

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.

Why Invest in Clear Blue?

- **Market leader for wireless power** for Smart-City streets, Telecom cell phone towers, and Satellite Wi-fi;
- Strong high margin **recurring revenue business**;
- Continued traction on large scale rollouts -
 - **Since July 1st -- announced 2 key deals** which represent more than \$10 million in revenue with significant follow on thereafter;
- Q2 2021 **Trailing Four Quarter Revenue of \$7.7M, up 112%** from the previous period.



What We Do

We deliver clean managed wireless power – anywhere and anytime



Highly reliable power source from solar or hybrid solar power with built-in communications.



Delivered in as complete power solution and operated and managed by us, as an ongoing service.



Smart Predictive Analytics designed for uptime availability and complete lights out remote control.



Lowest TCO possible to allow for modularity, parallelization, and sizing, efficiencies.

Off-Grid Power



Mission Critical Devices



Smart Off-Grid – Moving from Analog to Digital



Everyone Else



Clear Blue



Clear Blue's Value Proposition



BRAND PROMISES



Maximum uptime



Longest life



Easy to install and maintain

DIFFERENTIATORS



Energy forecasting and management



Troubleshooting and remediation

Lowest TCO possible

LOWEST Capex & Opex

Proprietary modularity, parallelization, and sizing, efficiencies

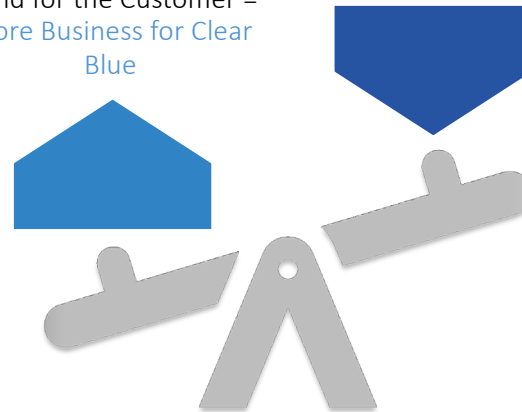


Energy as a Service Drives Value and Revenue



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



Illumient Applications & Customers

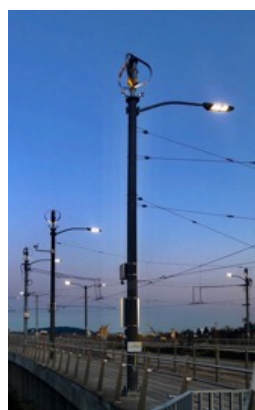
Anywhere that trenching/cabling costs are prohibitive, the grid is unreliable or maximum uptime is needed!



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



Intelsat/MTN

Remote 2G & Wifi



Mayu Facebook

Microwave 2G/4G



IHS/MTN

Remote 2G/3G



Strong Global Traction

OUR GROWTH STRATEGY



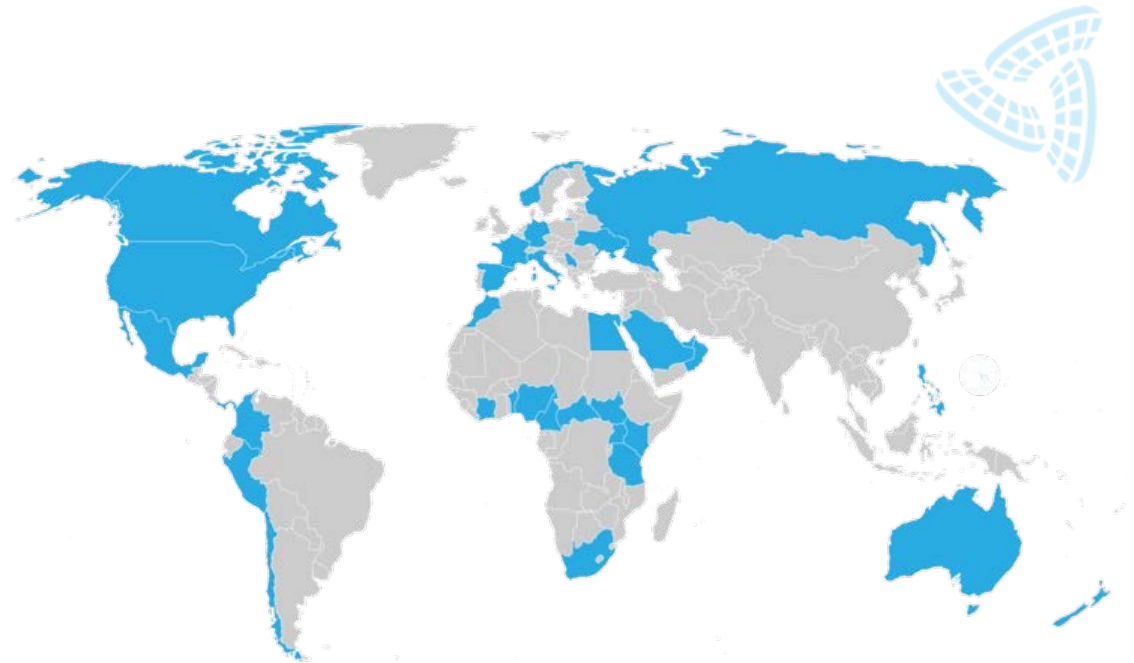
Enhanced penetration of North American, African Lighting, and Smart City Markets



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

34
Countries

>7,000
Units deployed

>5.8 million
Days of operation

>10 Billion
Cloud Transactions

Global Initiative to Connect the Un-Connected



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

- Globally 3.8 billion are still unconnected or inadequately connected;
- \$52 Billion being invested in telecom infrastructure across Africa over next 3 years
- 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



200 Million Customers
22 Countries



300 Million Customers
21 Countries



214 Million Customers
26 Countries



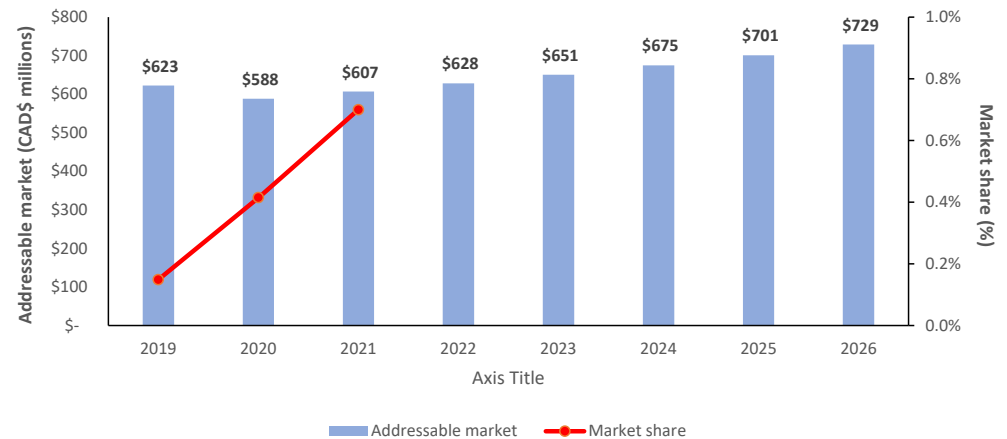
Long and Consistent Growth Runway in Telecom Market



Telecom Power Systems Market in Clear Blue's Target Geographies (USD\$ millions)



New towers Current Addressable market (CAD\$ millions, Left axis) & Clear Blue market share (% , Right axis)

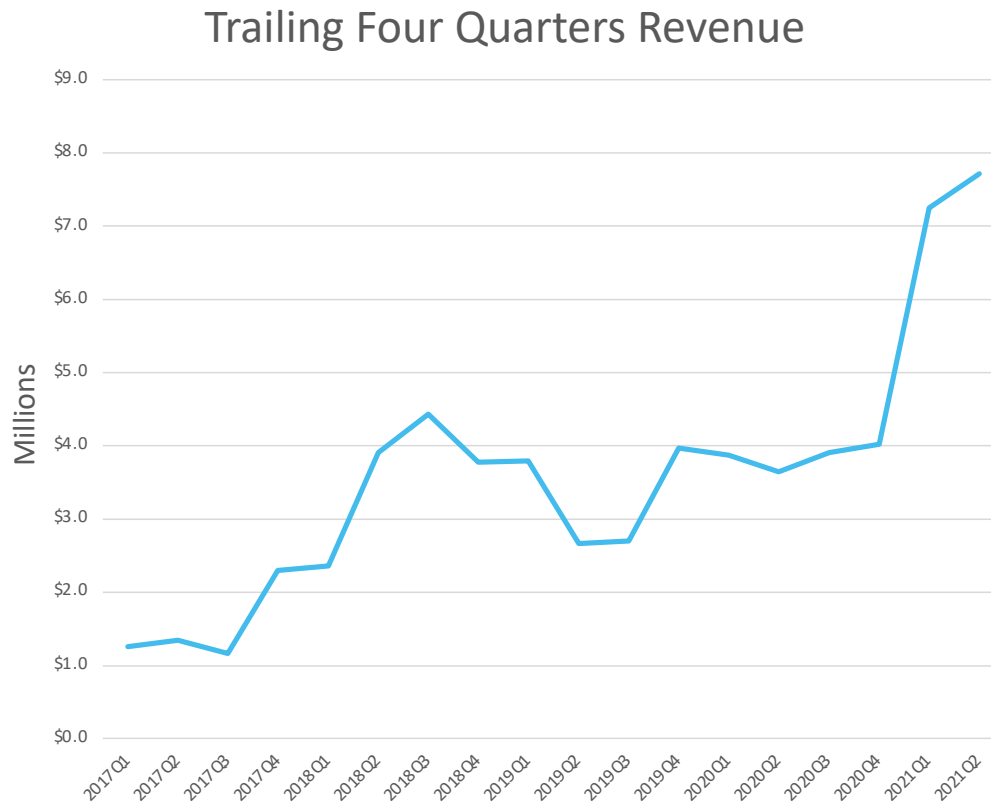


Clear Blue Winning this New Wave

- Clear Blue's Smart Off-Grid = \$\$\$
- What does that mean?
 - Lowest Capex solution
 - Lowest Opex solution
 - Lights Out operations
 - no site maintenance, no diesel generator, no gasoline servicing
 - Reliable solar only solution
 - **Predictive analytics -- energy and weather forecasting**
 - Smart digital power
 - Example: Short Circuit multi-try
 - Service and management
- Right sales and partners



Revenues

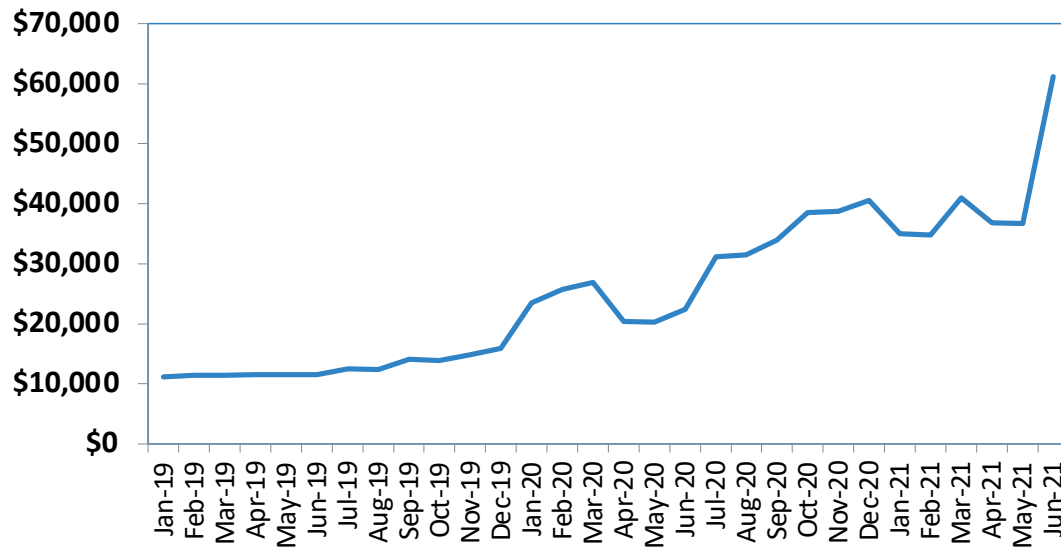


- TFQ revenue for the period ended June 30, 2021 was **\$7.7 million.**
 - 112% increase over the TFQ ended June 30, 2020.

Recurring Revenue



Monthly Recurring Revenue



- Monthly Recurring revenue, from Illumience & EaaS, increased by **114%** in Q2 2021 compared to Q2 2020.
- Since the company's founding, every system sold includes ongoing Illumience management and monitoring.

	June 30, 2021	June 30, 2020	Change
Deferred Revenue	\$994,709	\$422,764	135%

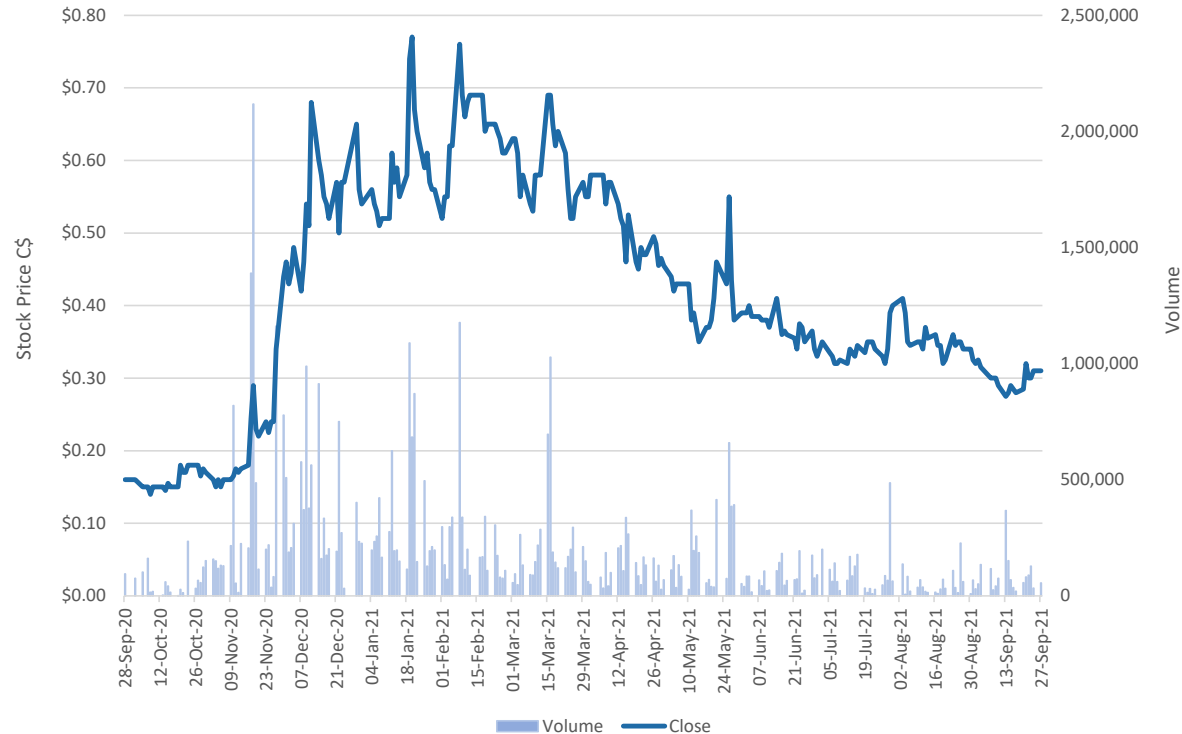
ESG is our DNA



- 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
- Social:
 - We enable connectivity to the unconnected, bringing education, healthcare, and prosperity to millions
 - We deliver key infrastructure for security and safety

Stock Performance

As at September 27, 2021



52 week Hi/Low. 0.14 – 0.77 Average Daily Volume ~190K

Shares Outstanding Basic (June 30 2021): 64,857,177

Shares Outstanding Fully Diluted (June 30,2021): 87,734,755



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

Summary

The Company is positioned for significant growth in 2022 and beyond



- Multiple multi-year telecom rollouts underway with long growth runway;
- \$450M sales funnel is quite strong and building;
- Our technology is proving out its strong leadership in the market;
- Our service model is a huge asset and differentiator;
- And our team – they are the ones that are making it happen!



Have Questions?

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