



CLEARBLUE
TECHNOLOGIES

Q2 2024 Earnings Call



CLEARBLUE
TECHNOLOGIES

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



Overview of Clear Blue

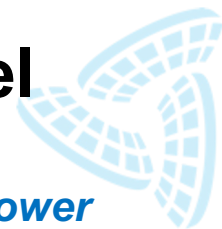


Discussion of Q2 2024 Results



Future Outlook

Clear Blue Technologies is on the Road to Zero Diesel



CLEAR BLUE TECHNOLOGIES' Economics'

- *Trusted partner in ongoing operations & management not just hardware sales*
- *Purpose-built, sustainable solution*
- *Generate locally, utilize locally*
- *Solar & Hybrid expert power & energy management*

- We manufacture leading edge **power electronics**
- We make our power systems SMART by managing them thru our our **Smart Power Cloud service**
- We use big data and predictive analytics to provide **energy, uptime and performance management**
- We have unparalleled capabilities in **trouble shooting and remote remediation**
- We **manage and operate more than 14,000 systems in 55 countries** for our customers

Clear Blue's Products



Lighting, IoT, Satellite Wi-Fi



Illumience Core Cloud Technology



Telecom



BRAND PROMISES



Maximum uptime



Longest life



Easy to install and maintain

Variety of Smart Off-Grid products designed to provide power for mission-critical applications

Every system is managed through Illumience Cloud Control technology

TSX-V: CBLU | Frankfurt: 0YA | OTC-QB: CBUTF

DIFFERENTIATORS



Energy forecasting and management



Troubleshooting and remediation

About Clear Blue



>400
Customers

>15,000
Units deployed

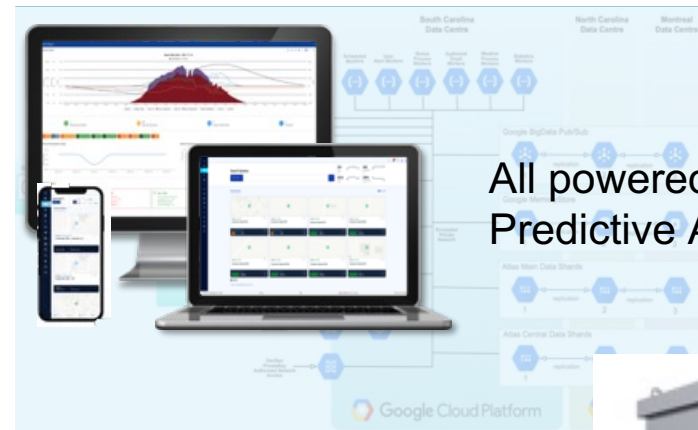
>1 Trillion
Cloud Transactions

>15 Million
Days of operation

55
Countries

28/9
States & provinces

From 2 Products to Four



All powered by Illumience
Predictive Analytics Platform



Pico-Grid



Nano-Grid



Micro-Grid

Wi-Fi / IoT
0-20W

Solar & Solar / Grid
20W-3Kw

Grid / Genset / Solar
3-30Kw

7

2022



2024



The Road to Zero Diesel

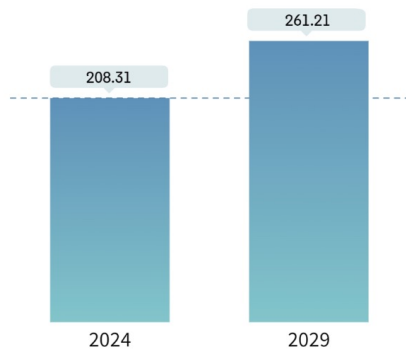
100% Diesel Operations

Converted to

60% + Solar Operations

Africa Telecom Towers and Allied Market

Installed Base in Thousand Units
CAGR 4.63%



Source: Mordor Intelligence



IHS Towers Announces Carbon Reduction Roadmap; Includes 50% Emissions Intensity Reduction Target by 2030

October 24, 2022



Satellite, WiFi & IoT Smart Power



Infrastructure & Construction



Retail & Banking



Energy & Utilities



Telecom



Agriculture

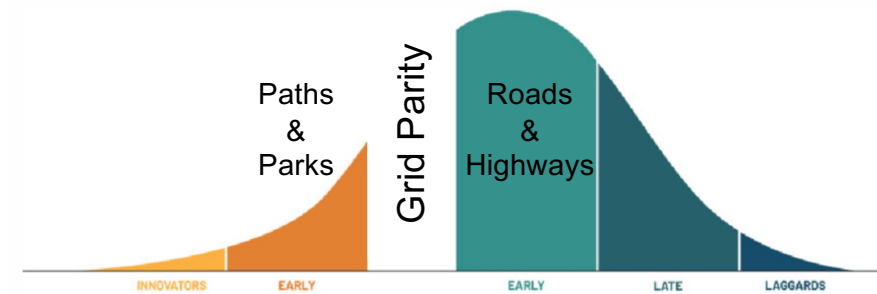


Government & Security



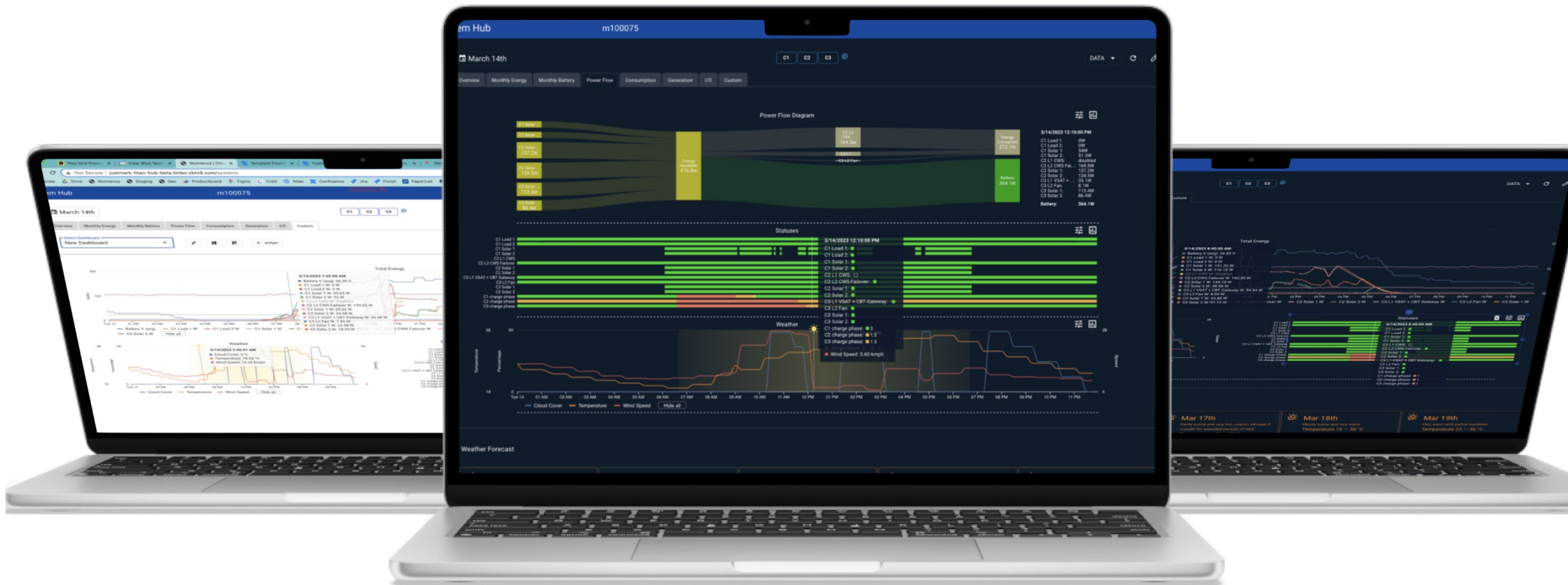
'Small satellite' market is expected to expand to \$7.1 billion by 2025, at a CAGR of 20.5% from 2020-2025 (Research and Markets).

Transportation and Power Utilities Begin to Adopt Solar Lighting

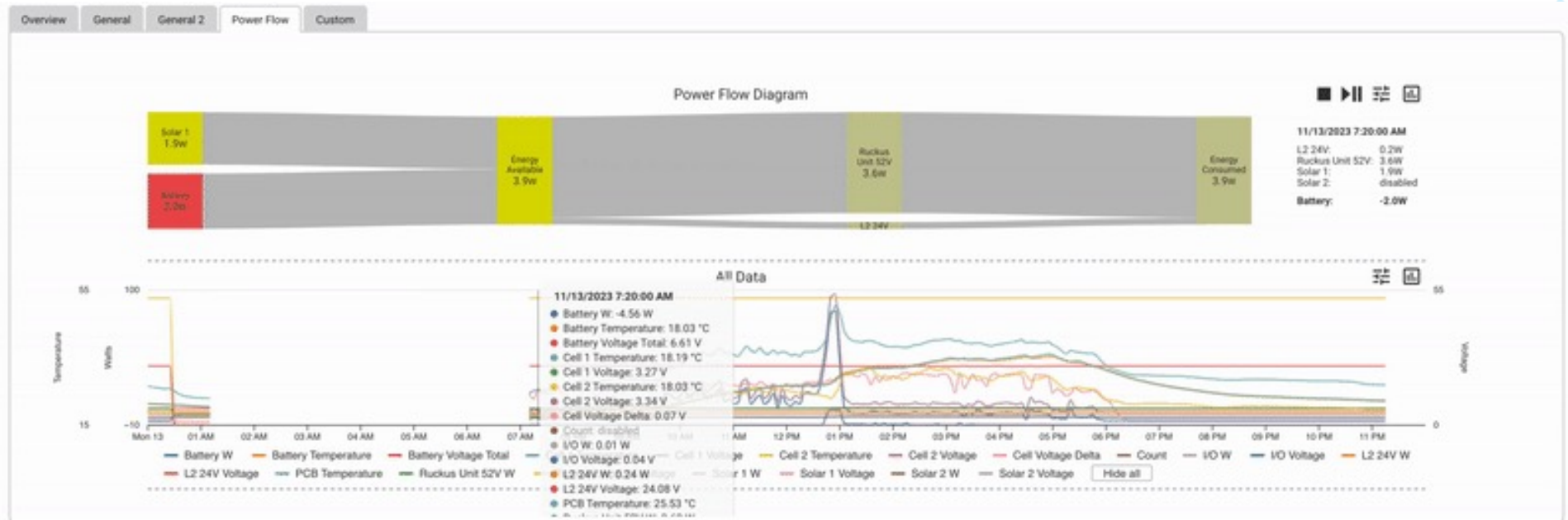


Graphic from "Crossing the Chasm" showing the gap between early adopters and early majority. Image

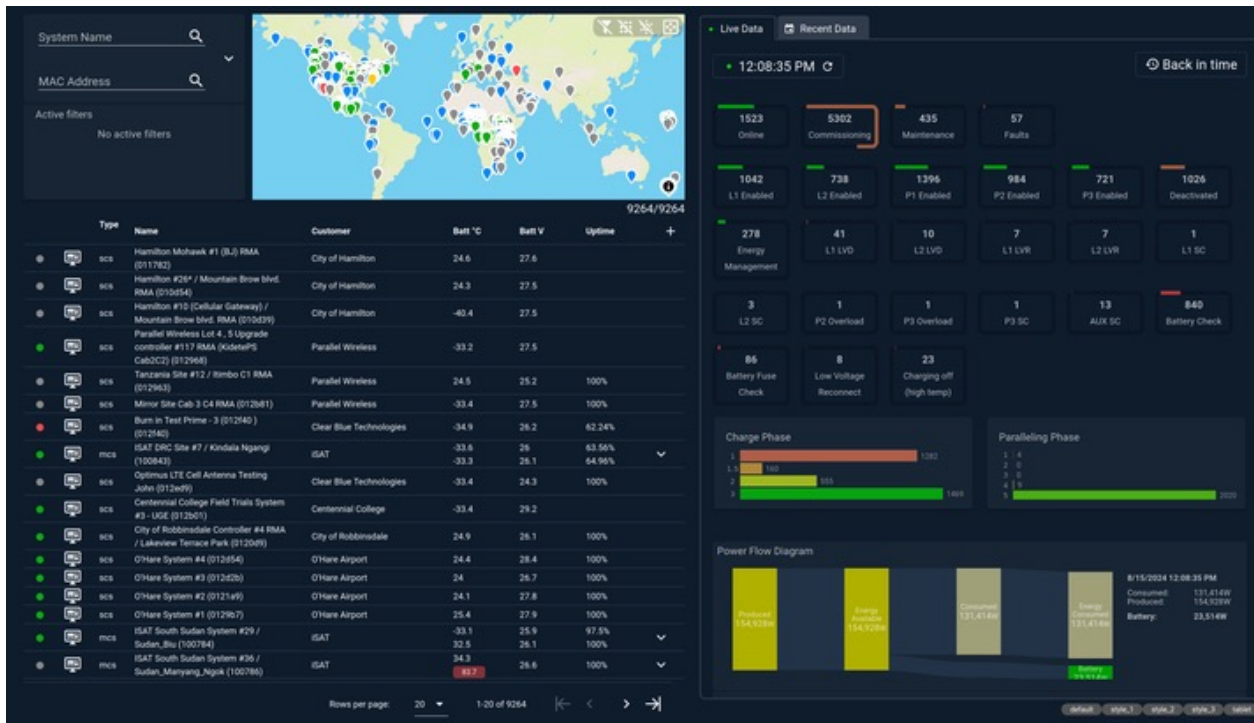
Clear Blue's Smarts are getting Smarter



Power Flow Management & Visibility

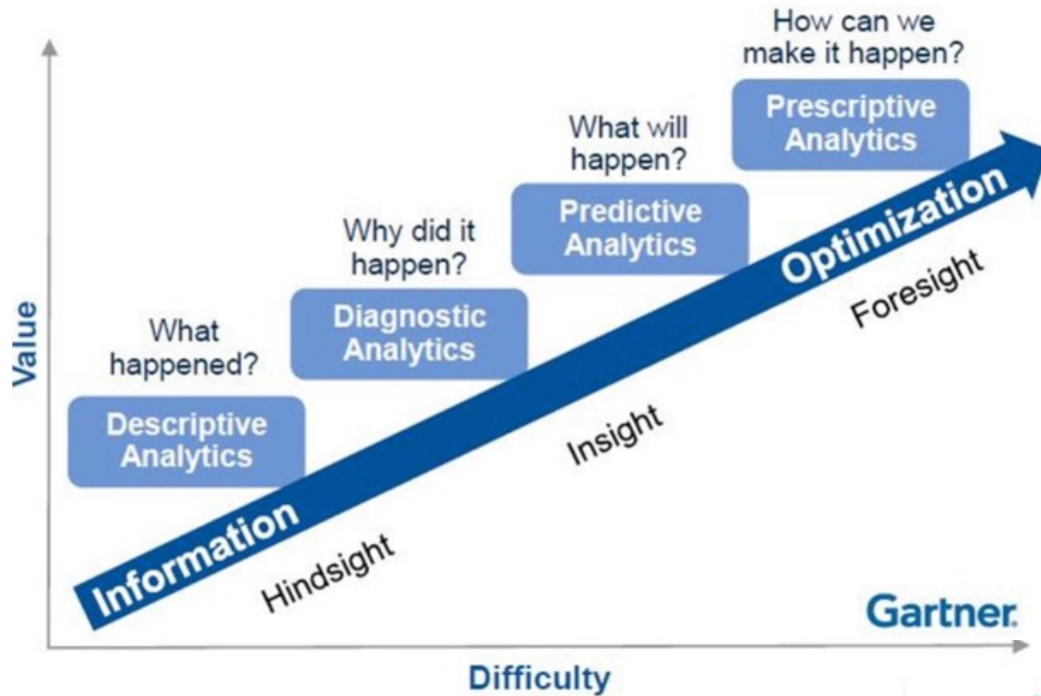


2023 A year of getting even Smarter



- Launch of Illumience for Pico-Grid & Senti
- Maintenance Incident Metrics & Survey
- Scalable settings management
- The Hub
 - Historical Trending
 - Predictive Notifications
 - Powerflow Diagram
- Interactive deep dive and macro view of global installations and operations

Clear Blue on the Road to AI



>15,000
Units deployed

>15 Million
Days of operation

>1 Trillion
Cloud Transactions

55
Countries

Data



Big Data



Analytics



Predictive Analytics



ML & AI



Agenda

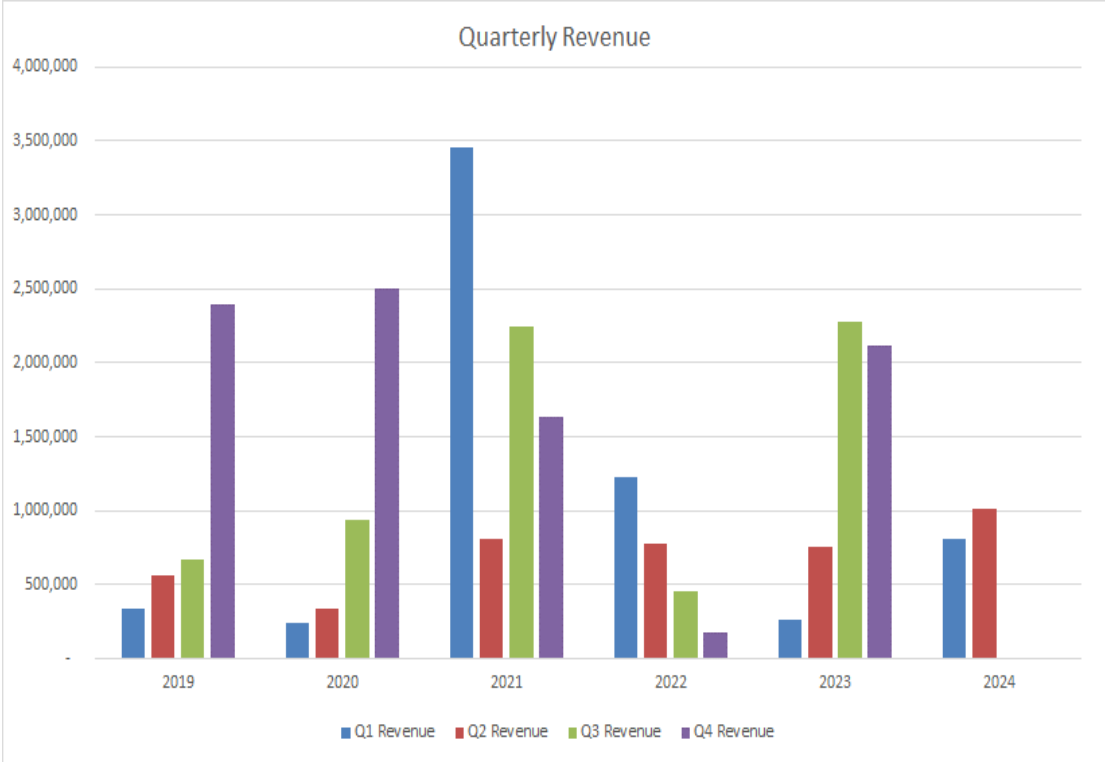


Discussion of Q2 2024 Results



Revenue: Q2 2024 Revenues

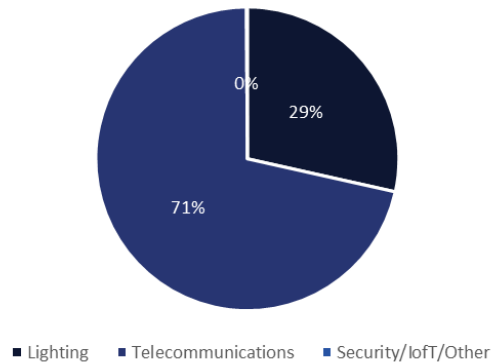
- Return to strong revenues;
- Revenue for TFQ ended June 30, 2024 was **\$6,212,370**, a 278% increase from \$1,644,227 in the corresponding previous period.
- H1 2024 revenue was \$1.8M up 80% over H1 2023.
- Revenue for the three months ended June, 30, 2024 was **\$1,014,690**.



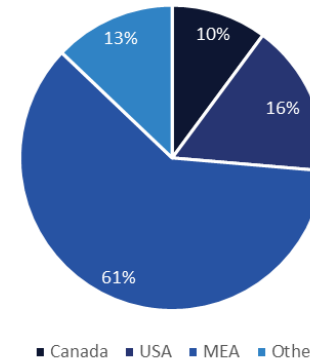
Q2 2024 TFQ Revenue - Sector & Regional Results



TFQ Q2 2024 Revenue by Vertical



TFQ Q2 2024 Revenue by Region



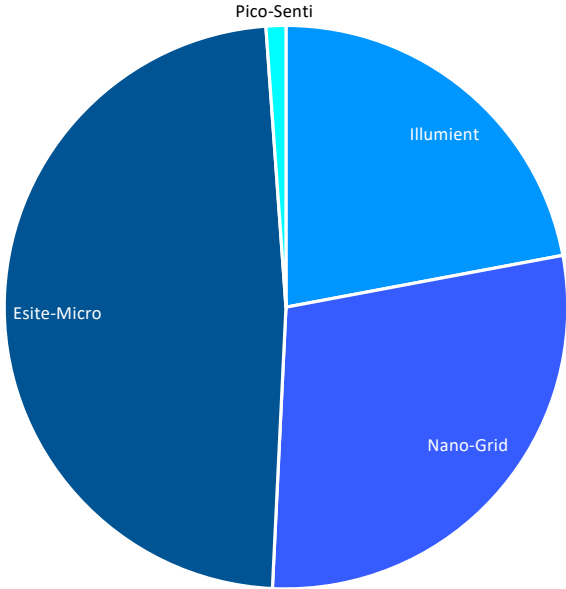
Revenue by Vertical	TFQ ended June 30		% Change
	2024	2023	
Lighting	1,769,781	972,969	82%
Telecom	4,436,750	657,799	574%
Others	5,839	13,459	-57%
Total	6,212,370	1,644,227	278%

Revenue by Region	TFQ ended June 30		% Change
	2024	2023	
Canada	629,935	427,496	47%
USA	1,007,258	537,748	87%
MEA	3,773,991	242,913	1454%
Other	801,186	436,070	84%
Total	6,212,370	1,644,227	278%



TFQ 2024 Revenue – By Product

TFQ Q2 2024

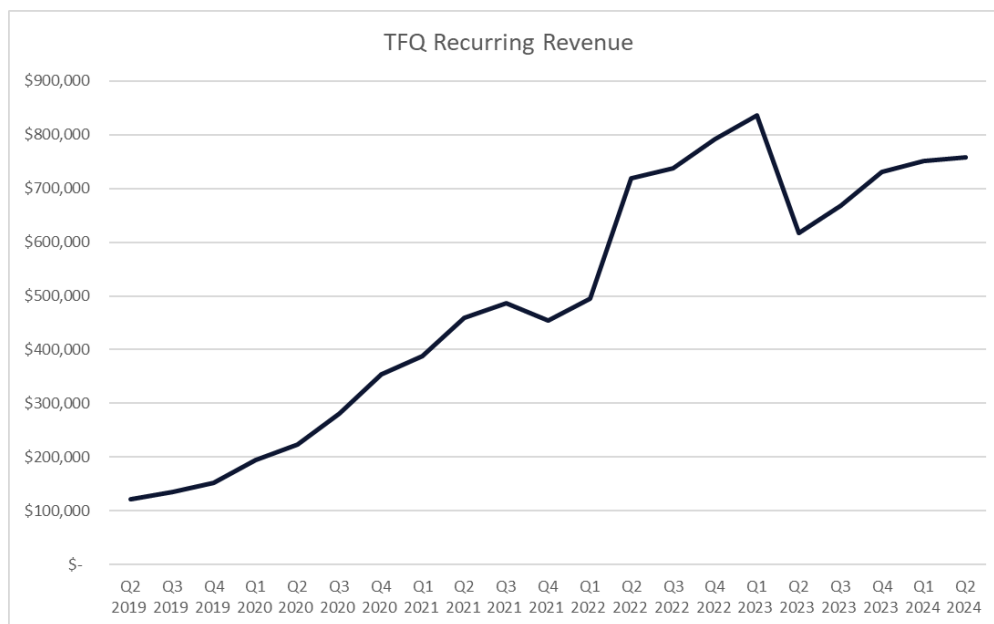


Revenue by Product	TFQ ended June 30		% Change
	2024	2023	
Illumient	1,370,013	928,519	48%
Nano-Grid	1,783,866	578,927	208%
Esite-Micro	2,987,782	136,782	2084%
Pico-Senti	70,709	-	100%
Total	6,212,370	1,644,227	278%



Illumience and EaaS Recurring Revenue

- Recurring Revenue for TFQ Q2 2024 was **\$779,149**, a 21% increase from \$646,416 in the corresponding previous period
- Recurring Revenue for the quarter was **\$169,106** which was a 22% increase compared to the same period in 2023



Bookings are up 31%



Bookings as of June 30 2024	Total	Revenue	
		Year 1	Year 2 and Beyond
Illumience / EaaS Deferred Revenue	687,462	375,176	312,286
Orders	<u>2,550,327</u>	<u>2,341,695</u>	<u>208,632</u>
Total Bookings	3,237,789	2,716,871	520,918



Recurring Revenue

- Clear Blue's managed services is a key differentiator that is a foundation of our market leadership position
- Key for mission-critical applications
- Our base Illumience and our enhanced Energy as a Service offerings build customer loyalty and provide critical learnings to allow us to maintain our market leadership

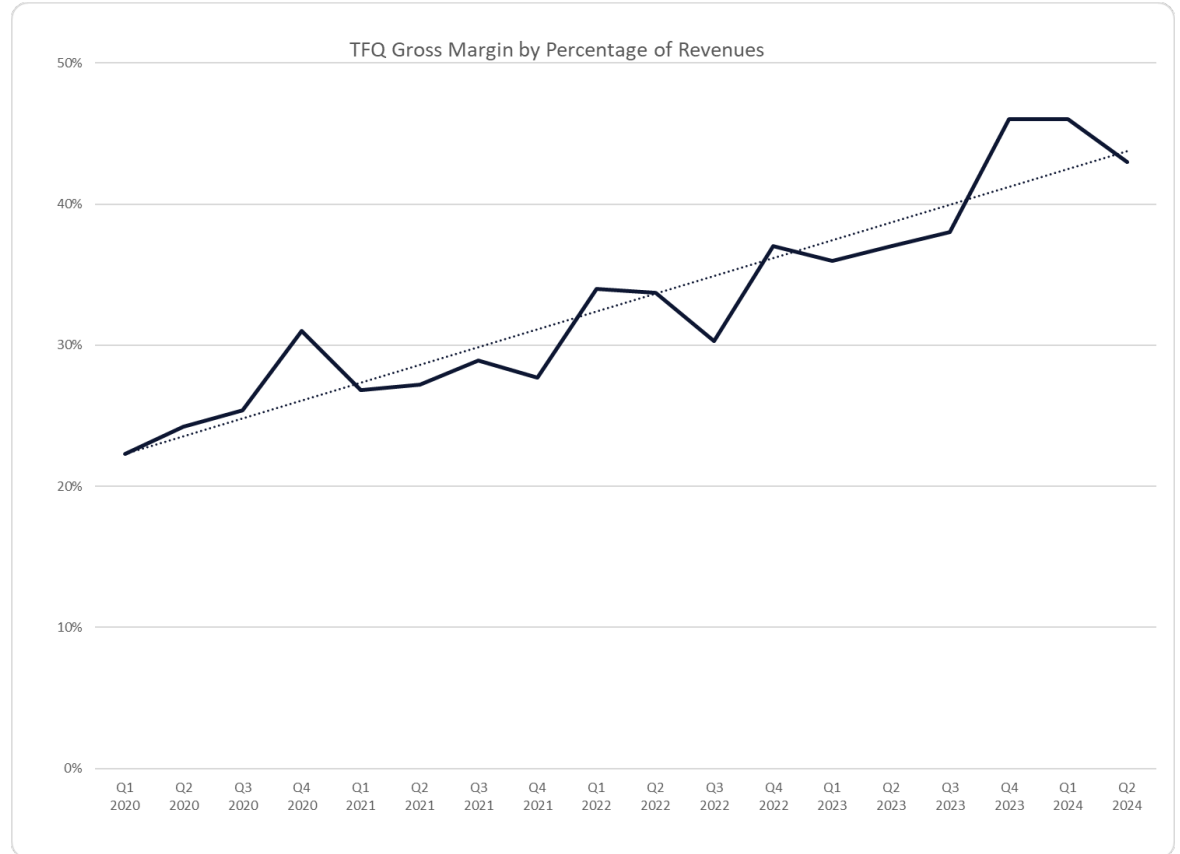


Bookings

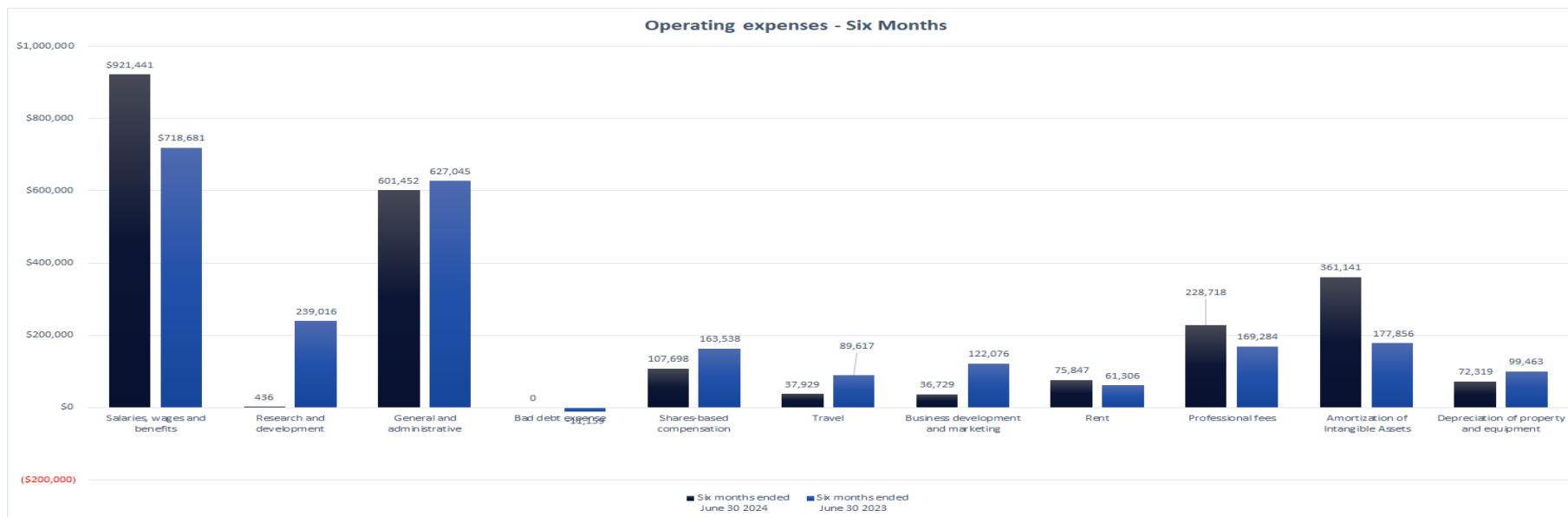
- Bookings will be delivered over the next three years in the case of Illumience/EaaS and typically in the next 4-6 months in the case of production orders
- As of June 30, 2024, Clear Blue's bookings **increased by 31% to \$3,237,789** versus \$2,469,846 as of December 31, 2023, with delivery anticipated over the next three years

Gross Profit

- Gross Profit for TFQ Q2 2024, was **\$2,652,969** or 43%, compared to gross profit of \$606,008 or 37% in the comparative TFQ period of 2023
- Gross Profit for Q2 2024 was **\$245,564** or 24% as compared to gross profit of \$309,007 or 41% in the comparative period of 2023



Operating Expenses



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

- Operating expenses for the period ended June 30, 2024, were **\$2,443,710** an decrease of **\$13,013** or approximately **1%** compared to the previous period
- Operating expenses for the quarter ended June 30, 2024, were **\$1,161,726** representing an increase of **\$55,657** or **5%** over the same period in 2023

EBITDA & Adjusted EBITDA (\$ CAD)



Result of Operations	Three months ended June 30, 2024			TFQ June 30, 2024		
	2024	2023	Change	2024	2023	Change
Revenue	1,014,690	752,325	35%	6,212,370	1,644,227	278%
Cost of sales	769,126	443,318	73%	3,559,401	1,038,219	243%
Gross profit	245,564	309,007	(21%)	2,652,969	606,008	338%
Gross margin %	24%	41%		43%	37%	
Operating expenses	1,161,725	1,106,069	5%	5,584,548	5,331,255	5%
EBITDA	(750,583)	(1,622,611)	(54%)	(1,584,731)	(3,229,359)	(51%)
Non-IFRS Adjusted EBITDA	(721,262)	(664,964)	8%	(1,685,811)	(3,639,496)	(54%)

Agenda



Future Outlook

Building Momentum for a Stronger 2H



- Deal closings expected in the near term to deliver a strong H2 in 2024. As in 2023, H2 is going to be the majority of the year's revenue;
- Production execution for H2 revenue
 - 7-10 Lighting Projects in North America shipping Sept to December
 - 2-6 Esite Orders closing for 2024 delivery
- Two strategic partnerships under development for product OEM and sales and distribution by two global leaders, one in telecom and one in lighting;
- Smart Analytics, Data and AI – now a topic of discussion by every CEO in the telecom industry, is garnering strong interest in Clear Blue and our recognized interest in this area;

Have Questions?

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