

Clear Blue Technologies International Inc.

The Smart Off-Grid Company



CLEARBLUE
TECHNOLOGIES

Technology Revolutions: From Wired to Wireless

TELECOM IN THE 1970S



- Massive & Costly
- Wired Infrastructure

AFTER THE WIRELESS REVOLUTION



- Centrally Managed
- Low Cost
- Wireless Infrastructure

POWER TODAY



- Massive, Costly
- Inflexible
- Wired Infrastructure

AFTER THE NEXT POWER REVOLUTION



- Centrally Managed
- Low Cost
- Wireless Power Anywhere
- Off-Grid

Wireless Power (Off-Grid) is the next evolution in Power!

Delivering the Next Generation of Power with Smart Off-Grid

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.



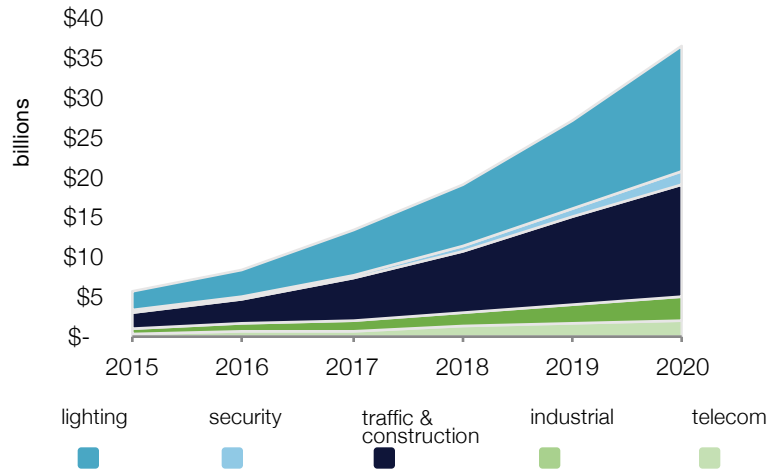
Smart Off-Grid



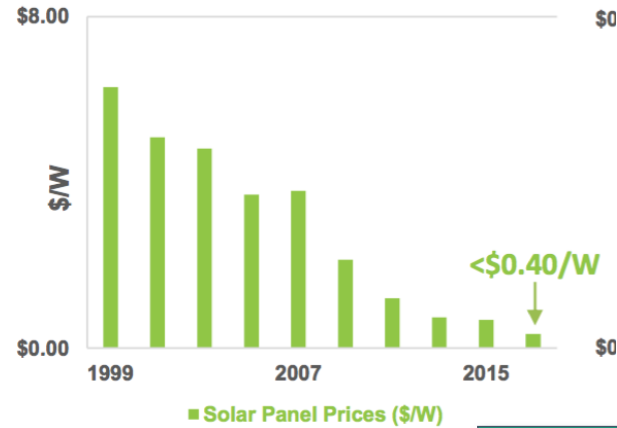
Clear Blue sells an integrated hardware and cloud software solution that allows mission critical devices to be installed anywhere, powered by clean energy, and monitored and controlled over the Internet.

Global Market Opportunity, Strong Economic Factors

20B IoT devices by 2020

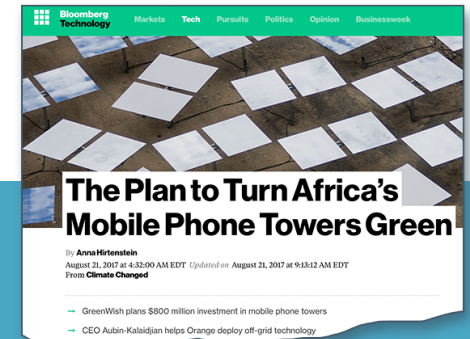


Solar PV panel cost



GLOBAL SOLAR STREET LIGHTING MARKET TO EXPAND RAPIDLY AT 23.23% CAGR 2016-2024, POISED TO REACH US \$17.78 BN BY 2024

While APAC is the largest market today, the market in Africa is expected to expand at the highest CAGR during the forecast period.



Smart Off-Grid for Lighting: Example



- Pilot project using Clear Blue's Smart Off-Grid technology in **800 solar and wind-powered street lights** for Logintek Morocco.
- The first phase in a multi-phase project expected to total almost **5,000 Smart Off-Grid lights**.
- Minimum contract value to 2021 is **\$5.4 million**.



Smart Off-Grid Lighting: North America Infrastructure Projects

- Municipalities
 - Parks
 - City Streets
 - Roadways
 - Residential
- Businesses
- Schools



Solar Lighting Example Customers



SAINT JOHN



City of Harare



Egypt



Smart Off-Grid for Telecom

Initiative founded by **Facebook, Nokia, Intel, Deutsche Telekom, SK Telekom** to bring internet connectivity to a **billion** people worldwide.



newsroom Like 368K Share

February 21, 2016

Introducing the Telecom Infra Project



TELECOM INFRA PROJECT

By Jay Parikh, Global Head of Engineering and Infrastructure

Today we announced the Telecom Infra Project (TIP), an engineering-focused initiative that is bringing operators, infrastructure providers, system integrators, and other technology companies together to collaborate on the development of new technologies and reimagine

CLEAR BLUE TECHNOLOGIES AND THE TELECOM INFRA PROJECT DEVELOP SMART OPENCCELLULAR POWER MANAGEMENT

2017/11/08 / Press Release / Susan Davis

The Smart Off-Grid Company and TIP to Collaborate on Bringing Telecom Service to People in Remote Areas

Wednesday, November 8, 2017, Santa Clara, CA – Clear Blue Technologies Inc., the Smart Off-Grid™ company, and the Telecom Infra Project (TIP), an initiative co-founded by SK Telecom, Intel, Nokia, Facebook and Deutsche Telekom in 2016, today announced a collaboration as part TIP's **OpenCellular** project group to improve connectivity in remote areas of the world. The collaboration is focused on OpenCellular-Power, an open source power solution designed to deliver highly reliable, low-cost solar power for the OpenCellular wireless access platform.

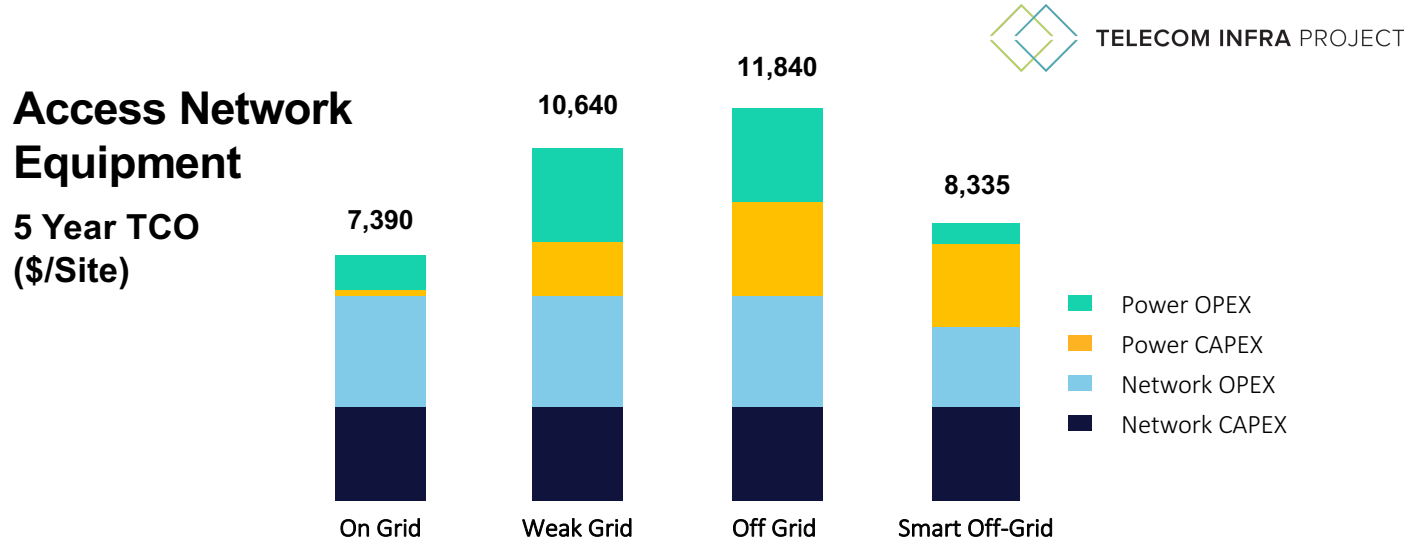


TELECOM INFRA PROJECT

Clear Blue selected by Facebook TIP for Smart Off-Grid

Grid Vs Off-grid TCO for Telecom Sites

“As soon as you start to go onto a weak grid, or even worse to go off-grid, both the Capex and your Opex on your power increase dramatically. A lot of that is due to replacing batteries, and the additional technical resources that are required to service the power...There are some opportunities to reduce the cost of Network Opex as well. ”



Source: Facebook (Telecom Infra Project)

Telecom Sector Traction

TELECOM INFRA PROJECT

facebook. intel Deutsche Telekom

SK telecom NOKIA

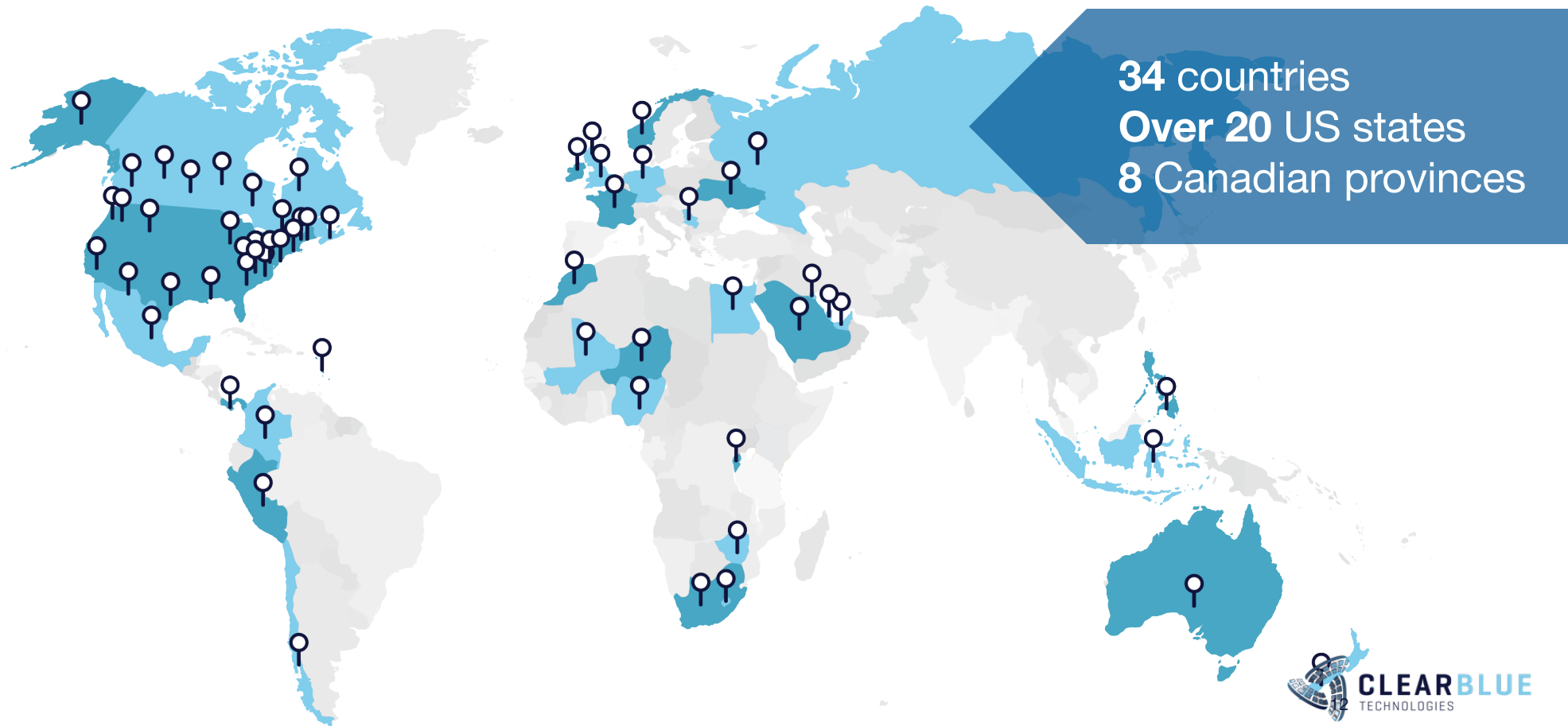
TIP Founders



Global Communications Extension Services

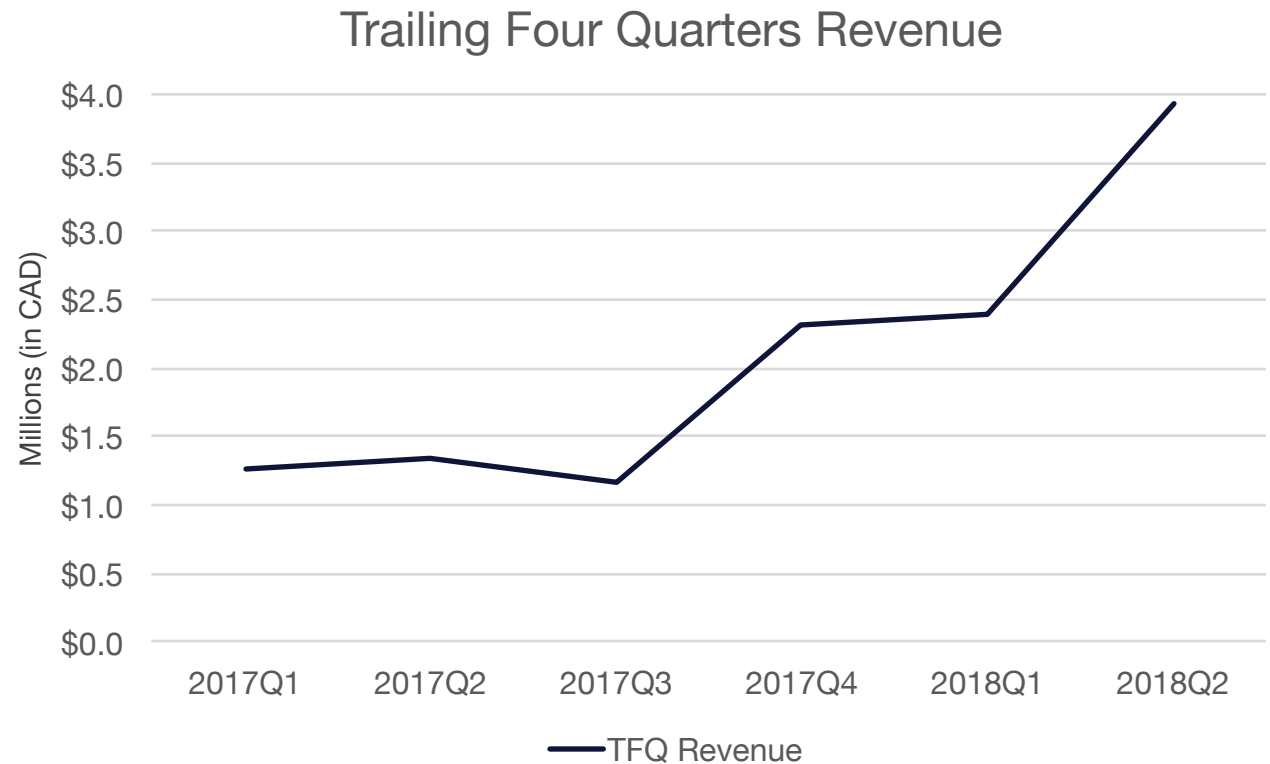


Where in the World Is Clear Blue?



Trailing Four Quarters

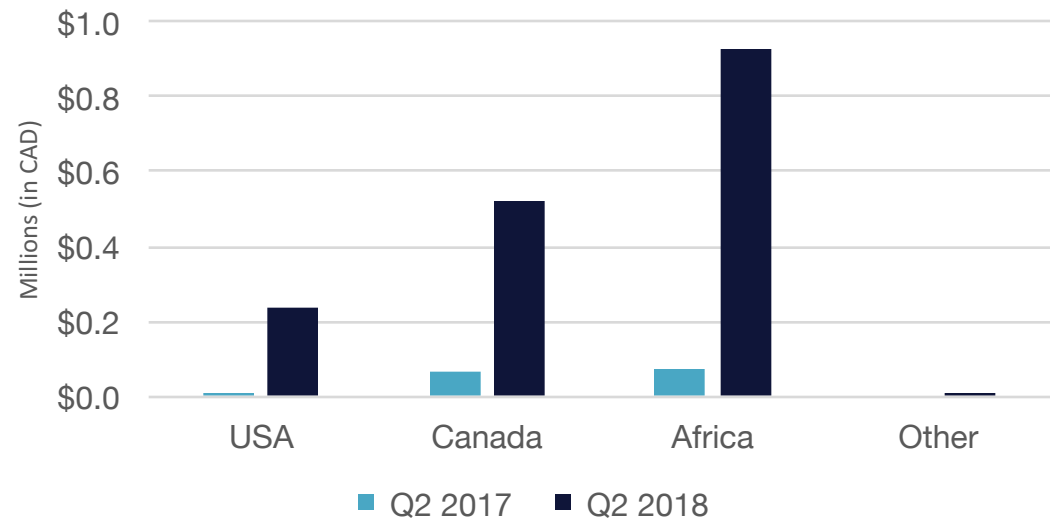
- Q2 2018 TFQ revenue was **\$3.93 million**.
- This was a **192% increase in revenue** compared to TFQ period ending Q2 2017.
- Q2 2018 gross margin was **17%**.



Quarterly Revenue

- Q2 2018 revenue was **\$1.7 million**.
- This is a **1054%** increase YOY compared to Q2 2017.

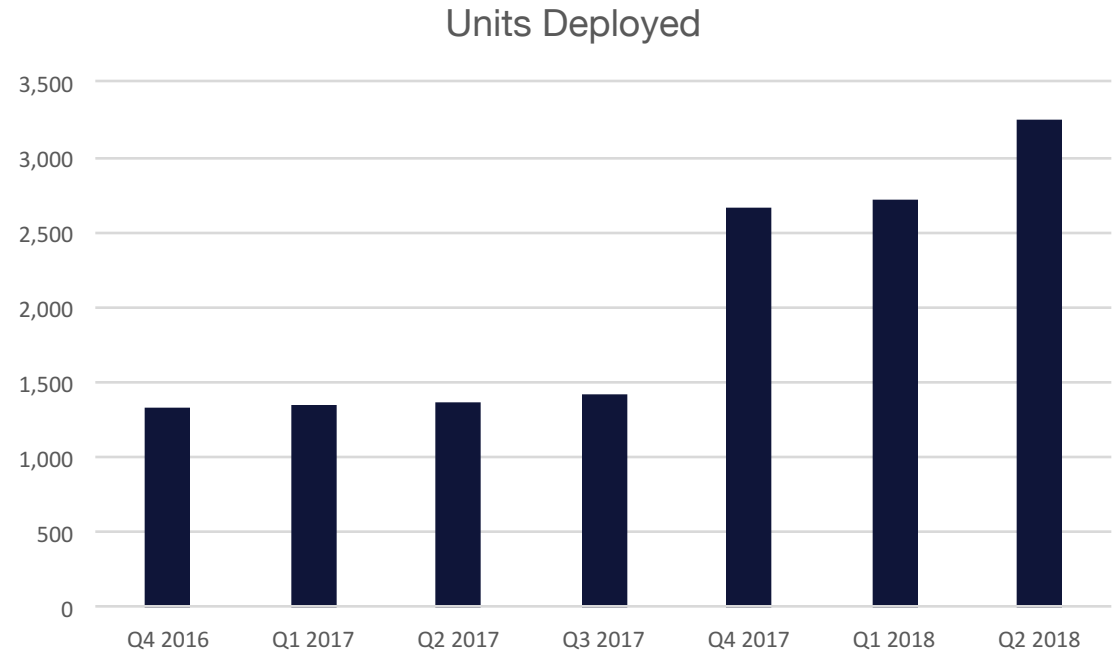
Total Revenue in Q2 2018 Compared YOY to Q2 2017



Revenue by Category	Three Months Ended Jun 30, 2018	Three Months Ended Jun 30, 2017
Product Revenue	\$ (CAD)	\$ (CAD)
Smart off-grid controllers and systems	935,600	53,084
Illumient smart off-grid lighting	734,629	76,583
Recurring Revenue – Illumience	27,467	17,467
Total Revenue	1,697,696	147,134

Units Deployed

- **3247** deployed.
- Average contract size was **\$79,544**.

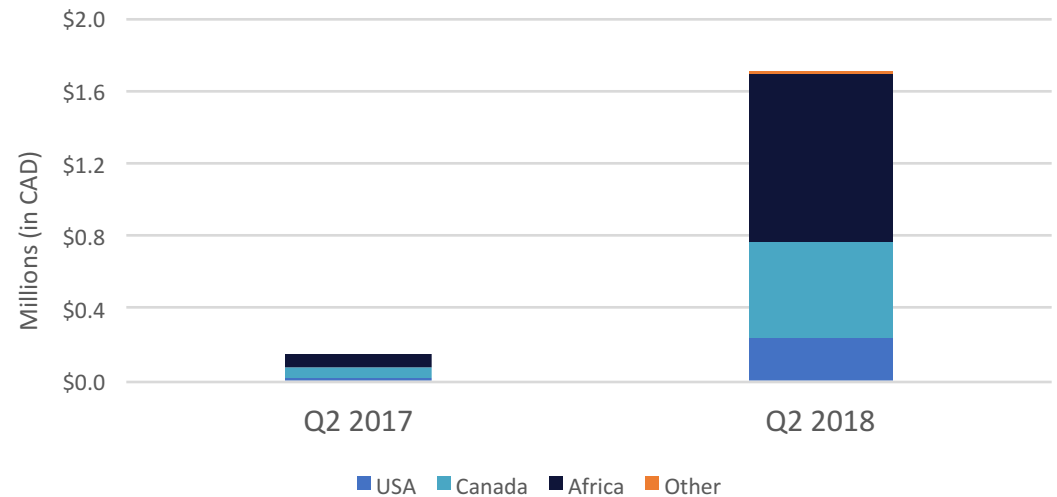


	Three Months Ended Jun 30, 2018	Three Months Ended Jun 30, 2017
Number of units under management	3,247	1,363
Average Contract Size	\$79,544	\$14,566

Revenue By Geography

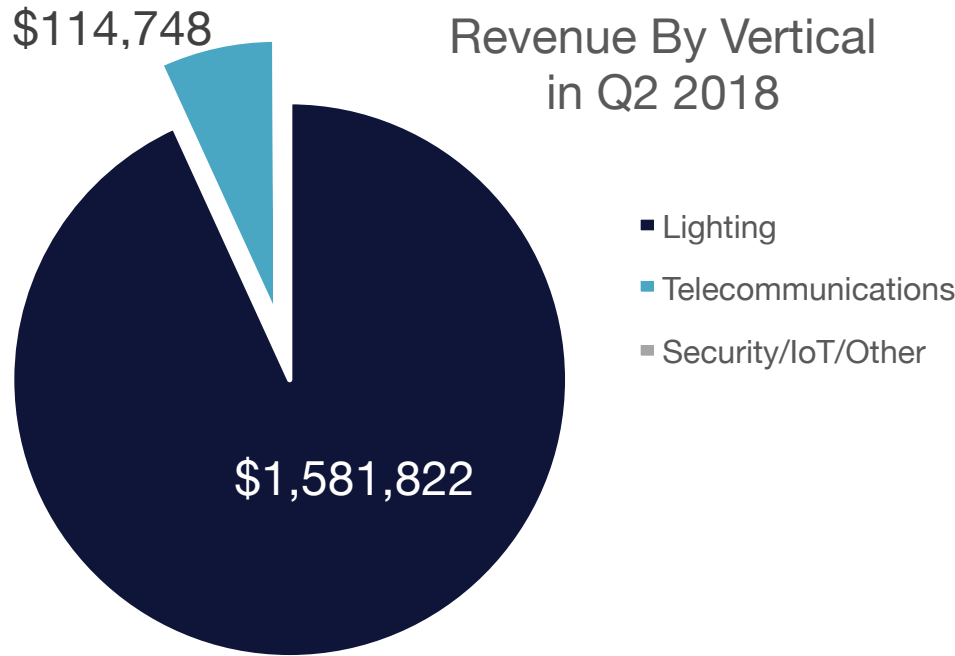
- We have Smart Off-Grid systems in **34 countries** worldwide.
- **55%** of Q2 2018 revenue came from Africa.

Total Revenue in Q2 2018 Compared YOY to Q2 2017



Revenue by Geography	Three Months Ended Jun 30, 2018		Three Months Ended Jun 30, 2017	
Canada	\$522,256	31%	\$62,754	43%
USA	\$239,349	14%	\$10,934	7%
Africa	\$928,915	55%	\$73,446	50%
Other	\$7,176	0%	–	–%
Total Revenue	\$1,697,696		\$147,134	

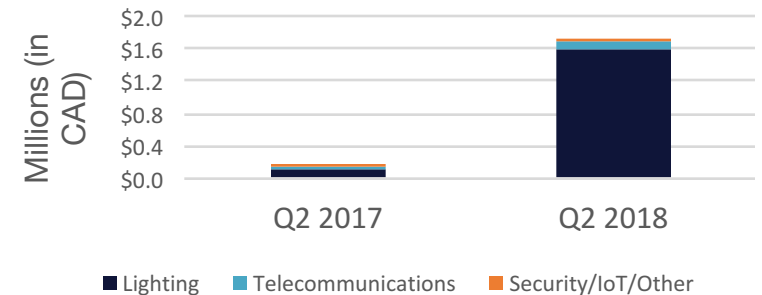
Revenue By Vertical



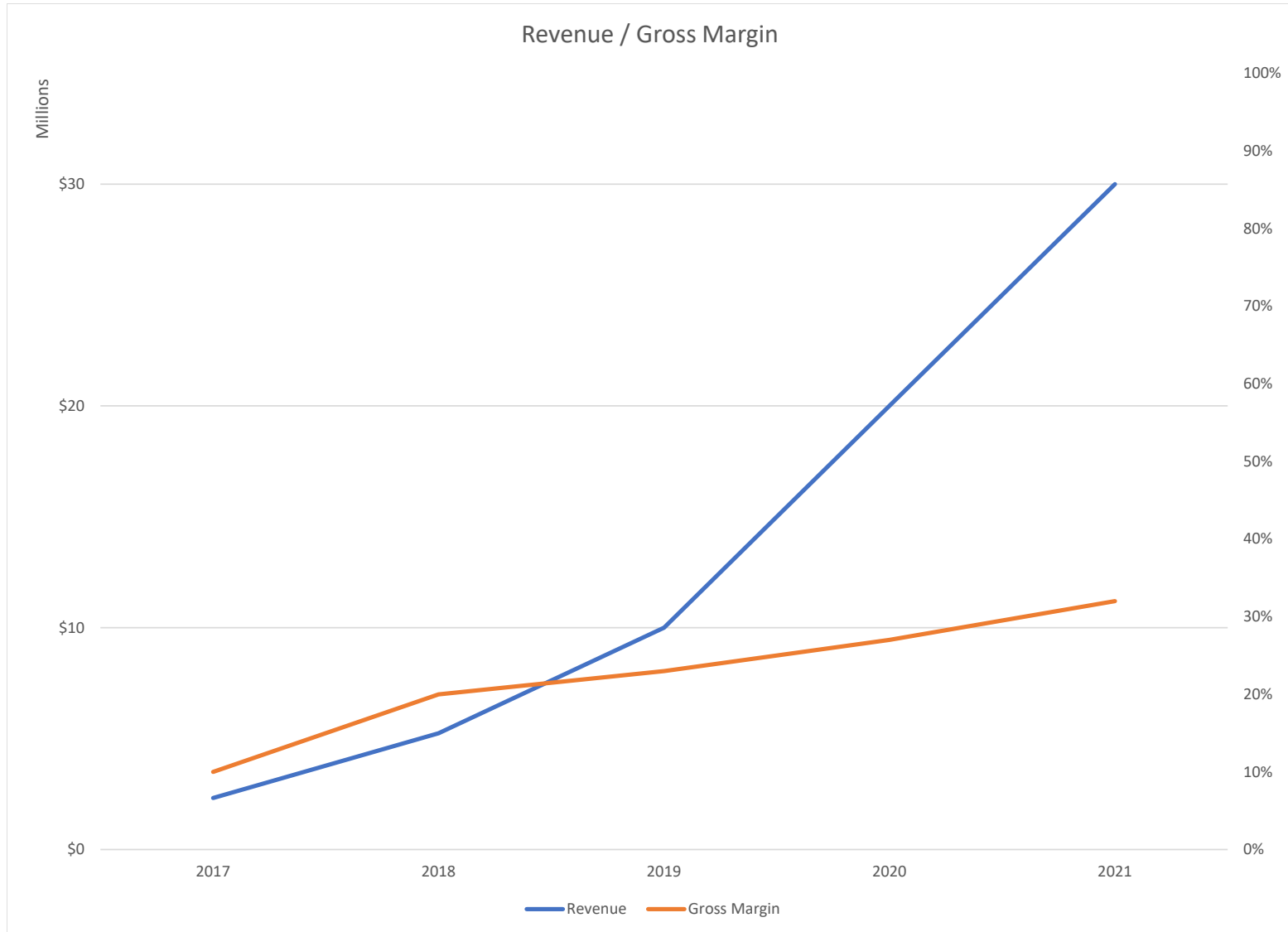
Revenue by Vertical	Three Months Ended Jun 30, 2018		Three Months Ended Jun 30, 2017	
Lighting	\$1,581,822	93%	\$104,764	71%
Telecommunications	\$114,748	7%	\$37,393	26%
Security/loT/Other	\$1,126	0%	\$4,977	3%
Total Revenue	\$1,697,696		\$147,134	

- **93%** of Q2 2018 revenue came from lighting installations.
- **7%** of Q2 2018 revenue came from new products developed specifically for telecoms.

Revenue By Vertical in Q2 2018 Compared YOY to Q2 2017



Revenue and Gross Margin Forecast



Our Growth Strategy

Expansion in existing markets

Greater penetration of industry verticals

Expansion into new verticals and markets

Intellectual Property (Patents)

2012

2013

2014

2015

2016

2017

2018

PATENTED

Remote management, control, troubleshooting & maintenance

Off Grid Lighting & Other Applications

PATENTED

Predictive Performance Analytics Integrated with Weather Forecasting

PATENT PENDING

conditional approval stage

Dynamic Charging

PATENT PENDING

System for the Monitoring & Maintenance of Remote Autonomously Powered Lighting Installations



Industry Leaders with Unrivaled Experience

Expertise in power, software and communications, telecom, and successful growing startups to successful exits



Miriam Tuerk
Co-Founder & CEO



John Tuerk
Co-Founder & Chief
Power Officer



Mark Windrim
Co-Founder & CTO Cloud
& Mobile



Lawrence Tjan
CFO



Paul Desjardins
VP Sales & Bus Dev

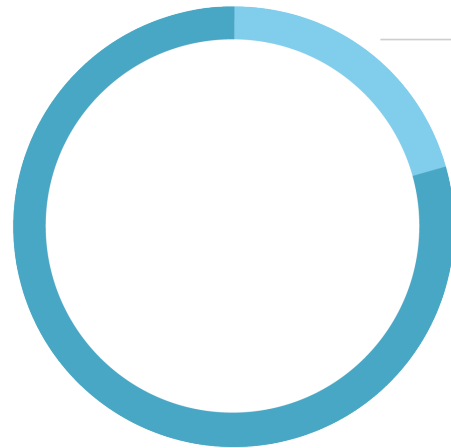


Susan Davis
VP Marketing



Jason Woerner
Director, Strategic Product Dev, Nano
& Micro-grids

Market Capitalization Post-Financing



8.9M

Total **warrants/options** outstanding¹

34.6M

Total **shares** outstanding¹

43.5M

Shares **fully diluted**¹

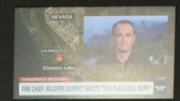
¹post-split basis

EDGE INC (ENB) 46.55 ▲ 0.00

ENBRIDGE INCOME FD HLDGS INC (ENF) 1000 @ 32.65 ▼ -0.08

Data provided by Thomson Reuters

TSXV: CBLU



Clear Blue Technologies International



Clear Blue Technologies International

TSXV: CBLU

THE MARKET IS OPEN



Why Invest in Clear Blue?

25%

of world's population lives without access to electricity, and many more without reliable power, driving **huge global demand and worldwide investment**

Clear Blue Smart Off-Grid

The **most reliable off-grid power** with the **most advanced off-grid remote management and control system** and service

34

Today Clear Blue-powered systems are in 34 countries, and our **installed base and revenue are growing fast**

Questions?

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