

# Clear Blue Technologies International Inc.

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Second Quarter 2018 Financial Release Call

September 5, 2018

Miriam Tuerk, CEO and Co-founder

\*All figures in this presentation are represented in Canadian dollars (CAD).



# Delivering the Next Generation of Power with Smart Off-Grid

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## Our vision

Clear Blue Technologies, the Smart Off-Grid™ company, was founded on a vision of delivering clean, managed, “wireless power” to meet the global need for reliable, low-cost, solar and hybrid power for lighting, telecom, security, and Internet of Things devices.

# What is Smart Off-Grid?

Clear Blue sells an integrated hardware, cloud software, and remote management service that allows mission critical devices to be installed anywhere, powered by clean energy, and monitored and managed over the Internet.



# Where in the World Is Clear Blue?



# Key Projects & Partnerships

Projects/Partners



# Our Growth Strategy

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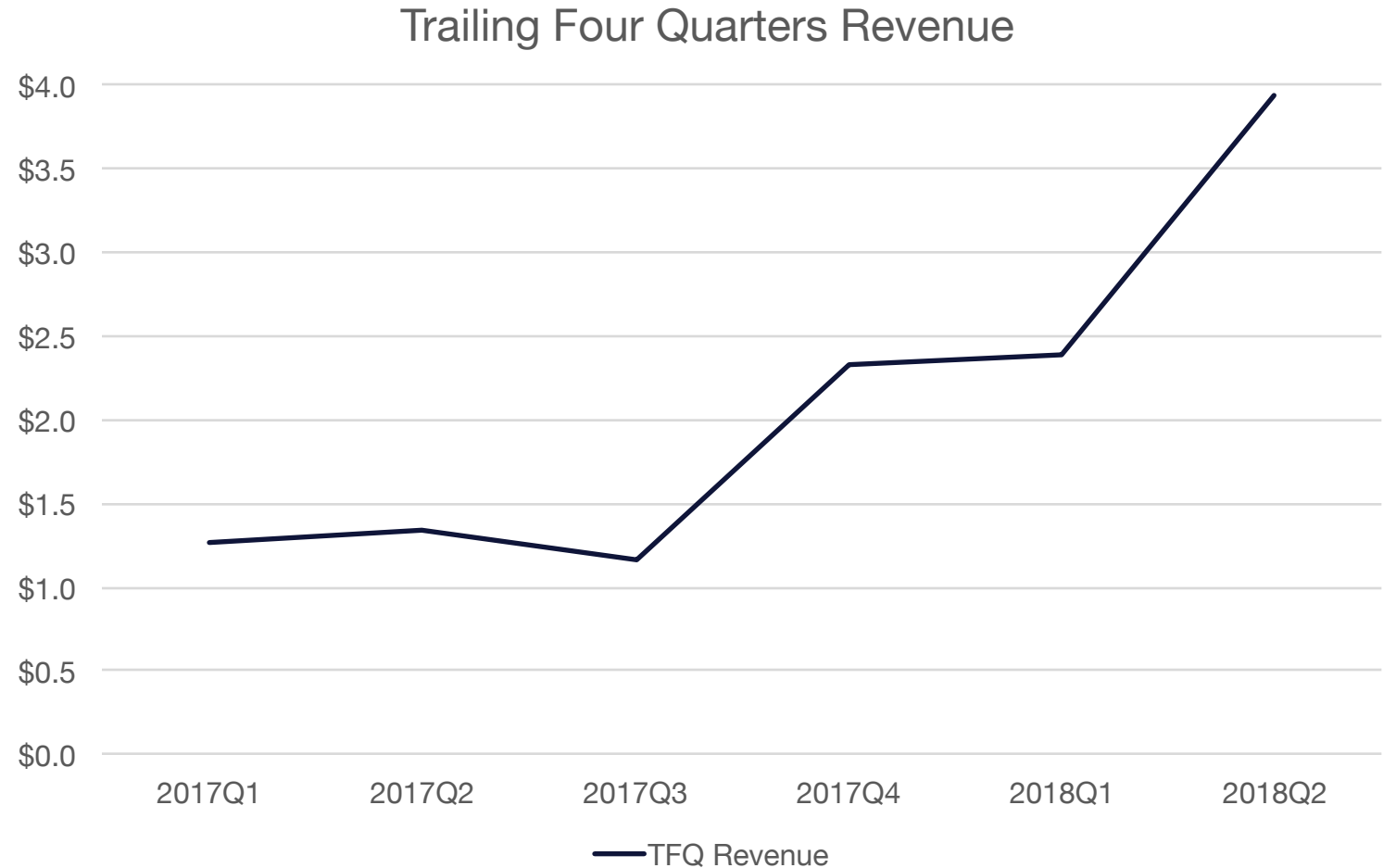
Expansion in existing markets

Greater penetration of industry verticals

Expansion into new verticals and markets

# Trailing Four Quarters

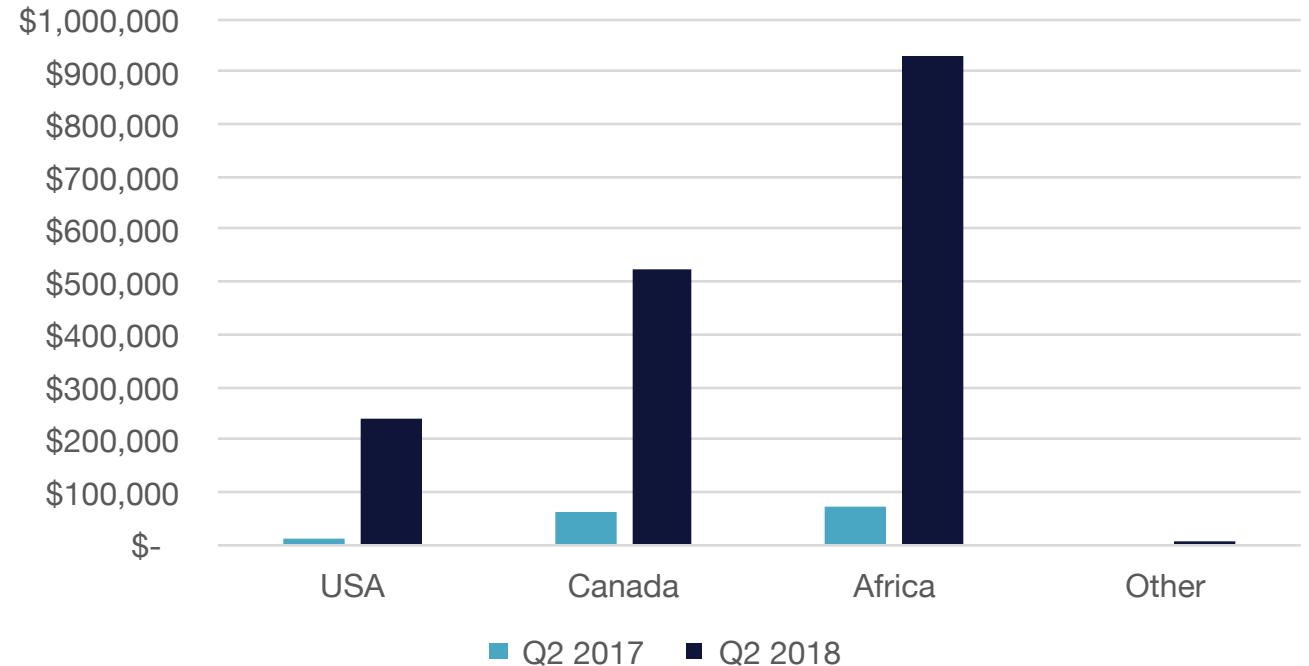
- Q2 2018 TFQ revenue was **\$3.93 million**.
- This was a **192% increase in revenue** compared to TFQ period ending Q2 2017.
- Q2 2018 gross margin was **17%**.



# Quarterly Revenue

- Q2 2018 revenue was **\$1.7 million**.
- This is a **1054%** increase YOY compared to Q2 2017.

Total Revenue in Q2 2018 Compared YOY to Q2 2017

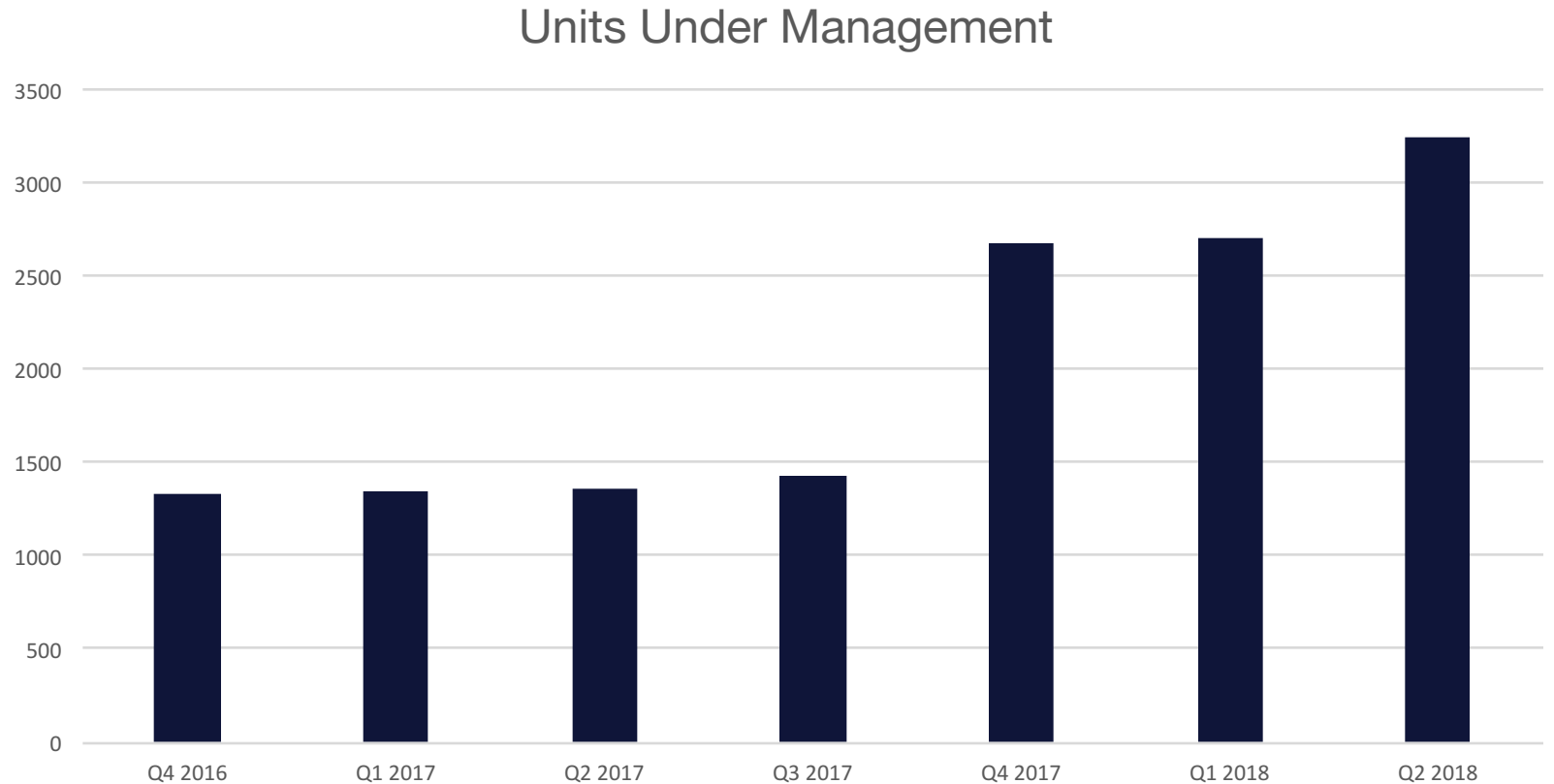


Revenue by Category	Three Months Ended Jun 30, 2018	Three Months Ended Jun 30, 2017
<b>Product Revenue</b>	\$ (CAD)	\$ (CAD)
Smart off-grid controllers and systems	935,600	53,084
Illumient smart off-grid lighting	734,629	76,583
Recurring Revenue – Illumience	27,467	17,467
<b>Total Revenue</b>	<b>1,697,696</b>	<b>147,134</b>



# Units Deployed

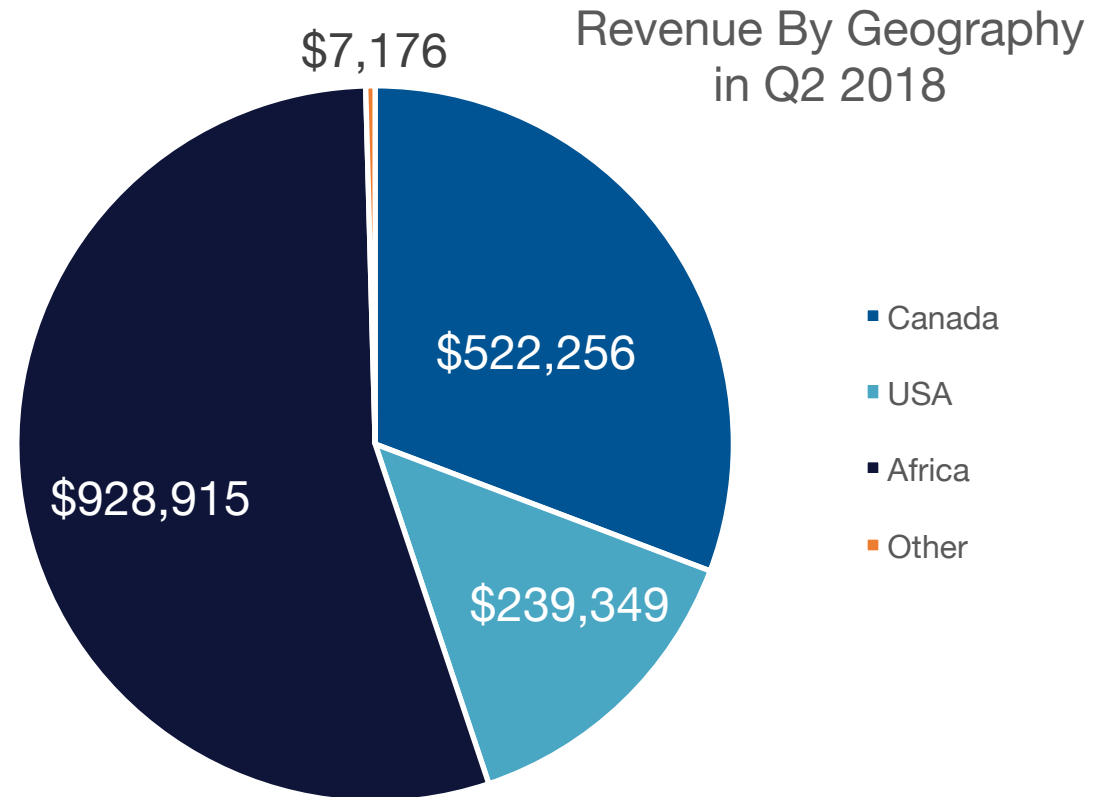
- **3247** deployed.
- Average contract size was **\$79,544**.



	Three Months Ended Jun 30, 2018	Three Months Ended Jun 30, 2017
<b>Number of units under management</b>	3,247	1,363
<b>Average Contract Size</b>	\$79,544	\$14,566

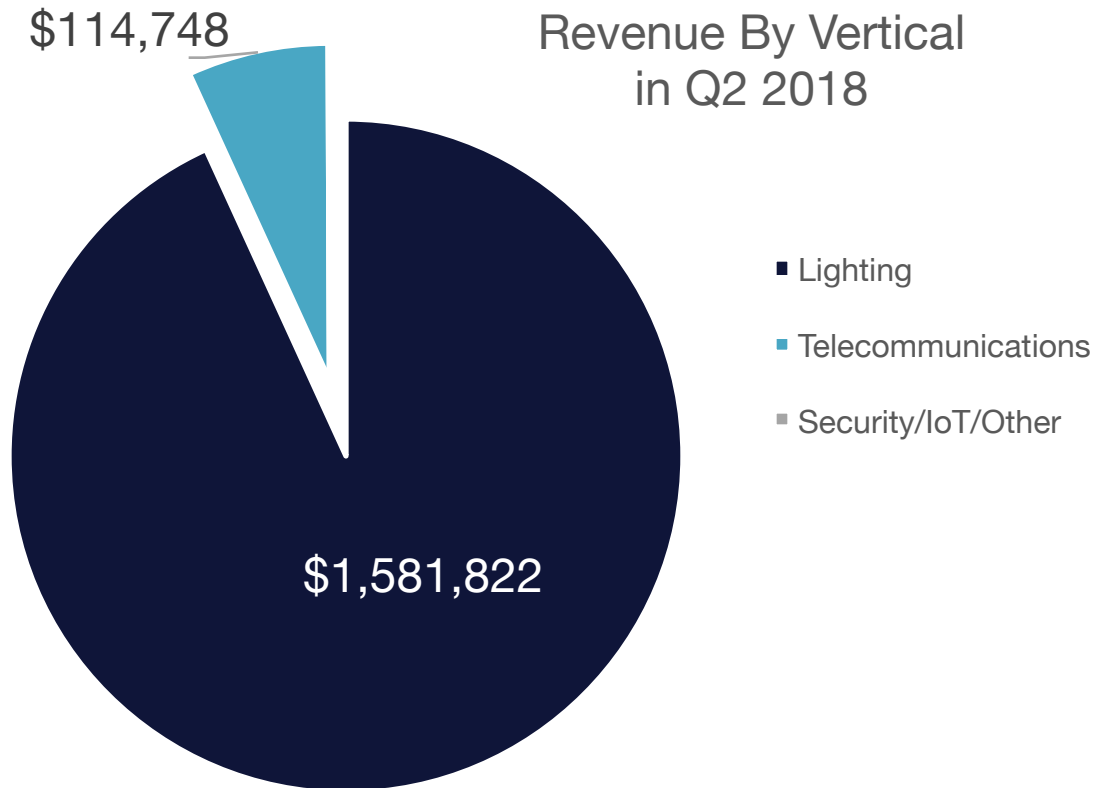
# Revenue By Geography

- We have Smart Off-Grid systems in **34 countries** worldwide.
- **55%** of Q2 2018 revenue came from Africa.



Revenue by Geography	Three Months Ended Jun 30, 2018		Three Months Ended Jun 30, 2017	
	Revenue	Percentage	Revenue	Percentage
<b>Canada</b>	\$522,256	31%	\$62,754	43%
<b>USA</b>	\$239,349	14%	\$10,934	7%
<b>Africa</b>	\$928,915	55%	\$73,446	50%
<b>Other</b>	\$7,176	0%	–	–%
<b>Total Revenue</b>	\$1,697,696		\$147,134	

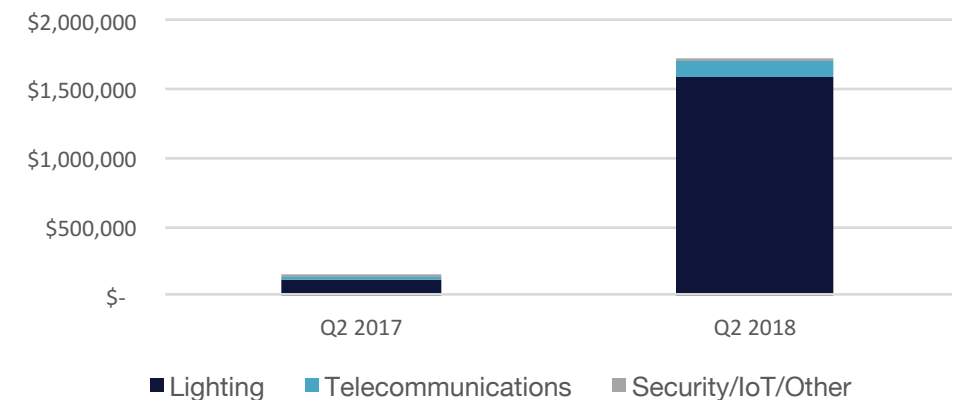
# Revenue By Vertical



Revenue by Vertical	Three Months Ended Jun 30, 2018		Three Months Ended Jun 30, 2017	
<b>Lighting</b>	\$1,581,822	93%	\$104,764	71%
<b>Telecommunications</b>	\$114,748	7%	\$37,393	26%
<b>Security/IoT/Other</b>	\$1,126	0%	\$4,977	3%
<b>Total Revenue</b>	\$1,697,696		\$147,134	

- **93%** of Q2 2018 revenue came from lighting installations.
- **7%** of Q2 2018 revenue came from new products developed specifically for telecoms.

Revenue by Vertical in Q2 2018 compared YOY to Q2 2017



# Telecom Infra Project

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- Initiative founded by **Facebook, Nokia, Intel, Deutsche Telekom, SK Telecom** to bring internet connectivity to a **billion** people worldwide.
- Telecom Infra Project and Clear Blue will jointly provide the **Smart Controller Management API** for OpenCellular Power.



# Market Opportunity in Africa



- Pilot project using Clear Blue's Smart Off-Grid technology in **800 solar and wind-powered street lights** for Logintek Morocco.
- The first phase in a multi-phase project expected to total almost **5,000 Smart Off-Grid lights**.
- Minimum contract value to 2021 is **\$5.4 million**.



# Global Market Opportunity

In the UK, street lighting accounts for about **40% of energy consumption**, which has resulted in a need for alternatives

EMEA

AMERICAS

23%

30%

46%

The solar street lighting market in the Americas is growing at a **CAGR of 19.23%**

APAC

The market in APAC is expected to be valued at **\$3.03 BILLION** in 2020

Source: Transparency  
Market Research (TMR)

# Why Invest?



S&P/TSX COMP  
S&P/TSX UEN  
S&P/TSX 60 U  
DJIA  
S&P 500  
NASDAQ COMP

ENBRIDGE INCOME FD HLDGS INC (ENF)  
1000 @ 32.65 ▼ -0.08

Data provided by Thomson Reuters



Clear Blue Technologies  
International

Clear Blue Technologies  
International

TSXV: CBLU

THE MARKET IS OPEN



# Questions?

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