



- 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 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

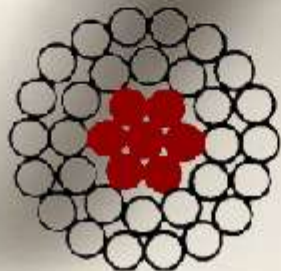
Maximize Reliability

- Reduced vibration - increased corrosion resistance
- Minimized creep - reduced sag
- Increased system capacity

Round
Aluminum



Steel Core



Conventional ACSR
technology



Trapezoidal
Aluminum

Composite Core

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

- 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
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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:

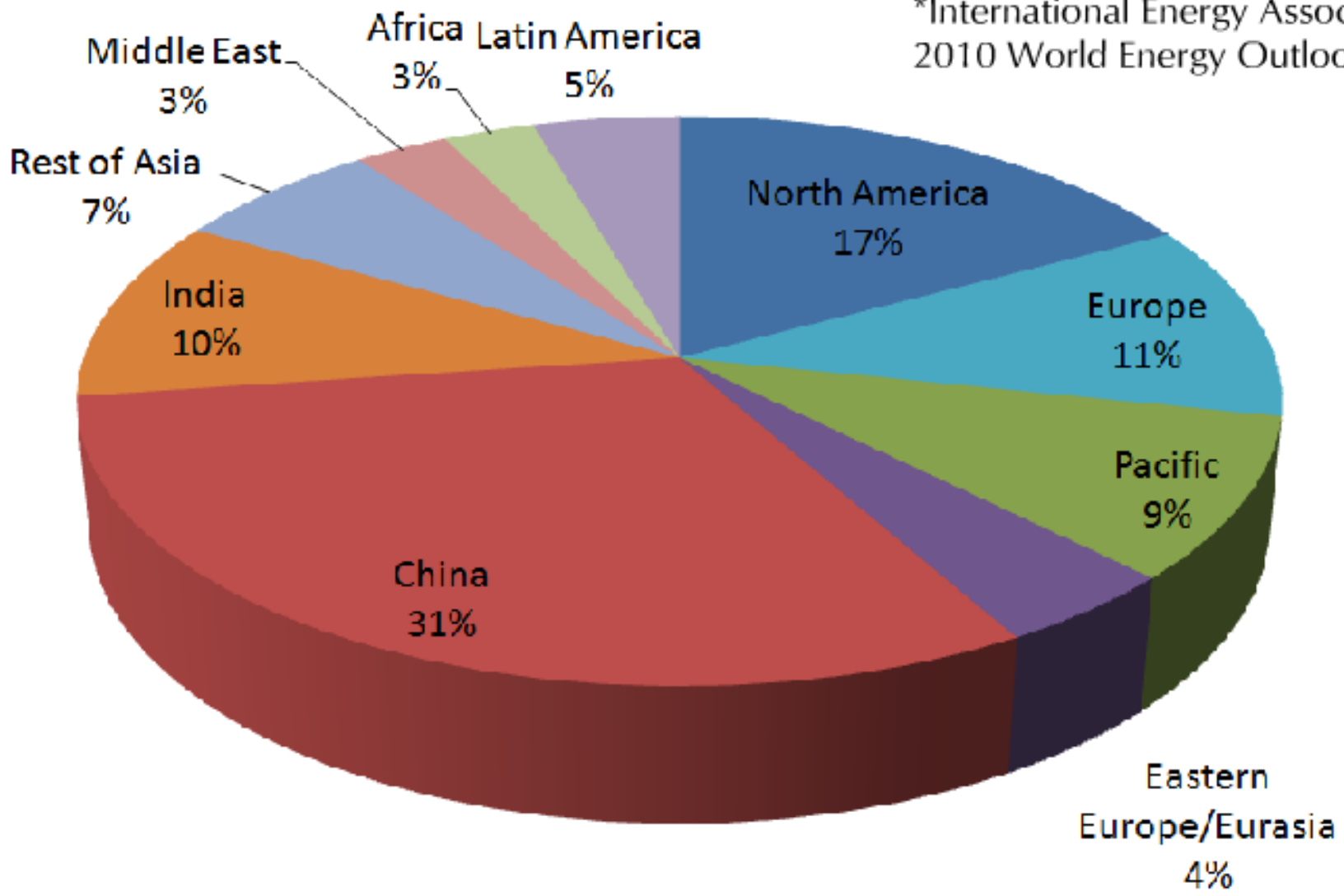
- Additional capacity required
- Losses = unserved energy/customers
- Grid reliability must be improved



The Transmission Conductor Market

\$10.8 Billion
Annual Market*

*International Energy Association,
2010 World Energy Outlook



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

A photograph of two linemen working on a power line tower. The linemen are wearing white shirts, red safety harnesses, and white hard hats. One lineman is in the foreground, seen from the back, while the other is in the background, wearing a blue shirt and yellow gloves, working on a metal component of the tower. The background shows a clear blue sky with some clouds and a distant landscape with a parking lot and some buildings.

Product Support

- Supplementary product sales
- Lineman training
- On-site Installation support
- Warranty service (extended warranty available)

CTC CABLE Irvine, CA CORPORATION **Production**

ISO Certified Core Production Facility

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

* depending on product mix





Expansion Capabilities

- 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



A portrait of a middle-aged man with short, graying hair, smiling. He is wearing a blue polo shirt. The background is a whiteboard with faint red and black markings, including a lightbulb icon and some numbers.

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

A man with a beard, wearing a blue lab coat and white gloves, is shown in profile, focused on a task. He is wearing safety glasses around his neck. The background is dark and industrial.

- **New Core Sizes**
- **New Applications**
 - **Ultra High Voltage**
 - **Heavy Ice Load**

North America

NERC

2010 1120 Requirements
 • Major part of the program for change complete
 • Review of standards in progress

FERC

Order 717, established requirements for advanced metering that reduce operational expenses

CTC Cable through strategic relationships

Alcan 
 • Strategic distribution agreement (October 2010)
 • Alcan's gas flow requirements
 • Coverage of ACS locations in BC, CA, Oregon

South America

Colombia
Centelsa
 Strategic relationship 2011

Paraguay

Major part of the MVCI contract

Argentina

IMSA 
 Strategic distribution agreement (October 2010)
 Commercial agreement February 2011
 Metering and operations

Europe

Technical market development factors

United Kingdom

Contract 2007 for 2010-2011
 Performance 2010-2011

Belgium

Contract

Germany

Alcan
 Strategic relationship
 Technical market development factors

Middle East & Africa

Egypt

100% ownership
 and total operating capacity

Bahrain

AKKAF

Qatar

100% ownership
 and total operating capacity

Abu Dhabi

100% ownership
 and total operating capacity

South Africa

100% ownership
 and total operating capacity

Asia

China

Fa East Composite Technology

CTC Cable Asia Ltd.

Established in Beijing
 • Strategic relationship
 • Expansion of manufacturing
 • Other strategic partnership initiatives

South Korea

Taihan Electric Wire Co.

Strategic & distribution agreement
 • December 2010
 • Minimum order agreement

India

Sterlite Industries

Strategic & distribution agreement
 • November 2010
 • Production modification
 • Minimum order agreement (escalated order)
 • Made over time

Indonesia

PT Tranka Kabel 
KMI Wire & Cable Tbk 

Quality Partner

North America

NERC

Rule 810 Requirements

- Mandate assessments of transmission line clearance compliance
- Penalties for violations in the \$ Millions

Driving sales through strategic engineering relationships

FERC

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

Alcan  **CABLE** CORPORATION **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  **Qualified Strander**

Stranding and distribution agreement

- October 2010

- Commercial production February 2011

- Minimum order agreement

Europe

Technical market development focus (Type registration)

United Kingdom

Completed Type Registration testing
First line installed - 2 more upcoming

Belgium

Lamifil  **CABLE** Qualified Strander

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

Type registration in progress

Belarus, Ukraine & Kazakhstan

Bahrain

Midal  Qualified Strander

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

Asia

China

Far East Composite Technology



CTC Cable Asia Ltd.

Established in Beijing

- Strategic sales partnerships
- Experienced management
- Other strategic partnerships in negotiations



South Korea

Taihan Electric Wire Co.

Stranding & distribution agreement

- December 2010
- Minimum order agreement

India

Sterlite Industries

Stranding & distribution agreement

- November 2010
- Undergoing qualification
- Minimum order agreement w/ escalated order levels over time

Indonesia

PT Tranka Kabel 

KMI Wire & Cable Tbk 

CTC 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

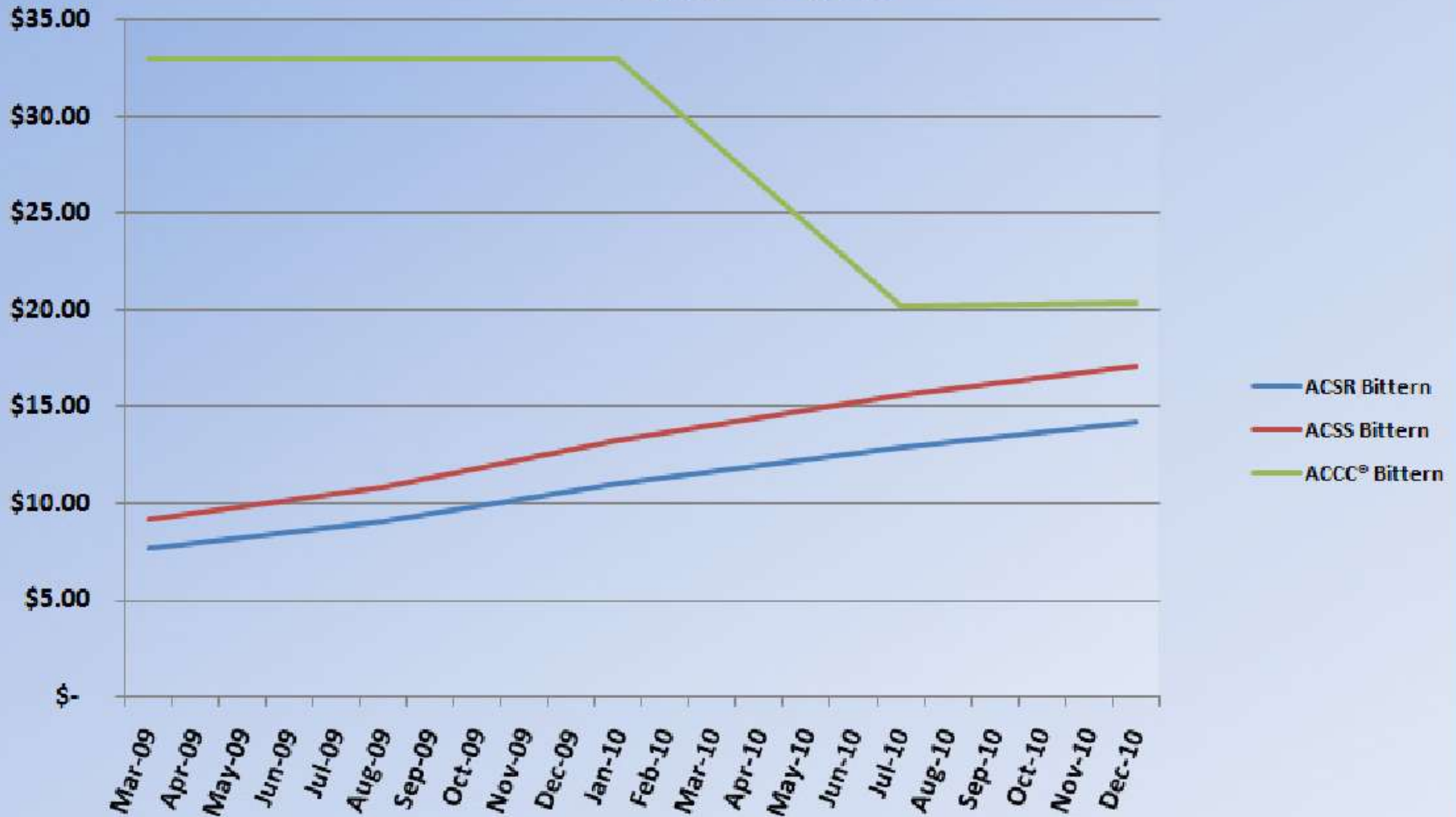
Other markets

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



Price Convergence Bittern (2,314A) 2009 - 2010

Price Per Meter





- 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
- Unrivalled 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