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
- IHS
- MTN
- Intelsat
- Vanu
- Vodafone
- Raeanna
- Toronto

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

- Maximum uptime
- Longest Life
- Easy to install and maintain
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
Only Clear Blue has Predictive Analytics
Why does Smart Off-Grid Matter?

- **Smaller Batteries**: Without Smart Off-Grid, 30-50% larger batteries needed. With Smart Off-Grid, smaller, lower cost batteries can be used.
- **Longer Battery Life**: Without Smart Off-Grid, no power management or proactive maintenance reduces battery life. With Smart Off-Grid, power, lifecycle optimization, and proactive maintenance ensure longer life.
- **Higher Uptime and Reliability**: Without Smart Off-Grid, no way to understand the power the load is drawing, no ability to do proactive maintenance. With Smart Off-Grid, 24x7 automated monitoring, alerts, and alarms. Proactive maintenance ensures high performance and reliability.
- **Lower Installation Cost**: Without Smart Off-Grid, complex wiring, experienced personnel needed. Primitive testing tools, if any. With Smart Off-Grid, plug & play pre-packaged. Remote support to ensure successful installation and troubleshooting. No training needed.
- **Lower Ongoing Costs**: Without Smart Off-Grid, multiple trips to site with high cost and lost revenue. With Smart Off-Grid, more than 70% of issues are managed remotely.
Management, Control, Expert Support is Core to our Energy as a Service Model
Industry Visionaries are Selecting Clear Blue

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

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

37 countries
24 US states
8 Canadian provinces
Street Infrastructure Example Customers

- Mississauga
- Boston Scientific
- Government of Delta State, Nigeria
- Board of Governors of the Federal Reserve System
- City of Philadelphia
- USDA
- NASA
- Logintek
- Carrefour
- IDSUD Energies
- Hy-Vee
- Aix en Provence
- Department of Transportation
- Hamilton
Telecom Sector Traction

- Intelsat
- MTN
- Facebook
- Intel
- SK Telecom
- Nokia
- Telefonica
- NTA
- Vodafone
- BRCK
- Nine Mobile
- VANU
- Nuro
- GSMA
- Mayu
- Clear Blue Technologies
- IHS
- GCES
- Raeanna
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 Telecommunications 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**: Remote management, control, troubleshooting & maintenance
- **2013**: Predictive Performance Analytics Integrated with Weather Forecasting
- **2014**: Off Grid Lighting & Other Applications
- **2015**: Dynamic Charging
- **2017**: System for the Monitoring & Maintenance of Remote Autonomously Powered Lighting Installations
Industry Leaders with Unrivaled 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: OYA

>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
Total 66,334,443
Why Invest in Clear Blue?
The answer is simple:

*Technology - Traction - Team - Timing*

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**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.

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**Clear Blue Smart Off-Grid**

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

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**35**

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

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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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