

Clear Blue Technologies International Inc.

The Smart Off-Grid™ Company

TSX-V: CBLU



December 7, 2020



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Readers are encouraged to review the more fulsome disclosure on the matters contained herein contained in the Company's continuous disclosure filings, which can be found under the Company's SEDAR profile at www.sedar.com, including but not limited to the risk factors disclosed in the Company's management's discussion and analysis for the three and nine months ended September 30, 2020.

No securities regulatory authority has expressed an opinion about these securities and it is an offence to claim otherwise.

HOW CLEAR BLUE DELIVERS

The integrated Smart Off-Grid™ power solution 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.



ENERGY-AS-A-SERVICE BUSINESS MODEL

We manage and operate the power service and systems for our customer on an ongoing basis at a low cost and high reliability.

- Highly reliable power source from solar or hybrid solar power with built-in communications.
- Designed for uptime availability with the ability to remotely monitor, control, and proactively manage.
- Delivered in preconfigured, prewired Power Packs simplifying upgrades for local installers.
- Aiming for lowest Total Cost of Ownership (“TCO”) possible to allow for modularity, parallelization, and sizing, efficiencies.

Brand Promises



Maximize uptime



Long life



Easy to install and maintain

Differentiators

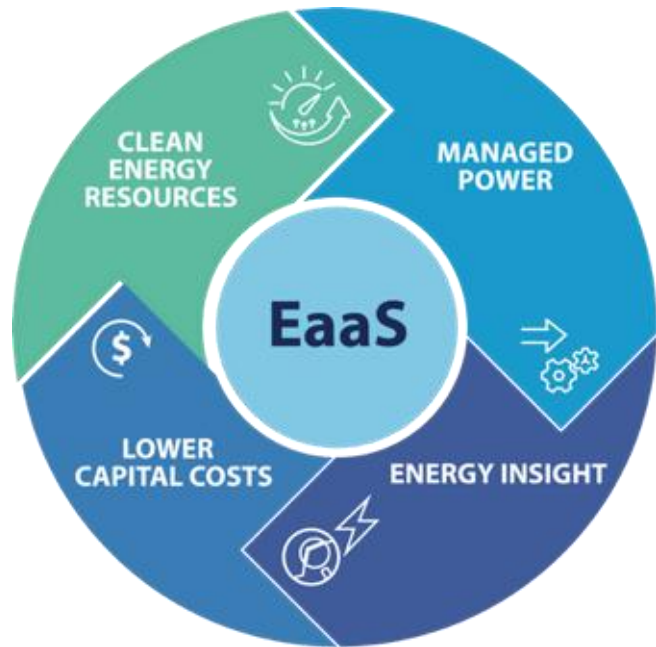


Energy forecasting and management



Troubleshooting and remediation

HOW EaaS DRIVES BUSINESS & REVENUE



LOW TCO & Peace-of-Mind for the Customer = More Business for Clear Blue

RECURRING REVENUE for Clear Blue = Strong, Growth Financials



“ 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

THE CLEAR BLUE ILLUMIENCE DIFFERENCE

Data is Our
Foundation



Industry Leading
Predictive Analytics



Expert Power
Management &
Control is **Core** to
EaaS Model

- Data is produced at the site;
- Enriched in the cloud, and;
- Augmented with third party weather data

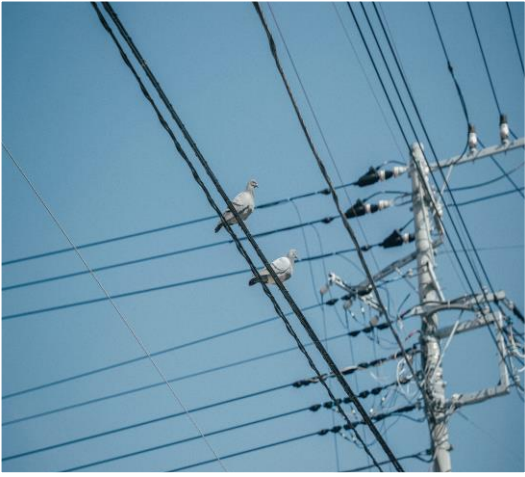
- Predictive Energy Forecasting
- Potential Energy Smart Management & Control
- Battery Life Innovation & Patent
- Big Data Analytics
- Troubleshooting & Remediation

Effective power management provides consistent and long lasting power to maximize uptime and lower TCO

The Market for Smart Off-Grid™



WHY OFF-GRID POWER SOLUTIONS?



NO GRID power available and infrastructure is cost-prohibitive or difficult



- Remote Areas & Concrete Jungles
- **Examples:** Oyster Bay Parking Garage NY, St John's NB, North Dakota DOT



AVOID the cost, time and disruption to existing infrastructure



- Cities & Highways & Existing concrete
- **Examples:** NASA Route 347 Long Island NY, Bloor West Toronto, Boston Scientific MA



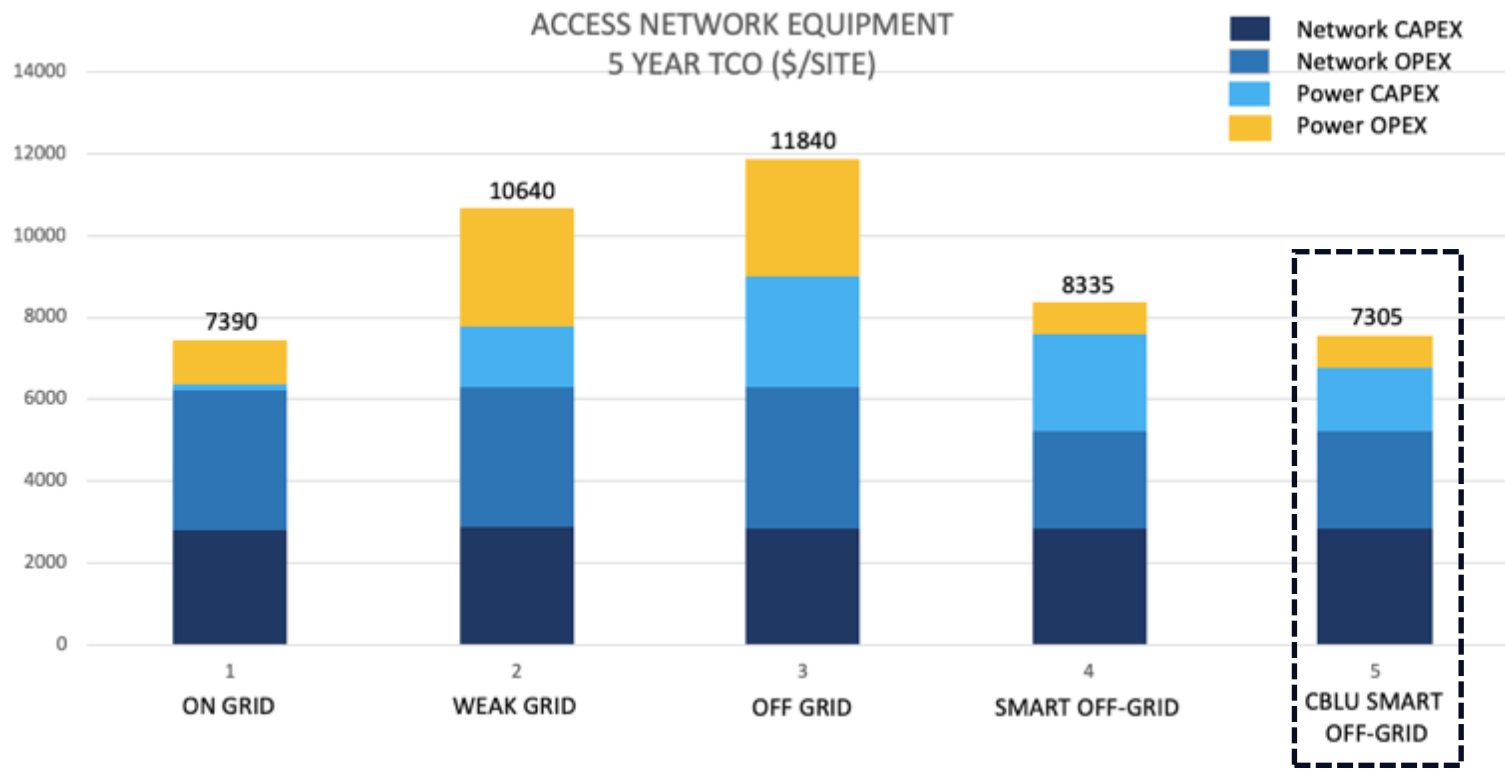
GO GREEN and deploy climate change resilient infrastructure for a better world



- Municipalities, DOT businesses
- **Examples:** City of Hamilton, University of IL at Chicago, IBEW

THE BUSINESS CASE FOR SMART OFF-GRID IS CLEAR

Clear Blue's Low TCO^{1,2}
(modularity, parallelization, sizing, efficiencies)



ENERGY-AS-A-SERVICE IS GROWING

According to Navigant Research, the annual global market for commercial and industrial Energy-as-a-Service is estimated to reach \$221.1 billion USD by 2026¹.



TELECOM MARKET DEVELOPMENT

Three key industry initiatives present opportunities for Clear Blue:

Rural Telecom

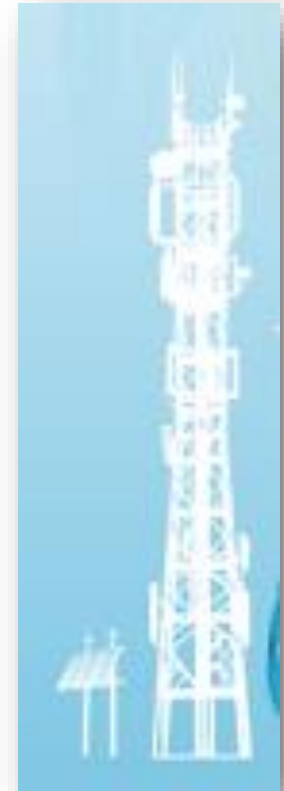
A global initiative is underway to Connect the Unconnected, globally 3.8 billion still unconnected¹. This is a multi-company, multi continent, multi-country initiative, driven by major investments from companies like Facebook.

Wi-Fi / Satellite

Advancements and investments will see the rollout of thousands of sites globally, driven by Amazon, SpaceX, Hughes, Viasat and others².

5G

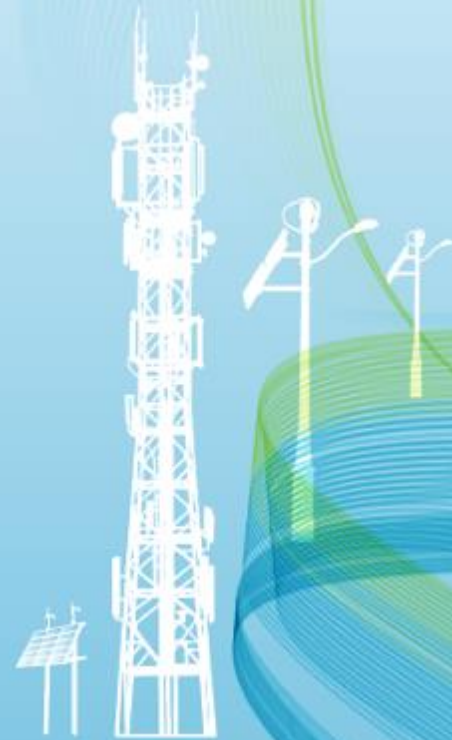
Moves telecom from large towers and power, to street level systems every few hundred meters, each requiring power.



“ 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

Clear Blue Technologies Is the Market Leader



STRONG GLOBAL TRACTION



8 CANADIAN PROVINCES

20 US STATES

37 COUNTRIES

>5,000 UNITS

>4 MILLION DAYS OF OPERATION

Our Growth Strategy



Enhanced penetration of North American, African Lighting, and Smart City Markets



Telecom sector first installs and key partnerships transitioning now to large-scale rollouts



Energy as a Service to drive recurring revenue

TELECOM APPLICATIONS & CUSTOMERS



Select Customers¹



TIP Founders



ILLUMIENT LIGHTING APPLICATIONS & CUSTOMERS

Streets - Private or Public Parking Lots -
Parks - Sign Lighting - Security



- Clear Blue's lighting system is unique in the industry.
- It combines high quality components, a well-designed lighting system and remote monitoring and control for the highest quality at a cost-effective price.
- The solution saves thousands when compared to installing on-grid, where grid infrastructure isn't available and from a maintenance point of view what we can do with our lighting system far exceeds what a technician could do in the field, at a fraction of the cost.

Select Customers¹



1. Either direct or indirect through resellers and distribution network.

INDUSTRY LEADERS WITH UNRIVALED EXPERIENCE



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



Farrukh Anwar
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

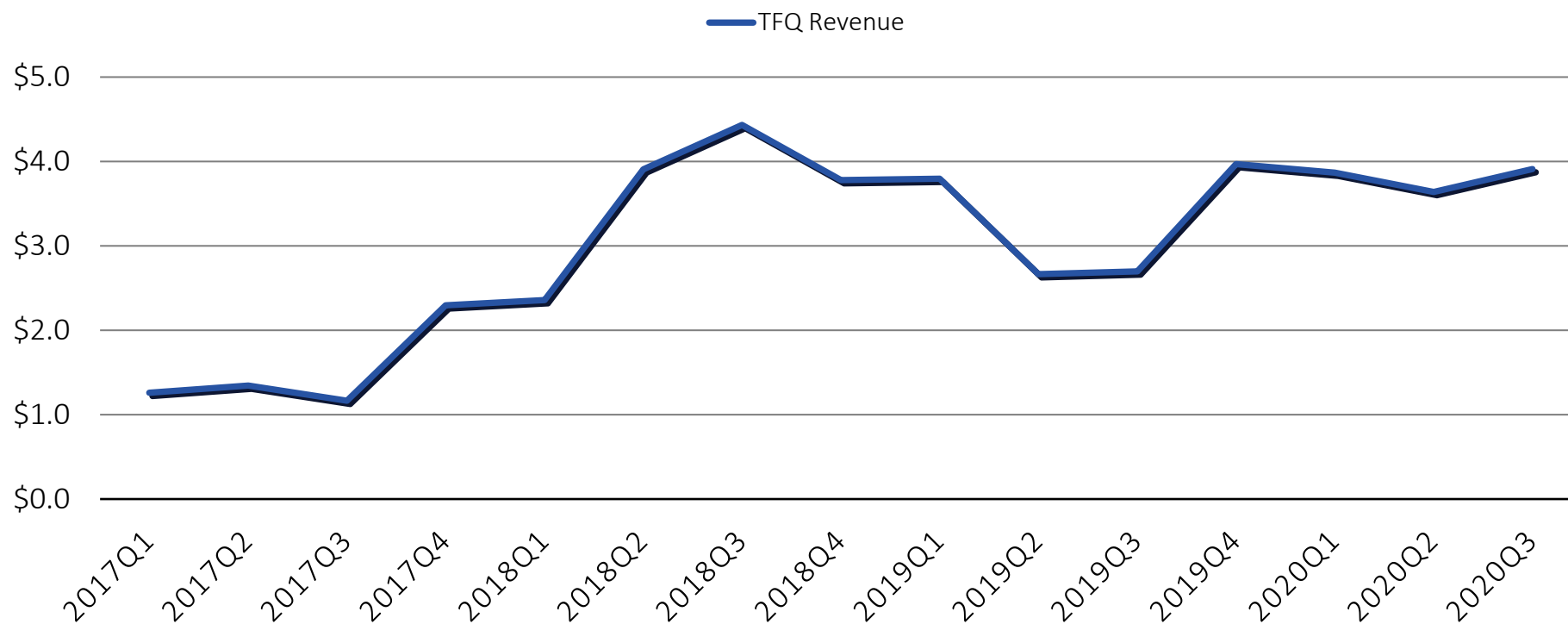
Corporate and Financial Information



REVENUES

- TFQ (trailing four quarters) revenue for the period ended September 30, 2020 was **\$3,912,204** a **45%** year over year increase.

TRAILING FOUR QUARTERS REVENUE (CAD, \$M)



SMART OFF-GRID STREETLIGHT OUTLOOK

- Energy as a Service – launched in North America in Q2 2019 – has had a material impact on the value and growth of this business line.

<u>TFQ</u>	<u>Growth Over 2019 TFQ</u>
Bookings (One time plus prepaid deferred)	150%
Ongoing Service Revenue	1080%

- TFQ Sales have increased by 150%.
- Portion of the sale that is now an ongoing service, as a result of EaaS, has grown recurring revenue significantly, up 10x.
- Solar Off-Grid is gaining mainstream adoption.
- More roadways and large installs, less parks and demo 'green' systems.
- Paris accord, U.S. election and accelerated adoption of Cleantech is having a strong impact on our North American business.

2020 ANNOUNCEMENTS

- Clear Blue's Illumient Smart Off-Grid Lights Up the American Parkway in Allentown Pennsylvania (*\$650K CAD, incl. \$95K per year in annual EaaS*)
- Clear Blue Technologies Awarded **\$5M** Deal with Major Telecom Operator (**\$5M CAD** in Q4/Q1 for 400 sites, with additional 1,600 planned in 2021/2022)
- Clear Blue Technologies' Off-Grid Lighting Illuminates Rural Intersections in North Dakota (*\$650K CAD, with ~\$100K in recurring revenue*)
- Clear Blue Technologies and NuRAN Wireless Win Contract to Power Rural Telecom for Orange in Cameroon (*\$1.45M CAD*)
- Clear Blue Technologies Helps Solve Grid Infrastructure Issues in [Fifth Project](#) with the City of Toronto for Smart Off-Grid Solar Lighting
- Clear Blue Closes Large Scale Telecom Rollout Contract & Debt Financing with BDC Telecom Contract is Part of Large Scale Rural Cellular Roll Out by Major Telco's in Africa (*\$3.5M CAD in year 1*)
- Clear Blue Receives Patent for it's Smart Off-Grid Dynamic Charging Technology

OUTLOOK FOR 2020 AND BEYOND

- Clear Blue selected by Telecoms Infra Project (“TIP”) for Smart Off-Grid Power
- Clear Blue Partner’s have won the MTN deal
- Additional rollouts with Orange, 9Mobile, Vodacom



In Partnership with:



MTN to add 5,000 rural sites based on TIP

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.

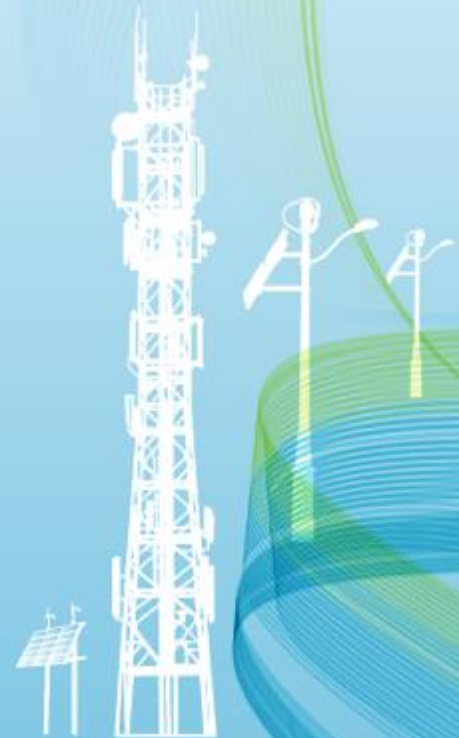
A Parallel Wireless spokesperson told TMN that the company believes it is in line to be the supplier for about 3,300 of those sites – mainly the macro sites that have a requirement for providing 2/3G coverage on the same hardware.

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.

Clear Blue Technologies Investment Summary



COMPANY INFORMATION

Share Price Performance



Capitalization Table

Ticker	CBLU-CA
Share Price (Dec 04, 2020)	\$0.48
Basic Shares Outstanding	49,444,892
Basic Equity Value	\$23,733,548
Dilutive Securities:	
ITM Warrants	314,950
OTM Warrants	11,504,331
ITM Options	4,531,579
OTM Options	1,717,350
ITM Convertible Debentures	3,605,000
OTM Convertible Debentures	-
Fully Diluted Shares Outstanding	57,896,421
F.D Market Cap	\$27,790,282
Add: Debt (As at September 30, 2020)	\$3,804,537
Less: Cash (As at September 30, 2020)	\$463,415
Less: ITM Proceeds	\$1,001,286
Fully Diluted Enterprise Value	\$30,130,118

Insider Ownership

Insiders	Ownership - Fully Diluted	
	Equity	% O/S
Mark Windrim	4,268,484	6.0%
Miriam Tuerk	4,204,378	5.9%
John Tuerk	4,157,378	5.8%
Paul Desjardins	1,089,865	1.5%
Jason Woerner	684,414	1.0%
Steven Parry	295,280	0.4%
Jane Kearns	48,000	0.1%
Total	14,747,799	20.7%

Dilutive Securities

Security	O/S	Expiry	Strike Price
Stock Options	3,066,549	2023 - 2027	\$0.37
Warrants	11,819,281	2022 - 2025	\$0.50
Restricted Share Units	1,379,880	NA	NA
Convertible Debentures	3,605,000	2022-11-01	\$0.20
Convertible Debenture Warrants	1,802,500	2022-11-01	\$0.35
Total	21,673,210		\$0.39

WHY INVEST IN CLEAR BLUE?

TECHNOLOGY

TRACTION

TEAM

TIMING

3 Billion + Unconnected

Facebook, Google, and major telecom providers are investing heavily to connect the 3B+ people who remain unconnected to the internet.

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

Smart Off-Grid™

Reliable off-grid power with advanced off-grid remote management and control system and service.

Clear Blue is a leader in providing EaaS to the next wave of connectivity: 5G, Emerging Market Universal Internet Access, Satellite /Wi-Fi Global Deployment.

37+ Countries

Today Clear Blue-powered systems are in 37 countries, and our installed base and revenue are growing fast.

QUESTIONS?

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