

# **Clear Blue Technologies International Inc.**

## **The Smart Off-Grid™ Company**

Toronto  
Stock  
Exchange

**Future 50: #13  
of Canada's  
Fastest  
Growing  
Sustainable  
Companies**

**Changemaker  
Award  
To CBLU  
CEO**

**Globe & Mail  
Top  
Growing  
Company**



**CLEARBLUE**  
TECHNOLOGIES

**TSX-V: CBLU Frankfurt: OYA OTC-QB: CBUTF**

**February 04, 2022**

# 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.

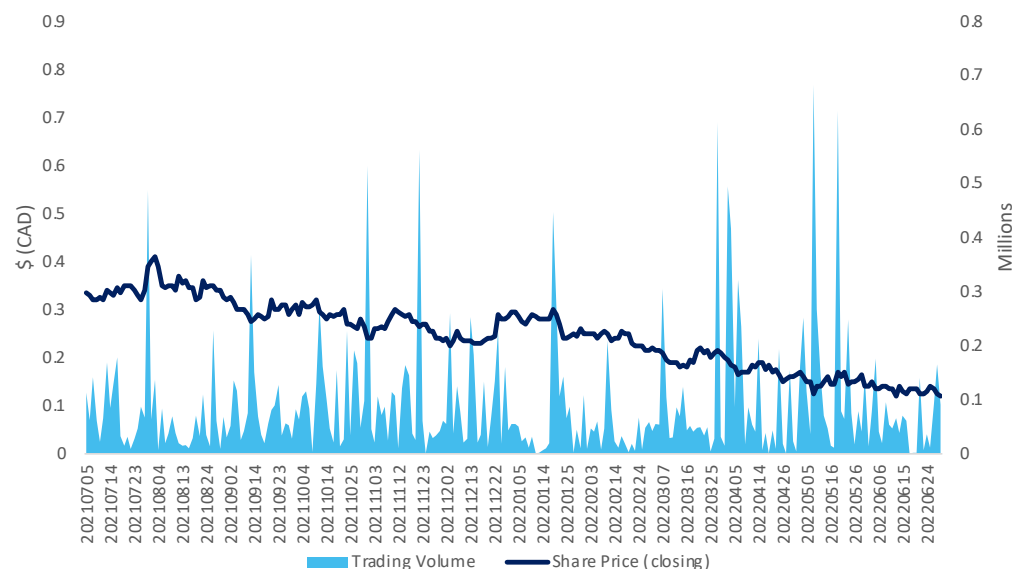
Unless specifically required by law, Clear Blue does not assume any obligations to update or revise these forward-looking statements to reflect new events or circumstances. Clear Blue seeks safe harbor.



# Stock Summary & Capitalization Table

Quick Facts	
Price (June 30, 2022)	\$0.12
52-Week High	\$0.44
52-Week Low	\$0.12
Shares I&O	76,695,577
Warrants	18,081,037
Options	4,156,797
RSUs	2,352,897
Fully Diluted Shares	101,286,308
Market Cap (CAD)	\$9.2M
Cash (Mar 31, 2022)	\$443K
Debt (Mar 31, 2022)	
Loans & Other Debt	\$4.5M
Convertible Debenture	\$3.7M

All Values as of June 30, 2022, unless otherwise indicated



- June 2022 - \$4 Million, 0% Interest, 10 year Government of Canada Loan Financing

# Clear Blue's Core Technology



## BRAND PROMISES



Maximum uptime



Longest life



Easy to install and maintain

## DIFFERENTIATORS



Energy forecasting and management



Troubleshooting and remediation

# Clear Blue Intelligent Energy Management

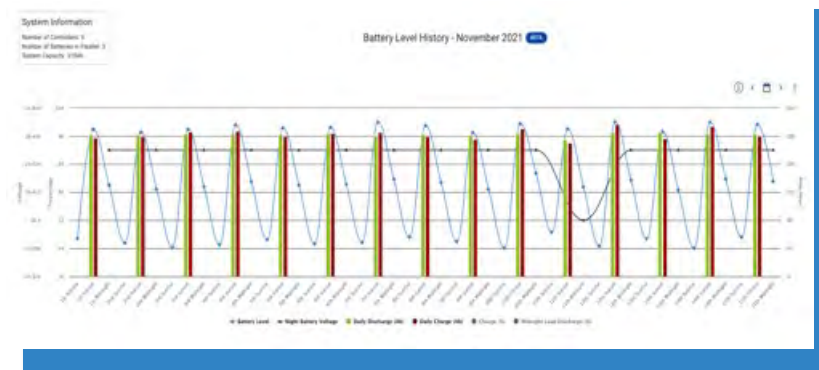
Energy & Weather Forecasting



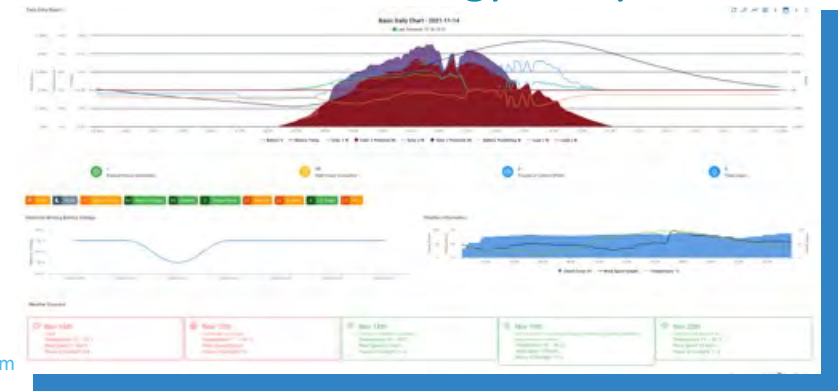
Maintenance, Troubleshooting & Remediation



Battery Life Cycle Management



Potential Energy Analysis



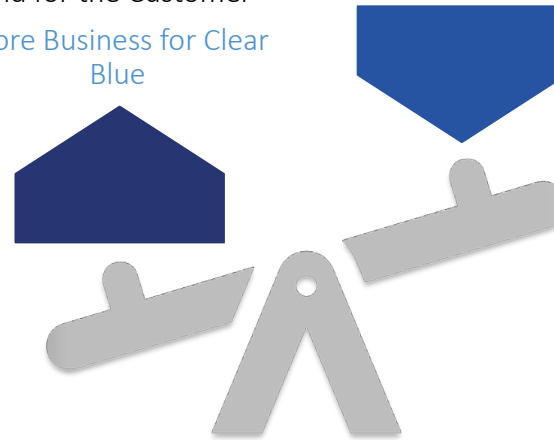


# Energy-as-a-Service Drives Value & High Margin Revenue



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

# Smart Off-Grid – Moving from Analog to Digital



**Everyone Else**



**Clear Blue**

# Clear Blue Winning

In Telecom

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

- Lowest CAPEX solution (>40% Lower)
- 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



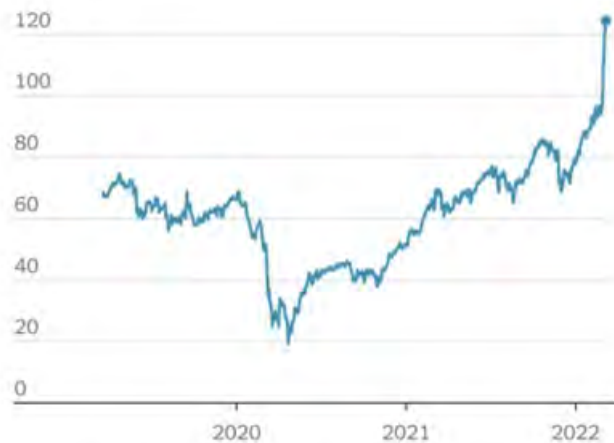


# Global Implications

## Increasing Oil Prices

### Brent crude oil price

\$140 per barrel



Source: FactSet • By The New York Times

## Global Fuel Shortages

February 9, 2022  
9:58 PM EST  
Last Updated a month ago

Energy



**Analysis: After oil, gas and coal, global fuel shortage spreads to diesel**



## Grid Resiliency & Independence

**Experts consider grid strength, climate change resilience, in the wake of power outages in Michigan**

Michigan Radio | By Caroline Llanes  
Published August 17, 2021 at 9:29 AM EDT





# Clear Blue is all about Small Power

Most of the world's Solar focuses on Micro-Grids.



Clear Blue's Nano-grid



Clear Blue's new Pico-Grid  
Super small, super easy,  
But still mission critical and  
reliable



Powers of 10					sciencenotes.org
Prefix	Exponent	Number	Scientific Notation	Name	
Exa (E)	18	1,000,000,000,000,000,000	$10^{18}$	quintillion	
Peta (P)	15	1,000,000,000,000,000	$10^{15}$	quadrillion	
Tera (T)	12	1,000,000,000,000	$10^{12}$	trillion	
Giga (G)	9	1,000,000,000	$10^9$	billion	
Mega (M)	6	1,000,000	$10^6$	million	
kilo (k)	3	1,000	$10^3$	thousand	
hecto (h)	2	100	$10^2$	hundred	
deca (da)	1	10	$10^1$	ten	
	0	1	$10^0$	one	
deci (d)	-1	0.1	$10^{-1}$	one tenth	
centi (c)	-2	0.01	$10^{-2}$	one hundredth	
milli (m)	-3	0.001	$10^{-3}$	one thousandth	
micro ( $\mu$ )	-6	0.000001	$10^{-6}$	one millionth	
nano (n)	-9	0.000000001	$10^{-9}$	one billionth	
pico (p)	-12	0.000000000001	$10^{-12}$	one trillionth	
femto (f)	-15	0.000000000000001	$10^{-15}$	one quadrillionth	
atto (a)	-18	0.000000000000000001	$10^{-18}$	one quintillionth	

# Illumient Applications and Customers



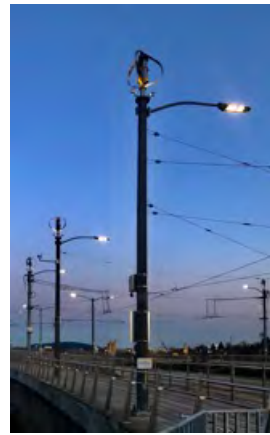
*Anywhere that trenching/cabling costs are prohibitive, the grid is unreliable or maximum uptime is needed!*



Rural Intersections



Eco-friendly Cities



Reduce Grid Reliance



Safety Lighting with No-Grid



Illuminate Critical Safety Infrastructure



Light Major Roadways



Reduce Construction Disruption



شركة تنمية نفط عمان  
Petroleum Development Oman





# Telecom Applications and Customers



**Intelsat/MTN**

Remote 2G & Wi-Fi



**Mayu Facebook**

Microwave 2G/4G

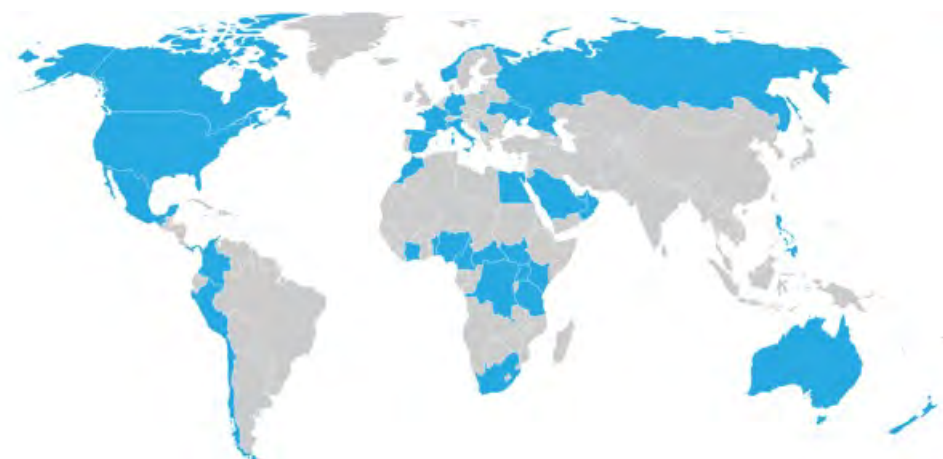
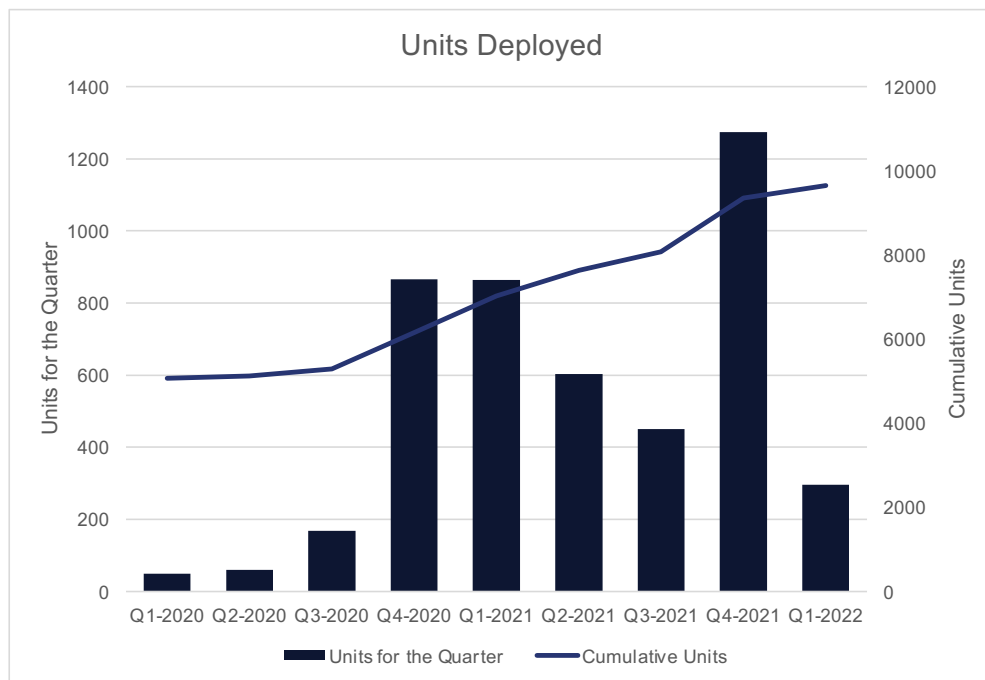


**IHS/MTN**

Remote 2G/3G



# Strong Global Traction



*\*Chart corrected after Q1 Earnings Call*

**37**  
Countries

**27/9**  
States & provinces

**>400**  
Customers

**>9,600**  
Units deployed

**>8.7 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

[www.clearbluetechnologies.com](http://www.clearbluetechnologies.com)



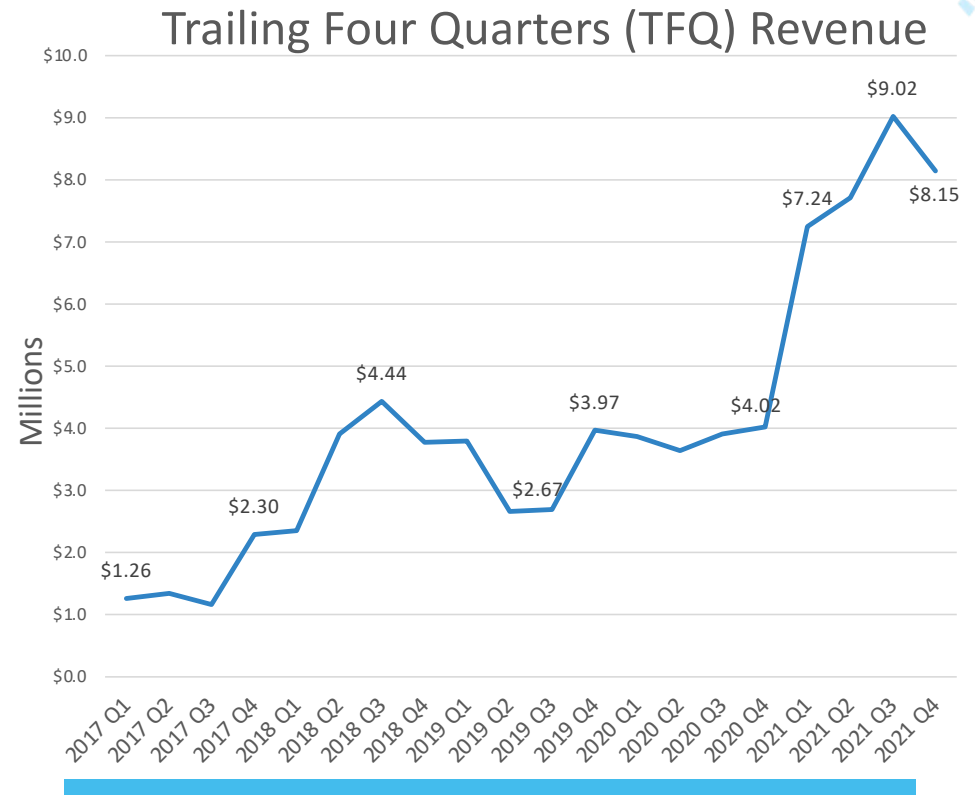
214 Million Customers  
26 Countries



# Revenues & Guidance Step Change



- 2021 Revenue \$8.1M, 103% increase over prior period
- Q4 2021 Gross Margins 28%
- Adjusted EBITDA of (\$2.6M)
- 2022 Guidance of around \$10M





# The Future is Pico

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Now let's talk about Satellite  
Wi-Fi, IoT and Clear Blue's  
Ground-Breaking Pico-Grid

# Satellite Wi-fi Systems – Smart Off-Grid Pico-grid

## The Pico-Grid Power System



Smart Off-Grid services  
connect to Illumience cloud  
platform



## Pico-Grid

A full solar power system for WiFi  
and IoT Applications

Delivers highly reliable power anywhere,  
anytime with remote operations of mission  
critical applications. Commercial, business,  
and industrial systems will now have  
unparalleled:

- > Energy Forecasting & Management
- > Troubleshooting & Remediation

The global satellite internet market was  
estimated at US\$2.93 billion in 2020 and is  
expected to grow at an annual rate of 20% from  
2021 to 2030 to reach US\$18.59 billion\*

## New Market – Satellite Wi-Fi & IoT



Pico-Grid Power Product was launched in Q1 of 2022 to meet new market demands

- Specifically for satellite Wi-Fi and IoT applications, unparalleled functionality
- Mass market product
- Available with flexible solar panels for greater installation options
- ALL systems come with EaaS services for recurring revenue for Clear Blue





# Reasons to Invest in Clear Blue

## Global markets

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

## Large and growing addressable market

- Off-grid solar lighting US\$1.6B in 2020 growing to US\$4.9B by 2027
- New Telco power system spending US\$4.4B in 2020 to US\$5.3B by 2026

## Extensive global brands that are customers

- Demonstrated technology adoption

## Market Leader in Smart Off-Grid

- We are the ONLY Smart Off-Grid product in the market

## Growing revenue traction - 2022 will be another growth year

- Doubled revenue in 2021
- 7 announcements YTD
- Guidance for 2022 is around \$10 million
- Nearing EBITDA positive

19 **The New Pico-Grid product is a game-changer**



# Have Questions?

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