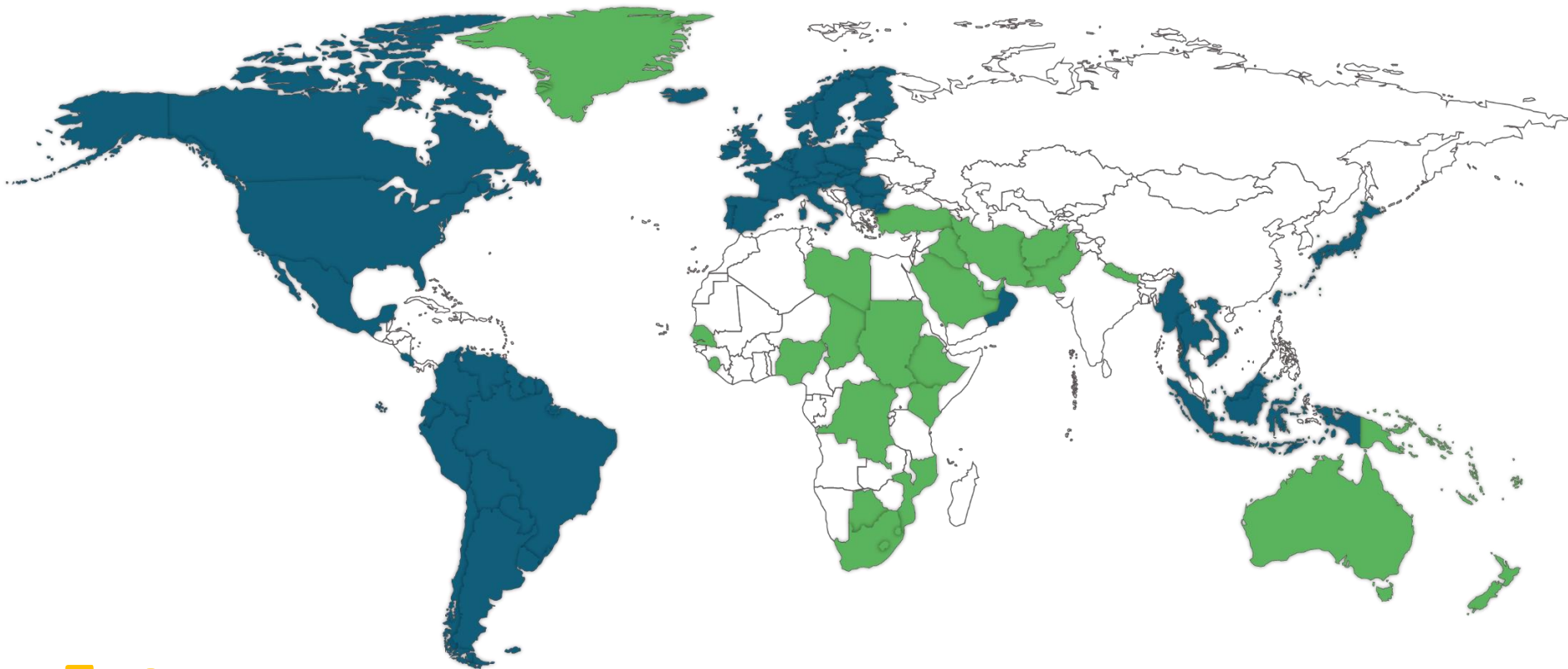


Current

Organic Growth

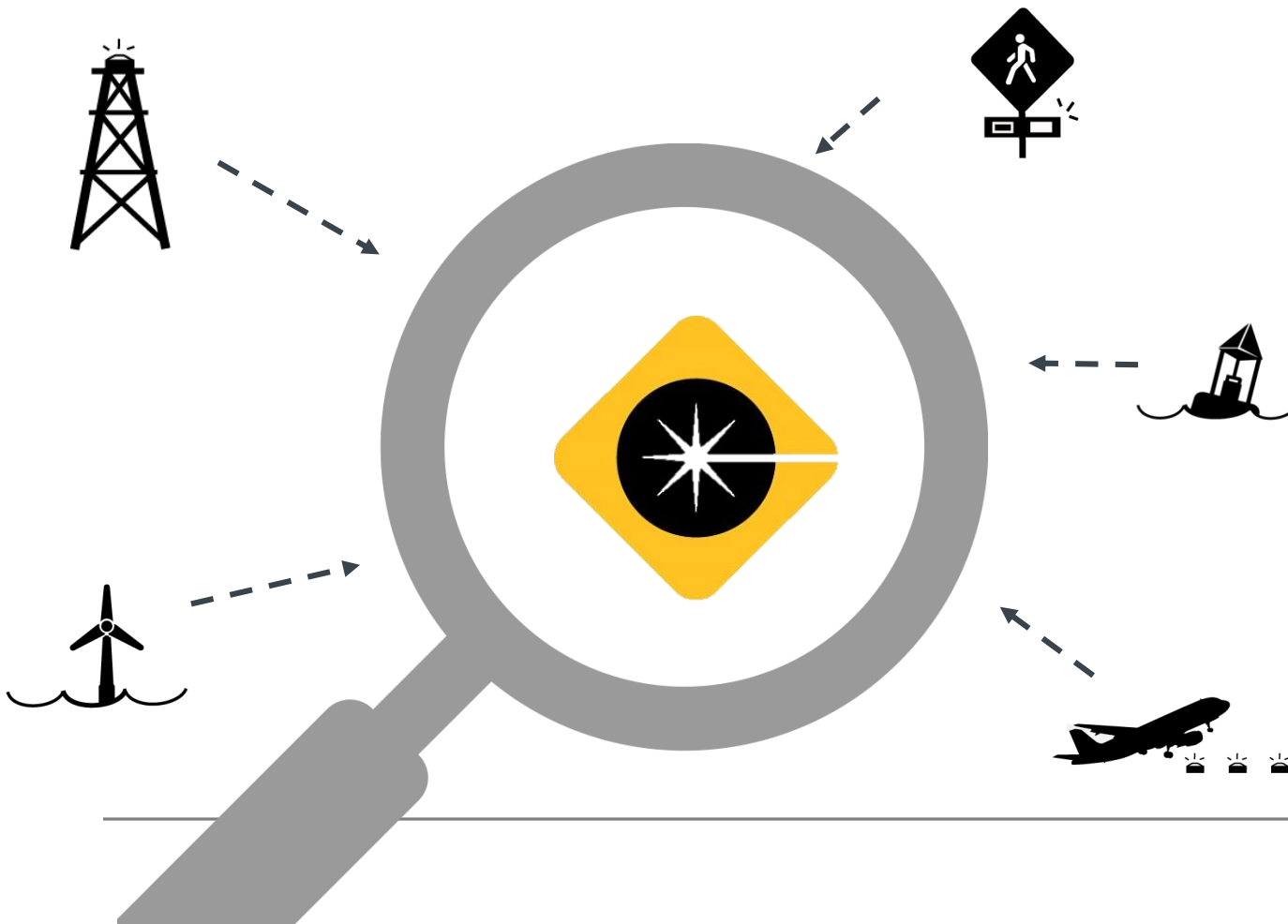


Significantly expand 'last mile' partner coverage
within 5-years, ensuring top-tier partners in all major regions.



Future

Consolidation of Signals competitors



> **ekta**™

Acquired January 3rd, 2017
([View press release](#))

> **vega**
GUIDES THE WAY

Acquired August 1st, 2017
([View press release](#))



carmanah[®]

Thank You



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