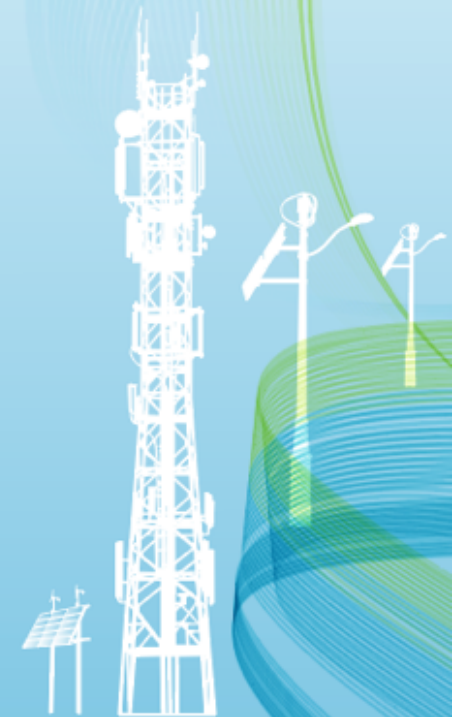


Clear Blue Technologies International Inc.

The Smart Off-Grid Company

Q4 2019 Earnings Call



Forward looking statements

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.

Agenda



QUICK OVERVIEW
OF CLEAR BLUE

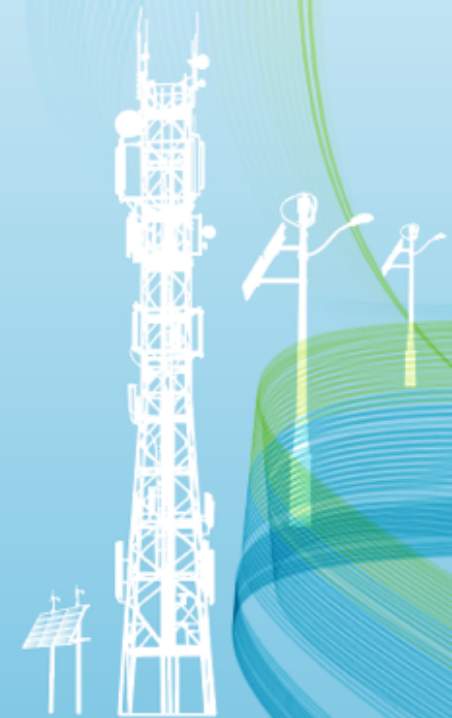


DISCUSSION OF
2019 RESULTS



OUTLOOK

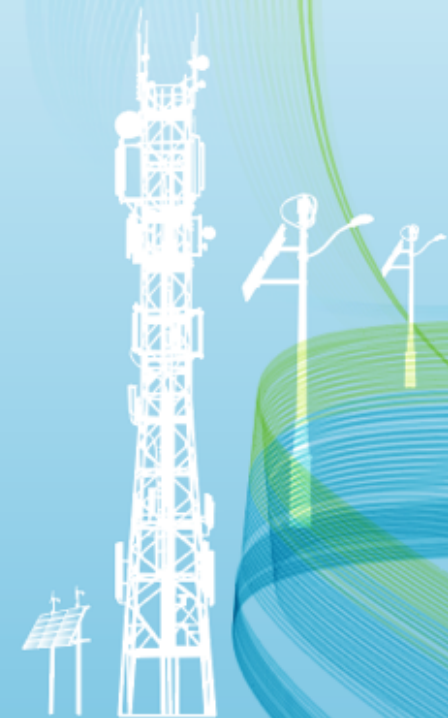
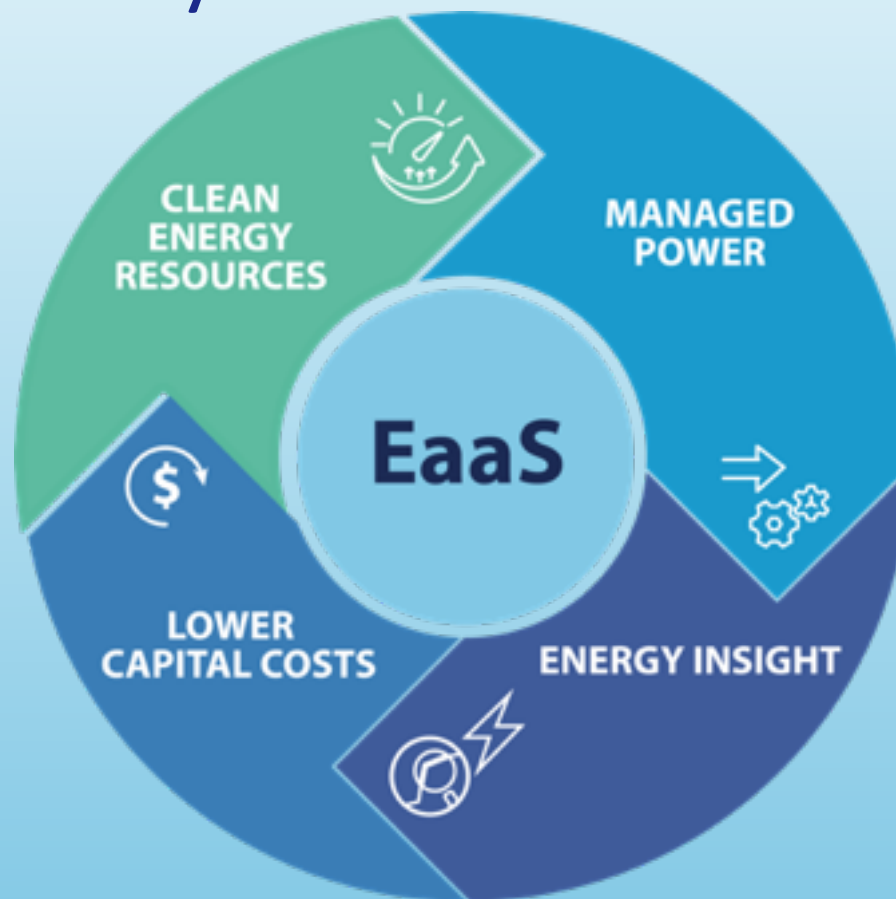
Clear Blue Technologies Overview



Clear Blue Technologies

What We Do

We deliver clean managed wireless power – anywhere and anytime.



Clear Blue Technologies delivers clean, managed, wireless power – anywhere and anytime.

Sample Customers

Telefonica

IHS

Towers of strength



INTELSAT.

Envision. Connect. Transform.

VANU

vodafone



Clear Blue Smart Off-Grid powers mission critical applications in 37 countries around the world.



Maximum uptime



Longest Life



Easy to install and maintain



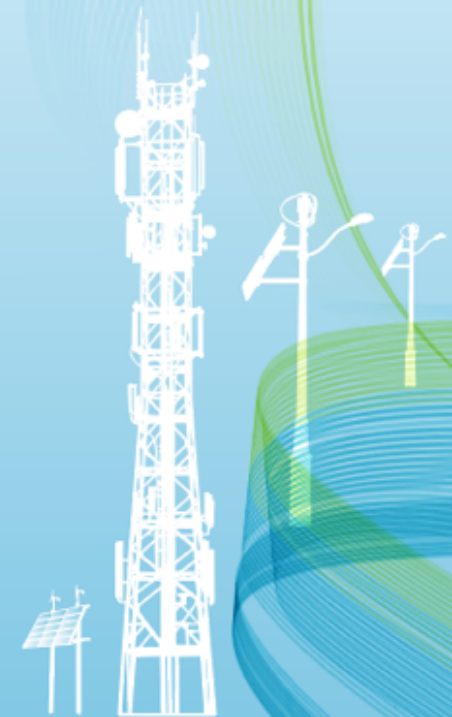
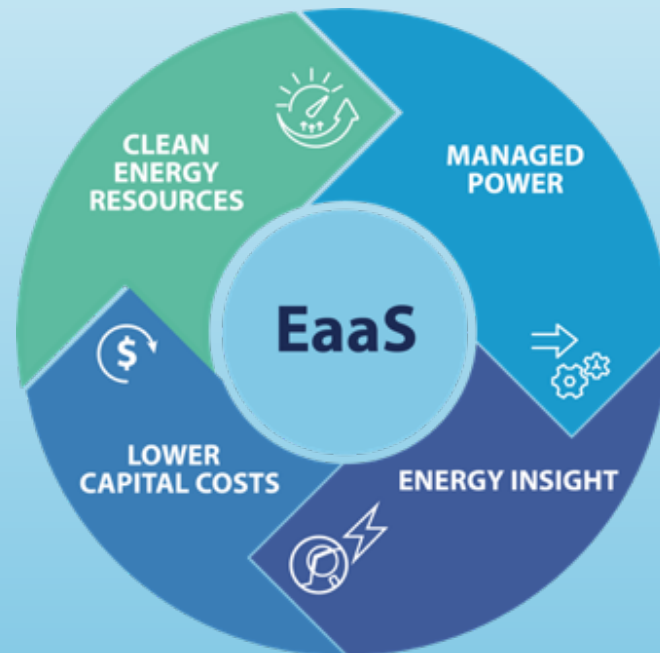
What Clear Blue Technologies' Delivers



Clear Blue sells an integrated Smart Off-Grid power solution which 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.

How we Deliver Energy as a Service

We manage and operate the power service and systems for our customer on an ongoing basis.

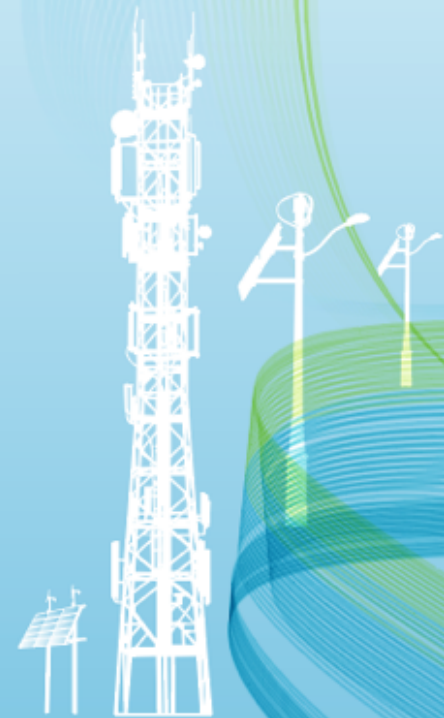


Strong Global Traction



Marquee Customers – Strategic Partners
Telecom & Street Infrastructure – Global Presence

Street Infrastructure Example Customers



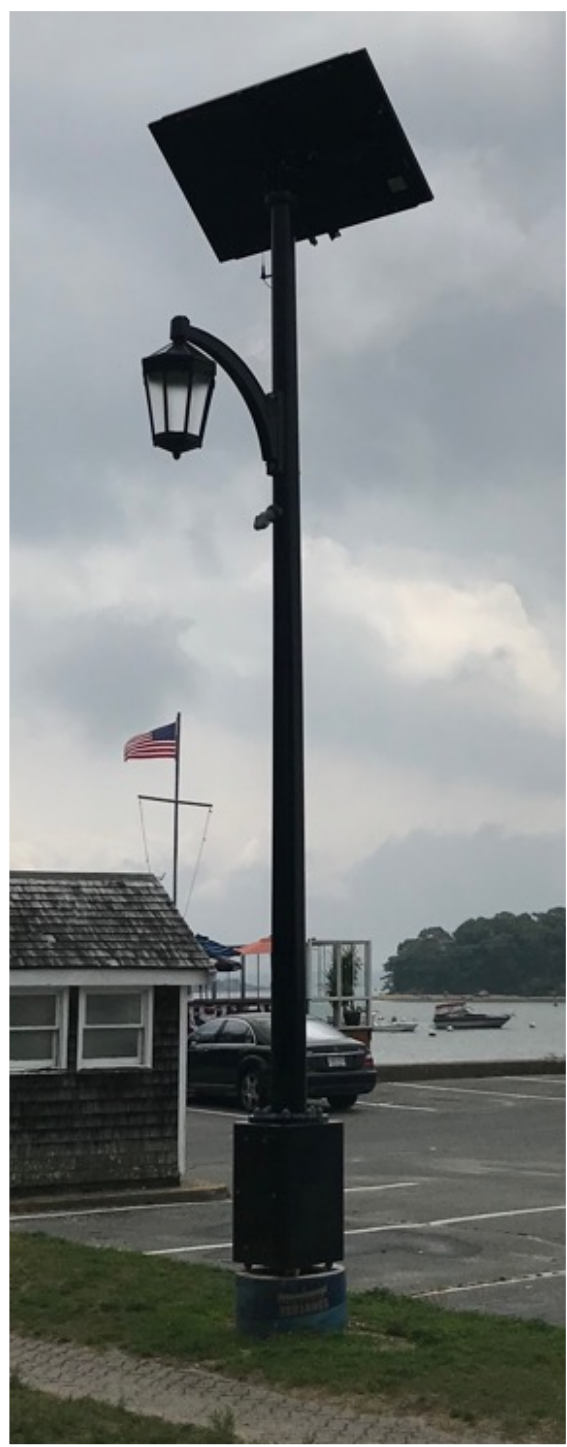


Town of Oyster Bay, New York



TORONTO





Greater Attleboro Taunton
Regional Transit Authority



Town of
Ajax
By the Lake

Park and
gazebo lighting



Telecom Sector Examples



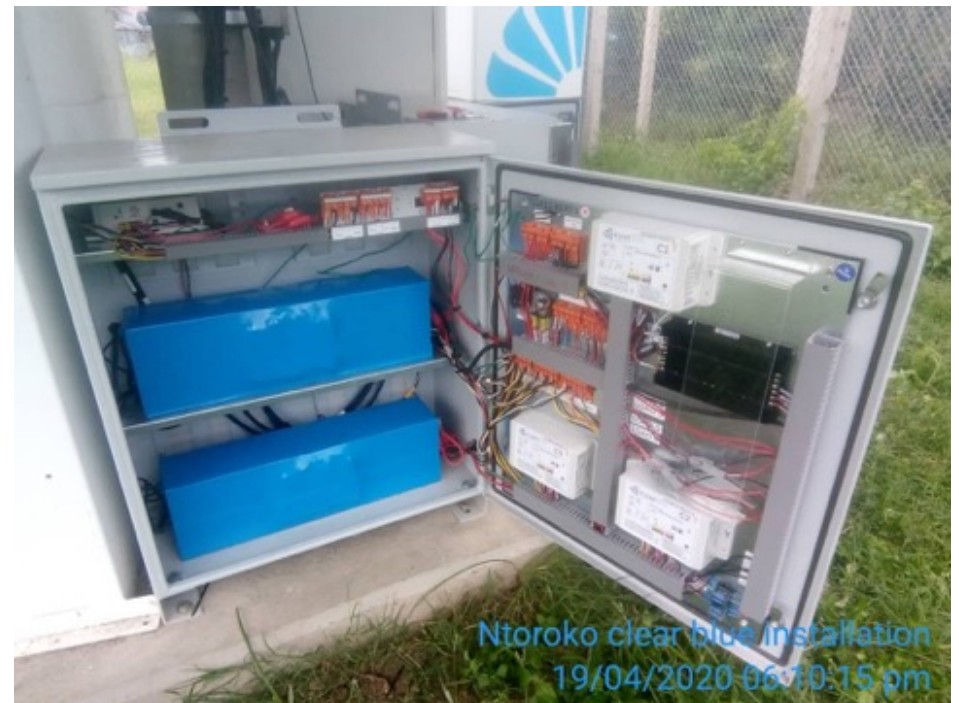


Rwanda Telecom Site

Smart Off-Grid is helping connect people in remote areas of Peru



Uganda Telecom Site

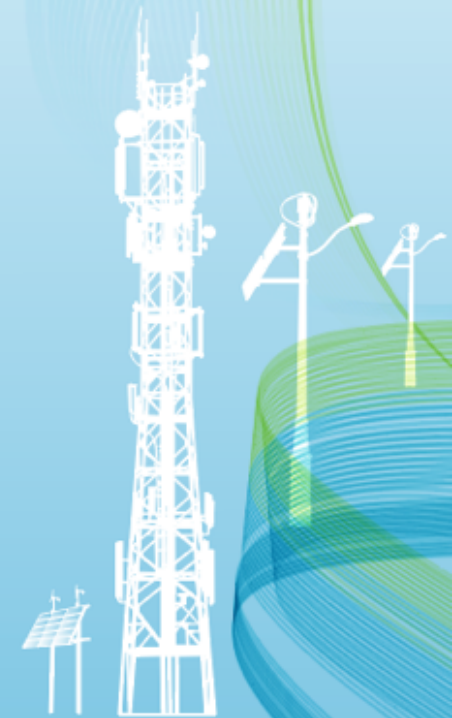




Mayutel Peru Site



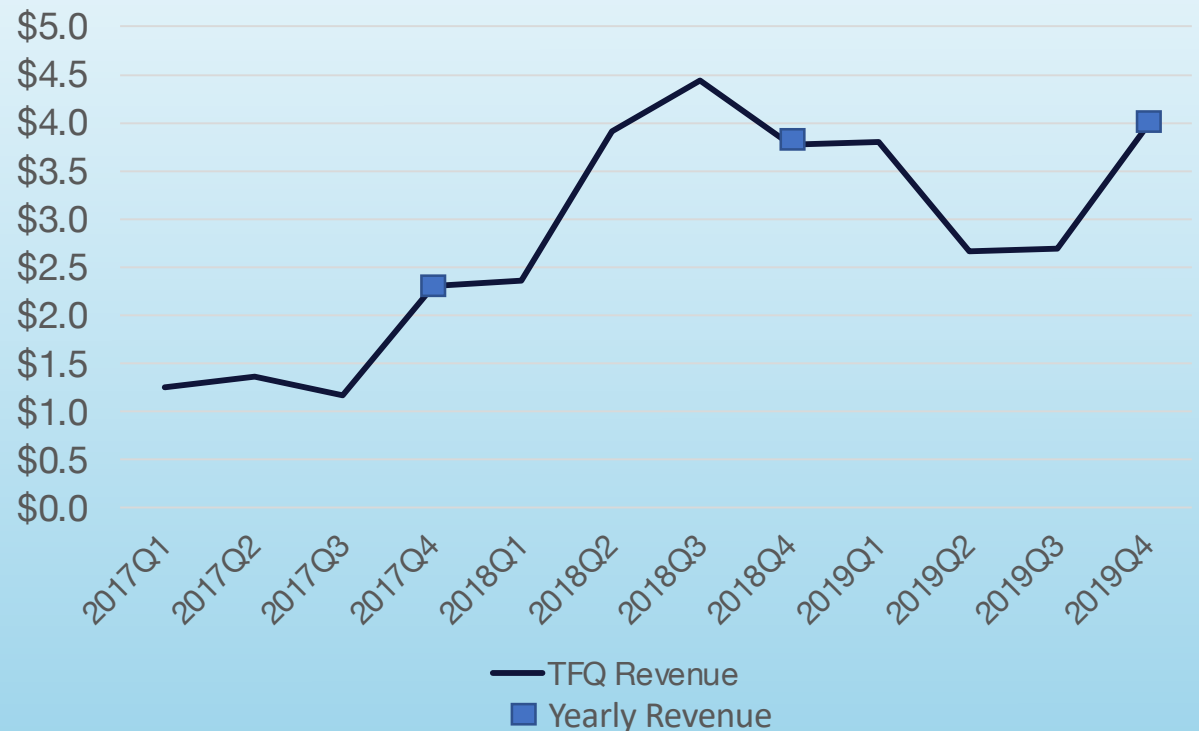
Clear Blue Technologies Q4 & Fiscal 2019 Results



Revenues

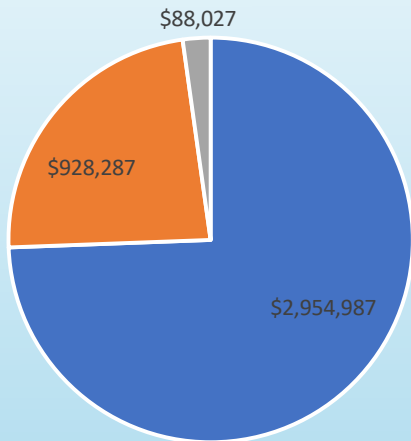
- Revenue for the three months ended December 31, 2019 was **\$2,392,839** a **114%** increase over the same period ended December 31, 2018.
- TFQ revenue for the period ended December 31, 2019 was **\$3,971,301** a **5%** increase over the TFQ ended December 31, 2018.

Trailing Four Quarters Revenue



2019 Sector Results

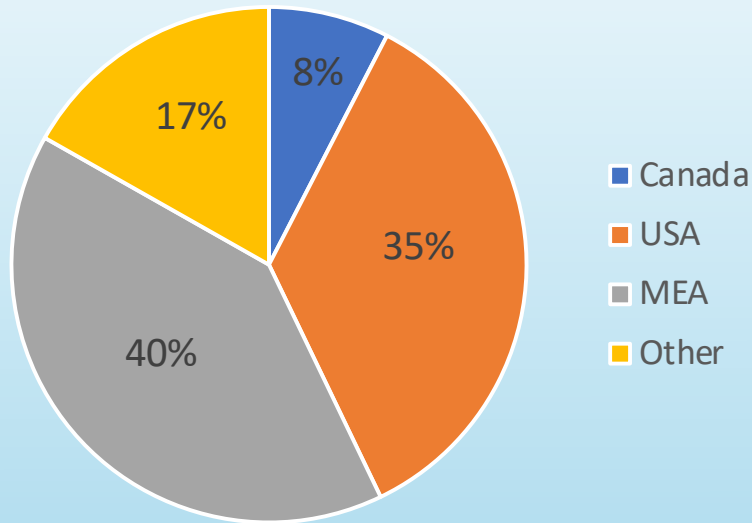
2019 Revenue by Sector



Annual Results	2018	2019	%
Lighting	\$3,573,878	\$2,954,987	-17%
Telecommunications	\$172,574	\$928,287	438%
Security/IoT/Other	\$33,724	\$88,027	161%
Total	\$3,780,176	\$3,971,301	5%

- Lighting revenue declined year over year by 17%. Canada was down 71% as no large installs occurred in 2019 but U.S. was up 39% and EMEA was flat.
- Telecommunications sales increased by 438% showing great traction (more later)

2019 Regional Results



- The lumpy nature of North American lighting business can be seen in 2019 results for Canada;
- Revenue growth in International markets was quite strong, growing 37% in aggregate
- Telecom and lighting contributed to business in MEA and Other markets

Annual Results	2018	2019	%
Canada	\$ 1,109,713	\$ 301,081	-73%
USA	\$ 1,010,151	\$ 1,401,041	39%
MEA	\$ 1,579,751	\$ 1,601,619	1%
Other	\$ 80,561	\$ 667,560	729%
Total	\$3,780,176	\$ 3,971,301	5%

Recurring Revenue

- Our Monthly Recurring revenue is growing quite nicely, having increased 80% in the year.
- Impact of the EaaS service, which launched at the end of Q2 2019 should begin to be seen in 2020, resulting in accelerated growth of MRR

Monthly Recurring Revenue



Gross Profit

- Gross profit for year was **\$891,163** or **22.4%** and for the quarter it was **\$395,188** or **16.5%**
- In a direct comparison to 2018, gross profit increased to 25.3%. However, direct service costs were allocated to COGS out of operating expenses bring the number to **22.4%**

TFQ Gross Margin by Percentage of Revenues



Operating Expenses

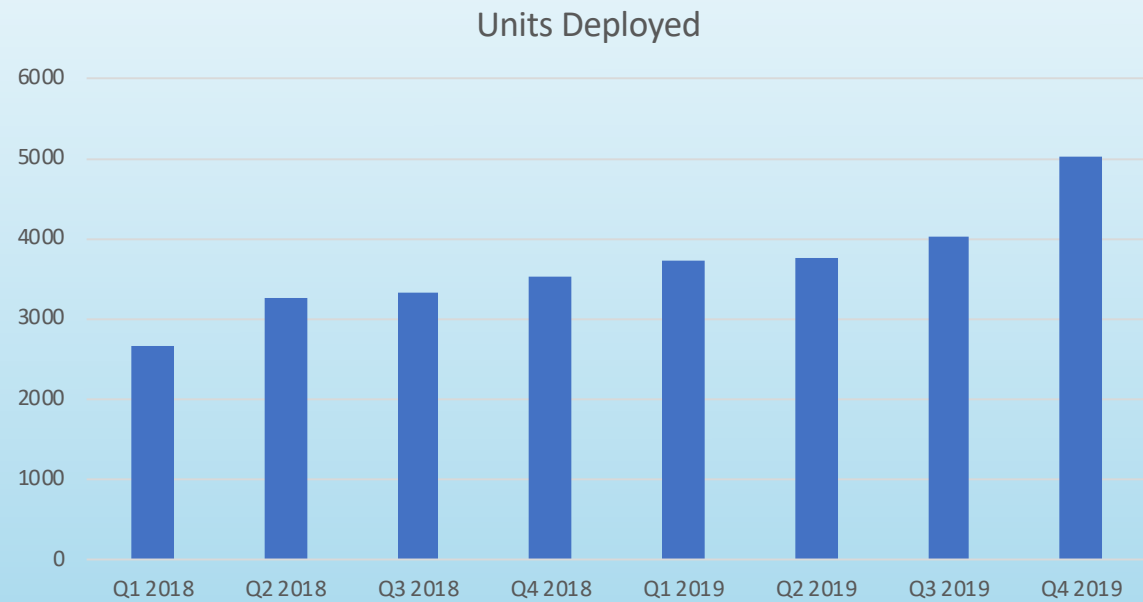
Operating expenses	Year ended Dec 31	
	2019	2018
Salaries, wages and benefits	1,757,614	1,629,296
Research and development	1,351,874	1,625,570
General and administrative	526,909	701,324
Bad debt expense(recovery)	216,971	(75,030)
Stock-based compensation	320,748	183,019
Travel	270,057	321,501
Business development and marketing	625,093	949,165
Rent	209,759	220,287
Professional fees	229,866	191,010
Depreciation of property and equipment	135,641	29,696
Total operating expenses	5,644,532	5,775,838

- Operating expenses for the year ended December 31, 2019 were **\$5,644,532** a decrease of **2%** for the same period in 2018.
- Core operating expenses of the company were reduced in the year by **12%***
- Management deemed it prudent to provide for a large **bad debt provision** due to the current **COVID-19** circumstances

* Core Operating expenses = Salaries, R&D, G&A, Travel, Bus Dev, Rent, & Prof Fees

Units Deployed

- As of December 31, 2019, **5018 units** deployed. This compares to **3,540 units** as of December 31, 2018.



	December 31, 2019	December 31, 2018
Number of units under management	5,018	3,540

Financial Governance



- Audit
 - Successful, on time, no issues



- Team
 - 2019 hire of CFO and Controller provides great leadership

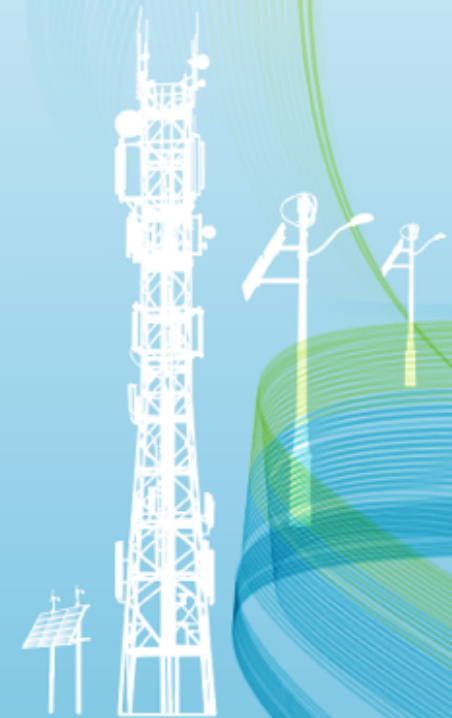


- ERP Tools
 - Inventory Management & Processes



- Cash Management Focus

Clear Blue Technologies Outlook



COVID-19 Impact

- Significant unprecedented event means there is no ability to forecast impact
- Impacts
 - Q1 and Q2 2020 revenue will be impacted, but,
 - Q1/Q2 is our quiet season, so current situation could have little impact on 2020 results – key is economic impact to rest of the year
 - Global diversity should benefit us
 - Supply chain and shipping are a potential risk
- Wage subsidies, cost reduction, etc, plus BDC loan
- Team is able to work from home, reopening office in mid May

Our Vision for 2020

Investment in Telecom Yields
Large contract rollouts

- First deal already announced

EaaS traction in North
America

- Grow recurring revenue

Gross Margin & EBITDA
strong growth

- Product development yields results to deliver Gross Margin Increase
- 2 New product introductions Launching q2

Make Lemons

- Are we ready to scale? COVID-19 has benefited our preparations

Build Investor Community &
Stock Value

- Europe relationships, trading volume, visibility to profitability

Have Questions?

Sales:

sales@clearbluetechologies.com

Media Contact:

Becky Nye

Director

Montieth & Company

155 E 44th St., New York, NY 10017

bnye@montiethco.com

+1 646.864.3517

Investor Relations:

Miriam Tuerk

Co-Founder and CEO

+416-433-3952

(Please use email if at all possible)

miriam@clearbluetechologies.com

investors@clearbluetechologies.com

<http://www.clearbluetechologies.com/en/investors>