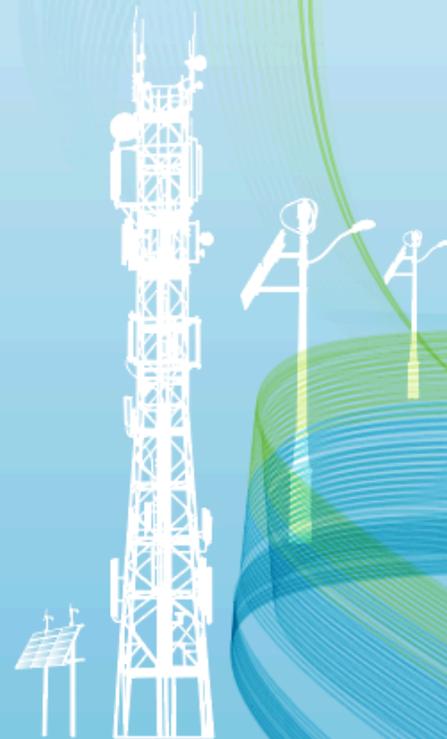


Clear Blue Technologies International Inc.

The Smart Off-Grid Company



Who We Are

\$3.78M
2018 Revenue

+ 65%
2018 Y o Y Revenue

25%
2018 Gross Profit

\$3.77M
Q1 2019 TFQ Revenue

3712 Units under
Management in 35 countries

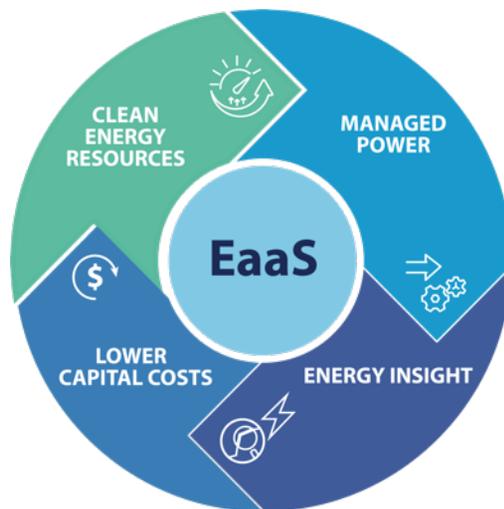
Smart Off-Grid Technology and Service

Smart Off-Grid
Controller

Illumience Cloud
Control

Telecom and Nano-
grid Total Power
Solutions

Energy as a Service
Management



Key Markets

Lighting

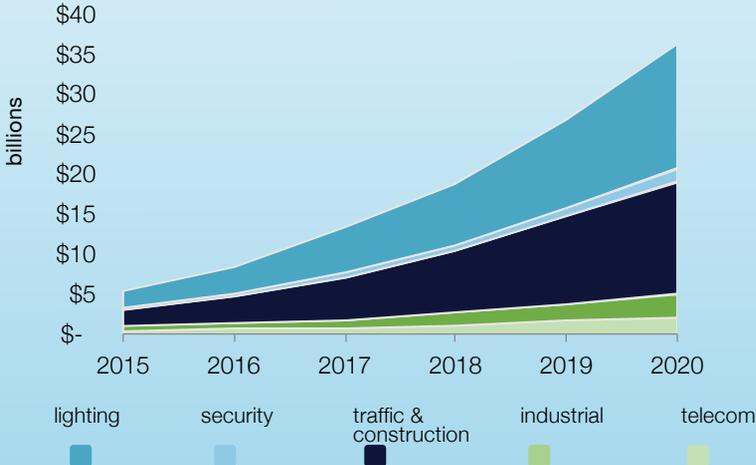
Telecom

Smart City

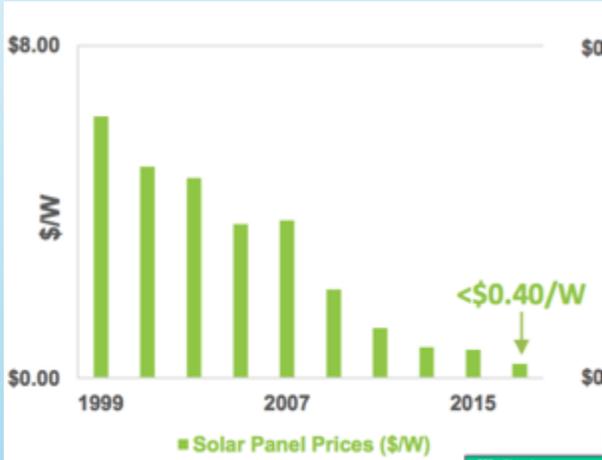
Internet of
Things

Global Market Opportunity, Strong Economic Factors

20B IoT devices by 2020

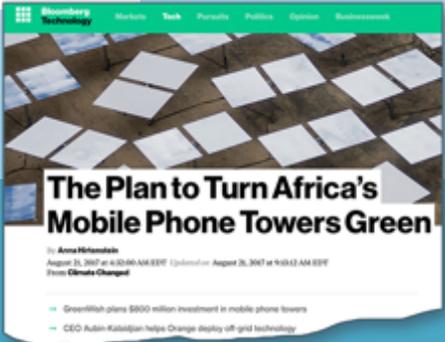


Solar PV panel cost



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.

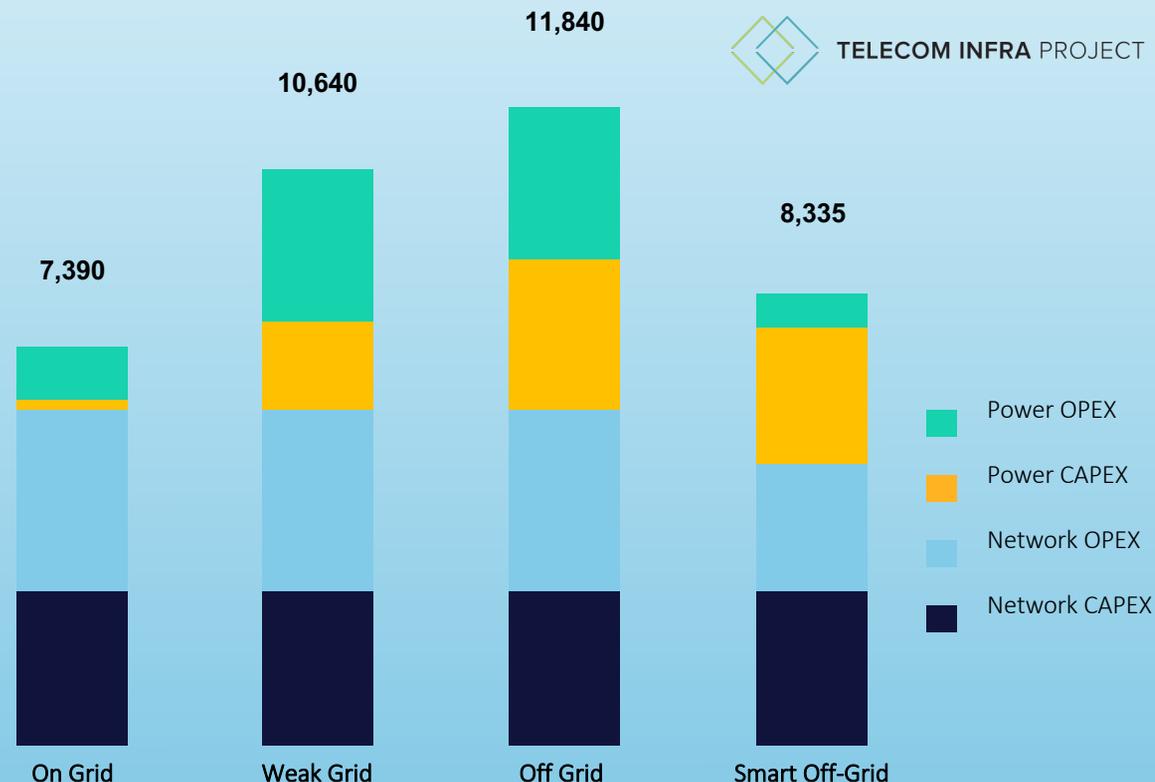


Grid Vs Off-Grid TCO for Telecom Sites

"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. "

Access Network Equipment

5 Year TCO (\$/Site)



Success Example: Telecom

Africa

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



South America

Selected by Telefonica as part of “Internet para Todos”, initiative to connect more than 100 million people in Latin America to the internet.



Clear Blue selected by Facebook TIP for Smart Off-Grid



How a Canadian cleantech firm is bridging in Africa

TYLER HAMILTON
CONTRIBUTOR FOR THE GLOBE AND MAIL
PUBLISHED 17 MARCH 2014
VIEW SUBSCRIPTIONS COMMENTS

Five years ago, a handful of software developers and engineers in Nairobi got together to hatch an ambitious plan to bring free, high-speed internet access to communities across East Africa. With a mix of naivety and optimism, they started a company called BRCK and launched a public, Wi-Fi hotspot network that can be used by anyone, for free, with a laptop or smartphone.

The economic and social impacts, if BRCK is successful, will be huge. "Access to the



FierceWireless

Wireless

Clear Blue sets sights on establishing power play in Amazon jungle and beyond



Revenues

- Trailing four quarters (TFQ) revenue for the period ended December 31, 2018 was **\$3,780,176**, a **65%** increase over the TFQ ended December 31, 2017.
- TFQ revenue for the period ended March 31, 2019 was **\$3,771,965**, a **60%** increase over the TFQ ended March 31, 2018.

Trailing Four Quarters Revenue



Gross Profit

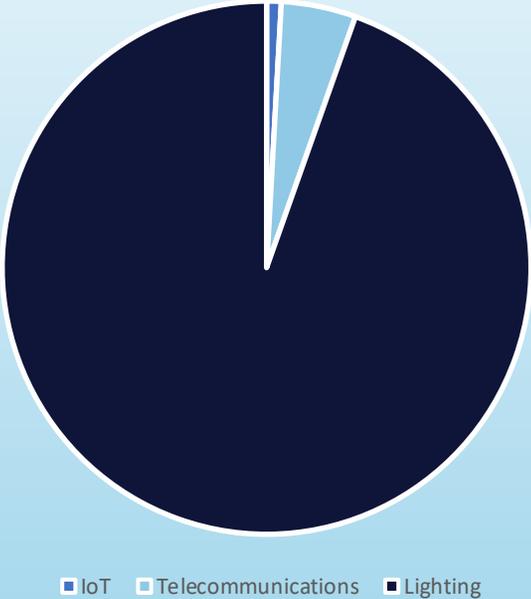
- Gross profit for TFQ ended December 31, 2018 was **\$939,242**, or **25%** of revenue.
- Gross profit for the three months ended March 31 2019 was **\$106,267**, or **31%** of revenue.
- Gross profit for TFQ ended March 31, 2019 was **\$930,420**, or **25%** of revenues.

TFQ Gross Margin by Percentage of Revenues



2018 Revenue By Sector

TFQ Revenue By Sector

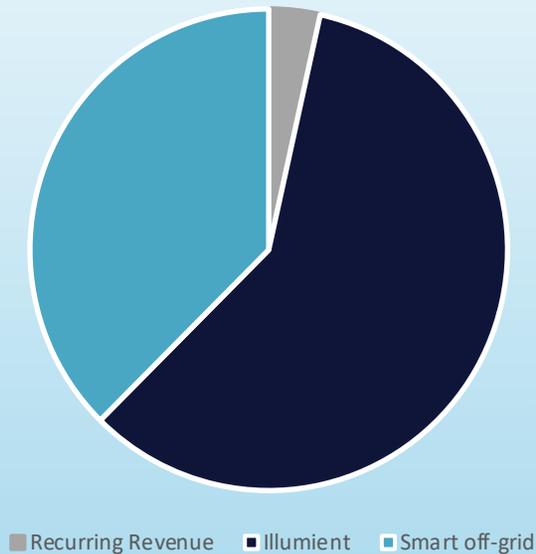


- Clear Blue increased its revenue in the lighting vertical by **88%** to **\$3,573,878** in the TFQ ended December 31, 2018 relative to TFQ 2017.
- Same period revenue from sales in the telecommunications vertical decreased by 55% in 2018 to **\$172,574**.
- We also expanded into the IoT vertical.

Vertical	Revenue (CAD)
IoT	\$ 33,724
Telecommunications	\$ 172,574
Lighting	\$ 3,573,878

2018 Revenue By Product

2018 TFQ Revenue By Product



- Clear Blue increased its TFQ revenue for the period ended December 31, 2018 from its Illumient lighting products by **121%** to **\$2,230,522**, compared to the same period in 2017.
- Revenue from smart off-grid controllers and systems increased by **18%** to **\$1,418,749**, compared to 2017.
- Recurring revenue, which is an area of focus for Clear Blue as it seeks to decrease the impact of quarterly variability, rose by **65%** to **\$130,905** in the TFQ ended December 31, 2018 relative to TFQ 2017.

Product Revenue	TFQ Ended Dec 31, 2018	TFQ Ended Dec 31, 2017
	\$ (CAD)	\$ (CAD)
Smart off-grid controllers and systems	1,418,749	1,205,164
Illumient smart off-grid lighting	2,230,522	1,011,195
Recurring Revenue – Illumience	130,905	79,452

Operating Expenses

- Operating expenses increased by **\$2,303,460** or **67%** to **\$5,746,142** for the TFQ ended December 31, 2018.
- Operating expenses for the three months ended March 31, 2019 were **\$1,518,242**, an increase of **38%** for the same period in 2018.



Units Under Management

- By the end of 2018, **3,540 units** were under management. This rose to **3,712 units** by the end of Q1 2019.



	Three Months Ended March 31, 2019	Three Months Ended March 31, 2018
Number of units under management	3,712	2,667

Energy-as-a-Service



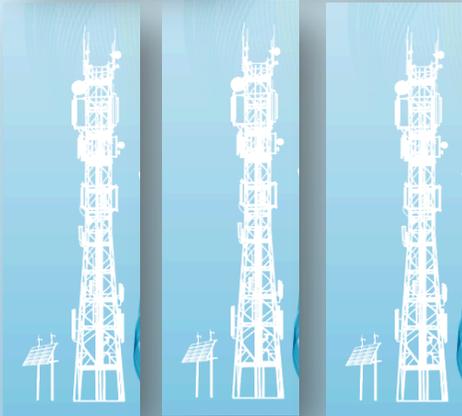
According to Navigant Research, the annual global market for commercial and industrial Energy-as-a-Service is estimated to reach \$221.1 billion by 2026.

Our Growth Strategy

Enhanced penetration of North American lighting market



From telecom pilots to large telecom rollouts in Africa and South America



Energy-as-a-Service to drive recurring revenue



Questions?

Confidentiality

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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.



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