

# Investor Fact Sheet 2021

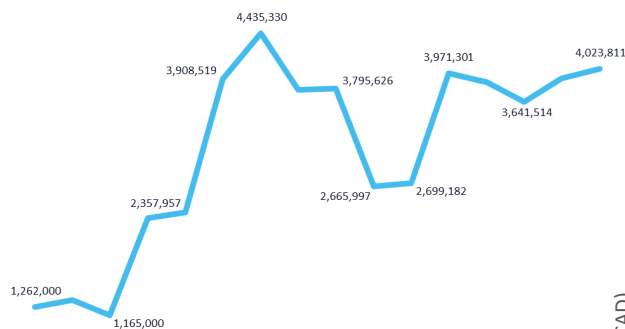
**TSXV: CBLU**
**FRANKFURT: OYA**
**OTCQB: CBUTF**
Clear Blue Technologies was recognized as a TSX Venture 50 company in 2020.

## Clear Blue Technologies Delivers Clean, Managed, Wireless Power - Anywhere and Anytime.

Based in Toronto, Canada, with satellite offices in Kenya and the United States, Clear Blue provides Smart Off-Grid, wireless power for telecom, street lighting, and Internet of Things (IoT) systems worldwide. The key to Clear Blue's success is its patented Illumiencer remote monitoring, management and control software, which has energy and weather forecasting for maximum uptime, longer system life and the lowest CAPEX/OPEX. Clear Blue also delivers Energy-as-a-Service (EaaS) to manage all aspects of installation, ongoing operations and reliability for greater customer satisfaction.

### Investment Highlights

#### TFQ Revenue 2017 - 2020



#### 2020 Revenue by Segment

Lighting	\$1,560,960
Telecom	\$2,442,525
IoT/Security	\$20,326

#### Key Rural Telecom Wins in 2020

Q4 2020 \$5M Telco Order & \$1.45M with Orange/Nuran for Cameroon

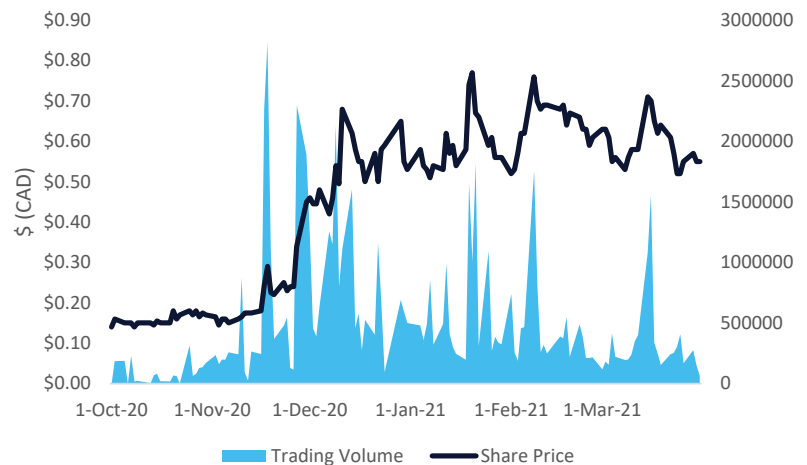
**37**  
 Countries  
 Globally

**5.4 Million**  
 Operating  
 Days of Data

**7,000**  
 Units Sold  
 Worldwide

**Offices in**  
 Canada, USA  
 & Kenya

#### TSXV Stock Activity - Q4 2020-Q1 2021



### Quick Facts

#### EXCHANGES

**TSXV: CBLU**  
**FRANKFURT: OYA**  
**OTCQB: CBUTF**
Topline represents capital structure as of March 31, 2021. Bottom line represents 2020 annual values. Information is from the TSXV.
[www.clearbluetechologies.com](http://www.clearbluetechologies.com)
**\$0.55**

SHARE PRICE

**31.5%**

 2020 GROSS  
 PROFIT

**63,898,684**

 COMMON  
 SHARES  
 OUTSTANDING

**\$4,023,811**

2020 REVENUE

**\$35M**

MARKET CAP

**167K+**  
 AVG.  
 TRADING  
 VOLUME

**\$0.09 - 0.80**

52 WEEK LOW/HIGH

**90%**

 YOY GROWTH  
 IN RECURRING  
 REVENUE

**Delivering on the Promise of Power**
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## Our Growth Strategy



Enhanced growth of North American lighting & smart city markets. Expansion of off-grid power for telecom in Africa & South America.



Telecom sector major contract installs & key partnerships leading to large-scale rollouts.



Energy-as-a-Service to drive recurring revenue in lighting & telecom verticals.



## Global Leadership: Innovation & Intention

Clear Blue powered systems are in 37 countries across six continents, and its install base and revenue are growing fast. It was the first to market with Smart Off-Grid and the recurring revenue service model. Now, it is the market leader in Smart Off-Grid Power with over 5.4 Million days of operating data. Innovation continues with new Pico-grid power packs, upgrades and efficiencies expected in 2021.

Clear Blue is traded on three major stock exchanges: the TSXV, the Frankfurt Exchange and the OTCQB. In 2021, Clear Blue was recognized as a TSX Venture top 50 performer.

## Growth: Partners & Customers

Clear Blue continues to secure large telecom deals for Nano-Grid Power Pack systems. The success of these first large rollouts is already leading to expansion with new partners and in new geographies.

New opportunities in providing power for satellite/Wi-Fi & 5G applications continue to drive growth. Stronger street-lighting partnerships translate into increases in follow-on business with partners.

## Forward Vision: Energy-as-a-Service

EaaS enables Clear Blue to manage and control customers' power requirements to ensure maximum uptime and peace of mind. Nearly 40% of all solar street lighting revenue is EaaS recurring revenue. Clear Blue will launch EaaS for telecom in 2021, which will transform the power industry, and Clear Blue has the expertise, technology, and passion for leading this transformation.

## The Team



**Miriam Tuerk**  
Co-Founder & CEO  
Multi-exit Entrepreneur



**John Tuerk**  
Co-Founder & CPO  
Inventor of our Industry Leading Power Technology



**Mark Windrim**  
Co-Founder & CTO  
Builder of world-class Cloud & IoT Technology



**Paul Desjardins**  
VP Sales & Business Development  
Aggressive "Never Give Up, Never Surrender" Tech Sales Executive



**Jason Woerner**  
VP Solutions  
Product Solutions expert in software and telecom



**Farrukh Anwar**  
CFO  
Strong Small-Cap Public-Market CFO