

Operating Under Covid-19

Business as (un)usual for Thermal Energy



An Innovative Technology Company Providing Sustainability Solutions

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Business as (un)usual

Maintaining operations through COVID-19

- Our customized turnkey best-in-class product and services often require detailed **site surveys** and **facility visits**
- Most of our clients are **essential** businesses and continue to operate
- But.... **travel restrictions, social distancing,** and other Covid-19 mitigation measures are temporarily impacting order backlog and revenue



Business as (un)usual

Taking advantage of the COVID-19 slowdown

After three years of business expansion and staff additions, we are using the current slowdown to improve and enhance systems and capabilities

- Company-wide upskilling and training
- Technology upgrades
- Product R&D
- Improving connectivity, communication capabilities, and remote collaboration



Business as (un)usual

Taking advantage of the COVID-19 slowdown

Using the current slowdown to improve and enhance systems and capabilities....

- Not just responding to the current circumstances
- But also, preparing for an altered state of business in the future
- All of which are designed to increase our longer-term productivity and profitability potential



Business as (un)usual

Emerging into the new normal

Using the current slowdown to improve and enhance systems and capabilities will ensure we...

- Emerge from this challenging period in as strong a position as possible
- Are able to meet any accumulated demand for increased energy efficiency

Taking these initiatives now provides a clearer clear roadmap going forward with improved productivity and profitability



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