

# Clear Blue Technologies International Inc.

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The Smart Off-Grid Company



# Technology Revolutions: From Wired to Wireless

## TELECOM IN THE 1970S



- Massive & Costly
- Wired Infrastructure

## AFTER THE WIRELESS REVOLUTION



- Centrally Managed
- Low Cost
- Wireless Infrastructure

## POWER TODAY



- Massive, Costly
- Inflexible
- Wired Infrastructure

## AFTER THE NEXT POWER REVOLUTION



- Centrally Managed
- Low Cost
- Wireless Power Anywhere
- Off-Grid

***Wireless Power (Off-Grid) is the next evolution in Power!***

# Delivering the Next Generation of Power with Smart Off-Grid

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## Our vision

Clear Blue Technologies, the Smart Off-Grid™ company, was founded on a vision of delivering clean, managed, “wireless power” to meet the global need for reliable, low-cost, solar and hybrid power for lighting, telecom, security, and Internet of Things devices.



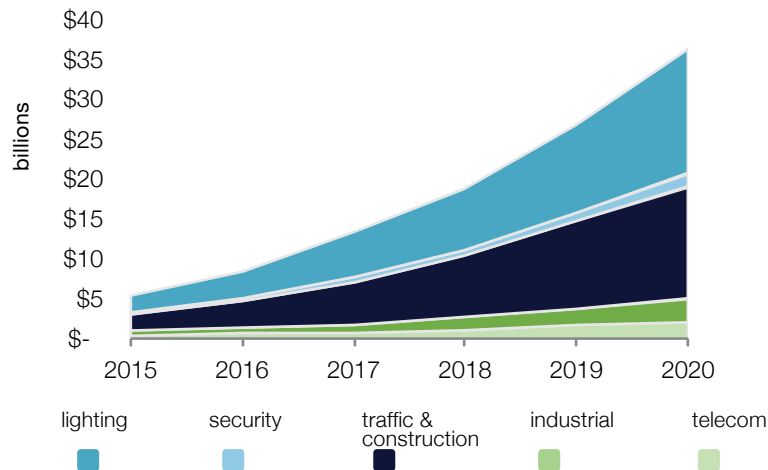
# Smart Off-Grid



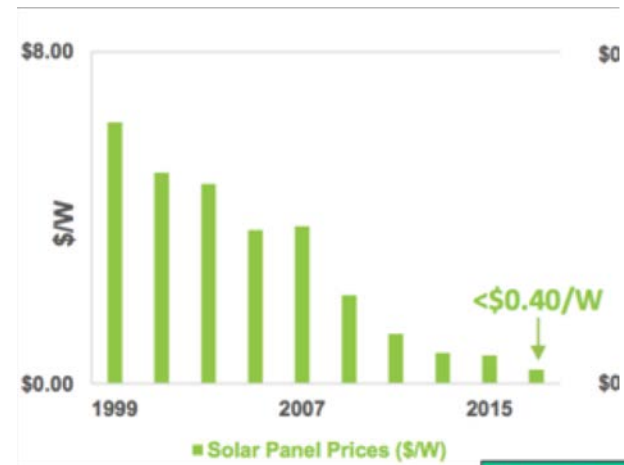
Clear Blue sells an integrated hardware and cloud software solution that allows mission critical devices to be installed anywhere, powered by clean energy, and monitored and controlled over the Internet.

# Global Market Opportunity, Strong Economic Factors

20B IoT devices by 2020



Solar PV panel cost



**GLOBAL SOLAR STREET LIGHTING MARKET TO EXPAND RAPIDLY AT 23.23% CAGR 2016-2024, POISED TO REACH US \$17.78 BN BY 2024**

While APAC is the largest market today, the market in Africa is expected to expand at the highest CAGR during the forecast period.





# Success Example: Ontario, North America

- Clear Blue won **12 new projects** in Ontario Q3 2018 YTD for its Illumient Smart Off-Grid street lighting.
- Revenues from sales in Ontario were **515% higher in Q3 2018** year-to-date than in all of 2017.
- To date, **18 municipalities** in Ontario have installed Illumient street lighting.



# Success Example: Emerging Markets

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- Pilot project using Clear Blue's Smart Off-Grid technology in **800 solar and wind-powered street lights** for Logintek Morocco.
- The first phase in a multi-phase project expected to total almost **5,000 Smart Off-Grid lights**.
- Minimum contract value to 2021 is **\$5.4 million**.





# Smart Off-Grid for Telecom

*Initiative founded by Facebook, Nokia, Intel, Deutsche Telekom, SK Telekom, to bring internet connectivity to a billion people worldwide.*



TELECOM INFRA PROJECT

**Clear Blue selected by Facebook TIP for Smart Off-Grid**



OPINION

**How a Canadian cleantech firm is bridging in Africa**

TYLER HAMILTON  
CONTRIBUTED TO THE GLOBE AND MAIL  
PUBLISHED 17 HOURS AGO  
FOR SUBSCRIBERS COMMENTS

Five years ago, a handful of software developers and engineers in Nairobi got together to hatch an ambitious plan to bring free, high-speed internet access to communities across East Africa. With a mix of naiveté and optimism, they started a company called BRCK and launched a public WiFi hotspot network that can be used by anyone, for free, with a laptop or smartphone.

The economic and social impacts, if BRCK is successful, will be huge. "Access to the

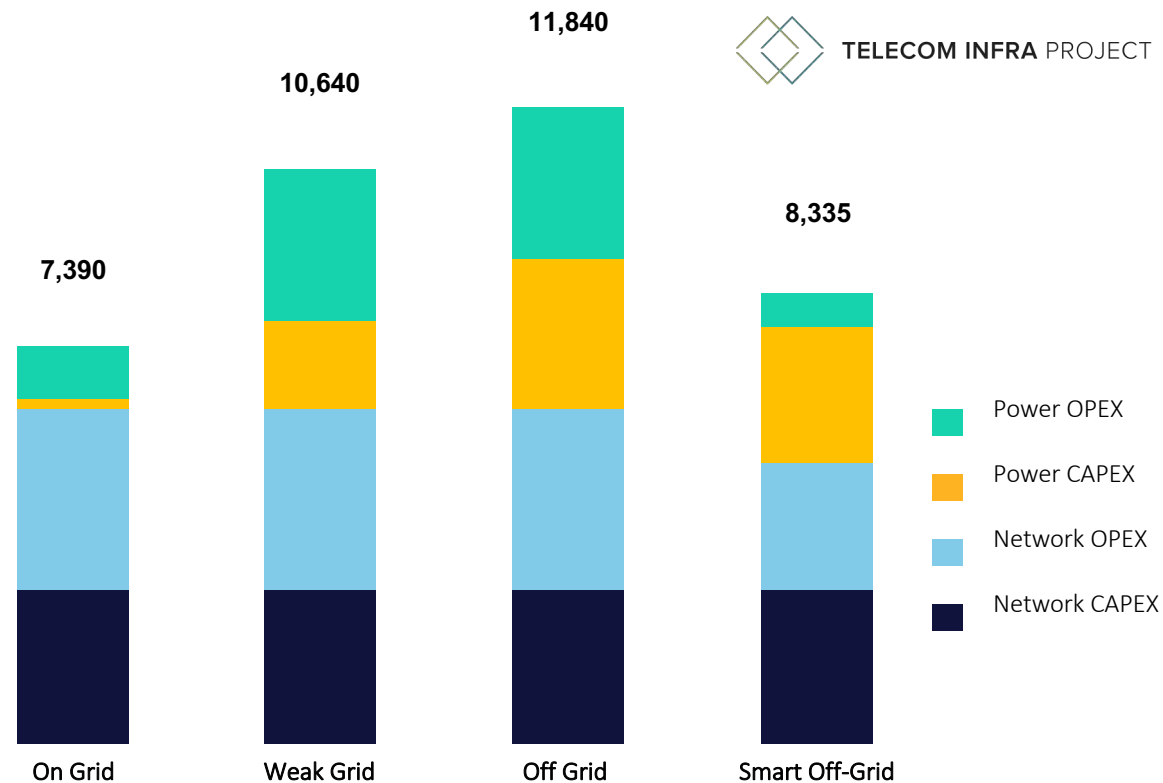


# Grid Vs Off-Grid TCO for Telecom Sites

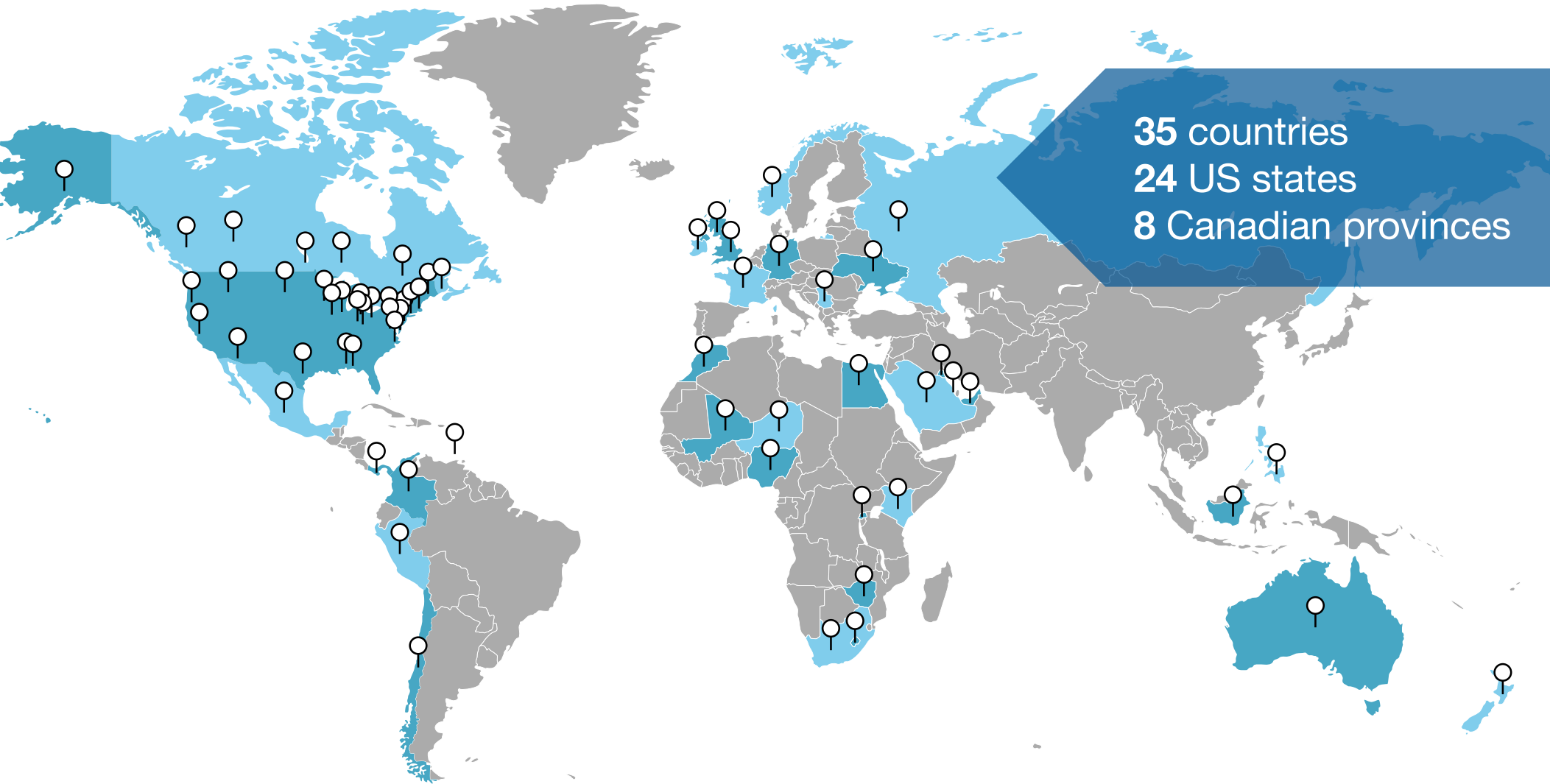
*“As soon as you start to go onto a weak grid, or even worse to go off-grid, both the Capex and your Opex on your power increase dramatically. A lot of that is due to replacing batteries, and the additional technical resources that are required to service the power...There are some opportunities to reduce the cost of Network Opex as well. ”*

## Access Network Equipment

5 Year TCO (\$/Site)



# Where in the World Is Clear Blue?



# Solar Lighting Example Customers



**UIC**  
UNIVERSITY  
OF ILLINOIS  
AT CHICAGO



Department of  
Transportation



SAINT JOHN



City of Harare

Egypt





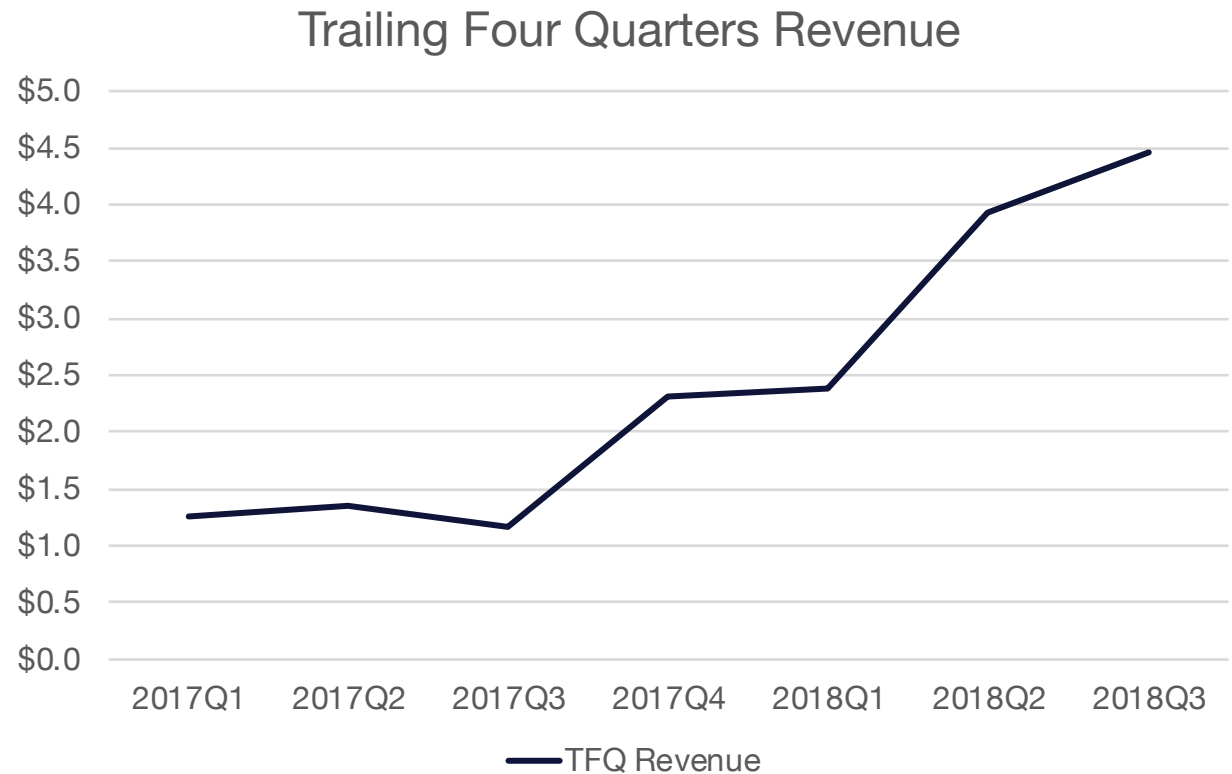
# Telecom Sector Traction

 TELECOM INFRA PROJECT



# Trailing Four Quarters Revenue

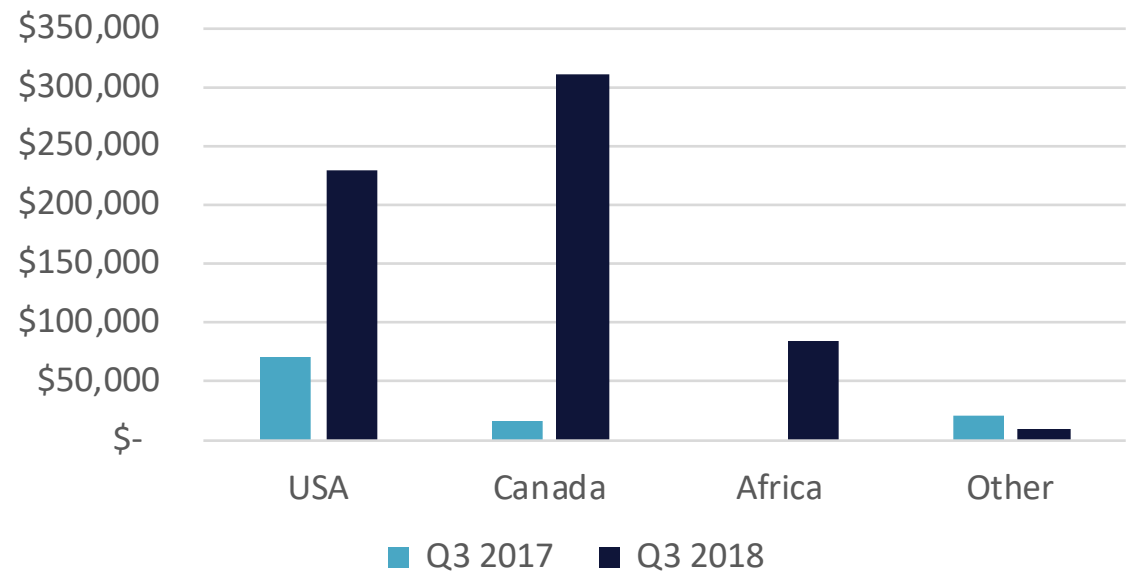
- Q3 2018 TFQ revenue was **\$4.46 million**.
- This was a **283% increase in revenue** compared to TFQ period ending Q3 2017.



# Gross Profit

- Q3 2018 gross profit was nearly **\$350,000**, compared to less than \$1,000 in Q3 2017.
- On a TFQ basis, gross profit increased by **1,508%**.

Total Revenue in Q3 2018 Compared YOY to Q3 2017

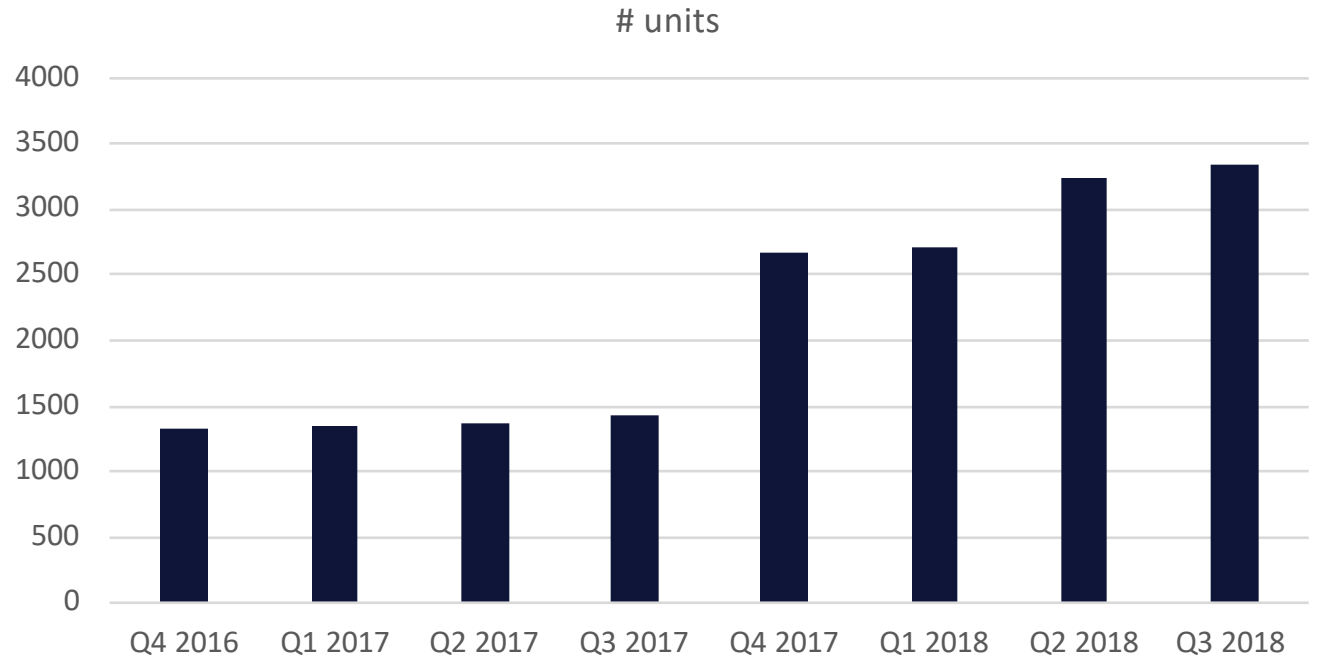


Revenue by Category	Three Months Ended Sept 30, 2018	Three Months Ended Sept 30, 2017
<b>Product Revenue</b>	\$ (CAD)	\$ (CAD)
<b>Smart off-grid controllers and systems</b>	333,809	67,218
<b>Illumient smart off-grid lighting</b>	271,805	33,711
<b>Recurring Revenue – Illumience</b>	31,330	9,204
<b>Total Revenue</b>	636,944	110,133



# Units Deployed

- **3,344** deployed.
- Average contract size was **\$27,450** in Q3 2018.

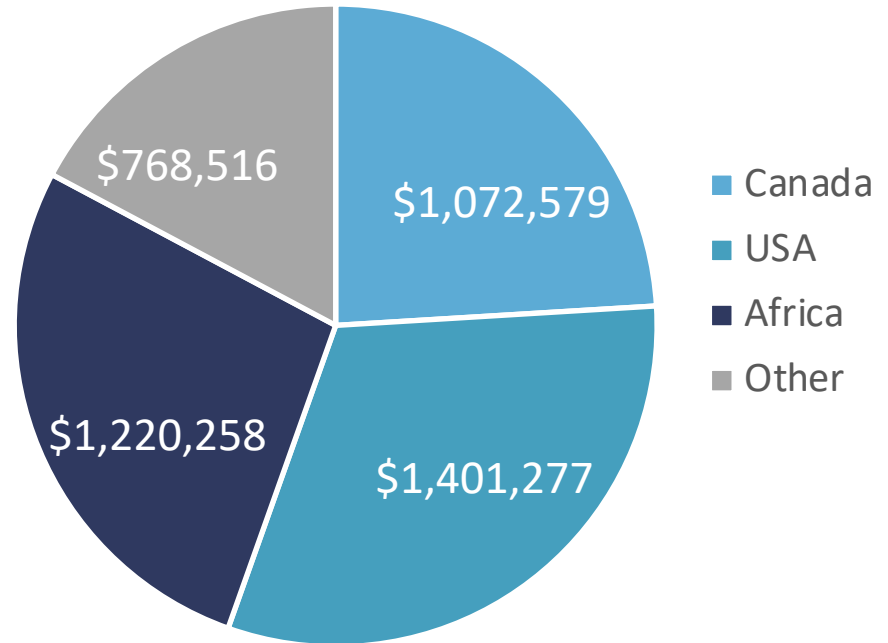


	Three Months Ended Sept 30, 2018	Three Months Ended Sept 30, 2017
<b>Number of units under management</b>	3,344	1,402
<b>Average Contract Size</b>	\$27,450	\$22,175

# TFQ Revenue By Geography

- We have Smart Off-Grid systems in **35 countries** worldwide.
- **57%** of TFQ Q3 2018 revenue came from the U.S. and Canada.
- **27%** of TFQ Q3 2018 revenue came from Africa.

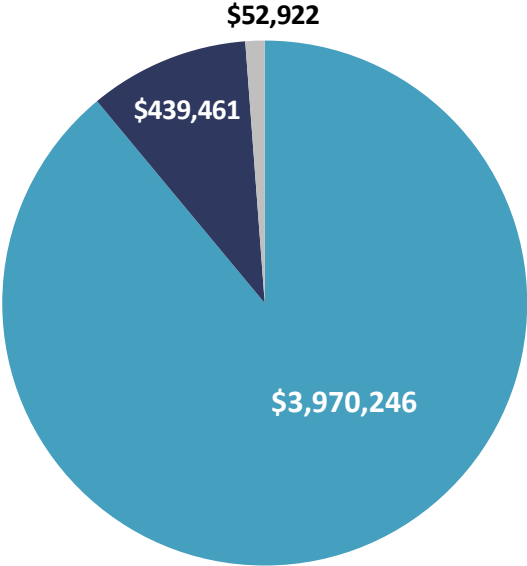
TFQ Revenue by Geography



TFQ Q3 2018 Revenue by Geography		
Canada		\$ 1,072,579.40
USA		\$ 1,401,277.08
Africa		\$ 1,220,257.92
Other		\$ 768,515.60
Total Revenue		\$ 4,462,630.00

# TFQ Revenue By Vertical

TFQ Revenue by Vertical



- Our traditional lighting vertical represented almost 90% of TFQ revenue
- However, our recent expansion into the telecommunications vertical has resulted in almost 10% of our TFQ revenue

TFQ Q3 2018 Revenue by Vertical		
Lighting		\$ 3,970,246.10
Telecommunications		\$ 439,461.61
Security/IoT/Other		\$ 52,922.29
Total Revenue		\$ 4,462,630.00



# Our Growth Strategy

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Expansion in existing markets

Greater penetration of industry verticals

Expansion into new verticals and markets



# Intellectual Property (Patents)

2012

2013

2014

2015

2016

2017

2018

**PATENTED**

Remote management, control, troubleshooting & maintenance

Off Grid Lighting & Other Applications

**PATENTED**

Predictive Performance Analytics Integrated with Weather Forecasting

**PATENT PENDING**

*conditional approval stage*

Dynamic Charging

**PATENT PENDING**

System for the Monitoring & Maintenance of Remote Autonomously Powered Lighting Installations

# Industry Leaders with Unrivaled Experience

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Expertise in power, software and communications, telecom, and successful growing startups to successful exits



**Miriam Tuerk**  
Co-Founder & CEO



**John Tuerk**  
Co-Founder & Chief Power  
Officer



**Mark Windrim**  
Co-Founder & CTO Cloud &  
Mobile



**Lawrence Tjan**  
CFO



**Paul Desjardins**  
VP Sales & Bus Dev



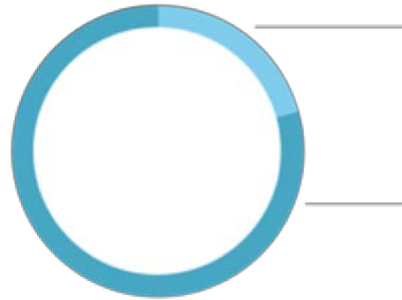
**Susan Davis**  
VP Marketing



**Jason Woerner**  
Director, Strategic Product Dev,  
Nano & Micro-grids



# Market Capitalization



**35.06M**

Total **shares** outstanding<sup>1</sup>

**3.04M**

Total **options** outstanding<sup>1</sup>

**5.53M**

Total **warrants** outstanding<sup>1</sup>

**43.6M**

Shares **fully diluted**<sup>1</sup>

<sup>1</sup>As at January 1 2019

	Outstanding
<b>Common Shares</b>	35,063,306
<b>Founder</b>	23%

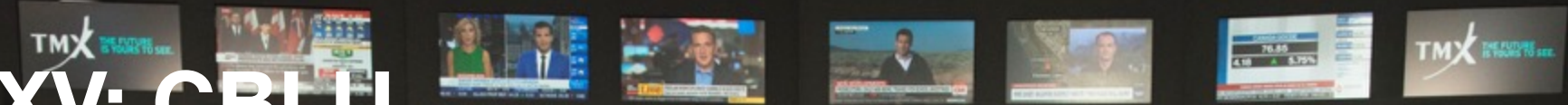
	Outstanding	Average Exercise Price	Expiry Date Range
<b>Options</b>	3,043,669	\$ 0.45	2020-2027
<b>Founder</b>	33%		

	Outstanding	Average Exercise Price	Expiry Date Range
<b>Warrants</b>	5,533,799	\$ 1.23	2019-2024

Number of compensation options is 597,205 not included above

**TSXV: CBLU**

ENBRIDGE INC (ENB) 46.55 ▲ 0.00  
ENBRIDGE INCOME FD HLDGS INC (ENF) 1000 @ 32.65 ▼ -0.08  
Data provided by Thomson Reuters



Clear Blue Technologies  
International



Clear Blue Technologies  
International

TSXV: CBLU

THE MARKET IS OPEN



# Why Invest in Clear Blue?

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**25%**

of world's population lives without access to electricity, and many more without reliable power, driving **huge global demand and worldwide investment**

**Clear Blue Smart Off-Grid**

The **most reliable off-grid power** with the **most advanced off-grid remote management and control system** and service

**35**

Today Clear Blue-powered systems are in 35 countries, and our **installed base and revenue are growing fast**

# Questions?

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