# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# Form 8-K

Current Report Pursuant to Section 13 or 15(d) of the Securities Act of 1934

Date of Report (Date of earliest event reported): September 16, 2019

# Ocean Power Technologies, Inc.

(Exact name of registrant as specified in its charter)

001-33417

(Commission

Delaware

(State or other jurisdiction

revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. [ ]

22-2535818

(I.R.S. Employer

| of incorporation)   | File Number)   | Identification No.)                                     |
|---|--|---|
| 28 Engelhard Drive, Suite B Monroe Township, New Jersey (Address of principal executive offices)                        |  | <b>08831</b> (Zip Code)                                 |
| (Address of principal executive offices)  | (600) 720, 0400  |   |
| (Registr  | (609) 730-0400 rant's telephone number, including area coo | de)   |
| Check the appropriate box below if the Form 8-K filit following provisions (see General Instruction A.2. below):        | ng is intended to simultaneously satisfy t                 | he filing obligation of the registrant under any of the |
| [ ] Written communications pursuant to Rule 425 unde  | er the Securities Act (17 CFR 230.425)                     |   |
| [ ] Soliciting material pursuant to Rule 14a-12 under the   | ne Exchange Act (17 CFR 240.14a-12)                        |   |
| [ ] Pre-commencement communications pursuant to Ru  | ule 14d-2(b) under the Exchange Act (17 C                  | CFR 240.14-2(b))  |
| [ ] Pre-commencement communications pursuant to Ru  | ule 13e-4(c) under the Exchange Act (17 C                  | RF 240.133-4(c))  |
| Indicate by check mark whether the registrant is an emerging 12b-2 of the Securities Exchange Act of 1934 (17 CFR 240.) |  | of the Securities Act of 1933 (17 CFR 230.405) or Rule  |
| Emerging growth company [ ]   |  |   |
| If an emerging growth company indicate by check mark if t   | the registrant has elected not to use the ext              | ended transition period for complying with any new o    |

# Item 7.01. Regulation FD Disclosure.

On September 16, 2019, the Company updated their investor presentation and fact sheet. The investor presentation and fact sheet will be used by the Company during its participation in the Fall Investor Summit at the Essex House in New York City being held September 16th through 17th. A copy of the investor presentation and fact sheet are furnished as Exhibits 99.1 and 99.2 to this report and are also available on the Company's website at www.oceanpowertechnologies.com.

In accordance with General Instruction B.2 of Form 8-K, the information set forth in 7.01 and in the attached Exhibits 99.1 and 99.2 shall be deemed to be "furnished" and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

# Item 9.01 Financial Statements and Exhibits.

\*99.1 <u>Company investor presentation</u>

\*99.2 <u>Company fact sheet</u>

<sup>\*</sup>Furnished herewith.

# **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: September 16, 2019

OCEAN POWER TECHNOLOGIES, INC.

/s/ George H. Kirby III

George H. Kirby III President and Chief Executive Officer



# Forward -Looking Statements

In addition to historical information, this presentation contains forward-looking statements that are within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are identified by certain words or phrases such as "may", "will", "aim", "will likely result", "believe", "expect", "will continue", "articipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "project", "should", "will pursue" and similar expressions or variations of such expressions. These forward-looking statements are based on assumptions made by management regarding future circumstances over which the company may have little or no control and involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. Some of these factors include, among others, the following: future financial performance; expected cash flow; ability to reduce costs and improve operational efficiencies; revenue growth and increased sales volume; success in key markets; competition; ability to enter into relationships with partners and other third parties; delivery and deployment of PowerBuoys® and other products and services; increasing the power output of PowerBuoys®, hiring new key employees; expected costs of company products; and building customer relationships. Please refer to our most recent Forms 10-Q and 10-K and subsequent filings with the SEC for a further discussion of these risks and uncertainties. We disclaim any obligation or intent to update the forward-looking statements in order to reflect events or circumstances after the date of this presentation.





# Ocean Power Technologies...Who We Are

"OPT is a provider of distributed offshore power equipment which provides persistent, reliable and economical power and communications for remote, offshore topside and subsea applications."

# **OPT Markets**

Offshore Oil & Gas

Defense & Security

Science & Research

Telecommunications



# Ocean Power Technologies... Quick Facts

- NASDAQ: OPTT
- Market Cap: approx. \$9.8M\*
- TTM Revenue: approx. \$800K\*
- Cash, cash equivalents, & restricted cash: \$13.5M\*
- Organization: Nearly 40 employees including deep engineering capabilities
- Intellectual Property: Proprietary technology with over 60 patents and several patents pending
- Headquarters: Monroe, New Jersey



TTM and Cash estimated as of July 31, 2019; market capitalization as of September 2019.



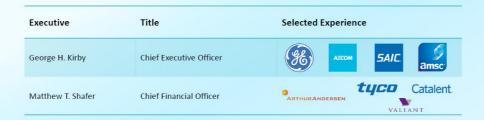
# Why Invest in Ocean Power Technologies?

- OPT is the go-to solution provider for remote offshore power
- First-mover advantage with no near-term competition and a strong intellectual property portfolio
- Fully commercialized due to prior investments
- Revenue acceleration... five new recent contracts
- Stronger opportunity pipeline than ever before
- New product releases... to capture more of our addressable market
- New partnerships... connecting us deeper within our markets
- Experienced and disciplined management
- · Focused on environment and sustainability



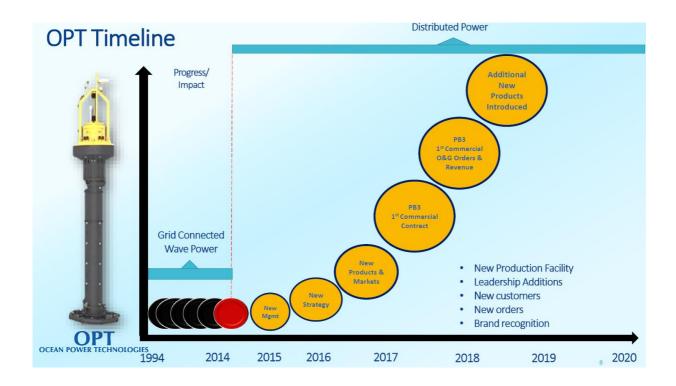


# Management Team – Experienced and Disciplined



Sophisticated and engaged board of directors Energized and talented organization









# How Our PB3 PowerBuoy® Technology Works



- Floating system... standard anchorage down to 3,000 feet
- Submerged *heave plate* & *spar*... remain motionless in ocean waves
- Float rides ocean
   waves... driving an electric
   generator\_which charges on board batteries
- Smart device... allows remote control and monitoring
- Up to 150 kW-h stored energy... for on-board or subsea payloads
- Data communications... topside and subsea

# PowerBuoy® Market Value Proposition

# **Cost Savings and Operational Flexibility**

- ☐ Savings by eliminating vessels...

  "unmanned station" provides persistent power and communications
- Increased safety...by allowing remote operations from shore
- ☐ Faster operational decision-making... from real-time subsea data communication
- ☐ Sustainability... decreased operational carbon footprint
- ☐ Further savings and flexibility...
  by powering new subsea technologies







# Products and Services – Fully Commercial Today



### PB3 PowerBuoy®

- Long Deployments
- Persistent PowerLow Maintenance
- Renewable



# **Support Services**

- Customization
- Packaged OptionsEngineering/Design
- Innovation/Testing
- Marine Services



# Products and Services – Under Development



# hybrid PowerBuoy®

- Shorter Deployments
- High Energy Storage
- Low Maintenance • Modular / Scalable
- Prototype Deployment
- Planned for Fall 2019



# Subsea Battery Solutions

- Shorter Deployments
- Low Maintenance
- Complements PowerBuoy®
- Prototype Deployment Planned for Early 2020



# **Anchorless** PowerBuoy®

- Advanced Design
- Self-Propelled
- Quick Deploy
- Defense Focus



Integrated Mooring

- · Combined Power and Comms
- · Quick installation







# **Current Customer Projects**



Eni S.p.A. (Adriatic)

- 1½ year lease
- 1½ year extend option
- Purchase option
- Achieved One Megawatt-Hour
- 9-month lease w/ext. option
- Purchase option
- Deployed in August 2019 in Central North Sea

Enel Green Power (Chile)

**Premier Oil** 

(North Sea)

- Chile feasibility study
- Evaluating next steps
- Potential deployment in Chilean waters

Large O&G Operator (Gulf of Mexico)

- Study completed
- Critical to subsea monitoring business

(Gulf of Mexico)

**US Navy** 

(SBIR Phase 1)

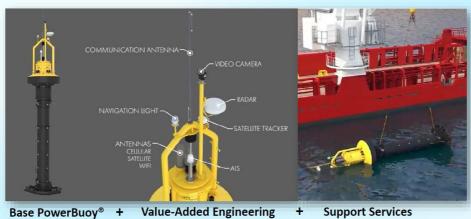
- Key partnership with Lockheed Martin
- Interim study report submitted and approved
- Phase 2 decision anticipated Fall 2019\*



\* Estimated Date



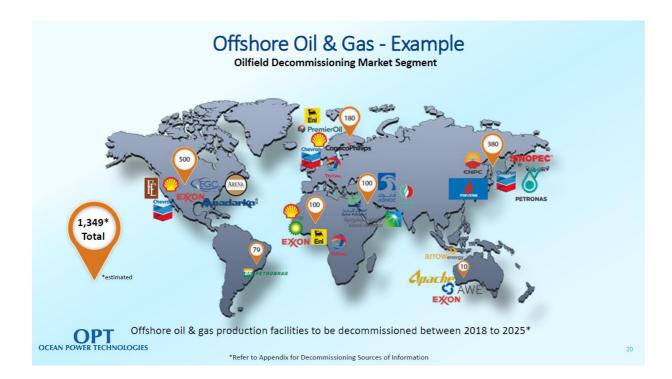
# **Transaction Economics**



• Sale or Lease

- Packaged Options
- Customization
- Integration Services
- **Support Services** 
  - Marine Services
  - Remote Monitoring
  - Extended Service Agreements

OPT OCEAN POWER TECHNOLOGIES



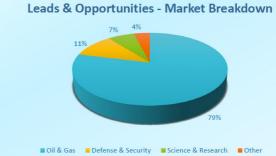
# **Current Opportunities**

# **Current State of the Market**

- Oil & Gas advancing projects with less personnel
- Eni project success leading to increased market interest / requests for quotations
- Increased interest in unmanned / autonomous solutions across all markets

# **Accelerating Toward Contracts**

- Increased sales team footprint
- Streamlined bid preparation process
- Aggressive pricing
- Additional product offerings forthcoming



Total pipeline: Over 70 leads & opportunities in various stages

- ☐ 20 opportunities: potential value: \$10M+
- ☐ Majority are developing / not yet proposed



Oil & Gas | Defense & Security | Science & Research | Communications



# Financial Profile

| Selected Financial Information (in 000s)               |          |  |  |
|--|----------|--|--|
| Balance Sheet (unaudited)                              |          |  |  |
| Cash, cash equivalents, restricted cash <sup>(1)</sup> | \$13,487 |  |  |
| Total current assets (1)                               | \$14,107 |  |  |
| Property & equipment, net <sup>(1)</sup>               | \$583    |  |  |
|  |          |  |  |
| Total current liabilities <sup>(1)</sup>               | \$2,078  |  |  |
|  |          |  |  |
| No debt on balance sheet                               |          |  |  |

| Capital Structure (1,2)             |           |
|-------------------------------------|-----------|
| Total shares outstanding (1,2,3)    | 5,771,134 |
| % owned by directors & officers (4) | ~2.0%     |
| Warrants outstanding <sup>(1)</sup> | 5,347,463 |
| Options outstanding                 | 63,984    |



# Recap Why Invest in Ocean Power Technologies?

- OPT is the go-to solution provider for remote offshore power
- First-mover advantage with no near-term competition and a strong intellectual property portfolio
- Fully commercialized due to prior investments
- Revenue acceleration... five new recent contracts
- Stronger opportunity pipeline than ever before
- New product releases... to capture more of our addressable market
- New partnerships... connecting us deeper within our markets
- Experienced and disciplined management
- · Focused on environment and sustainability







# Contact

Porter, LeVay & Rose

Matthew Abenante, IRC Senior Vice President Porter, LeVay & Rose ocean@plrinvest.com

(212) 564-4700





# **Market Supporting Information and Sources**

The National Oceanographic and Atmospheric Administration ("NOAA") 2016 Ocean Enterprise Report.

Source: U.S. Bureau of Safety and Environmental Enforcement Greater than 10,000 sites are currently in operation or ready for decommissioning.

### Ocean Observing

The National Oceanographic and Atmospheric Administration ("NOAA") 2016 Ocean Enterprise Report Estimated total addressable market is \$2B for 5 fiscal years beginning 2017. The market was refined for insitu vs remote systems and also for the different types of insitu systems such as fixed vs mobile; this was based on data from 2 publicly available reports.

**Defense & Security**Global Border and Maritime Security Market Executive Summary, Frost and Sullivan report, February 2014 Estimated total addressable market is \$3.5B based on whether applications are coastal, remote, or aerial systems.

2015 Frost & Sullivan Oil & Gas Satellite Communications market report The estimated total addressable market is \$0.5B for 5 fiscal years beginning 2017.



# **Decommissioning Sources**



- final.pdf

  Decommissioning Opportunities in Brazil's Oil and Gas Horizon https://www.export.gov/article?id=Decommissioning-Opportunities-in-Brazil-s-
- Oil-and-Gas-Horizon

  Deloitte: Decommissioning has potential to be Australia's next oil and gas boom https://www2.deloitte.com/au/en/pages/media-releases/articles/australias-next-oil-and-gas-boom-160517.html

  Preparing for the Next Wave of Offshore Decommissioning https://www.bcg.com/publications/2018/preparing-for-next-wave-offshore-





### Making Waves In Power™

| Key Stats   |                        |
|---|------------------------|
| Share Price (9.10.2019)                                 | \$1.69                 |
| Market Capitalization (9.10.2019)                       | \$9.8M                 |
| Cash, Cash Equivalents & Restricted Cash <sup>(1)</sup> | \$13.5M                |
| Debt  | Zero Debt              |
| TTM Revenues  | ~\$800K                |
| Fiscal Year   | April 30 <sup>th</sup> |
| Capitalization  |                        |

| Capitalization                                 |           |  |  |
|--|-----------|--|--|
| Total Shares Outstanding <sup>(1,2)</sup>      | 5,771,134 |  |  |
| % Owned by Directors & Officers <sup>(3)</sup> | ~2%       |  |  |
| Warrants Outstanding <sup>(1)</sup>            | 5,347,463 |  |  |
| Options Outstanding                            | 63,984    |  |  |

<sup>(1)</sup> Estimate as of July 31, 2019

# Ocean Power Technologies...Who We Are

OPT is a provider of distributed offshore power equipment which provides persistent, reliable and economical power and communications for remote offshore topside and subsea applications in the Oil & Gas, Defense & Security, Science & Research Markets, and Telecommunications

# Why Invest in Ocean Power Technologies?

- Is the go-to solution provider for remote offshore power
- First-mover advantage with no near-term competition and a strong intellectual property portfolio
- Fully commercialized due to prior investments
- Revenue acceleration... five new recent contracts
- Stronger opportunity pipeline than ever before
- New product releases... to capture more of our addressable market
- New partnerships. Connecting us deeper in our markets
- Experienced and disciplined management
- · Focused on environment and sustainability

# **Total Addressable Market**

Oil & Gas

oil & gas sites

10,000+ offshore

Decommissioning

\$2.5B Market

# Communications

Wi-Fi & Cellular Range

extension/data relay/4G

\$0.5B Market

# Science & Research

- Data collection & communication
- Monitor weather & sea life

# **Defense & Security**

- Early detection, maritime security
- AUVs & Sonar

\$3.5B Market

\$2.0B Market

### **Current Customer Wins**

### Eni S.p.A.

- 1.5-year lease with 1.5-year extend option
- Purchase option
- Deployed in Adriatic Sea

### **Premier Oil**

- 9-month lease with extend, purchase options
- Deployed in Central North Sea in Aug 2019

### **Enel Green Power**

- Chile feasibility study
- Evaluating next steps
- Potential deployment in Chilean waters

### Large Gulf of Mexico O&G Operator

- Study completed
- · Critical to subsea monitoring business

# US Navy - SBIR Phase 1

- Key partnership with Lockheed Martin
- · Interim study report submitted and approved
- Phase 2 decision anticipated Fall 2019

Investor Relations Contact: Matthew Abenante | ocean@plrinvest.com

www.oceanpowertechnologies.com.

<sup>(2)</sup> Excludes warrants and options outstanding (3)As of FY19 Annual General Meeting of Shareholders Proxy Stati





# Fully Commercial Products & Services

We Do What Others Can't

### PB3 PowerBuoy®

- Long Deployments
- Persistent Power
- Low Maintenance
- Renewable



# **Support Services**

- Customization
- Packaged Options
- Engineering/Design
- Innovation/Testing
- Marine Services

# PowerBuoy® Value Proposition

- Savings by eliminating vessels
- Increased safety
- Faster operational decision making
- Sustainability
- Flexibility

# Products & Services Under Development

### Hybrid PowerBuoy®

- Shorter Deployments
- High Energy Storage
- Low Maintenance
- Modular / Scalable

# **Subsea Battery Solutions**

- Shorter Deployments
- Low Maintenance
- Complements
   PowerBuoy®

### Anchorless PowerBuoy®

- Advanced Design
- Self Propelled
- Quick Deploy
- Defense Focus

# **Integrated Mooring**

- Combined power and comms
- Quick installation



# **Strong Fundamentals**

No near-term competition in a huge addressable market with a niche product and unique value proposition

Reputable brand –
Approached by large corporations
and nations looking to bolster
their communications, security
and clean energy

Strong and expanding IP portfolio including over 60 patents with additional patents pending



# Significant recent milestones -

- PB3 PowerBuoy® Deployment for Premier Oil
- Saab Seaeye Partnership
- Contract with US Navy



# **Recent Press Releases**

| 08/22/19 | OPT Announces the Successful North Sea Deployment of the PB3 PowerBuoy® for Premier Oil                |
|----------|--|
| 06/20/19 | OPT Receives U.S. Patent for its Power Take-Off System for use with Wave Energy Conversion Buoys       |
| 05/13/19 | OPT's PB3 PowerBuoy® Achieves Key Milestone, Generating Over One Megawatt-Hour of<br>Cumulative Energy |
| 04/04/19 | OPT and Acteon Field Life Service Announce Collaborative Agreement                                     |
| 04/03/19 | OPT Wins Contract with Leading Oil & Gas Operator  |
| 03/12/19 | OPT Signs Master Service Contract with a Leading Offshore Oil and Gas Operator                         |

In addition to historical information, this factsheet contains "forward-looking statements" that are within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are identified by certain words or phrases such as "may", "will", "aim", "will likely result", "believe", "expect", "will continue", "anticipate", "estimate", "intend", "plain", "contemplate", "seek to", "future", "objective", "goal", "project", "should", "will pursue" and similar expressions or variations of such expressions. These forward-looking statements reflect the expectations about its future plans and performance. These forward-looking statements reflect the expectations about its future plans and performance. These forward-looking statements reflect the company's most plans and performance. These forward-looking statements reflect the Company's largest reflect to the Company's future. The company's most plans are performance. These forward-looking statements are used to the company's most plans and performance. These forward-looking statements are used to the company's most plans and performance. These forward-looking statements are used to the provided the company's most plans and performance. These forward-looking statements are used to the provided the company's most plans and performance. These forward-looking statements are used to the provided the company's most plans and performance. These forward-looking statements are used to the provided the company's most plans and performance. The company is most plans and performance. The company is most plans and performance. The company is most performance. The company is most plans and performance. T