

Clear Blue Technologies International Inc. The Smart Off-Grid™ Company

Toronto
Stock
Exchange

VENTURE
50
2021



CLEARBLUE
TECHNOLOGIES

TSX-V: CBLU Frankfurt: OYA OTC-QB: CBUTF

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.

INVESTMENT SUMMARY

- Clear Blue delivers clean managed **wireless power** – anywhere and anytime.
- We are the **market leader** in our market verticals: Smart-City streets, Telecom cell phone towers, and Satellite Wi-fi.
- We deliver our solution as an ongoing service which builds a strong high margin recurring revenue business.
- With strong diversification of revenue streams globally and vertically, the industry expansion in North America (clean energy), Africa (telecom) and Globally for EaaS is expected to continue.
- We are now winning deals away from Huawei and our partners are pushing business to us because they know they need us.
- We have continued traction on large scale rollouts - from pilots and first installs already underway we expect to be able to announce more rollouts as they solidify in 2021.
- With Q1 shipments >\$3 million*, our biggest quarter ever, 2021 is on track to be a transformative year for Clear Blue.

Source: []



What We Do – Wireless Off-Grid Power



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Clear Blue delivers Wireless Off-Grid Power



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.



Smart Off-Grid – Moving from Analog to Digital



Everyone Else



Clear Blue

What Clear Blue Delivers

Clear Blue provides complete off-grid power solutions with increased power reliability through ongoing remote power management service.

Mission critical devices can be **easily installed** anywhere, powered by clean energy, **remotely managed & controlled**, for greater **uptime, longer life & lowest cost**.



BRAND PROMISES



Maximum uptime



Longest life



Easy to install and maintain



MANAGE



CONTROL

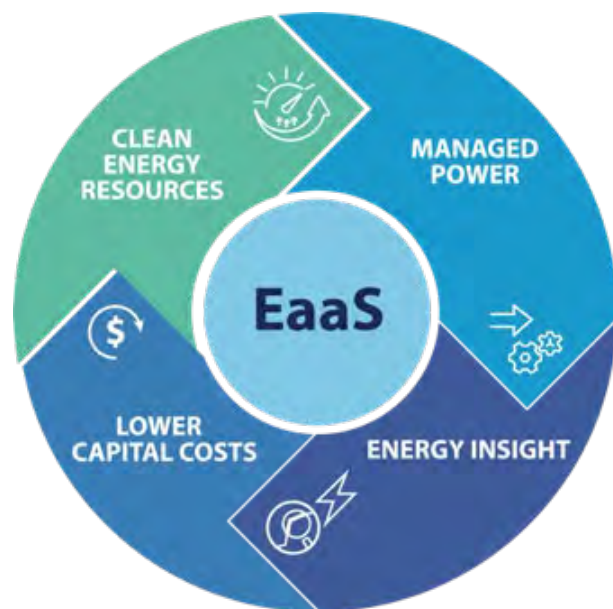


SERVICE

Energy & Weather Forecasting – Predictive Analytics – Troubleshooting & Remediation

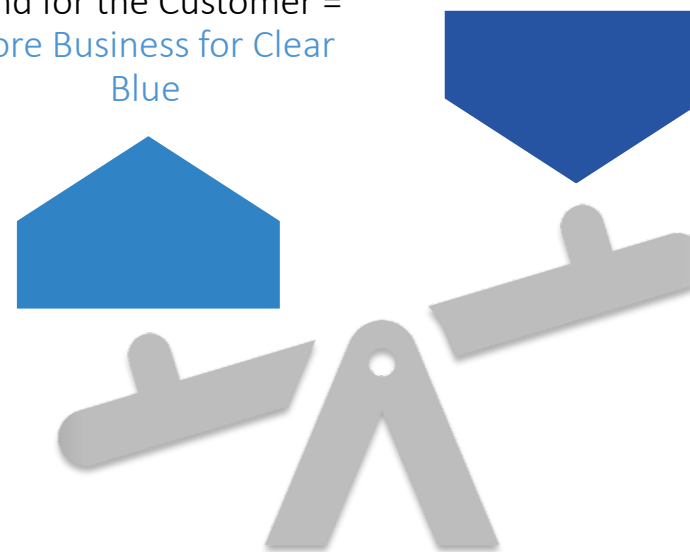


HOW EaaS DRIVES BUSINESS & REVENUE



LOWEST 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 Markets we are in



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WHY OFF-GRID POWER?



NO GRID unavailable, unreliable, costly & single point of failure

- Remote Areas & Concrete Jungles
- **Examples:** Across Africa & America



AVOID the cost, disruption & delays of getting transmission infrastructure

- Transmission & Distribution is 60% of the cost of Electricity
- **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

Source: [Clear Blue Technologies]

Illumient Applications & Customers



Trenching and cabling costs are more expensive than solar!

- Streets
- Private or Public Parking lots
- Parks
- Sign lighting
- Security



Telecom Applications and Customers



Rwanda

Remote 2G & Wifi



Peru

Remote Repeater



Nigeria

Remote 4G / 2G



Global Communications Extension Services



We are the Market Leader



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Telecom Outlook

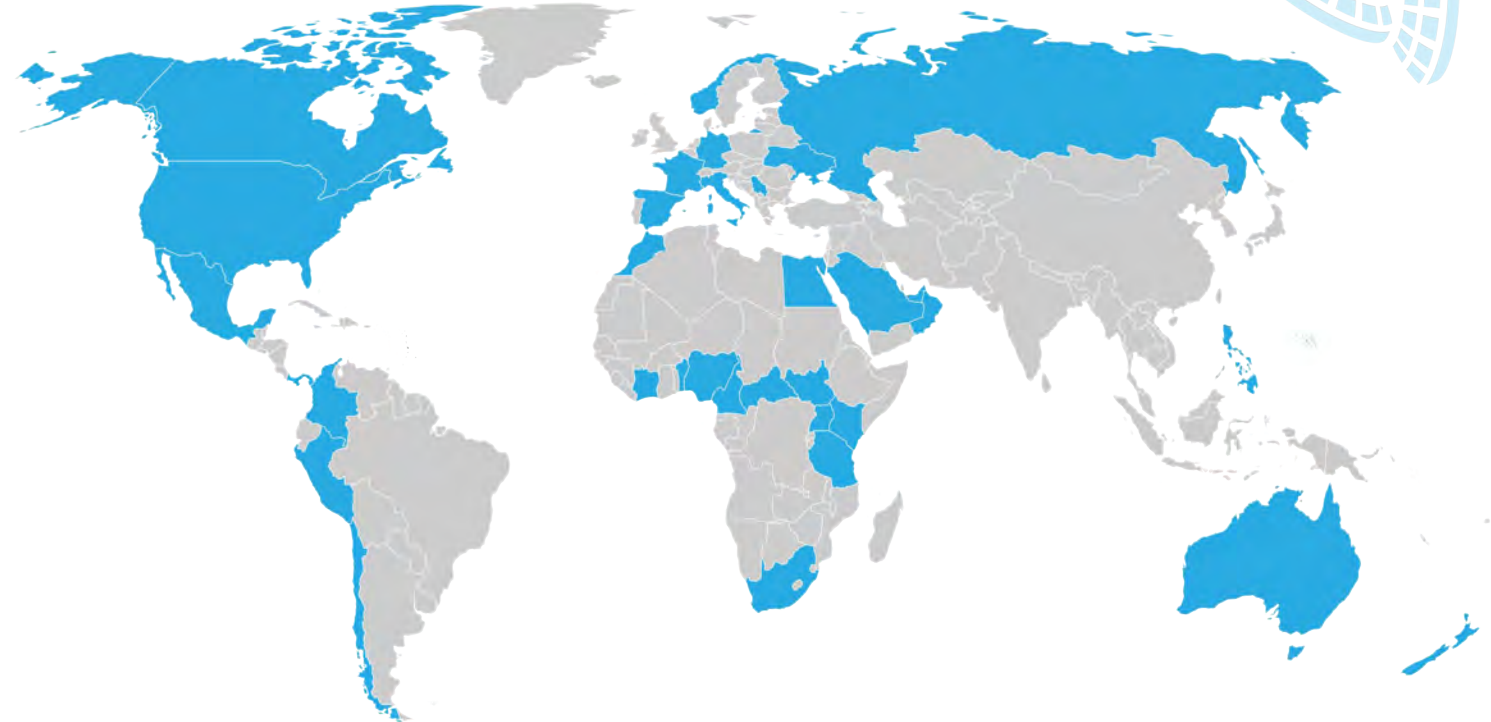


Clear Blue is part the global initiative to “Connect the Unconnected”

- Globally 3.8 billion are still unconnected or inadequately connected;
- Governments, NGOs, & FANGs are leading the charge of a multi-company, multi-country, multi-continent initiative;
- Clear Blue has been successful in securing multiple rollout contracts supporting these continent wide initiatives and is working hard to build on this momentum



Strong Global Traction



OUR GROWTH STRATEGY



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



Telecom sector first rollout orders for planned multi-year infrastructure expansion



Energy as a Service to drive recurring revenue

>400
Customers

25/9
States &
provinces

37
Countries

>7,000
Units deployed

>5.4 million
Days of operation

Why has Clear Blue been the winner in this new wave?

- The Answer is Clear Blue's Smart Off-Grid
- But what does that mean?
 - Lowest Capex solution in the market
 - Lowest Opex solution in the market
 - Lights Out operations – no site maintenance, no diesel generator, no gasoline servicing
 - A reliable solar only solution
 - Predictive analytics for energy and weather forecasting
 - Smart digital power
 - Example: Short Circuit multi-try
 - Service and management
- And of course the sales and partners to get us to the table



POC, first installs, large rollouts



- Large Scale telecom rollouts are comprehensive and take time to plan, test, and rollout
- As a result, large scale deployments follow the following steps:
 - Initial Proof Of Concept (POC) of <10 sites to validate telecom performance and network design
 - First Installs of 5-20 sites to complete the telecom network engineering & implementation
 - Large Scale Rollouts which are typically multi-phase multi-year programs across large territories and often multi-country
- Clear Blue has provided guidance on these initiatives as follows:

Stage	2019	2020	2021 Guidance*
POC	6	10	>4-6
First Install	1	4	>3-7
Large Rollout	0	1	>1

* 2021 Guidance is for new deals in addition to Large Rollouts already announced in 2020 but occurring in 2021

Announced Traction/Deals



- North American Solar Streetlight Projects:
 - Statewide North Dakota Country Intersections
 - American Parkway, Allentown, Pennsylvania
 - HyVee Department Stores across the Midwest
 - New Jersey Railway Switching Station
 - Oman – 3 Airports Perimeter Streetlighting
- Orange Cameroon in partnership with Nuran, initial phase \$1.5M CAD
 - Other countries, including DRC are potential follow-ons as Orange embarks on Africa wide rollout
- IHS Nigeria initial \$5M CAD order for first 400 sites
 - IHS plans on 2,000 sites over 2 years for which Clear Blue may receive follow on orders
- Private Placement \$5M CAD in Dec 2020, heavily oversubscribed

Financials



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Revenues

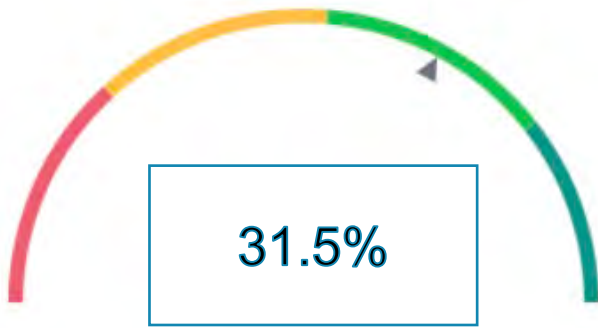


- Impacted by Covid (see dip), 2020 revenues were up 1.3%;
- While Q1 is not yet announced, we have announced 1 transaction which delivered \$3 million in Q1;
- With this transaction alone, Trailing Four Quarter Revenue for Q1 2021 will be at least \$6.795 Million, up 69%;

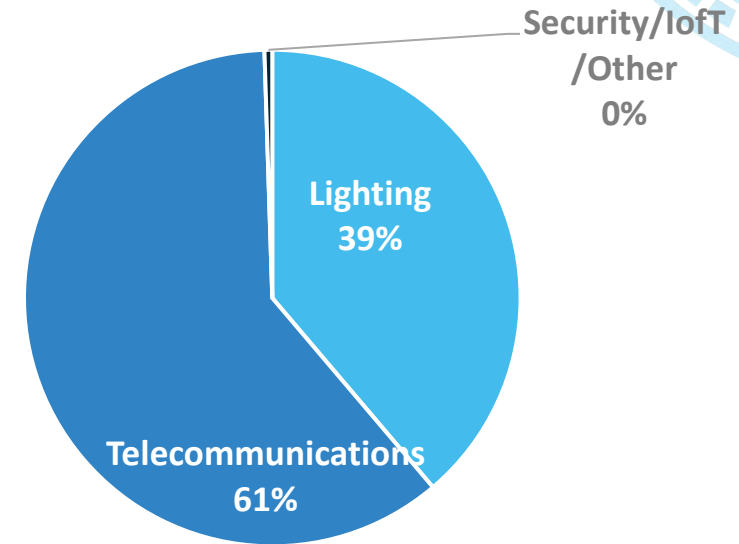


Key Metrics of Interest

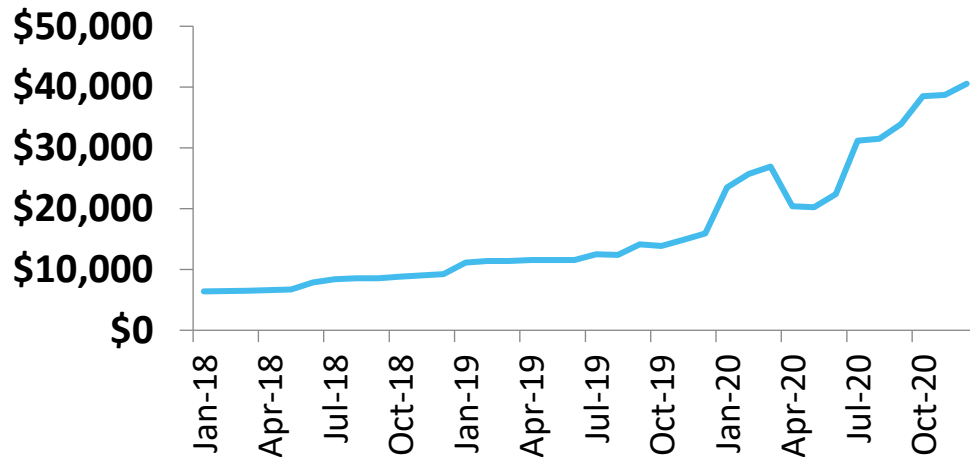
2020's Gross Profit was 31.5%



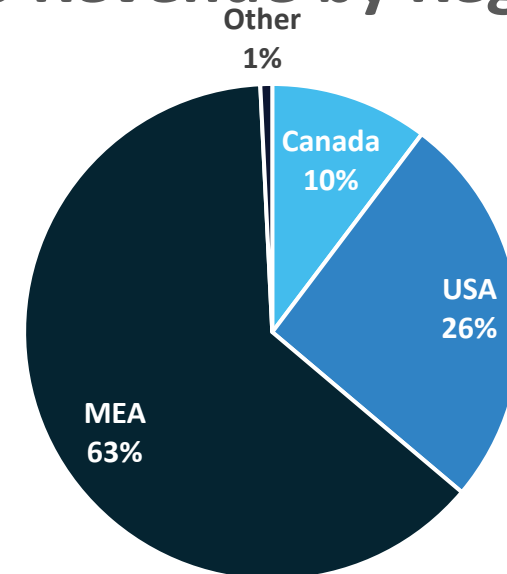
2020 Revenue by Sector



Mthly Recurring Rev Up 90% YoY



2020 Revenue by Region



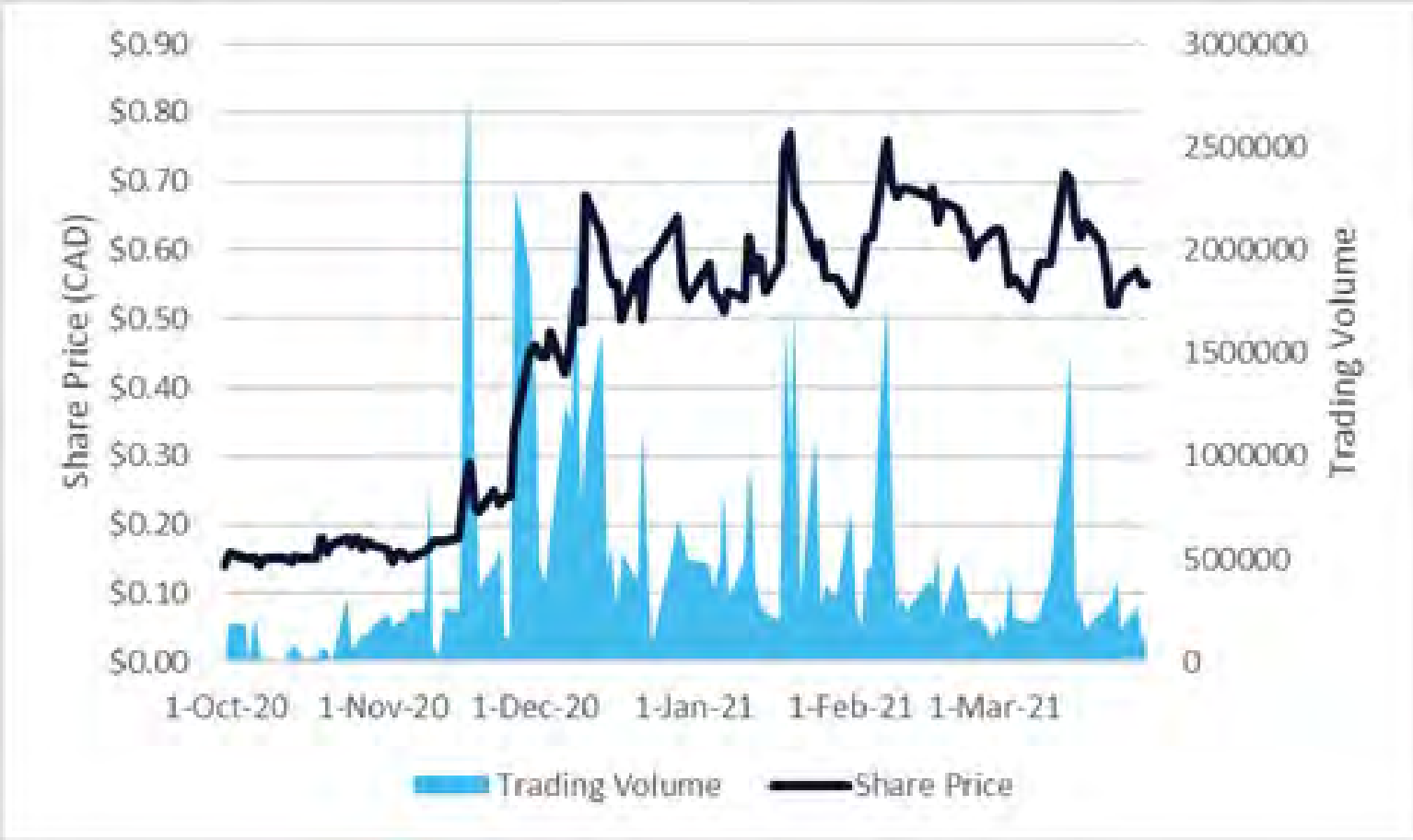
New ESG Reporting



- Clear Blue has ESG in its DNA.
- Governance: Strong Code of Business Conduct, Anti-Corruption, Risk & Crisis Management
- Planet: Clear Blue is a Cleantech company; We bring renewable energy to applications previously not thought possible and replace carbon powered (primarily generator/gas based) systems
- People: Diversity is our middle name:
 - Board: 60% Diverse, 40% Female
 - All Company: 70% Diverse, 37% Female
- Prosperity: Canada, Kenya & U.S. employees
 - Recent Kenya office shows our commitment to local in hiring, partnering and sourcing.

Stock Performance

As at March 31, 2021



52 week Hi/Lo. 0.09 – 0.80 Average Volume >240K
Shares Issued: 51,647,416 Common Shares Outstanding: 62,973,237

Why Invest in Clear Blue



TECHNOLOGY

3.8 Billion + Unconnected

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.

TRACTION

Market Leadership position established

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

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

TEAM

Key Wins for Large Telecom Rollouts with more pilots underway

Clear Blue has large contracts to deploy power for MTN and Orange, the two largest telcos in Africa, with sites in 7 countries and growing

TIMING

Have Questions?

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