

# Clear Blue Technologies International Inc.

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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

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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?

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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.

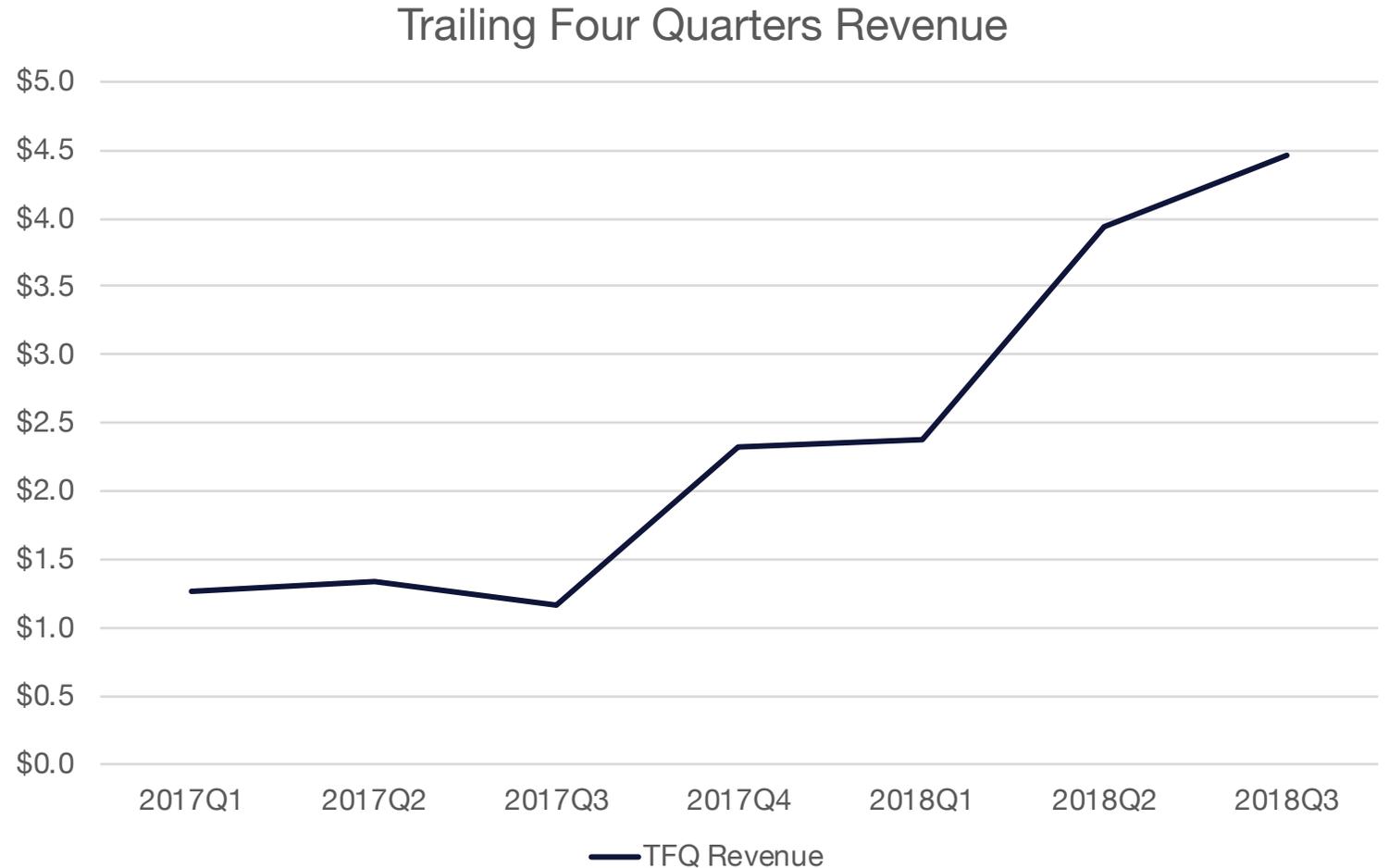
# Clear Blue's Expanding Global Footprint



35 countries  
24 US states  
8 Canadian provinces

# Trailing Four Quarters Revenue

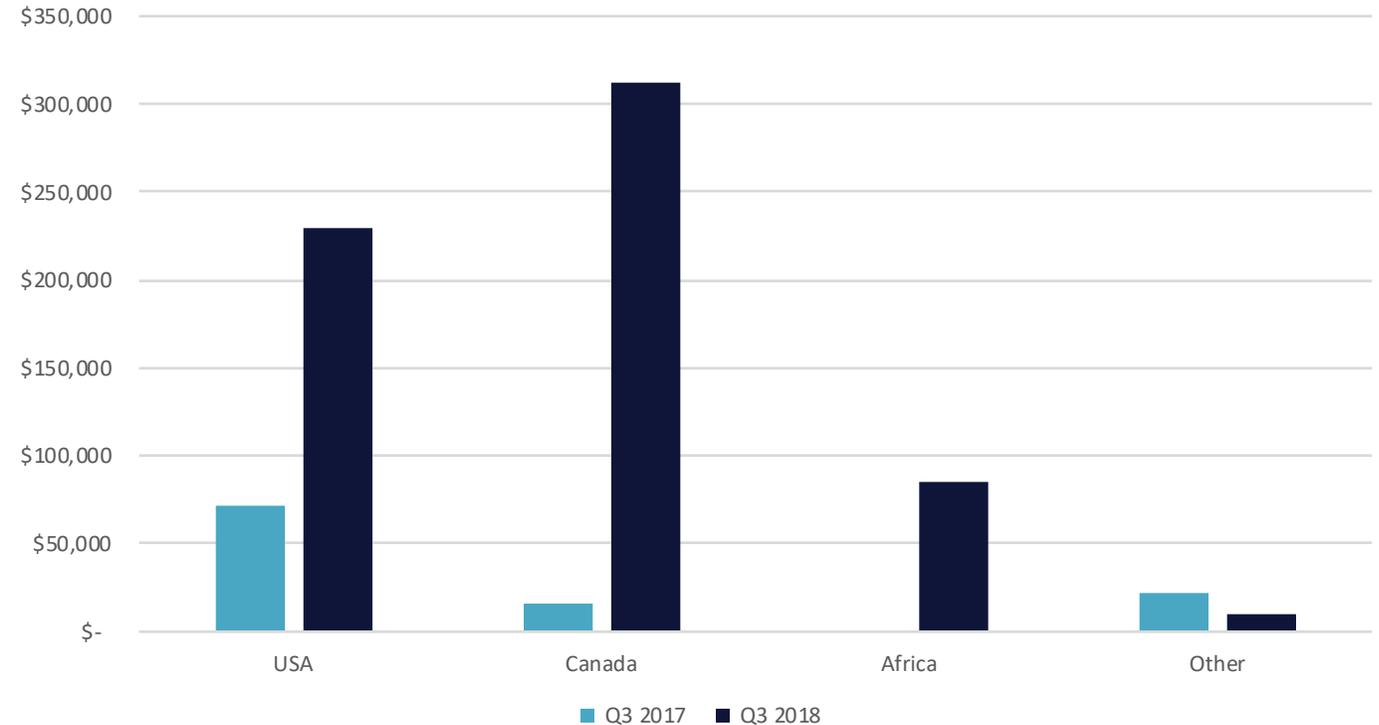
- Q3 2018 TFQ revenue was **\$4.46 million**.
- This was a **283% increase in revenue** compared to TFQ period ending Q3 2017.



# 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%**.

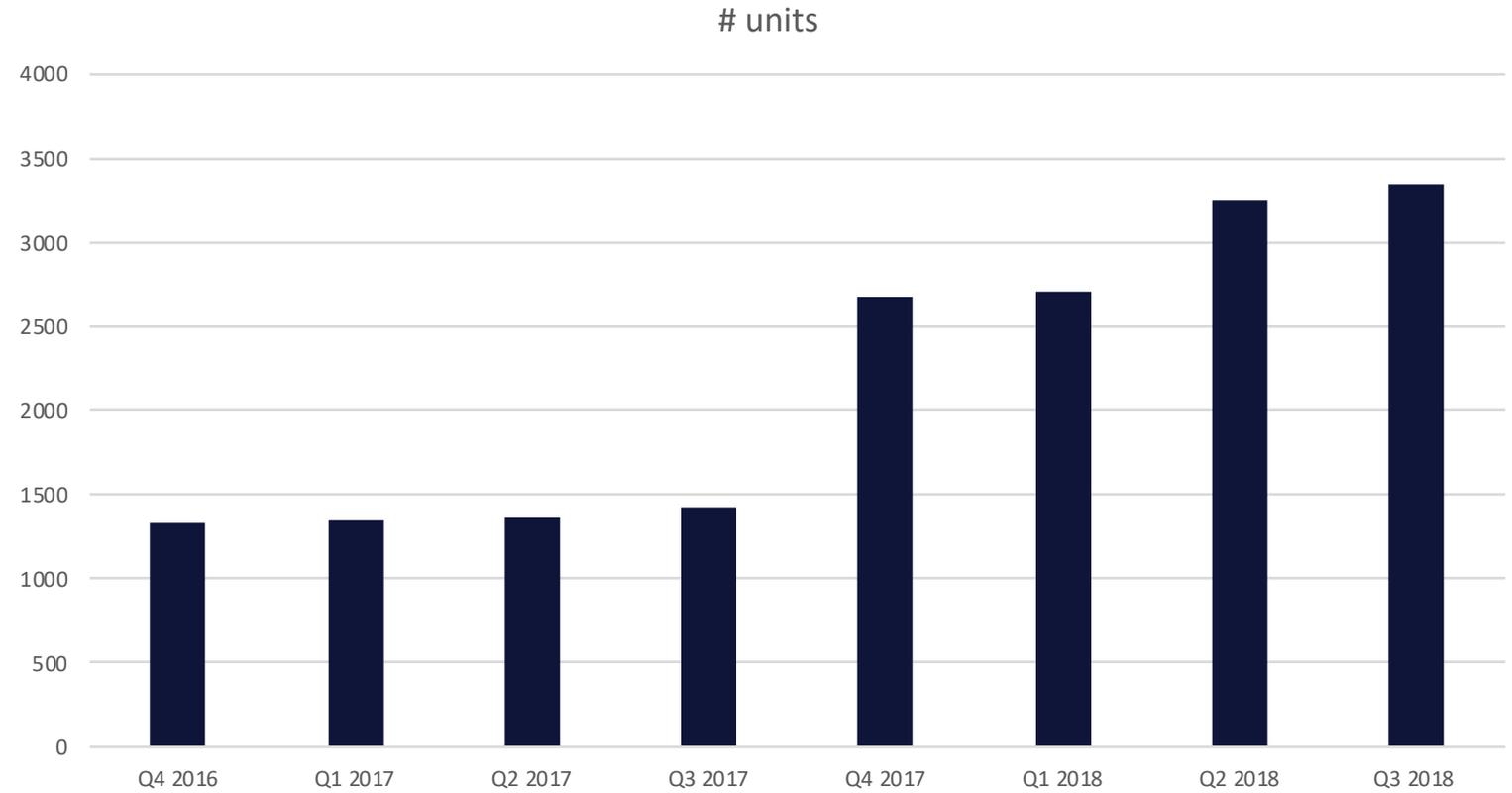
Total Revenue in Q3 2018 Compared YOY to Q2 2018



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

# Units Deployed

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

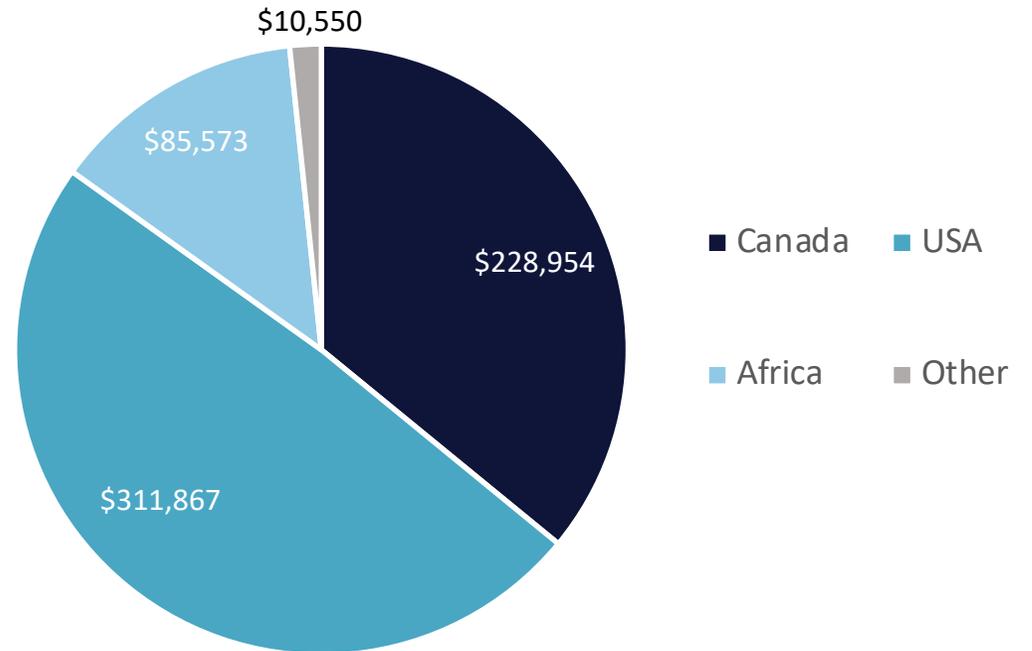


	Three Months Ended Sept 30, 2018	Three Months Ended Sept 30, 2017
<b>Number of units under management</b>	3,344	1,402
<b>Average Contract Size</b>	\$27,450	\$22,175

# 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.

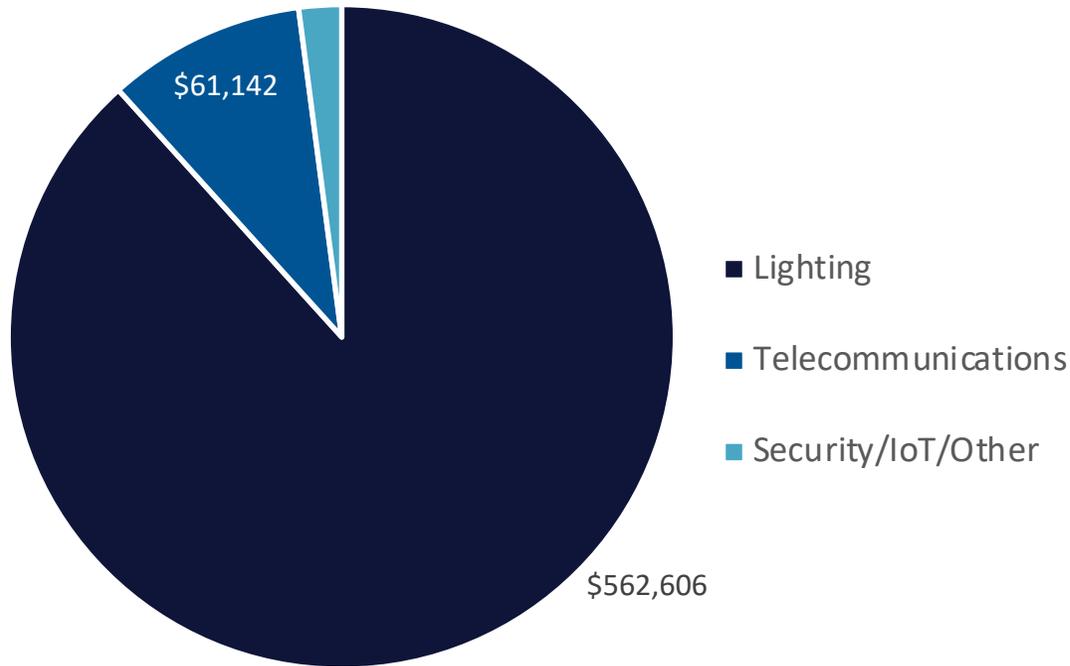
Revenue by Geography in Q3 2018



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

# Revenue By Vertical

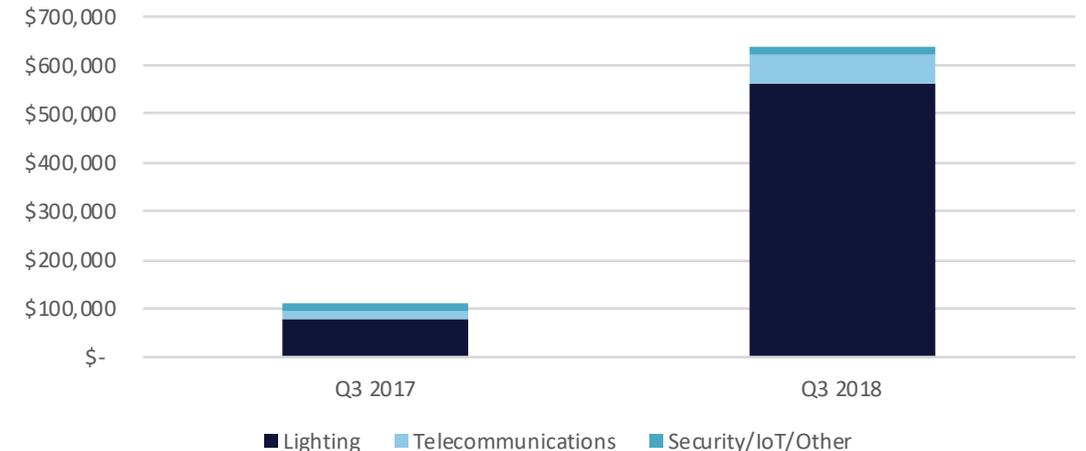
Revenue by Vertical



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

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Projects/Partners



# Market Opportunity in Telecoms

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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

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Expansion in existing markets

Greater penetration of industry verticals

Expansion into new verticals and markets

# Why Invest?



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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