Ocean Power Technologies, Inc.
Form S-1 August 13, 2018
1148451 15, 2010
As filed with the Securities and Exchange Commission on August 13, 2018
Registration No. 333-
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Form S-1
REGISTRATION STATEMENT
LINIDED
UNDER
THE SECURITIES ACT OF 1933
Ocean Power Technologies, Inc.

(Exact name of registrant as specified in its charter)

**Delaware** 4911 22-2535818

(State or other jurisdiction of

(Primary Standard Industrial

(I.R.S. Employer

incorporation or organization) Classification Code Number)

Identification No.)

28 Engelhard Drive, Suite B

Monroe Township, NJ 08831 (609) 730-0400

(Address, including zip code, and telephone number, including area code, of registrant's principal executive offices)

George H. Kirby **Chief Executive Officer** Ocean Power Technologies, Inc. 28 Engelhard Drive, Suite B

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Approximate date of commencement of proposed sale to the public: As soon as practhis registration statement.	cticable after the effective date of
If any of the securities being registered on this Form are to be offered on a delayed of Rule 415 under the Securities Act of 1933 check the following box. [ ]	or continuous basis pursuant to
If this Form is filed to register additional securities for an offering pursuant to Rule please check the following box and list the Securities Act registration statement nun registration statement for the same offering. [ ]	
If this Form is a post-effective amendment filed pursuant to Rule 462(c) under the S box and list the Securities Act registration statement number of the earlier effective offering. [ ]	
If this Form is a post-effective amendment filed pursuant to Rule 462(d) under the S box and list the Securities Act registration statement number of the earlier effective offering. [ ]	_
Indicate by check mark whether the registrant is a large accelerated filer, an accelerate or a smaller reporting company. See the definitions of "large accelerated filer," "accompany" in Rule 12b-2 of the Exchange Act.	
Large accelerated filer [ ]  Non-accelerated filer [ ] (Do not check if a smaller reporting company)	Accelerated filer [ ] Smaller reporting company [X] Emerging growth company [ ]
If an emerging growth company, indicate by check mark if the registrant has elected period for complying with any new or revised financial accounting standards provid Securities Act. [ ]	

## **CALCULATION OF REGISTRATION FEE**

Title of Each Class of Securities to be Registered	Amount to be Registered <sup>(1)</sup>	Maximum Offering Price Per Unit <sup>(2)</sup>	Proposed Maximum Aggregate Offering Price	Amount of Registration Fee
Common Stock, \$0.001 par value	3,671,820	\$ 0.69	\$2,533,555.80	\$ 315.43

Represents (i) 428,571 shares of common stock, par value \$0.001 per share, currently outstanding pursuant to a common stock purchase agreement (the "Purchase Agreement") with the selling stockholder named herein, and (ii) 3,243,249 shares of common stock that are issuable to the selling stockholder pursuant to the Purchase Agreement.

- (1) Pursuant to Rule 416(a) of the Securities Act of 1933, as amended (the "Securities Act"), this Registration Statement also covers any additional shares of common stock which may become issuable to prevent dilution from stock splits, stock dividends and similar events.
  - Estimated solely for calculating the amount of the registration fee, pursuant to Rule 457(c) under the Securities
- (2) Act, on the basis of the average of the high and low sale prices of the common stock on the NASDAQ Capital Market on August 10, 2018, which date is within five business days prior to filing.

The registrant hereby amends this registration statement on such date or dates as may be necessary to delay its effective date until the registrant shall file a further amendment which specifically states that this registration statement shall thereafter become effective in accordance with section 8(a) of the Securities Act of 1933 or until the registration statement shall become effective on such date as the Commission acting pursuant to said section 8(a), may determine.

The information in this preliminary prospectus is not complete and may be changed. A registration statement has been declared effective by the Securities and Exchange Commission. This preliminary prospectus are not an offer to sell these securities and we are not soliciting an offer to buy these securities in any state where the offer or sale is not permitted.

SUBJECT TO	COMPLETION,	DATED	AUGUST 13.	2018

PREJUVIINARY PRUSPECTU	RELIMINARY	PROSPECTU	S
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3,671,820 Shares

**Common Stock** 

This prospectus relates to the sale of up to 3,671,820 shares of our common stock by Aspire Capital Fund, LLC (referred to in this prospectus as "Aspire Capital" or the "selling stockholder"), which includes 428,571 shares of our common stock that have previously been issued to Aspire Capital, and up to 3,243,249 shares of our common stock that we may issue at our option to Aspire Capital in the future, pursuant to a common stock purchase agreement entered into with Aspire Capital on August 13, 2018. The prices at which Aspire Capital may sell the shares will be determined by the prevailing market price for the shares or in negotiated transactions. We will not receive proceeds from the sale of the shares by the Aspire Capital. However, we may receive proceeds of up to \$10,000,000 from the sale of our common stock to Aspire Capital pursuant to the purchase agreement we entered into with Aspire Capital, once the registration statement, of which this prospectus is a part, is declared effective.

Aspire Capital is an "underwriter" within the meaning of the Securities Act. We will pay the expenses of registering these shares, but all selling and other expenses incurred by Aspire Capital will be paid by Aspire Capital.

Our common stock is listed on the Nasdaq Capital Market under the ticker symbol "OPTT." On August 10, 2018, the last reported sale price per share of our common stock was \$0.675 per share.

You should read this prospectus and any prospectus supplement, together with additional information described under the headings "Incorporation of Certain Documents by Reference" and "Where You Can Find More Information," carefully before you invest in any of our securities.

Investing in our common stock involves a high degree of risk. See "Risk Factors" beginning on page 9 of this prospectus and in our reports filed with the Securities and Exchange Commission which are incorporated by reference herein for a discussion of information that should be considered in connection with an investment in our common stock.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities, or determined if this prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

The date of this prospectus is , 2018.

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### ABOUT THIS PROSPECTUS

You should rely only on the information contained in or incorporated by reference into this prospectus and in any written communication from us, including any free writing prospectus. We do not have authorized anyone to provide you with additional or different information. We are not making an offer of these securities in any state where the offer or sale is not permitted. In making an investment decision, prospective investors must rely on their own examination of us and the terms of the offering, including the merits and risks involved. None of Ocean Power Technologies, Inc. or any of its representatives is making any representation to you regarding the legality of an investment decision in our common stock by you under applicable laws. You should not assume that the information provided by this prospectus or the documents incorporated by reference in this prospectus is accurate as of any date other than its respective date. Our business, financial condition, results of operations, and prospects may have changed since those dates.

Before you invest in our common stock, you should carefully read this prospectus and the documents incorporated by reference herein. The incorporated documents are described in this prospectus under the heading "Incorporation of Certain Documents by Reference."

This prospectus contains forward-looking statements that are subject to a number of risks and uncertainties, many of which are beyond our control. Please read "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements."

Certain industry and market data presented in this prospectus has been derived from data included in various industry publications, surveys and forecasts. We have assumed the correctness and truthfulness of such data, including projections and estimates, when we use them in this prospectus.

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### PROSPECTUS SUMMARY

This summary highlights information contained elsewhere in or incorporated by reference into this prospectus. Because this summary provides only a brief overview of the key aspects of the offering, it does not contain all of the information that you should consider before investing in our common stock. You should read the entire prospectus carefully, including "Risk Factors" beginning on page 9, "Cautionary Note Regarding Forward-Looking Statements" beginning on page 12 and the documents incorporated by reference, which are described under "Incorporation of Certain Documents by Reference," before making an investment decision. As used in this prospectus, unless otherwise indicated, "we," "our," "us, "company" or similar terms refer collectively to Ocean Power Technologies, Inc. and its operating subsidiaries.

### Overview

Nearly 70% of the Earth's surface is covered by water, and over 40% of the world's population lives within approximately 150 miles of a coast. Thousands of information gathering and/or power systems are deployed in the oceans today to increase our understanding of weather, climate change, biological processes, and marine mammal patterns as well as supporting exploration and operations for industries such as oil and gas. Most of these systems are powered by battery, solar, wind, fuel cell, or fossil fuel generators that may be unreliable and expensive to operate while they also may be limited in their ability to deliver ample electric power. These current systems often necessitate significant tradeoffs in sensor accuracy, data processing and communications bandwidth and frequency in order to operate given limited available power. More persistent power systems requiring less maintenance, such as our systems, may have the ability to save costs over these current systems. Equally important are increases in available power which may allow for better sensors, faster data sampling and higher frequency communication intervals up to real-time which could improve scientific and economic returns.

Founded in 1984 and headquartered in Monroe Township, New Jersey, we believe we are the leader in ocean wave power conversion technology. Our PB3 PowerBuoy<sup>TM</sup> is our first fully commercial product which generates electricity by harnessing the renewable energy of ocean waves. In addition to our PB3 PowerBuoy<sup>TM</sup>, we continue to develop our PowerBuoy<sup>TM</sup> product line based on modular, ocean-going buoys, which we have been periodically ocean testing since 1997.

The PB3 PowerBuoy<sup>TM</sup> generates power for use in remote offshore locations, independent of a conventional power grid. It features a unique onboard power take-off ("PTO") system, which incorporates both energy storage and energy management and control systems. The PB3 generates a nominal name-plated capacity rating of up to 3 kilowatts ("kW") of peak power during recharging of the onboard batteries. Power generation is deployment-site dependent whereby average power generated can increase substantially at very active sites. Our standard energy storage system ("ESS") has an energy capacity of up to a nominal 150 kilowatt-hours ("kWh") to meet specific application requirements. We believe there is a substantial addressable market for the current capabilities of our PB3, which we believe could be

utilized in a variety of applications.

In addition to leveraging earlier design aspects of our autonomous PowerBuoy<sup>TM</sup>, the PB3 has undergone extensive factory and in-ocean design validation testing. Currently, our engineering efforts are continuing to expand the PowerBuoy<sup>TM</sup> capability with simplified deployment and mooring options and working together with our customer base to ensure flexible systems integration and to optimize energy output. Our marketing efforts are focused on applications in remote offshore locations that require reliable and persistent power and communications, either by supplying electric power to payloads that are integrated directly in or on our PowerBuoy<sup>TM</sup> or located in its vicinity, such as on the seabed and in the water column.

Based on our market research and publicly available data, we believe that numerous markets have a direct need for our PowerBuoy<sup>TM</sup> including oil and gas, science and research, defense and security, and communications. Depending on payload power requirements, sensor types and other considerations, we have found that our PowerBuoy<sup>TM</sup> could satisfy several application requirements within these markets. We believe that the PB3 consistently generates sufficient power to meet the requirements of many potential customer applications within our target markets.

### Competitive Advantages

We are commercializing our PB3 PowerBuoy<sup>TM</sup> by targeting customers principally in four markets that require reliable and persistent power sources in remote offshore locations (as discussed in further detail below). We believe that our wave energy products and services, and our existing commercial relationships provide the following competitive advantages in our target markets.

*Numerous applications within multiple, major market segments.* We have designed our PB3 PowerBuoy<sup>TM</sup> to address multiple offshore applications around the world. In particular, we are targeting customers with multiple applications within the oil and gas, defense and security, ocean observing, and communications markets.

Considerable life-cycle cost savings over current solutions for many applications. Our PB3 PowerBuoy<sup>TM</sup> is designed to operate over extended intervals between required servicing, compared to several current solutions which we found to require more servicing using offshore vessels. We believe that our PB3 PowerBuoy<sup>TM</sup> reduces costs over multi-year operations compared with current solutions. These cost reductions are mostly due to reduced vessel and personnel servicing activities.

Real-time data communications. Some current solutions with less available power than our PowerBuoy<sup>TM</sup> may have limited communication capabilities or may be able to communicate data only over shorter periods due to power limitations. Some current solutions may only make data accessible upon physical retrieval of the sensor. Our PowerBuoy<sup>TM</sup> can be equipped with a variety of communications equipment, such as 4G LTE, satellite (VSAT) and Wi-Fi, which enables the transmission of data on a more frequent basis. We believe that more frequent data communication could enable an end-user to more quickly and proactively make data-driven decisions which could result in economic advantages.

Increased power and persistence compared to certain current solutions. We have found that our PowerBuoy<sup>TM</sup> may provide substantially increased power and persistence than certain existing battery and solar powered systems. We believe that this may allow additional sensors to be employed at the same site, a higher sensor data transmission rate to be achieved, extended operation and reduced downtime, and improved operational costs for the customer. Enabling these new capabilities may contribute to enhanced operations through real-time decision making and increased life-cycle cost savings.

Standard transportation and deployment. Our PB3 PowerBuoy<sup>TM</sup> does not require special handling or transportation, and instead uses conventional transportation and handling methods that are economical and readily available in standard marine operations. This may result in lower global transportation and deployment costs than current solutions. Our PB3 PowerBuoy<sup>TM</sup> can be deployed using conventional vessels and conventional marine cranes and lifts.

*Modular and scalable designs*. Our PB3 PowerBuoy<sup>TM</sup> is designed with a modular ESS which allows us to tailor its configuration to specific application requirements, including expansion of energy storage capacity, potentially allowing for a more customized solution and potential cost savings for our customers. We believe that our PowerBuoy<sup>TM</sup> is scalable to higher power levels, and multiple PowerBuoys<sup>TM</sup> may also be installed in an array in order

to achieve higher levels of aggregate power, although we have not yet demonstrated a PowerBuoy<sup>TM</sup> array.

Flexible electrical, mechanical and communication interfaces for sensors. The PB3 PowerBuoy<sup>TM</sup> can be equipped with payloads, either mounted on or within the PowerBuoy<sup>TM</sup>, or tethered to the PowerBuoy<sup>TM</sup>. The PB3 PowerBuoy<sup>TM</sup> has mechanical and electrical interfaces which allow for simplified integration of payloads, creating flexibility for the end-user.

Environmentally benign and aesthetically non-intrusive system design. We believe that our PB3 PowerBuoy<sup>TM</sup> does not present significant risks to marine life, or emit significant levels of pollutants, and therefore has minimal environmental impact as compared to some other current solutions. We believe there is no significant audible impact and our system does not have a negative effect on marine life, as validated by the U.S. Navy and DOE.

Ocean and factory-tested technology. Our PB3 PowerBuoy<sup>TM</sup> is designed to be durable, with a three-year interval between required maintenance activities. The PB3 has survived hurricanes and tropical storms during harsh sea conditions. Since 1997 we have conducted ocean tests to demonstrate the viability of our technology. In 2011, we conducted multiple ocean tests of the predecessor PB3 PowerBuoy<sup>TM</sup> under a contract with the U.S. Navy. More recently, we conducted multiple ocean tests of our current generation PB3 PowerBuoy<sup>TM</sup>, including our now commercial version. In 2015, we instituted factory-based PTO-accelerated life testing which simulates continuous operations under extremely harsh conditions. During the 2017 fiscal year, we also implemented additional features to accommodate the feedback received from potential customers and end-users in support of further simplifying ocean deployments and increasing product application versatility. Further, we also focused on standardizing manufacturing and production testing procedures and worked closely with our supply base in order to ensure production repeatability. To date, we have achieved over 67 million cumulative strokes across our fleet of power takeoffs with no material failures in our commercial PTO design. This is equivalent to more than four cumulative years of continuous typical ocean operation for the markets we are pursuing.

Efficient design in harnessing wave energy. We have designed and validated our PB3 PowerBuoy<sup>TM</sup> for maximized power generation in average ocean wave conditions through optimized mechanical to electrical wave energy conversion. We have designed the onboard ESS to provide several days of continuous rated power during periods of low or no wave activity, depending on payload power consumption. The PB3 PowerBuoy<sup>TM</sup> is equipped with a variety of communication capabilities including satellite, cellular, and Wi-Fi that are capable of transmitting payload data in real time (e.g., sensors or equipment that require power and communications capabilities), subject to the limits of the service provider.

*Prior commercial relationships enabled the development of our technology.* Our prior and existing relationships with the U.S. Navy, DOE, U.S. Department of Homeland Security and MES have allowed us to develop our PB3 PowerBuoy<sup>TM</sup> for a variety of needs in various industries. We believe these relationships have helped position us within the private sector in support of commercialization, which we believe enhances our market visibility and attractiveness to our prospective customers. For example, in 2011 our PowerBuoy<sup>TM</sup> provided persistent power to an integrated radar and sonar system, significantly extending the U.S. Navy's surveillance range. We have also demonstrated persistent maritime vessel detection with the U.S. Department of Homeland Security by integrating a hydrophone onto our PowerBuoy<sup>TM</sup> and demonstrating enhanced maritime traffic detection. In each instance, the resulting data have informed our next design iterations to improve critical operations and reliability.

**Business Strategy** 

We continue to commercialize our PB3 PowerBuoy for use in remote offshore power and real-time data communications applications, and in order to achieve this goal, we are pursuing the following business objectives.

Sell and/or lease the PB3 PowerBuoy<sup>TM</sup>. We believe our PB3 PowerBuoy<sup>TM</sup> is well suited for many remote offshore applications. We have observed potential market demand for both PowerBuoy<sup>TM</sup> sales and leases within our selected markets, and we intend to sell and lease the PB3 PowerBuoy<sup>TM</sup> to these markets. Additionally, we intend to provide services associated with product sales and leases such as maintenance, remote monitoring and diagnostic,

application engineering, planning, training, and logistics support required for the PB3 PowerBuoy<sup>TM</sup> life-cycle. We continue to increase our commercial capabilities through new hires in marketing, sales, and application support, and through engagement of expert market consultants in various geographies.

Concentrate sales and marketing efforts in specific geographic markets. We are currently focusing our marketing efforts in North America, Europe, Australia, and parts of Asia and South America. We believe that each of these areas has sizable end market opportunities, political and economic stability, and high levels of industrialization and economic development.

Expand our relationships in key market areas through strategic partnerships and collaborations. We believe that strategic partners are an important part of commercializing a new product. Partnerships and collaborations can be used to improve the development of overall integrated solutions, create new market channels, expand commercial know-how and geographic footprint, and bolster our product delivery capabilities. We believe that offering a turn-key solution, and not just power, is key to securing long term success.

Commercial collaborations. We believe that an important element of our business strategy is to collaborate with other organizations to leverage our combined expertise, market presence and access, and core competences across key markets. We have formed such a relationship with several well-known groups, including MES in Japan, PMO in the United Kingdom, Eni in Italy, the National Data Buoy Center ("NDBC"), the Wildlife Conservation Society ("WCS"), Sonalysts (with expertise in subsea and surface communications, systems integration, and big-data management), and HAI Technologies (an innovative company focusing on bringing new capabilities to the oil and gas industry). We continue to seek other opportunities to collaborate with application experts from within our selected markets.

Outsourcing of fabrication, deployment and service support. We outsource all fabrication, anchoring, mooring, cabling supply, and in most cases deployment of our PowerBuoy<sup>TM</sup> in order to minimize our capital requirements as we scale our business. Our PTO is a proprietary subsystem and is assembled and tested at our facility. We believe this distributed manufacturing and assembly approach enables us to focus on our core competencies and ensure a cost-effective product by leveraging a larger more established supply base. We also continue to seek strategic partnerships with regard to servicing of our PB3 PowerBuoy<sup>TM</sup>.

*PB3 cost reduction and PowerBuoy*™ *product development.* Our engineering efforts are focused on customer application development for PB3 sales, cost reduction of our PB3 PowerBuoy™ and improving the energy output, reliability, maintenance interval and expected operating life of our PowerBuoy™. We continue to optimize manufacturability of our designs with a focus on cost competitiveness, and we believe we will be able to address new applications by developing new products that increase energy output.

### Market Opportunity

The National Oceanographic and Atmospheric Administration ("NOAA") Ocean Enterprise Report for 2016 estimated that the annual market for what NOAA describes as the "Ocean Enterprise" is \$8.5 billion. The report addressed for-profit and not-for-profit businesses that support ocean measurement, observation and forecasting. Among the market sectors included in the report are oil and gas, science and research and security and defense sectors. We believe that this report addresses only a segment of the potential market opportunities that we are targeting.

### Oil and Gas

We believe the offshore oil and gas industry is undergoing a significant transformation as it continues to invest in new technologies that enable cost savings and the digitization of operations. The industry encompasses more than 10,000 offshore sites, including exploration, production, reservoir management, and sites pending decommissioning based on information from the U.S. Bureau of Safety and Environmental Enforcement and industry organizations and publications. We believe that we have opportunities to implement one or more PB3 PowerBuoys<sup>TM</sup> at a large number of these sites to provide power in applications that are not currently possible, or to displace current power solutions.

### Science and Research

Science and research provides environmental intelligence to the entire ocean enterprise, which supports ocean measurement, observation and forecasting, and is an important provider of information to maritime commerce and the entire "blue economy." Maritime commerce and the scientific community depend on information from areas such as meteorology, climate change, ocean seismometry currents, and biological processes in order to inform operations and development. These groups often require a power and communications solution in remote offshore locations. According to NOAA's 2016 Ocean Enterprise report, the total U.S. available ocean observing market from 2017 through 2021 for ocean-based systems infrastructure is projected to be \$2.0 billion.

## **Security and Defense**

We believe that our PB3 PowerBuoy<sup>TM</sup> is uniquely positioned to be used to provide power and communications for multiple applications within the security and defense market. The PB3's ability to power multiple payloads may be an attractive feature for defense and security, as their systems can be easily integrated into other PowerBuoy<sup>TM</sup> applications allowing their operation to be concealed. An example application for domestic and international defense departments and defense contractors includes forward deployed energy and communications outposts (which is a current U.S. Department of Defense program), both above and below sea surface. Other example applications include early detection and warning systems, remote sensing stations, high frequency radar, sonar, electro-optical and infrared sensors for maritime security, network communications systems, and unmanned underwater vehicle docking stations. According to a 2014 Frost and Sullivan report, market expenditures for global security reached \$29.0 billion in 2012 and are projected to reach \$56.5 billion in 2022. Maritime security expenditures were approximately 45% of the global security market.

### **Communications**

We believe that opportunities also exist in other markets such as communications. The addition of near shore and offshore cellular and Wi-Fi platforms with reliable and persistent power could open new market opportunities for telecommunications carriers by displacing a portion of the maritime satellite communications market, while potentially decreasing communications costs for the marine, offshore oil and gas, and airline industries. As an example, according to a 2015 Frost & Sullivan Oil & Gas Satellite Communications market report, the estimated 2020 annual spend on satellite communications in the oil and gas market is projected to be \$459 million. According to an industry research paper titled "Prospects for Maritime Satellite Communications." in 2015 the global maritime satellite communications market has already reached close to 338,000 terminals, with \$1.7 billion in revenue at the satellite communications service provider level. The report also notes that the value of the maritime satellite communications market is expected to continue to grow over the next decade, with a 10-year compound annual growth rate of 5% in

terminals and revenue, primarily due to the increasing need for maritime data communications.

## **Implementation Strategy**

We have made significant progress in redesigning and validating our commercial-ready PB3 PowerBuoy<sup>TM</sup> for use in remote offshore applications. Since 2015, we have brought the PB3 from initial concept to a full-scale design. We have performed multiple prototype iterations. During this time, we have conducted a number of in-ocean tests in combination with our facility-based accelerated life testing to validate our commercial-ready PB3 PowerBuoy<sup>TM</sup> and to prepare for low rate initial production. In 2017, we relocated our corporate headquarters to Monroe Township, New Jersey. We believe that this will allow us to expand our manufacturing capabilities and to move toward higher volume PowerBuoy<sup>TM</sup> production. Likewise, we have made progress in marketing our PB3 PowerBuoy<sup>TM</sup>, as evidenced by additional requests for proposals. We are developing a new approach from R&D to commercialization of SELL, BUILD, SHIP as our motto and we intend to build on our success by implementing processes and solutions that cover the entire life cycle, from demand generation to closing the contract, and from channel strategies to customer care.

Since 2015, we have had initial introductions or meetings with nearly 200 companies and organizations within our target markets. A large proportion of these engagements (approximately 75%) were U.S.-based, while the remaining engagements occurred in Europe, Australia, and parts of Asia including Japan. One-third of all engagements have transitioned from initial introductions to advanced, confidential discussions around specific customer applications. Many of these discussions occur at the executive, decision-making level, as well as the implementation level.

As previously noted, several of these customer application discussions have resulted in requests for proposals. Many proposal requests are for projects where our PB3 PowerBuoy<sup>TM</sup> is part of a larger solution demonstration, and typically include the potential lease or sale of one or more PB3 PowerBuoys<sup>TM</sup>, as well as required services and maintenance support. Demonstration projects are a necessary step toward broad solution deployment and revenues associated with specific applications. A proposal phase typically lasts from three months to more than one year. During the demonstration project specification, negotiation and evaluation period, we are often subject to the prospective customer's vendor qualification process, which entails substantial due diligence of our company and capabilities and may include negotiation of standard terms and conditions. Many proposals contain provisions which would mandate the sale or lease of the PB3 PowerBuoy<sup>TM</sup> upon successful conclusion of the demonstration project.

We believe this is an accurate depiction of the overall sales cycle for new technology in each of our target markets, including the PB3 PowerBuoy<sup>TM</sup>. However, cycle times for each step of the sales cycle will vary depending on several customer factors, including, but not limited to, technical evaluation, project priorities, the funding approval process, and alignment of new technology integration with the customer's broader operational strategy. We believe that the resulting evidence of potential demand, vis-à-vis specific application proposal requests, are indicative of significant progress in our commercialization strategy. We believe that we have the potential for growth as a result of our positioning for higher volume production of our PB3 PowerBuoy<sup>TM</sup> and the initial indications of demand for our PB3 PowerBuoy<sup>TM</sup> in multiple customer applications.

## Corporate Information

Our principal executive offices are located at 28 Engelhard Drive, Monroe Township, New Jersey. Our telephone number is (609) 730-0400. We were incorporated in New Jersey in 1984 and reincorporated in Delaware in 2007. We maintain a website at www.oceanpowertechnologies.com where general information about us is available. We are not incorporating the contents of the website into this prospectus.

### THE OFFERING

Common stock offered by the selling stockholder

3,671,820 shares.

Common stock outstanding

18,368,286 shares, as of July 31, 2018.

Use of proceeds

The selling stockholder will receive all of the proceeds from the sale of the shares offered for sale by it under this prospectus. We will not receive proceeds from the sale of the shares by the selling stockholder. However, we may receive up to \$10,000,000 in proceeds from the sale of our common stock to the selling stockholder under the common stock purchase agreement described below.

Any proceeds from the selling stockholder that we receive under said common stock purchase agreement are expected be used for expanding our sales and marketing through new hires and target market experts, increasing product manufacturing capabilities, and building additional PowerBuoys to meet potential market demand, and for other general corporate purposes. This may include additional development, testing and demonstrations of our PowerBuoy system with the goal of furthering and accelerating our commercialization efforts.

Dividend policy

We have not declared or paid any cash or other dividends on our common stock, and do not expect to declare or pay any cash or other dividends on our common stock in the foreseeable future.

Risk factors