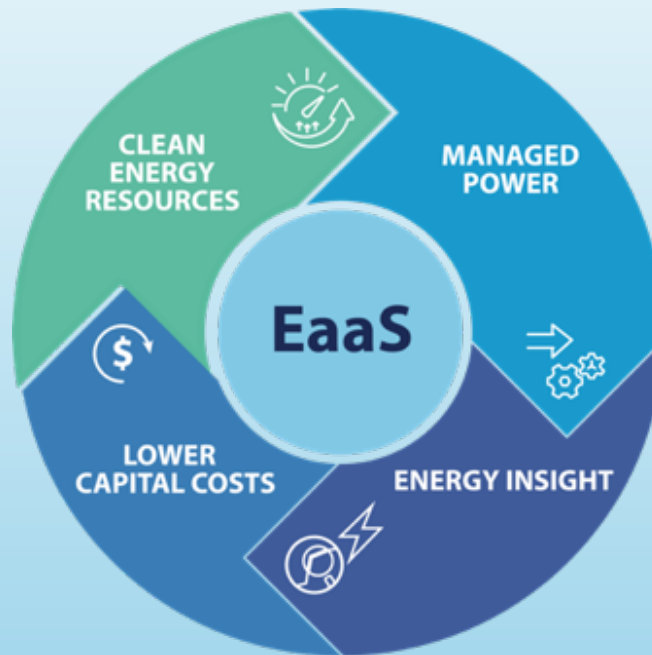


# Clear Blue Technologies

*The Smart Off-Grid Company*



*Delivering Energy as a Service  
In  
37 Countries*



# Clear Blue Technologies delivers clean, managed, wireless power – anywhere and anytime.

## Sample Customers

*Telefonica*



**VANU**



Clear Blue Smart Off-Grid powers mission critical applications in 37 countries around the world.



Maximum uptime



Longest Life



Easy to install and maintain

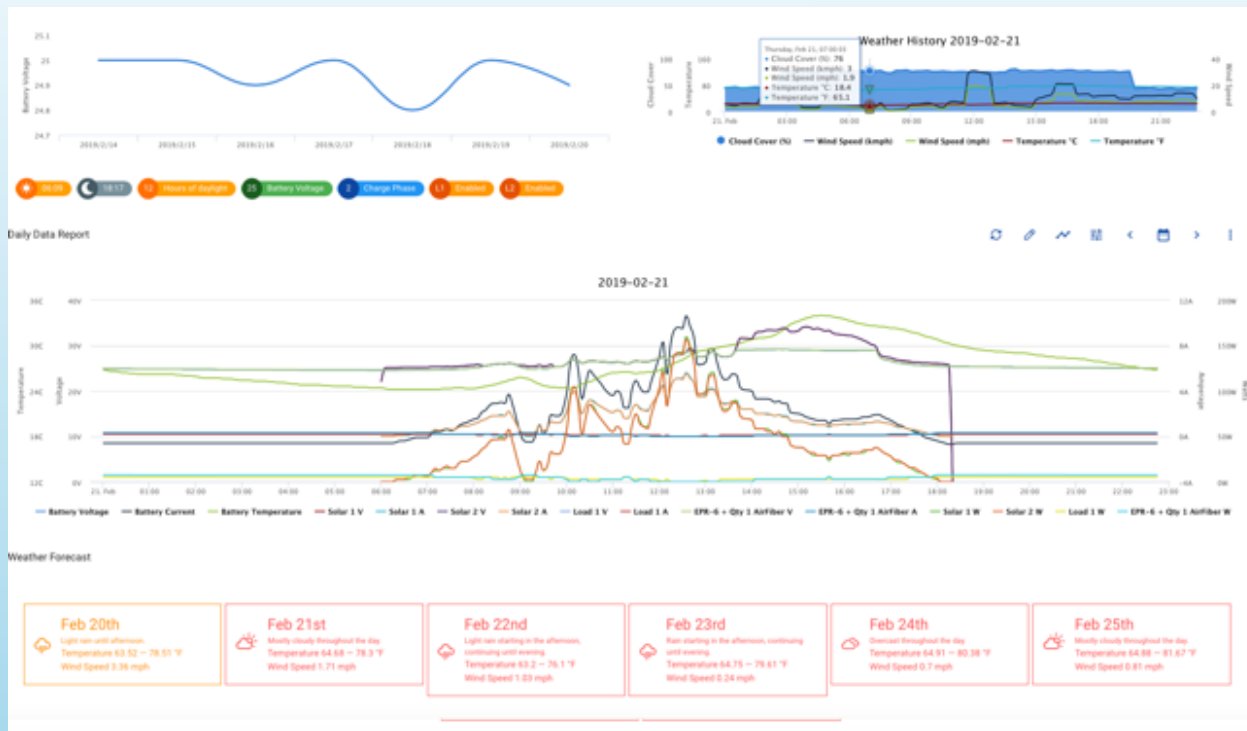


# What Clear Blue Technologies' Delivers



Clear Blue sells an integrated Smart Off-Grid power solution which includes ongoing Remote Power Management Service. This allows mission critical devices to be installed anywhere, powered by clean energy, and monitored, managed and controlled over the Internet.

# Data is our foundation



Data is produced at the site, enriched in the cloud, and augmented with third party weather data

## Battery

Battery Ah  
Midnight Battery Voltage  
Battery Temperature

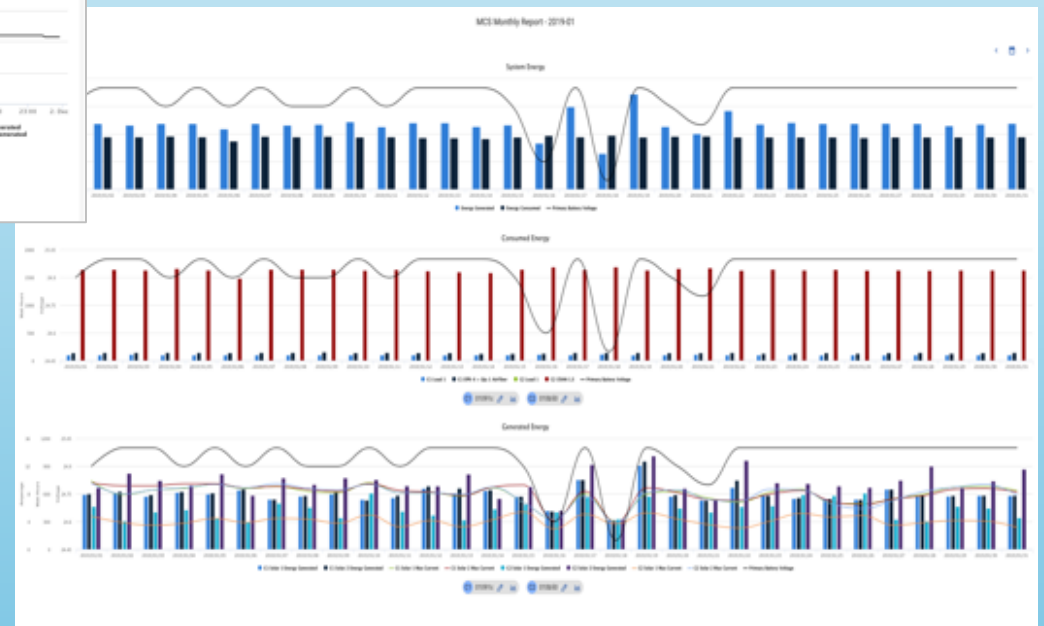
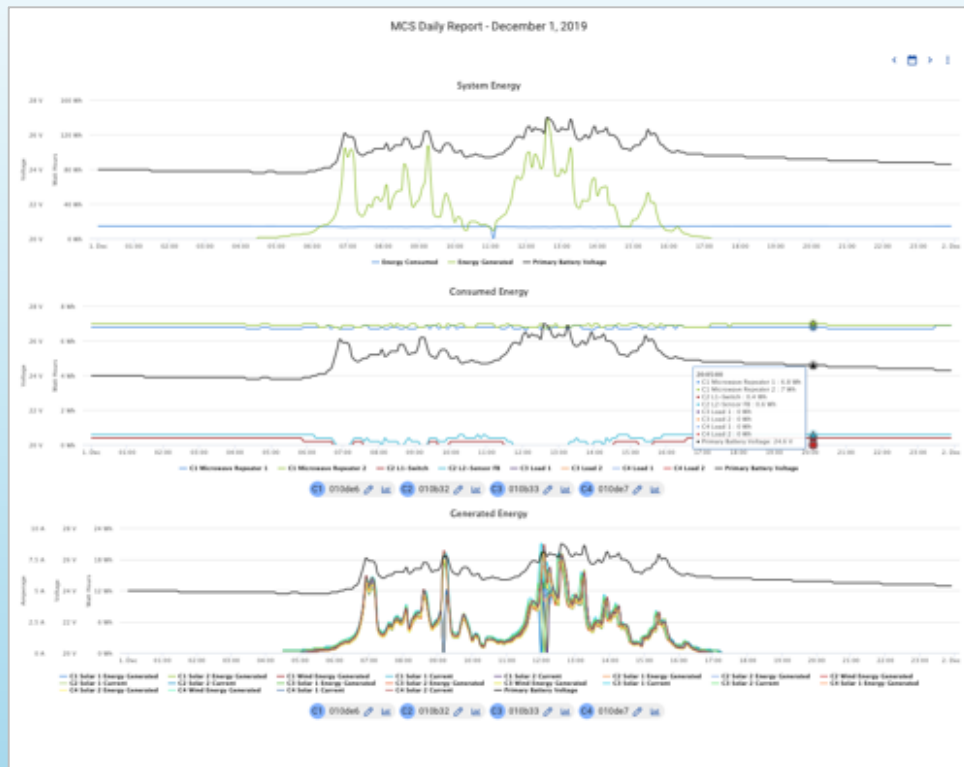
## Watt Hours

Midnight Battery Voltage  
Max Solar Current  
Solar Wh  
Auxilliary Wh  
Total Generated Wh  
Load Wh  
Total Consumed Wh

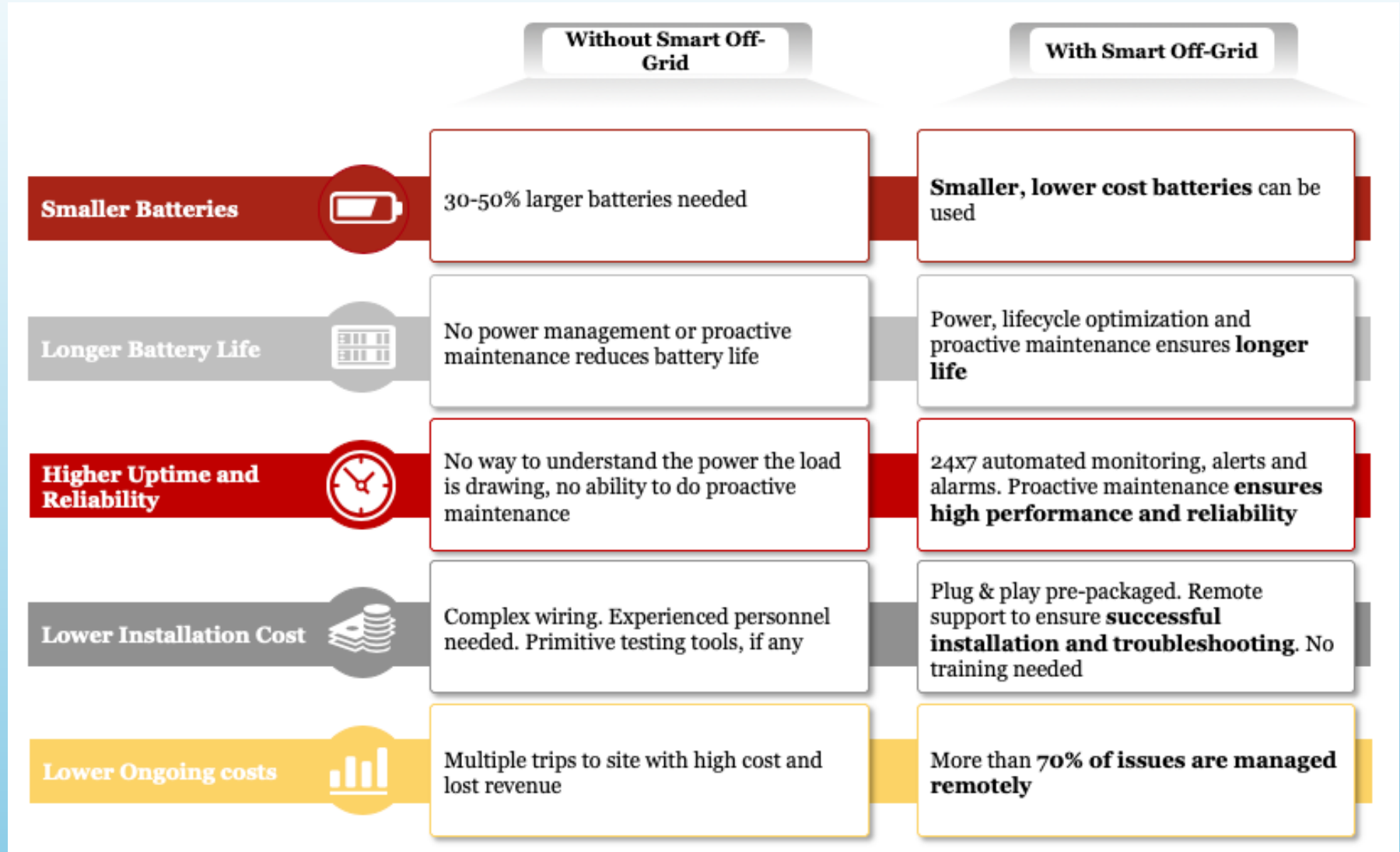
## Amp Hours

Max Solar Current  
Solar Ah  
Auxilliary Ah  
Total Generated Ah  
Solar Potential Ah  
Total Solar Potential Ah  
Load Ah  
Total Consumed Ah

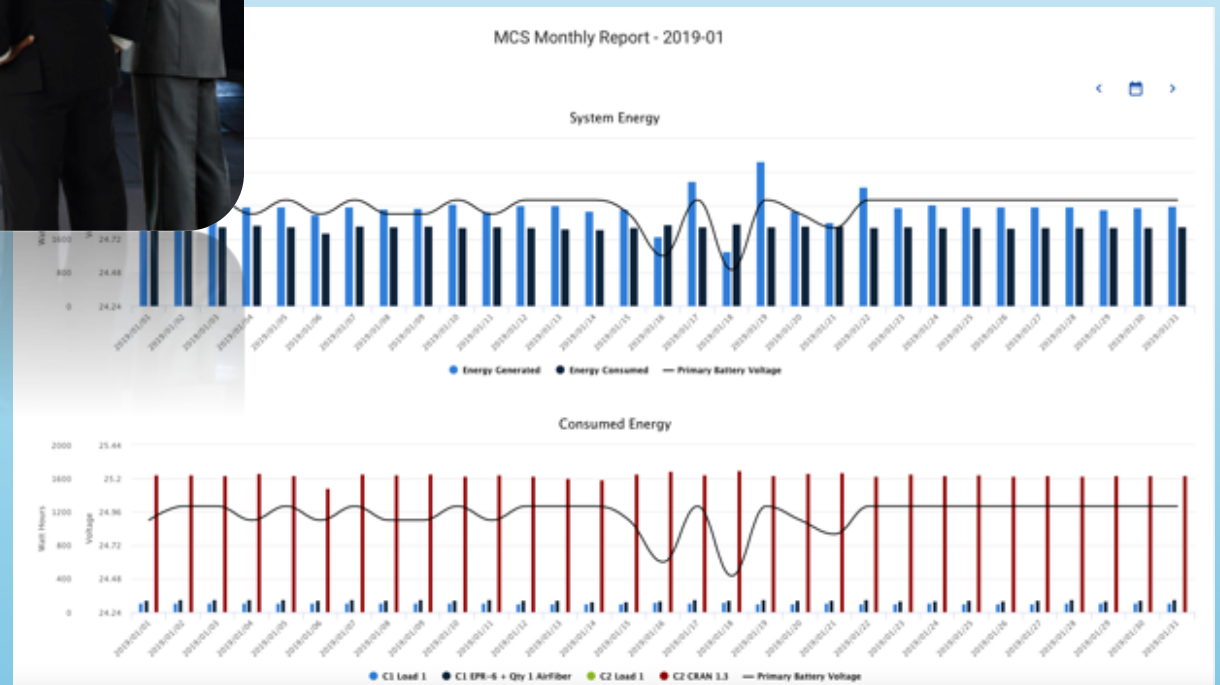
# Only Clear Blue has Predictive Analytics



# Why does Smart Off-Grid Matter?



# Management, Control, Expert Support is Core to our Energy as a Service Model



# Industry Visionaries are Selecting Clear Blue



*Telefonica*



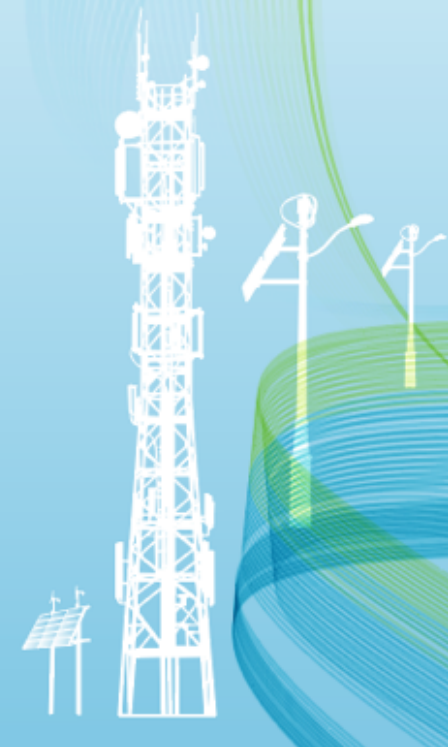
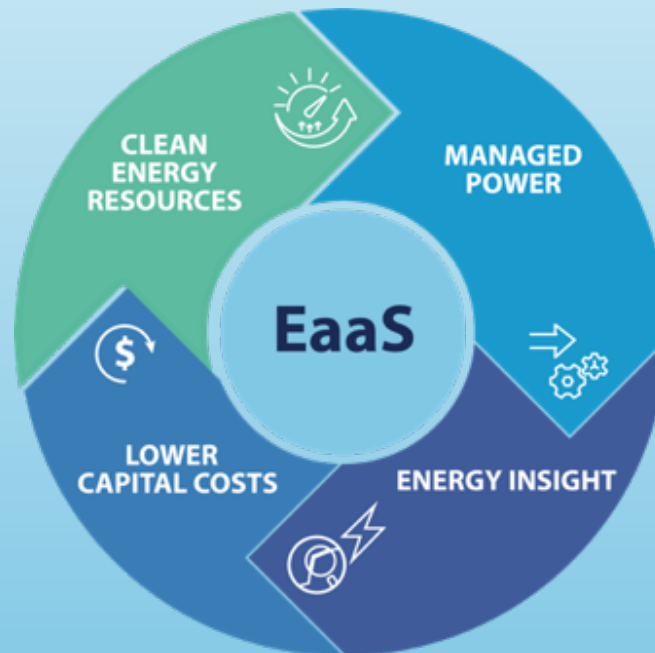
facebook



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

# How we Deliver Energy as a Service

We manage and operate the power service and systems for our customer on an ongoing basis.



# Energy-as-a-Service Business Model



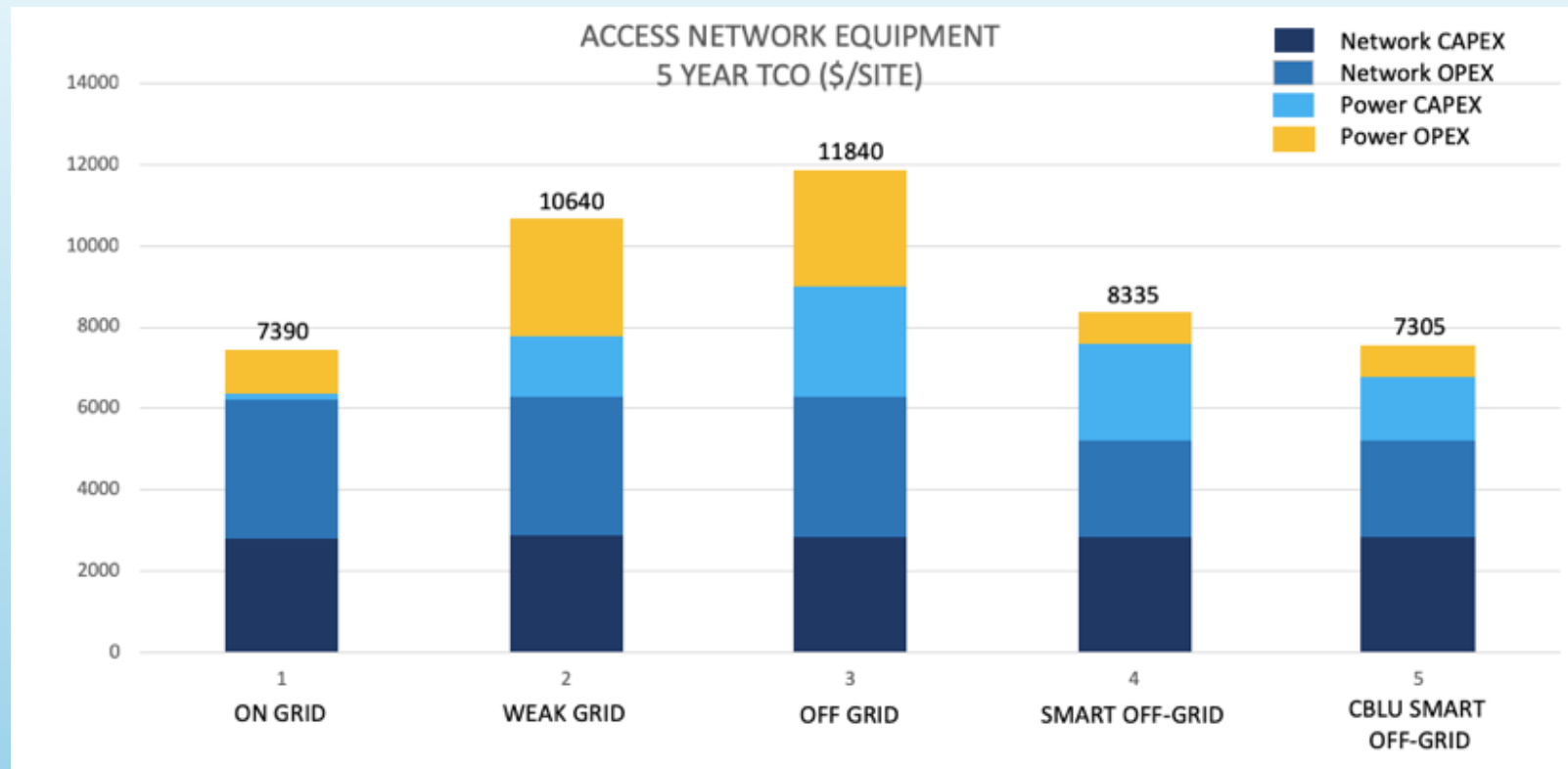
Source: Technavio

According to Navigant Research, the annual global market for commercial and industrial Energy-as-a-Service is estimated to reach \$221.1 billion by 2026.

*“Just like Amazon Web Services transformed the IT industry, we believe Energy-as-a-Service (EaaS) can transform the power industry. EaaS enables organizations to move away from having to operate and manage power systems.” Miriam Tuerk, Co-Founder & CEO, Clear Blue*



# Grid vs Off-Grid Total Cost of Ownership



Source: Facebook (Telecom Infra Project).

CBLU Smart Off-Grid TCO: source is Clear Blue Technologies

# Strong Global Traction



*Marquee Customers – Strategic Partners*  
*Telecom & Street Infrastructure – Global Presence*

# Street Infrastructure Example Customers



Boston  
Scientific



شركة تنمية نفط عُمان  
Petroleum Development Oman



Carrefour



# Telecom Sector Traction



Global Communications Extension Services



# Outlook for 2020 & Beyond

- Clear Blue selected by TIP for Smart Off-Grid Power
- Clear Blue Partner's have won the MTN deal
  - Raeanna
  - Vanu
  - Parallel Wireless

## MTN to add 5,000 rural sites based on TIP 12 November 2019

African operator MTN has said it will roll out 5,000 new rural cell sites, by the end of 2020, based on "Open RAN" technology across all its 21 areas of operation.

The operator said it already has 200 live sites based on specifications outlined by the Telecoms Infra Project (TIP), and said it would use "an ecosystem of partners" to achieve its planned expansion. It said it had already used technology from Parallel Wireless, NuRAN Wireless and VANU in projects in Uganda and Guinea Conakry.

A Parallel Wireless spokesperson told TMN that the company believes it is in line to be the supplier for about 3,300 of those sites – mainly the macro sites that have a requirement for providing 2/3G coverage on the same hardware.

MTN is a member of TIP's Open RAN project that defines the operation of disaggregated RAN elements as software on hardware using general purpose processors.

Parallel Wireless' spokesperson said that the contract process will see each of MTN's 21 operating companies contract for equipment via a systems integrator.

NuRAN said that it would be working with Raenna Nigeria, a company that provides telco infrastructure on a wholesale basis to operators.

# Telecom Market Development

Three key industry initiatives present opportunities for Clear Blue:

- **Rural Telecom** rollout to bring the next 1 billion people onto the Internet, driven by major investments from companies like Facebook
- **Wi-fi/satellite** advancements and investments will see the rollout of thousands of sites globally, driven by Amazon, SpaceX, Hughes, Viasat and others
- **5G** moves telecom from large towers and power, to street level systems every few hundred meters, each requiring power

***“With the growing telecom sector globally, the penetration of green telecom tower solutions is expected to increase significantly. In the years to come, the telecom companies are expected to collaborate with solar and wind power companies to reduce their energy costs by 30–40%.”***

Market Research Future

***Addressable market of \$16.9 billion in 2024, growing at a CAGR of 16.5%***

# 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

**PATENTED**

Dynamic Charging

**PATENTED**

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



# Industry Leaders with Unrivalled Experience

## Our Leadership Team



**John Tuerk**  
Co-Founder &  
CPO

Inventor of our  
Industry Leading  
Power Technology



**Miriam Tuerk**  
Co-Founder &  
CEO

Multi-exit  
Entrepreneur &  
CEO



**Mark Windrim**  
Co-Founder &  
CTO

Builder of world  
class Cloud & IoT  
Technology



**Paul Kania**  
CFO

Strong Small Cap  
Public Market CFO



**Paul Desjardins**  
VP Sales & Bus Dev

Aggressive “Never Give  
Up, Never Surrender”  
Tech Sales Executive



**Jason Woerner**  
VP Solutions

Product Solutions  
expert software  
and telecom  
industries

# Our Growth Strategy

Enhanced penetration of North American & African lighting & Smart City market



Telecom sector first installs and key partnerships leading to large scale rollouts



Energy as a Service to drive recurring revenue



# CBLU:TSXV

# Frankfurt: 0YA

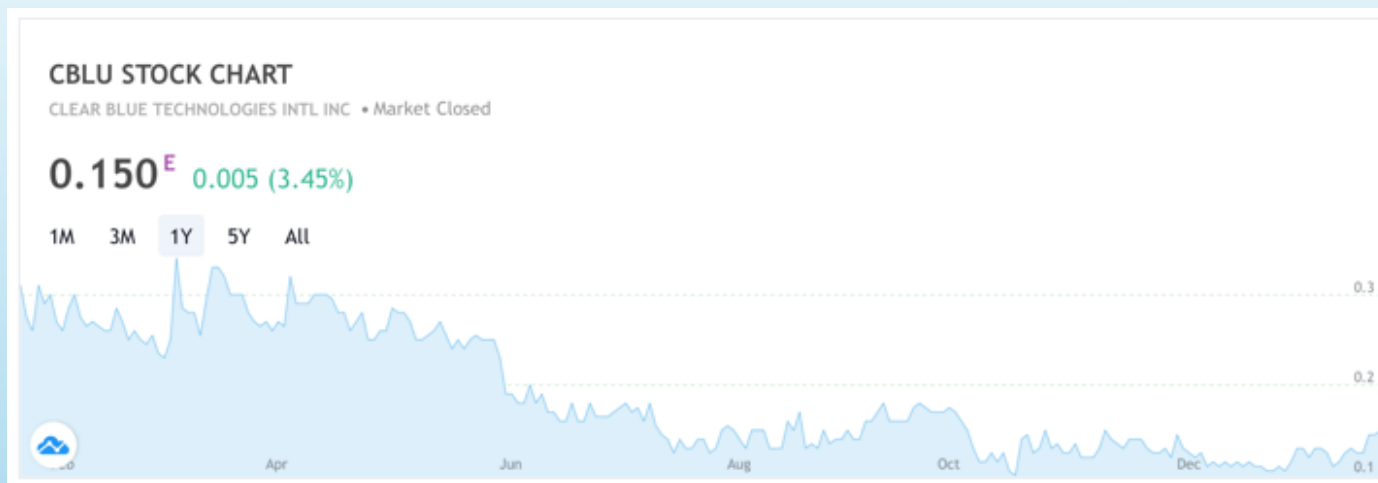
>300 Customers

37 Countries

>5,000 Units

\$3.78M 2018

65% YOY



Shares Outstanding: 45,742,804

2020-01-24 Stock Price: \$0.15

Market Cap: \$5.1M

## Cap Table

As at Sept 30, 2019

Shares	45,742,806
ESOP	4,848,825
Warrants	15,742,813
March 2020	\$0.80 4,284,500
Q1 2024/Force	\$0.50/\$0.80 11,399,065
<b>Total</b>	<b>66.334.443</b>

# Why Invest in Clear Blue?

## The answer is simple:

*Technology - Traction - Team - Timing*

**1 Billion +**

Facebook, Google, and major telecom providers are investing heavily to connect the 1B+ people who remain unconnected to the internet.

Clear Blue is well positioned to power this multi-billion dollar next gen telecom opportunity.

**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.**

ClearBlue is the leader in providing Energy-as-a-Service to the next wave of connectivity:

**5G**

**Emerging Market Universal Internet Access  
Satellite /Wi-Fi Global Deployment**



# Have Questions?

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Director

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Miriam Tuerk

Co-Founder and CEO

+1-416-433-3952

(Please use email if at all possible)

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[investors@clearbluetechologies.com](mailto:investors@clearbluetechologies.com)

<http://www.clearbluetechologies.com/en/investors>

# Forward looking statements

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## Forward looking statements

- This presentation contains forward-looking statements, which can be identified by the use of forward-looking terminology, such as but not limited to: “may”, “intend”, “expect”, “anticipate”, “estimate”, “seek”, or “continue”, or the negative thereof or other variations thereon or comparable terminology. In particular, any statements, express or implied, concerning trends, future operating results, growth, performance, business prospects and opportunities or the ability to generate revenues, income or cash flow are forward-looking statements. These statements reflect management’s current beliefs, including beliefs as to future financial and operating results, and they are based on information currently available to management.
- Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable by management, are inherently subject to known and unknown risks and uncertainties. Such risks include but are not limited to: the impact of general economic conditions, market volatility, fluctuations in costs, and changes to the competitive environments, as well as other risks disclosed in the public filings of Clear Blue and its publicly filed press releases.
- Certain forward looking information should also be considered future-oriented financial information (“FOFI”) as that term is defined in National Instrument 51-102. The purpose of disclosing FOFI is to provide a general overview of management’s expectations regarding anticipated results or market conditions. Readers are cautioned that FOFI may not be appropriate for other purposes.
- These factors should be considered carefully and undue reliance should not be placed on forward-looking statements. Although the forward-looking statements are based upon what management believes to be reasonable estimates and assumptions, Clear Blue cannot ensure that actual results will not be materially different from those expressed or implied by these forward-looking statements.
- Unless specifically required by law, Clear Blue does not assume any obligations to update or revise these forward-looking statements to reflect new events or circumstances. Clear Blue seeks safe harbor.

