



CLEARPATH

MEDIA KIT

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ABOUT CLEARPATH

Clearpath provides industry-leading self-driving vehicle technology and services to over 500 of the world's most innovative brands. Proprietary hardware, software, and services are delivered through the company's research and industrial divisions: [Clearpath™ Robotics](#) and [OTTO™ Motors](#). Visit www.clearpath.ai for more information.

ABOUT CLEARPATH ROBOTICS

Clearpath™ Robotics, a division of Clearpath, is a global leader of unmanned vehicle robotics for research and development. The Company serves customers in over 40 countries in industries spanning mining, military, agriculture, aerospace, and academia. Clearpath Robotics is an award-winning company with recent awards, including Robotics Business Review Top 50 Company, Edison Award for Innovation, Business Insider Top 40 under 40, and Canada's Top 100 Employers. Visit Clearpath Robotics at www.clearpathrobotics.com.

ABOUT OTTO MOTORS

OTTO™ Motors, a division of Clearpath Robotics Inc, provides self-driving vehicles designed exclusively for indoor material transport. The vehicles operate with infrastructure-free navigation, offering intelligent, safe, efficient, and reliable transportation within industrial centers. The division's flagship product is the OTTO 100, a small, powerful self-driving vehicle designed to move boxes, carts, bins and other human-scale payloads through dynamic environments. For more information, visit www.ottomotors.com.

MISSION

At Clearpath, we enable self-driving vehicles to achieve the highest levels of efficiency, safety and simplicity.

Clearpath Robotics is driven to automate the world's dullest, dirtiest and deadliest jobs.

OTTO Motors strives to create a safer and more efficient workplace, with a mission to put an OTTO self-driving vehicle in every factory in the world.

KEY MILESTONES

2009: Clearpath Robotics is founded.

2011: Profitable 18 months after inception.

2014: Move into 25,000 square foot facility; surpasses sale of 1000th robot.

2015: Raised \$14 Million Series A. The OTTO™ 1500 self-driving vehicle is launched.

2016: Clearpath rebrands to become the parent company to OTTO Motors and Clearpath Robotics. The Company raises \$30 million to expand OTTO Motors division.



AWARDS AND RECOGNITIONS

- Robotics Business Review Top 50 Companies, 2013, 2015, 2016, 2017
- Canada's Top 100 Small & Medium Employer, 2015, 2016, 2017
- Deloitte Top 500 and Top 50, 2016
- The International Business Awards, 2013, 2014, 2016
- Canada's Passion Capitalist, 2014
- Edison Award, 2013, 2014, 2016
- NED Innovation Award, 2016
- 40 Under 40: People to Watch in 2015, Business Insider 2013
- EY Entrepreneur Of The Year Award for Young Entrepreneur Ontario, 2013

EXECUTIVE TEAM

Matt Rendall, CEO and Co-Founder

Bryan Webb, CFO/COO and Co-Founder

Ryan Gariepy, CTO and Co-Founder

CORPORATE HEADQUARTERS

Clearpath Robotics, Inc.

1425 Strasburg Rd. Unit 2A

Kitchener, Ontario

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FUN FACTS

- Team members: 192 and growing!
- Bottles in hot sauce collection: 29
- Number of job applications received in 2016: 9,000
- Clearpath clubs: Rockclimbing, motorcycles, Nintendo, beer tasting, frisbee



VALUES

As we continue to develop our culture, our brand, and our business strategies, these core values, guide our daily operations. This is, what we call, the *Clearpath Way*:

Customers First

Focus on customer happiness and always put yourself in the customer's shoes. Understand the customer's needs better than they do. Deliver a remarkable experience at every opportunity. Provide a consistent experience as we grow.

Start with Why

Break problems down to first principles and ask lots of questions. Challenge assumptions with data. Always strive to understand why customers care. Simplify.

No Bullshit

Results matter, job titles don't. Do what you say. Respect the person, but don't let bad ideas go unchallenged. Always be honest, direct and transparent. Tackle difficult conversations head-on.

Be Humble

Everybody has something to learn. Seek first to understand, then be understood. Push yourself to become better.

Be Frugal

Profit is the engine that lets us achieve our goals. Make smart investments. If we do more with less, we can do more. Spend it like it's yours.

Think Big

Anticipate where we're going and invest in systems that scale – help us build for the future! Encourage crazy ideas, volunteer for impossible situations, and don't be afraid to go against the grain. Learn lots and grow quickly.

Move Fast

Use processes to automate everything you can. Break rules when necessary. Don't ask for permission if you can stand firm behind your decision. Analyze failure and learn from it. Get shit done

Create Wow

Inspire confidence and admiration in every interaction someone has with Clearpath. Surprise and delight customers in strange and interesting ways. Execute with obsession to detail.

Empower Others

Create heroes. Give constructive feedback quickly. Go the extra mile for your teammates. Be a teacher.

Be Fearless

Embrace risk and tackle hard problems. If our ambitions aren't uncomfortable or terrifying, we aren't pushing ourselves far enough.



EXECUTIVE BIO'S

Matt Rendall, CEO & Co-Founder



Matt Rendall is CEO and Co-Founder of Clearpath Robotics Inc., where he is responsible for driving the strategic commercialization of industrial telerobotics and autonomous systems, and setting the overarching vision for the Company and its respective divisions. Within 18 months of inception, Matt led Clearpath Robotics to become a leader in unmanned systems for research and development. Through his leadership, the Company expanded into the manufacturing sector with the launch of its industrial division, OTTO Motors. OTTO Motors provides self-driving vehicle for material transport to some of the world's most innovative brands including GE and John Deere.

Matt began his career by developing and commercializing complex electro-mechanical systems, and held various research and development positions in automation, automotive, and defense industries. Matt holds a Bachelor of Applied Science from the inaugural Mechatronics Engineering class at the University of Waterloo, and a Master's in Business, Entrepreneurship and Technology also from the University of Waterloo. His thought leadership brought Clearpath early success, along with a variety of accolades including the Ernst & Young Entrepreneur Of The Year 2013 Award for Young Entrepreneur-Ontario and Business Insider's 40 Under 40 People to Watch in 2015 recognition.



Ryan Gariepy, CTO & Co-Founder



Ryan Gariepy focused on the development of intelligent systems from the very beginning of his engineering studies. The explosion of interest in this field in both industry and popular culture has solidified his belief that the ubiquitous presence of autonomous robotics is not far away. He believes that the benefits of robotics should be accessible to anyone, and is personally driving this vision as the CTO of Clearpath.

Ryan drives the development of Clearpath's autonomous control software modules while guiding the continued expansion of Clearpath's research platform lines and custom industrial automation solutions. He completed both a B.A.Sc. degree in Mechatronics Engineering and a M.A.Sc. degree in Mechanical Engineering at the University of Waterloo. He has presented on multiple occasions at the RoboBusiness Leadership Summit and the Unmanned Systems Canada conference, and in 2013 spoke on behalf of the Canadian High Commission at the Global Intelligent Systems conference in London, England. Most recently, Clearpath joined the Campaign to Stop Killer Robots where Ryan is spokesperson for the company. He is also a co-founder of the Robot Operating System developers' conference and is on the Board of Directors for the Open Source Robotics Foundation.



Bryan Webb, CFO/COO & Co-Founder



Bryan Webb is CFO/COO and Co-Founder of Clearpath where he is responsible for Finance, Manufacturing, IT and HR. With Webb's ability to implement lean operational policies and initiate a market-led business model, Clearpath achieved breakeven within 18 months. Webb is now focused on strengthening the Company's business model with long-term contracts.

As CFO, Webb stretched the Company's initial \$360,000 equity financing for four years while growing the team from 4 founders to 34 employees. Webb has raised millions of dollars in equity, managed debt and grants, relocated the business to a 26,000 sqft facility and navigated a doubling of the team to 75 employees. As a result, the Company is on track to exceed revenue targets and hit its profitability and cash targets.

Webb holds a BAsC in Mechatronics Engineering from the University of Waterloo and has developed expertise in supply chain management and product profitability modeling through his previous experience at Proctor & Gamble (NYSE: PG) and Cavendish Farms.

