

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

November 25, 2021

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.

Stock Summary & Capitalization Table



All Values as of Sept 30, 2021, unless otherwise indicated

Price (Nov. 24, 2021)	\$0.270
52-Week High	\$0.80
52-Week Low	\$0.23
Shares I&O	65.8M
Warrants	17.9M
Options	4.3M
RSUs	0.4M
Fully Diluted Shares	88.4M
Market Cap	\$17.8M
Cash *	2.8
Debt *	\$9.5M
Enterprise Value *	\$26.6M

* Pro Forma Nov 2021 Convertible Debenture financing



Reasons to Invest in Clear Blue

Market leader for wireless power for:

- Smart-City streets
- Telecom cell phone towers
- Satellite Wi-Fi

Strong high margin *recurring revenue business*

- Q3 2021 *Record Trailing Twelve Month Revenue of \$9.0 Million, up 131%* versus previous period
- Strong indications to very strong 2022 start

2 key deals since July 1st, 2021

- Represent more than \$10 million in revenue
- Significant follow on thereafter
- Large Q1 2022 order could 2x Q3 bookings of \$2.9 million

Large and Growing Market

- Off-grid solar lighting US\$1.6 billion in 2020 growing to US\$4.9B by 2027
- Telcos power system upgrades US\$4.4 billion in 2020 growing to US\$5.3 billion by 2026

Extensive list global brands that are customers



Clear Blue's Core Technology



BRAND PROMISES



Maximum uptime



Longest life



Easy to install and maintain

DIFFERENTIATORS



Energy forecasting and management



Troubleshooting and remediation

What We Do

Deliver clean managed wireless power – anywhere and anytime



Highly reliable power source

- Solar or hybrid solar power with built-in communications

Off-Grid Power



Complete power solution

- Operated and managed by Clear Blue, as an ongoing service

Mission Critical Devices



Smart predictive analytics

- Uptime availability and complete lights out remote control



Lowest Total Cost of Ownership possible

- Modularity, parallelization, and sizing, efficiencies

Smart Off-Grid – Moving from Analog to Digital

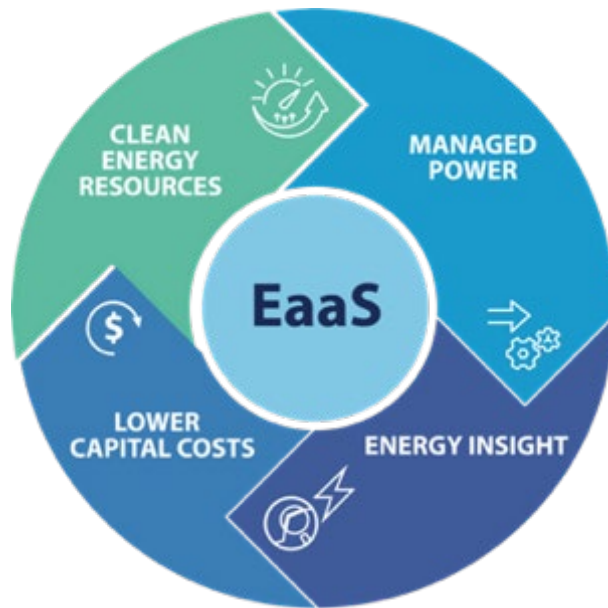


Everyone Else



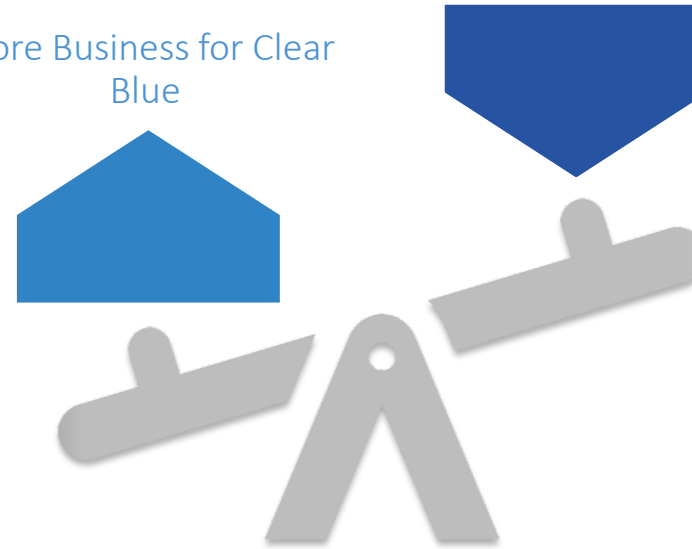
Clear Blue

Energy-as-a-Service Drives Value & High Margin 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

Clear Blue Winning this New Wave With Tower Companies



Clear Blue's Smart Off-Grid = \$\$\$

- 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



Towers of strength



Clear Blue Market Leadership



TECHNOLOGY

TRACTION

TEAM

TIMING

Technology Leadership

Delivering key value to customers, especially in telecom markets.

Continued R&D for new applications and verticals.

3.8 Billion + Unconnected

Facebook, Google, and major telecom providers investing to connect 1 billion+ unconnected people.

Well positioned in multi-billion dollar next generation B2B telecom opportunity.

Established Market Leadership Position

Most reliable off-grid power & most advanced remote management and control system and service.

Leader in EaaS, powering next wave of connectivity: 5G, Emerging Market Universal Internet Access, Satellite /Wi-Fi Global deployments.

Key Wins - Large Telecom Rollouts

+

More highly visible in the Sales Funnel

Large contracts with MTN and Orange -- two largest telcos in Africa, with sites in seven countries and growing.

Illumient Applications and 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



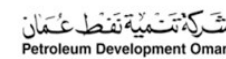
Illuminate Critical Safety Infrastructure



Light Major Roadways



Reduce Construction Disruption



www.clearbluetecnologies.com

Telecom Applications and Customers



Intelsat/MTN

Remote 2G & Wi-Fi



Mayu Facebook

Microwave 2G/4G



IHS/MTN

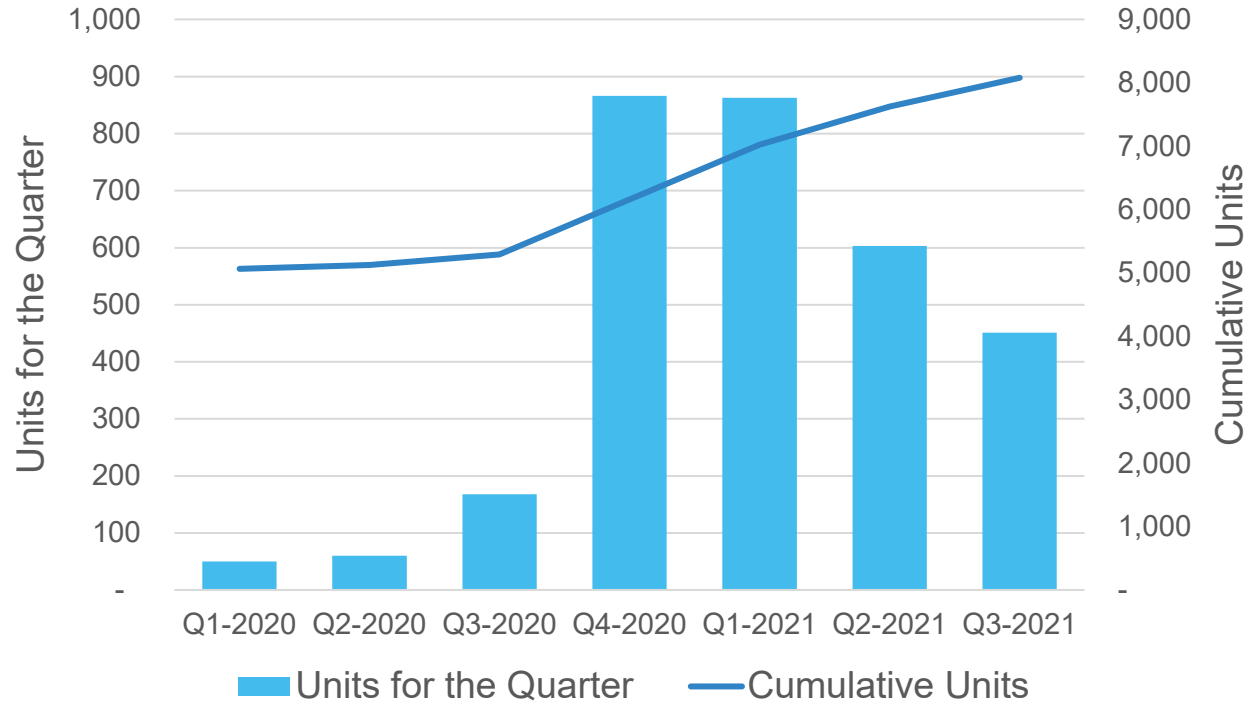
Remote 2G/3G



Strong Global Traction



Units Deployed



37
Countries

25/9
States & provinces

>400
Customers

>8,000
Units deployed

>7.1 million
Days of operation

>10 Billion
Cloud Transactions

Connectivity Driving Clear Blue Inflection



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

- Globally 3.8 billion unconnected or inadequately connected;
- US \$52 Billion being invested in telecom infrastructure across Africa over next 3 years;
- Governments, NGOs, & FANGs -- multi-continent, company and company initiative;
- Clear Blue successfully in secured multiple rollout contracts for ***continent-wide initiatives***.



200 Million Customers
22 Countries



300 Million Customers
21 Countries

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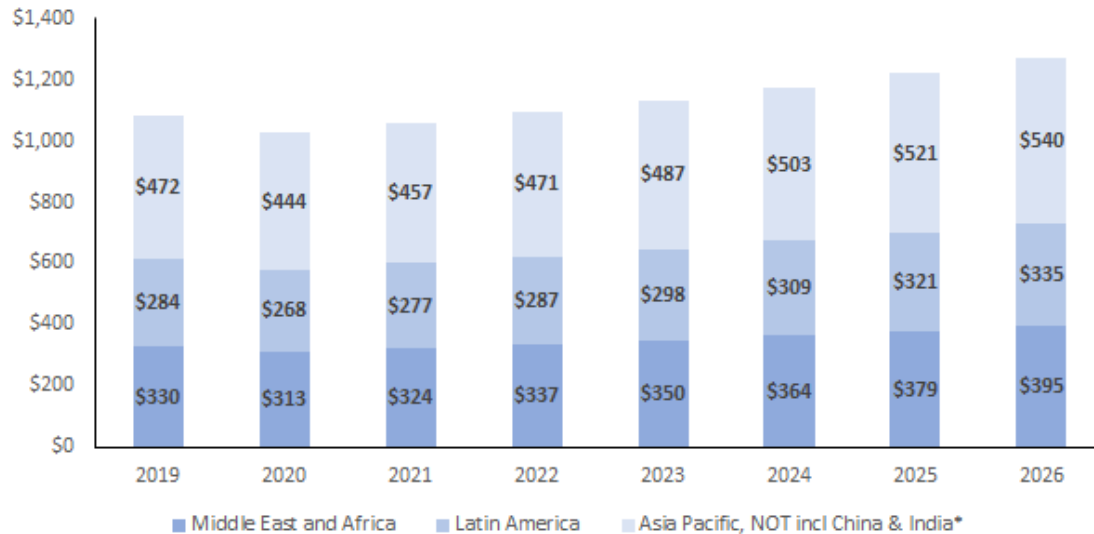
214 Million Customers
26 Countries

Long and Consistent Growth Runway in Telecom Market

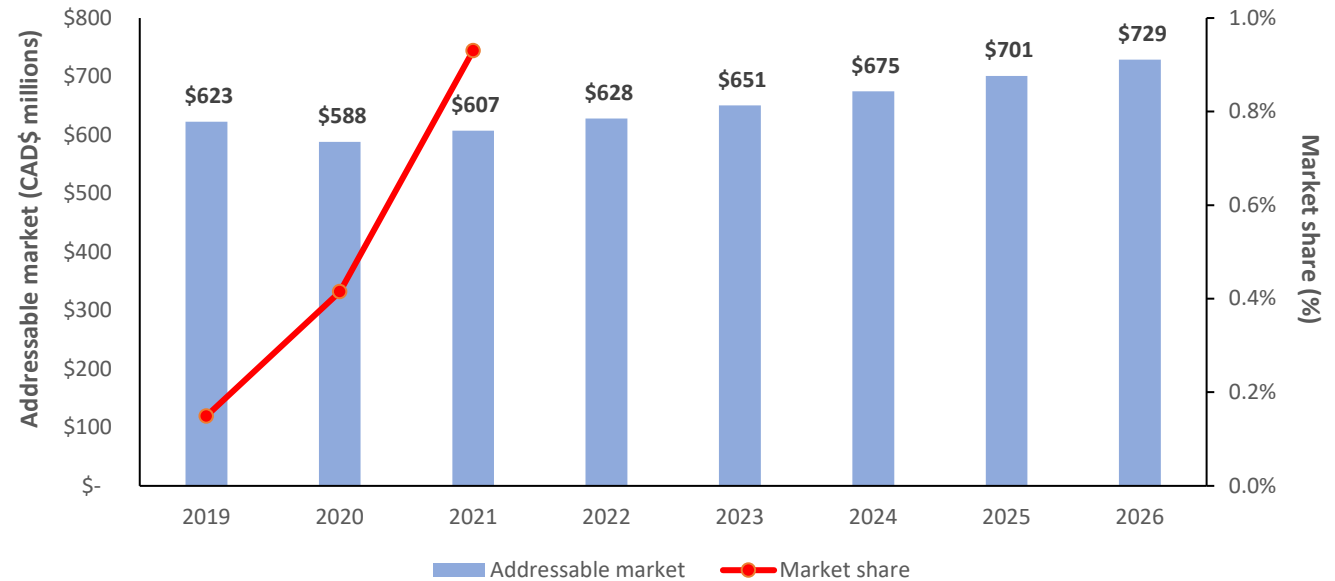


Total Global Market size for power supporting telecom tower rollouts currently \$4.47B USD
 Expected to grow to \$5.25B USD in 2025, CAGR 3.25%

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)

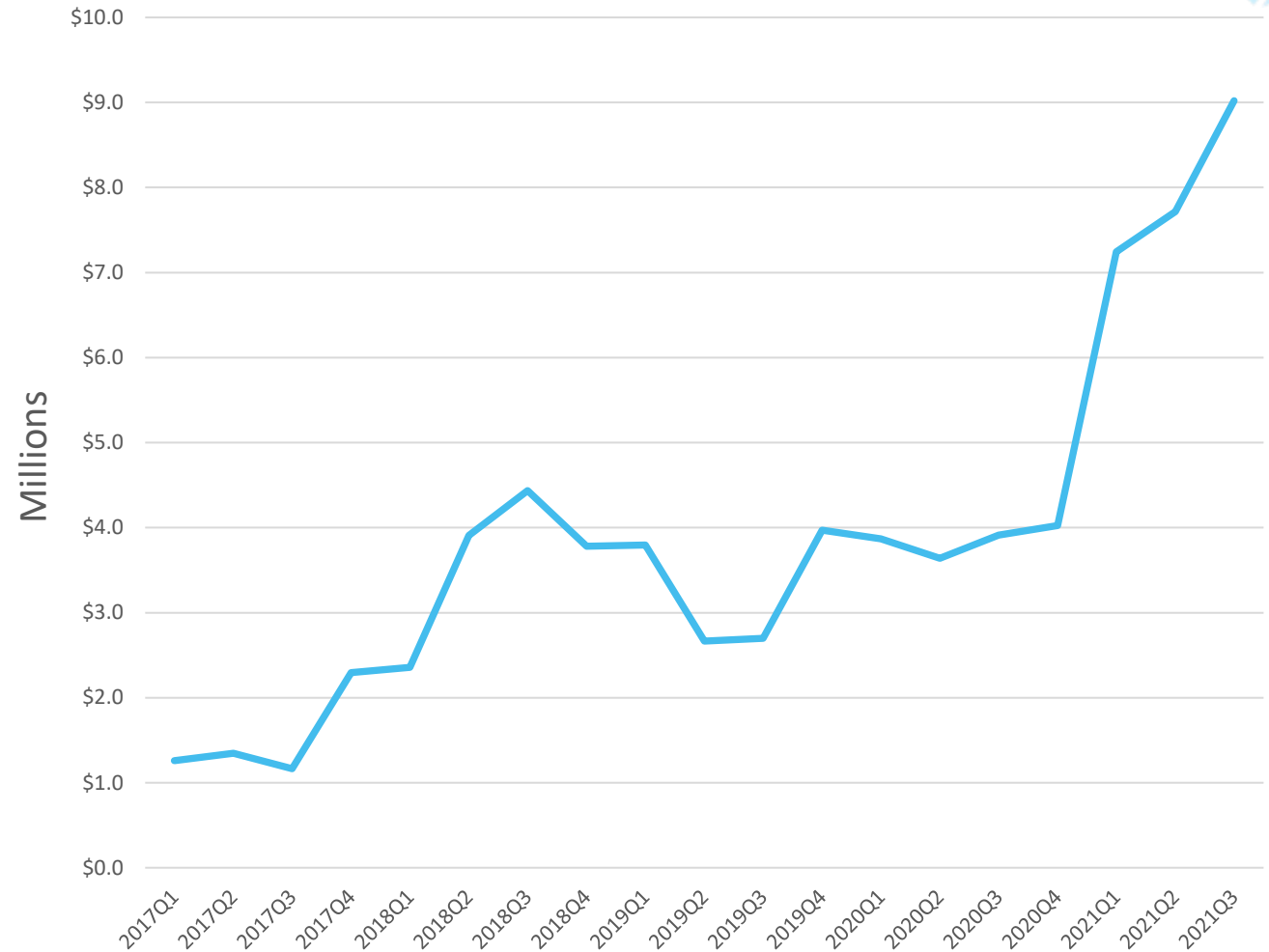


Revenues & Guidance Step Change



- Q3 2021 TTM revenue \$9.0 million, 131% increase over prior period
- Q3 2021 bookings \$2.9 million
- Q3 2021 Gross Margins 39%
- NTM revenue guidance \$9.0 million

Trailing Twelve Months (TTM) Revenue

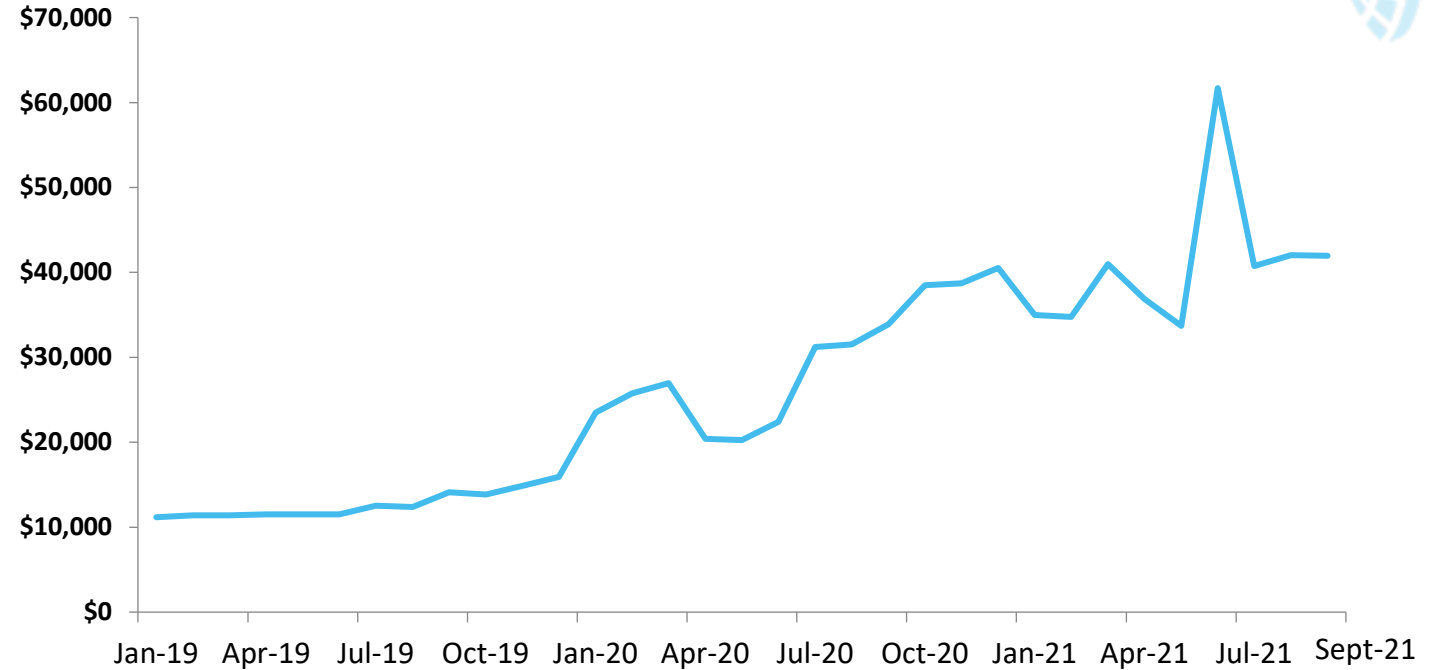


Recurring Revenue



- Monthly Recurring revenue, from Illumience & EaaS, increased **29%** in Q3 2021 versus Q3 2020.
- Since the company's founding, every system sold includes ongoing Illumience management and monitoring.

Monthly Recurring Revenue



	September 30, 2021	December 31, 2020	Change
Deferred revenue	\$1,021,969	\$975,664	4.7%

Summary -- Expecting Strong Start To 2022



- \$450 million sales funnel is building;
 - Multiple multi-year telecom rollouts underway with long consistent growth runway;
- Early Q1 2022 large order could 2x Q3 bookings of \$2.9 million
- FTM revenue expected to be >\$9 million
- Near term Gross Margin 30% to 35%, medium to long-term, 33% to 38% range
- Adjusted EBITDA break-even at an annual revenue of \$15-20 million



APPENDIX

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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 Total Cost of Ownership possible

Lowest CAPEX & OPEX

Proprietary modularity, parallelization, and sizing, efficiencies

Global 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

ESG is our DNA



Governance:

- Strong Code of Business Conduct, Anti-Corruption, Risk & Crisis Management

Planet:

- Clear Blue is a Cleantech company
- Bringing renewable energy to applications previously not thought possible and replace carbon powered (primarily generator/gas based) systems

People / Diversity:

- **Board:** 60% Diverse, 40% Female
- **All Company:** 70% Diverse, 37% Female

Social:

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

Helping Attain UN Sustainable Development Goals



Have Questions?

Investor Relations:

Miriam Tuerk, Co-Founder and CEO

miriam@clearbluetechologies.com

(Please use email if at all possible)

+416-433-3952

investors@clearbluetechologies.com

www.clearbluetechologies.com/en/investors

Nikhil Thadani, Sophic Capital

+437-836-9669

all@sophicapital.com

<https://sophicapital.com/investment-ideas/clear-blue-technologies/>



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