

# 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.

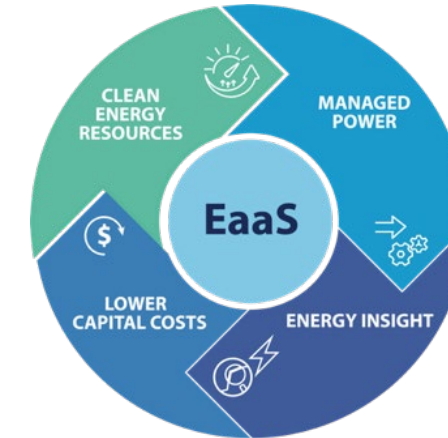
These factors should be considered carefully and undue reliance should not be placed on forward-looking statements. Although the forward-looking statements are based upon what management believes to be reasonable estimates and assumptions, Clear Blue cannot ensure that actual results will not be materially 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 revenue totaling \$3,46M, our largest quarter ever, bringing Trailing Four Quarters Revenue to \$7.2M, 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



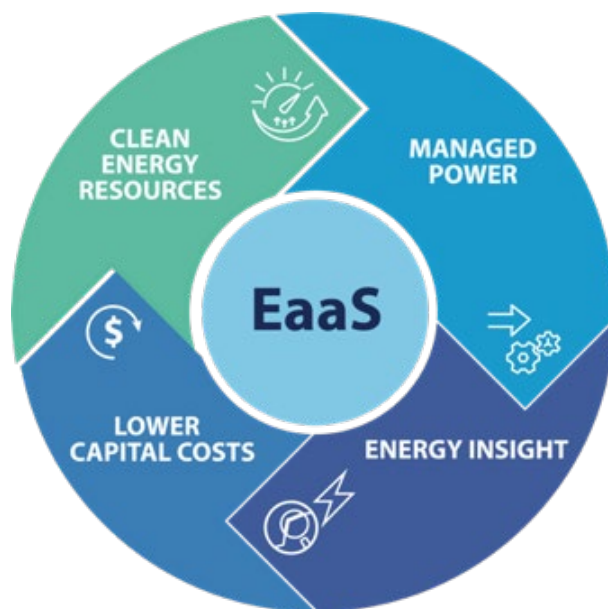
CONTROL



SERVICE

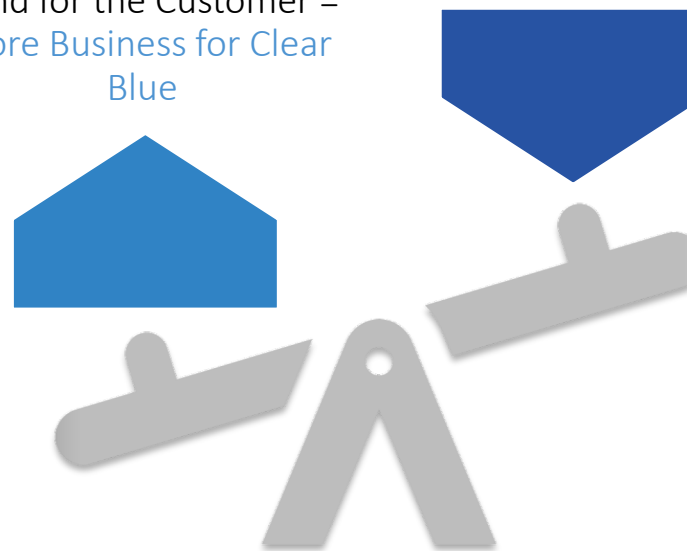
*Energy & Weather Forecasting – Predictive Analytics – Troubleshooting & Remediation*

# 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**



# 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



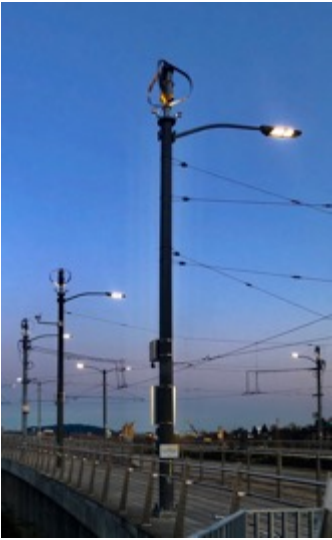
Anywhere that trenching/cabling costs are prohibitive, the grid is unreliable or maximum uptime is needed!



Rural Intersections



Eco-friendly Cities



Reduce Grid Reliance



Safety Lighting with No-Grid



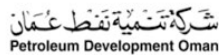
Illuminate Critical Safety Infrastructure



Light Major Roadways



Reduce Construction Disruption





# Telecom Applications and Customers



Uganda

Remote 2G & Wifi



Mayu Facebook

Microwave 2G/4G



Nigeria

Remote 4G / 2G



Global Communications Extension Services



**We are the Market Leader**



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# Telecom Outlook

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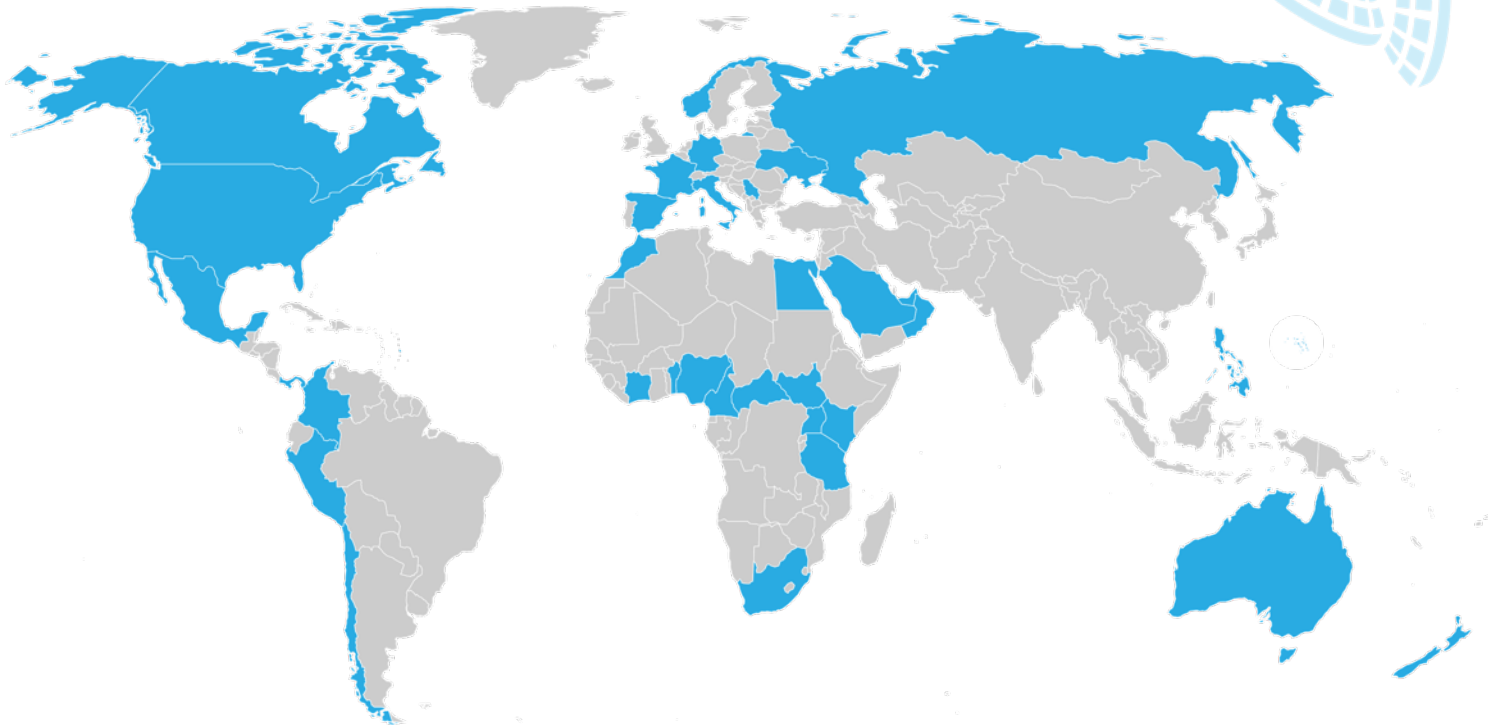


## Clear Blue is part the global initiative to “Connect the Unconnected”

- 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

**>10 Billion**  
Cloud Transactions

# 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

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- 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

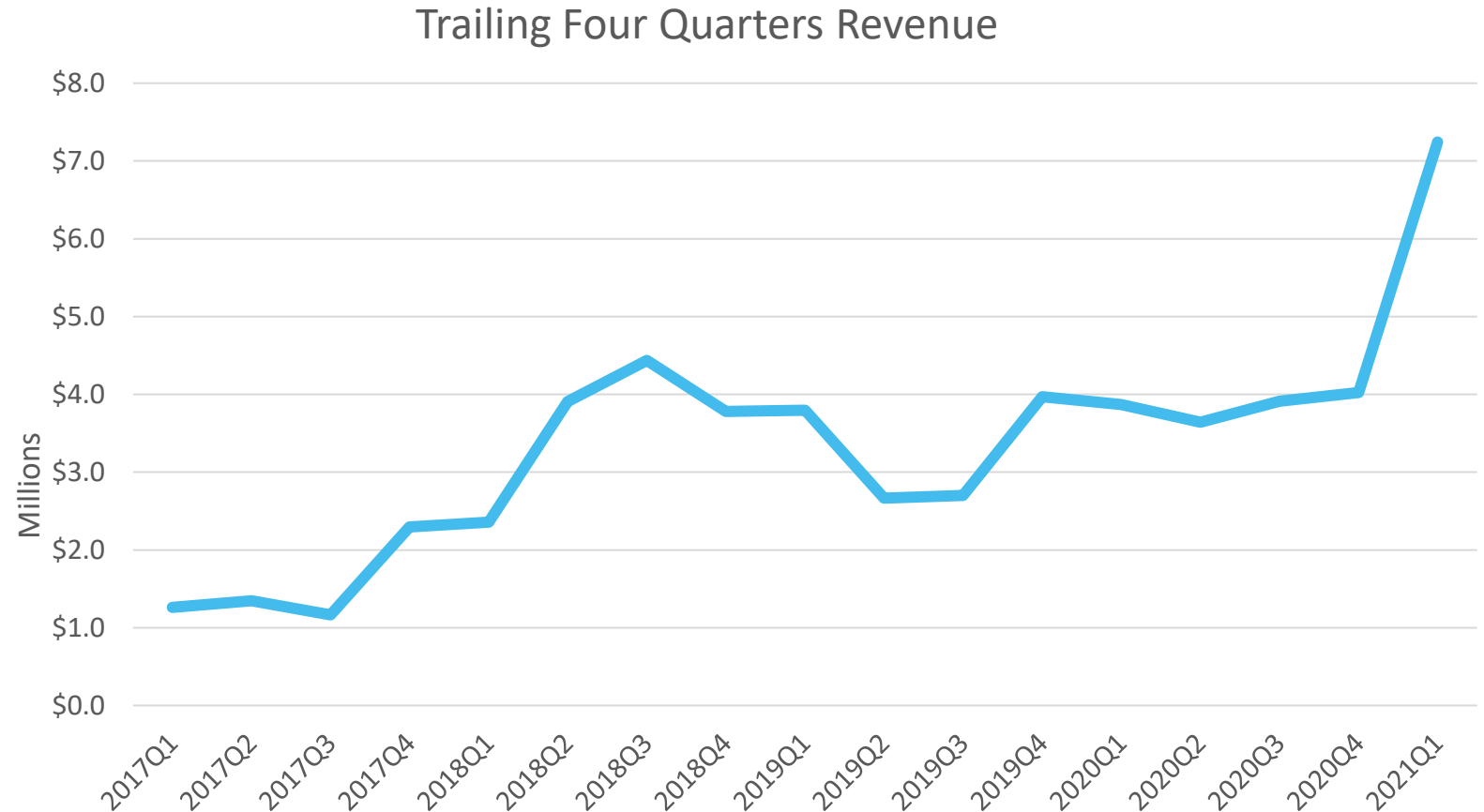


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# Revenues

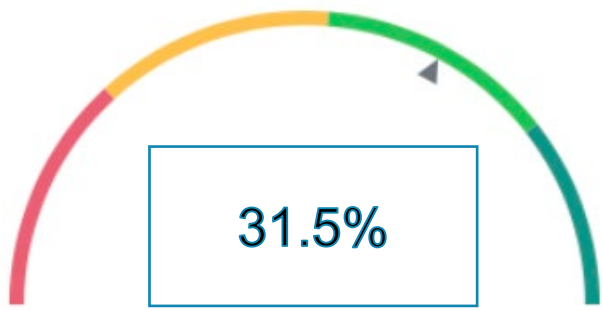


- Impacted by Covid (see dip), 2020 revenues were up 1.3%;
- Q1 2021 revenue was **\$3,459,007**, up **1,352%** from Q1 2020.
- Trailing Four Quarter Revenue for Q1 2021 was **\$7,244,647**, an **87%** increase over Q1 2020.

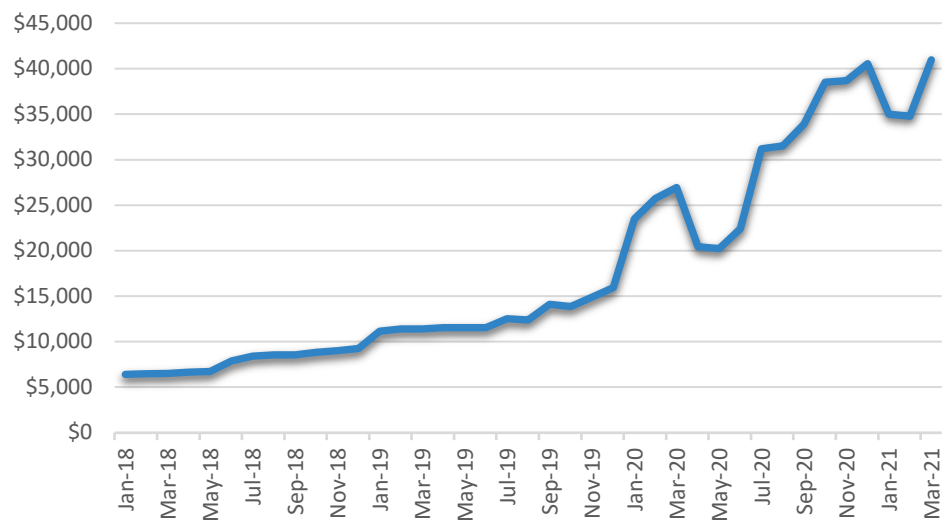


# Key Metrics of Interest

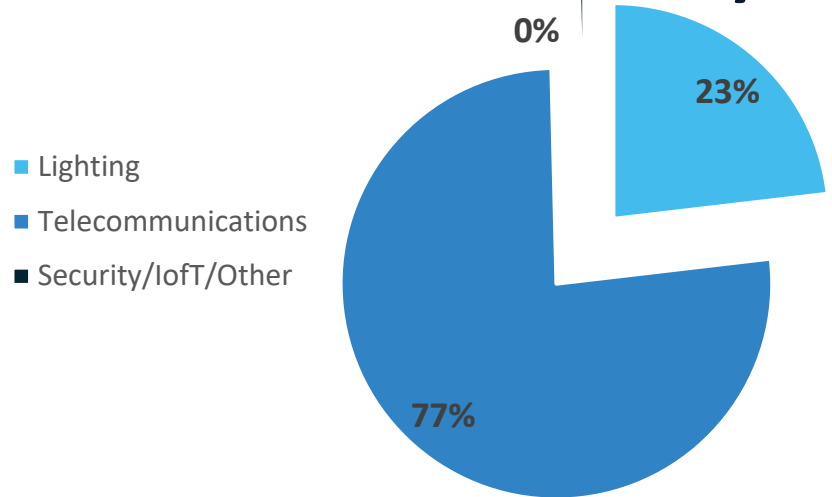
2020's Gross Profit was 31.5%



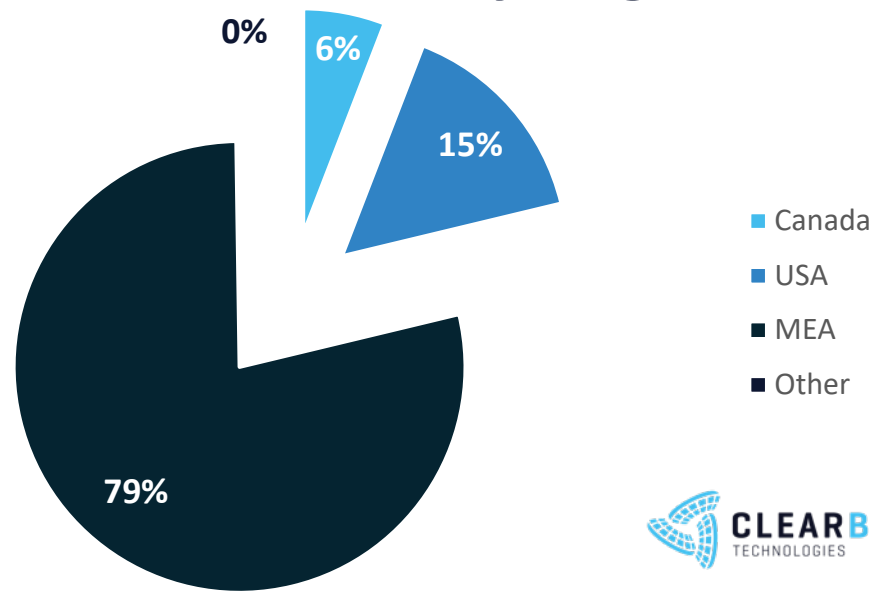
Monthly Recurring Rev up 45% in Q1 2021 vs. Q1 2020



TFQ 2021 Revenue by Vertical



TFQ 2021 Revenue by Region



# ESG Reporting

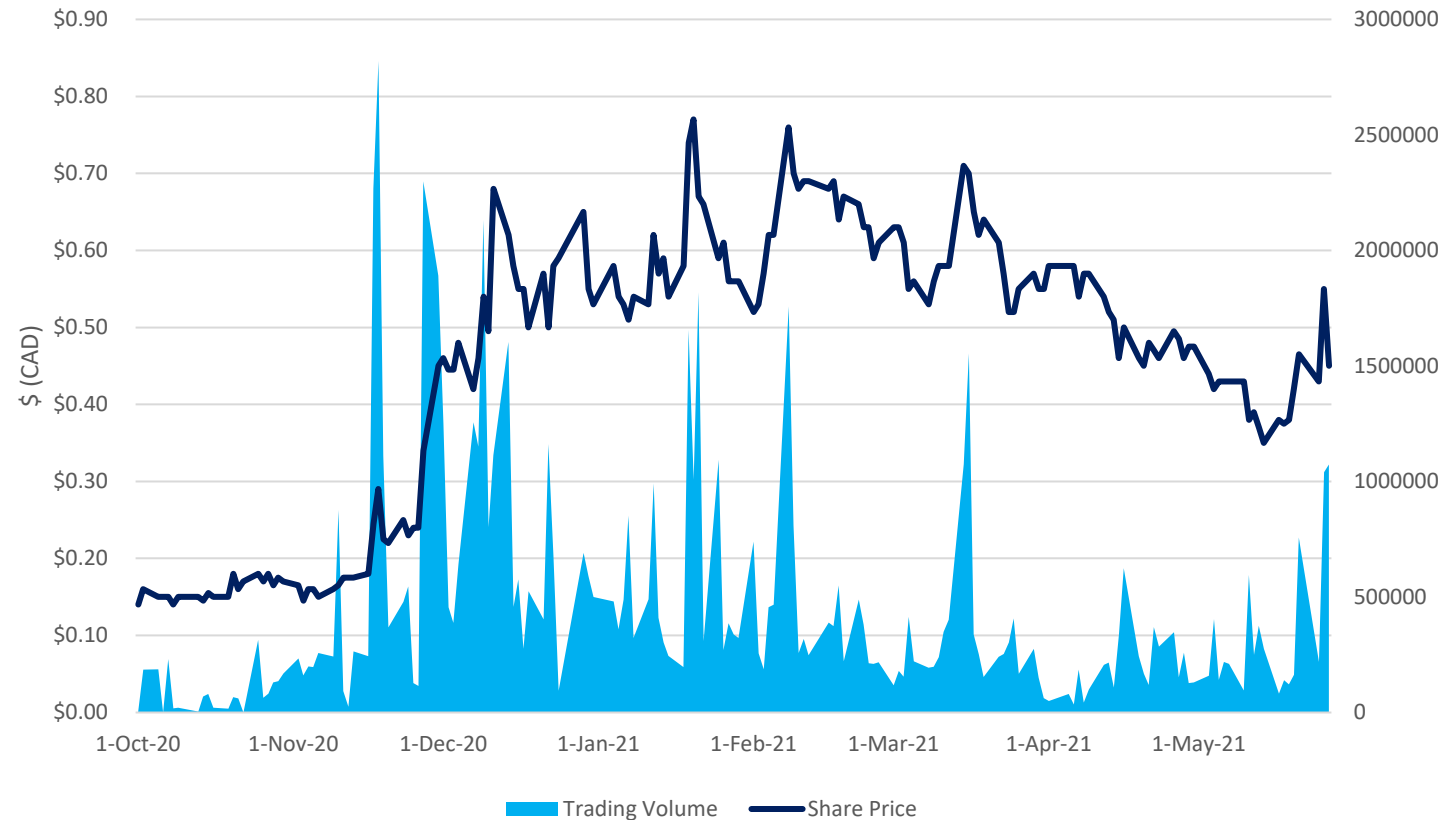
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- Clear Blue has ESG in its DNA.
- Governance: Strong Code of Business Conduct, Anti-Corruption, Risk & Crisis Management
- Planet: Clear Blue is a Cleantech company; We bring renewable energy to applications previously not thought possible and replace 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 May 27, 2021



52 week Hi/Lo. 0.12 – 0.80      Average Volume >240K  
Shares Issued: 64,364,564      Common Shares Outstanding: 62,973,237



# Clear Blue Market Leadership



## TECHNOLOGY

### Technology Leadership

Clear Blue has substantial & unique technology that has enabled it to deliver key value to its customers. In telecom, it has made the impossible possible and doable.

Continued R&D for new applications and verticals as well as ever improving leadership in our current markets is our plan.

## TRACTION

### 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.

## TEAM

### 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.

## TIMING

### 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

# Have Questions?

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## Investor Relations:

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