

Clear Blue Technologies International Inc.

Third Quarter 2018 Financial Release Call

November 29, 2018

Miriam Tuerk, CEO and Co-founder

Lawrence Tjan, Chief Financial Officer

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



Delivering the Next Generation of Power with Smart Off-Grid

Our vision

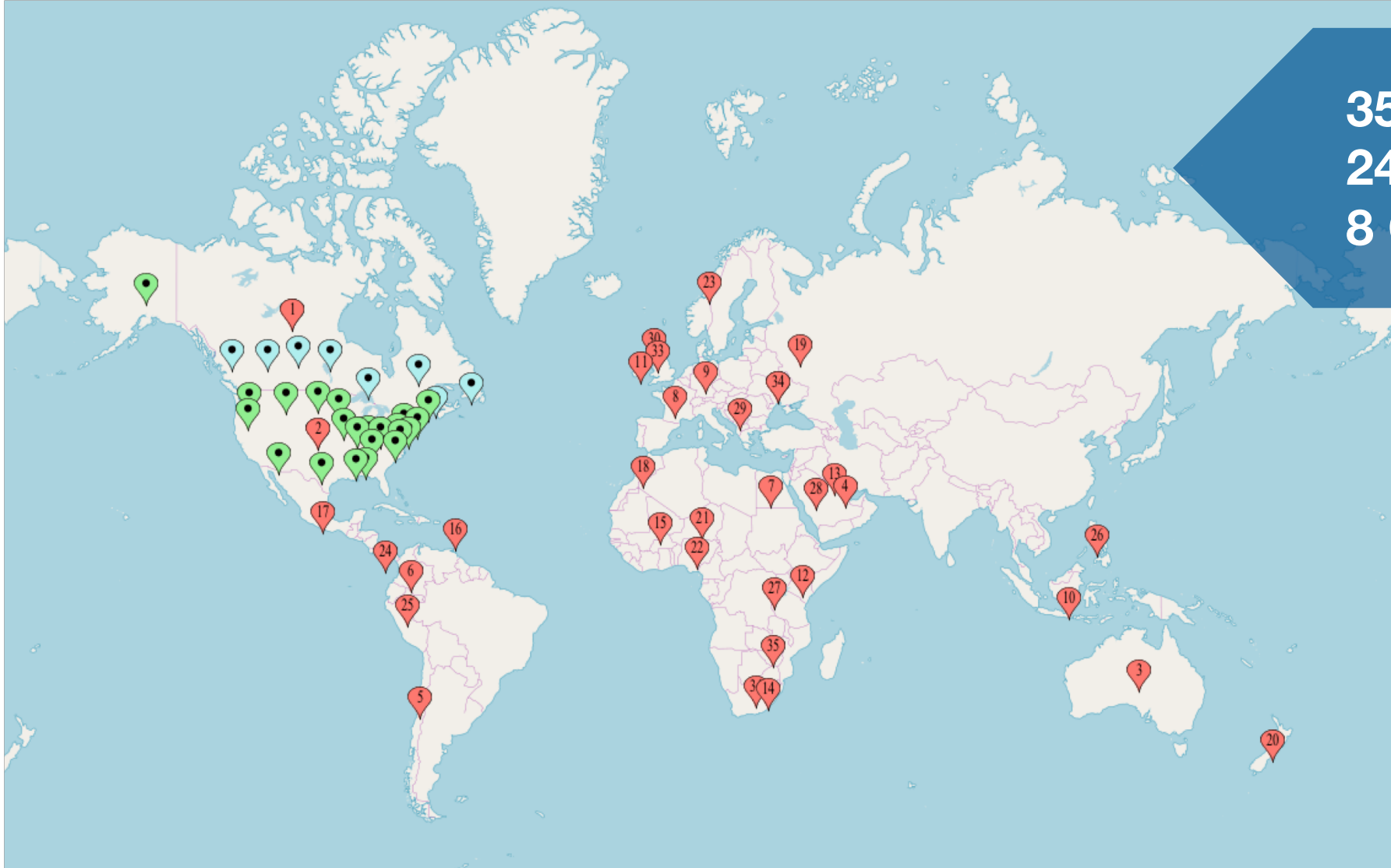
Clear Blue Technologies, the Smart Off-Grid™ company, was founded on a vision of delivering clean, managed, “wireless power” to meet the global need for reliable, low-cost, solar and hybrid power for lighting, telecom, security, and Internet of Things devices.

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.

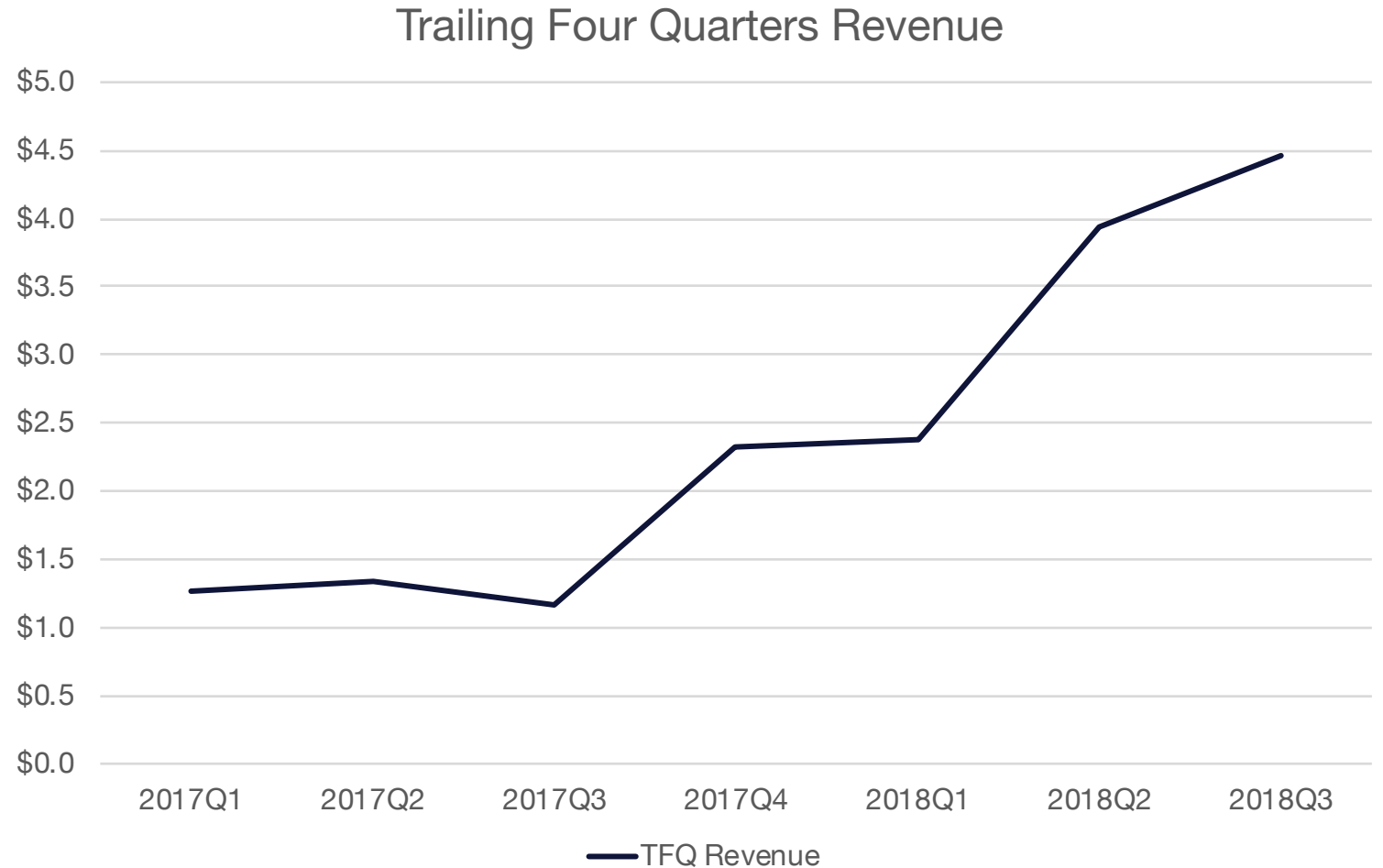
Clear Blue's Expanding Global Footprint



35 countries
24 US states
8 Canadian provinces

Trailing Four Quarters Revenue

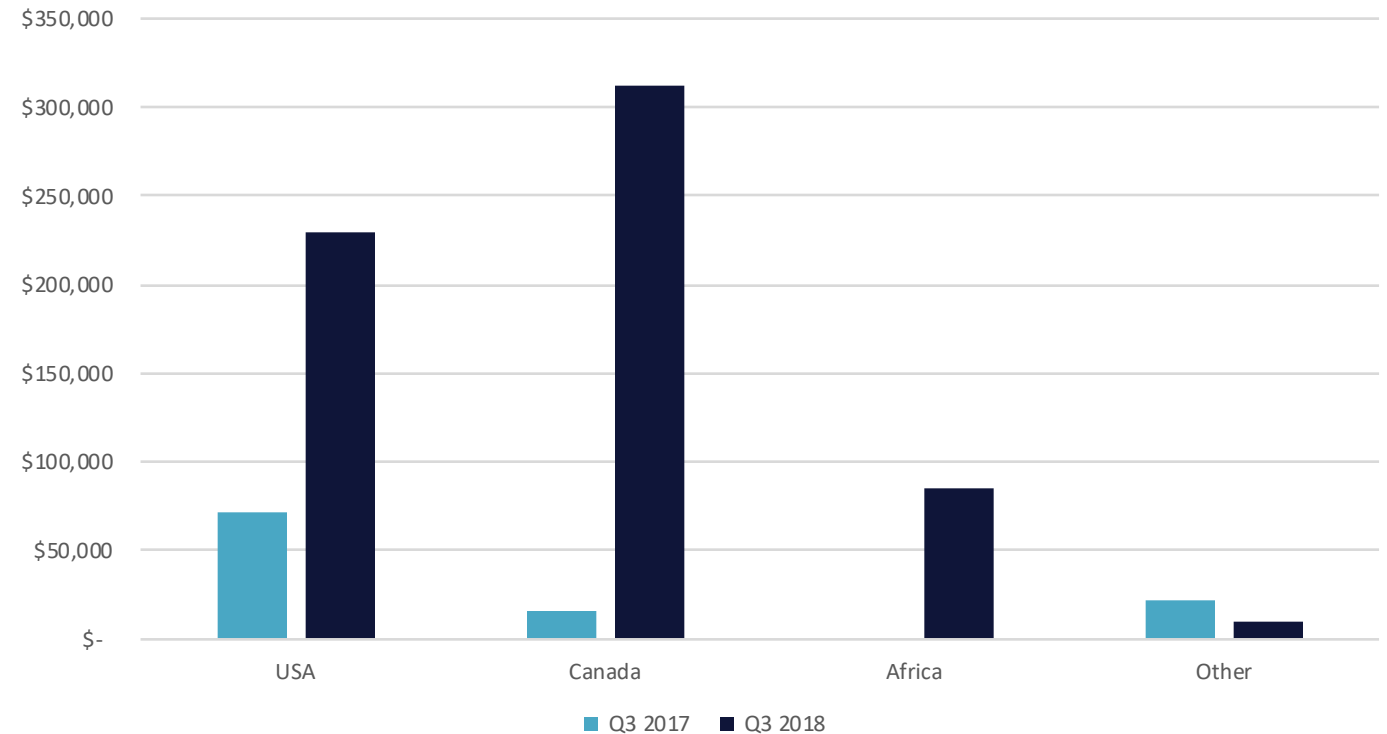
- Q3 2018 TFQ revenue was **\$4.46 million**.
- This was a **283% increase in revenue** compared to TFQ period ending Q3 2017.



Gross Profit

- Q3 2018 gross profit was nearly **\$350,000**, compared to less than \$1,000 in Q3 2017.
- On a TFQ basis, gross profit increased by **1,508%**.

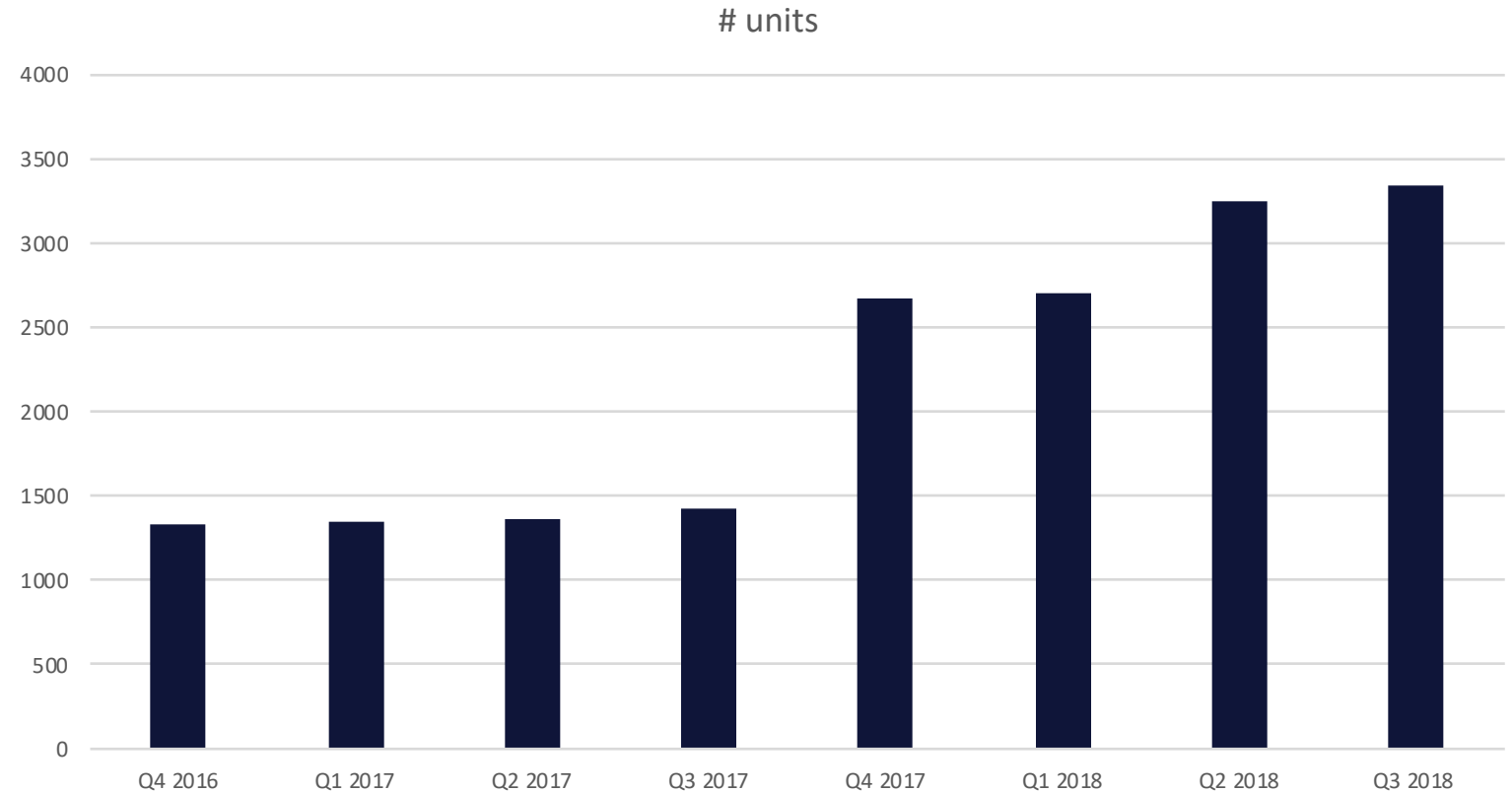
Total Revenue in Q3 2018 Compared YOY to Q2 2018



Revenue by Category	Three Months Ended Sept 30, 2018	Three Months Ended Sept 30, 2017
Product Revenue	\$ (CAD)	\$ (CAD)
Smart off-grid controllers and systems	333,809	67,218
Illumient smart off-grid lighting	271,805	33,711
Recurring Revenue - Illumience	31,330	9,204
Total Revenue	636,944	110,133

Units Deployed

- **3,344** deployed.
- Average contract size was **\$27,450** in Q3 2018.

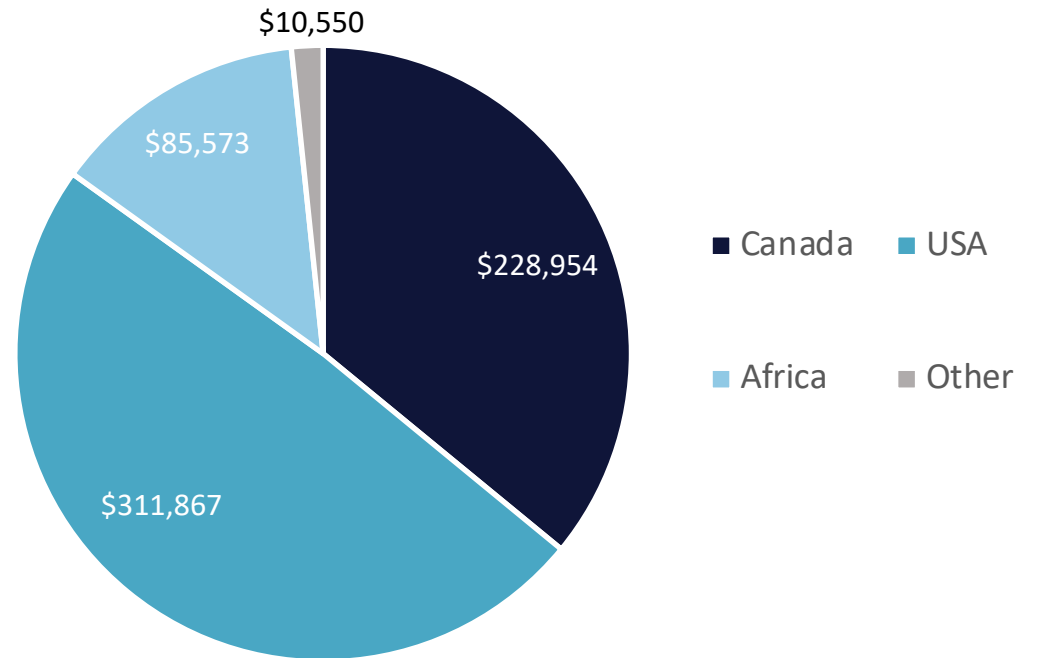


	Three Months Ended Sept 30, 2018	Three Months Ended Sept 30, 2017
Number of units under management	3,344	1,402
Average Contract Size	\$27,450	\$22,175

Revenue By Geography

- We have Smart Off-Grid systems in **35 countries** worldwide.
- **47.5%** of TFQ Q3 2018 revenue came from Africa.
- **43.3%** of TFQ Q3 2018 revenue came from the U.S. and Canada.

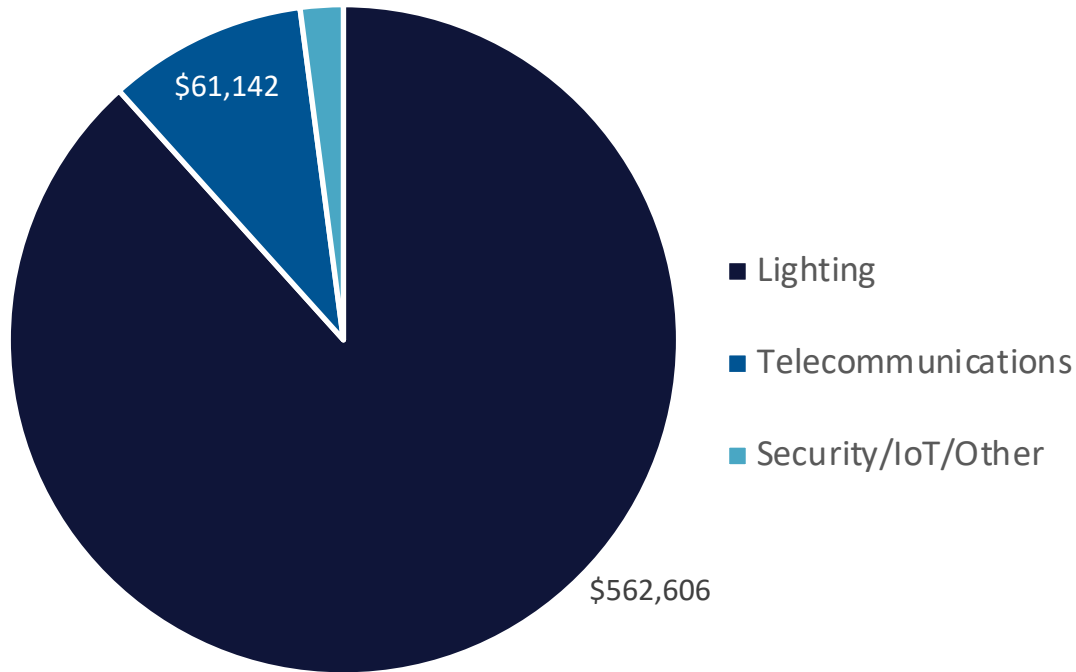
Revenue by Geography in Q3 2018



Revenue by Geography	Three Months Ended Sept 30, 2018		Three Months Ended Sept 30, 2017	
Canada	\$228,954	36%	\$71,212	65%
USA	311,867	49%	16,734	15%
Africa	85,573	13%	0	0%
Other	10,550	2%	22,187	20%
Total Revenue	\$636,944		\$110,133	

Revenue By Vertical

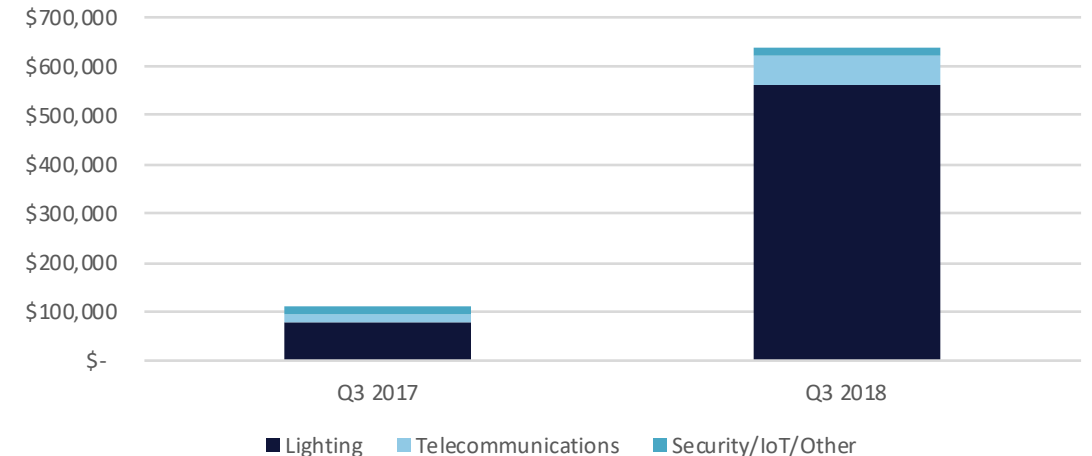
Revenue by Vertical



Revenue by Vertical	Three Months Ended Sept 30, 2018		Three Months Ended Sept 30, 2017	
Lighting	\$562,606	88%	\$79,223	72%
Telecommunications	61,142	10%	17,615	16%
Security/IoT/Other	13,196	2%	13,295	12%
Total Revenue	\$636,944		\$110,133	

- The lighting vertical posted a **610%** revenue increase in Q3 2018.
- The telecommunications vertical posted a **247%** revenue increase in Q3 2018.

Revenue by Vertical in Q3 2018 compared YOY to Q3 2017



Key Projects & Partnerships

Projects/Partners



Market Opportunity in Telecoms



facebook®

NOKIA



SK telecom

■ ■ ■ T Deutsche Telekom

TIP Founders

- The Telecom Infra Project and Clear Blue will jointly provide the **Smart Controller Management API** for OpenCellular Power.
- This will bring power to **500 communities** globally.
- Represents an addressable market of **\$38 billion (USD)**.

North American Market Opportunity

- Clear Blue won **12 projects** in Ontario this year for its Illumient street lighting.
- Revenues from sales in Ontario are **515% higher** year-to-date than in all of 2017.
- To date, **18 municipalities** in Ontario have installed Illumient street lighting.



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)

Our Future Growth

Expansion in existing markets

Greater penetration of industry verticals

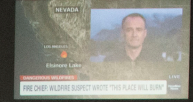
Expansion into new verticals and markets

Why Invest?

ENBRIDGE INC (ENB)
46.55 ▲ 0.00

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

Data provided by Thomson Reuters



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



Clear Blue Technologies
International

Clear Blue Technologies
International

TSXV: CBLU

THE MARKET IS OPEN



Questions?

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