

Annual Meeting



CLEARFIELD

February 20, 2014

Forward Looking Statements

Forward-looking statements contained in this presentation are made pursuant to the safe harbor provisions of the Private Litigation Reform Act of 1995. These statements are based upon our current expectations and we undertake no obligation to update such statements to reflect actual events.

Certain important factors could have a material impact on the Company's performance, including, without limitation: including, without limitation the effect of the significant downturn in the U.S. economy on Clearfield's customers; the impact of the American Recovery and Reinvestment Act or any other legislation on customer demand and purchasing patterns; cyclical selling cycles; need to introduce new products and effectively compete against competitive products; dependence on third-party manufacturers and the availability of raw materials, particularly fiber; reliance on key customers; rapid changes in technology; the negative effect of product defects; the need to protect its intellectual property; the impact on its financial results or stock price of its ability to use its deferred tax assets, consisting primarily of net operating loss carryforwards, to offset future taxable income; the valuation of its goodwill and the effect of its stock price, among other factors, on the evaluation of goodwill; and other factors set forth in Clearfield's Annual Report on Form 10-K for the year ended September 30, 2013 as well as other filings with the Securities and Exchange Commission.



Vision. Clarity. Clearfield.

Investor Presentation
Cheri Beranek
President and CEO

The Need:

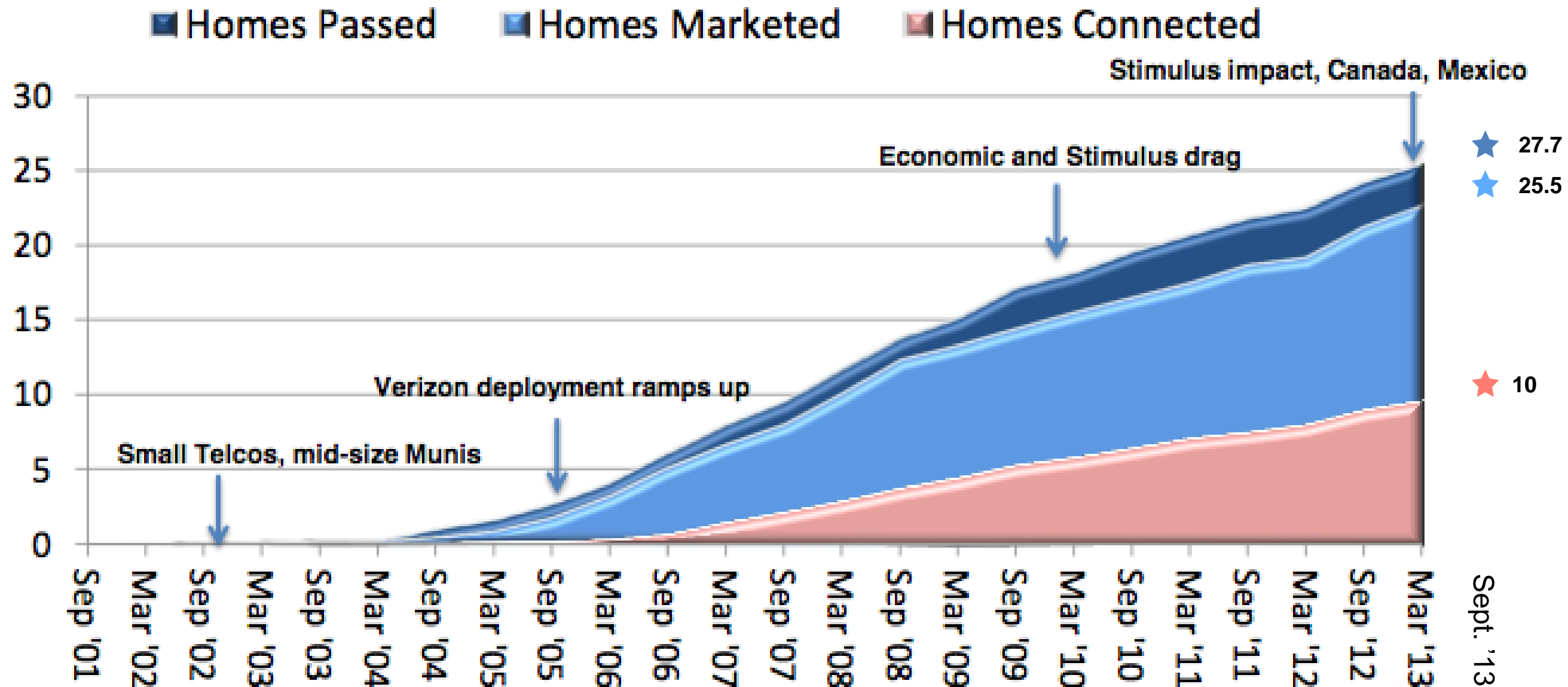
Gigabit Broadband

The Enabler:

Optical Fiber

Wireline: North American FTTH Connections

Homes Marketed Surpasses 25 Million



The Need:

Gigabit Broadband

The Enabler:

Optical Fiber

The Challenge:

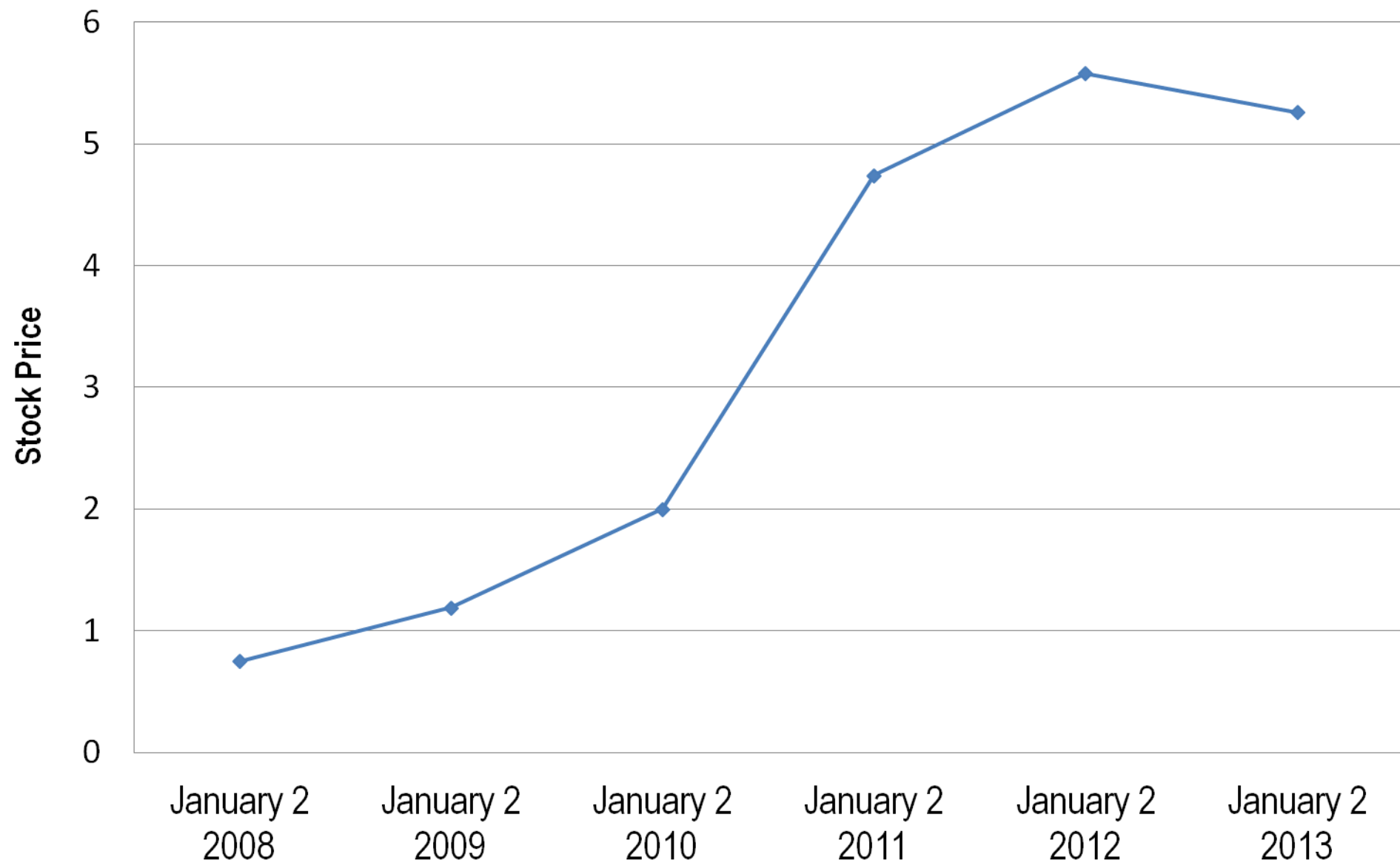
Cost of deployment

The Opportunity:

Fiber management and delivery platform that reduces the cost of broadband deployment

Clearfield Enables Fiber

Delivers, Consolidates, Distributes and Protects - Reducing the Cost of Broadband



Clearfield Enables Fiber

Delivers, Consolidates, Distributes and Protects - Reducing the Cost of Broadband



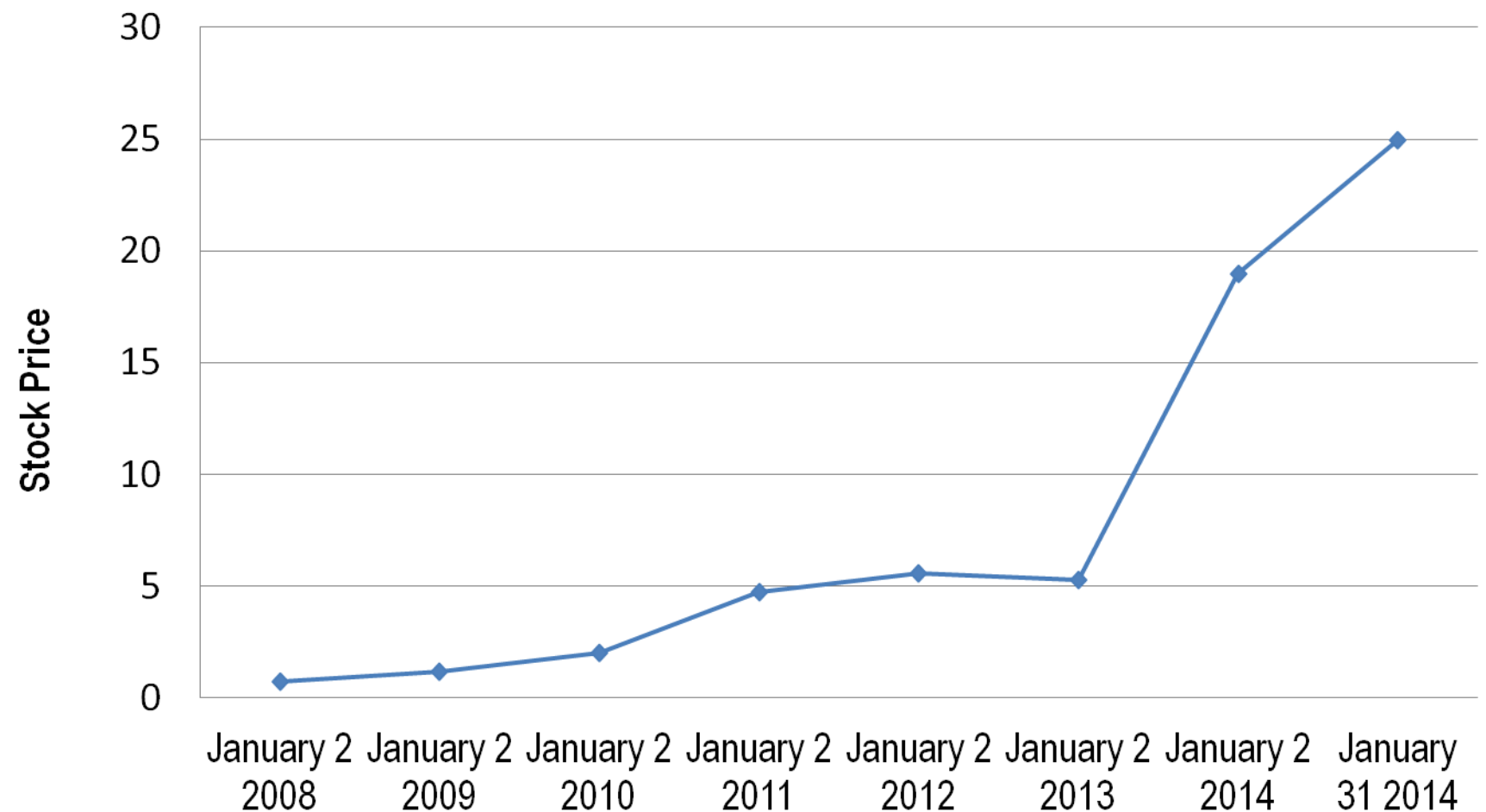
Flexible configuration for grow-as-you-grow



Superior access while reducing installation costs



Maximum fiber density for reduced real estate costs



NASDAQ: CLFD

6 year CAGR of stock value of 70% as of January 31, 2014

Market cap over \$324 million as of January 31, 2014

Strong balance sheet with \$0 debt as of January 31, 2014

The Gigabit Market Explosion

The Convergence of Mobile Connectivity Means Fiber Throughout the Network

Wireline

Fiber take rates average 40+%.
ARPU increases to \$142, an increase of 36.5%.
Operating expenses are reduced 20.4%.

And

(not or)

Wireless

Data traffic doubled from 2011 to 2012
Towers need fiber for backhaul
Integration as a single environment



Source: Render Vanderslice

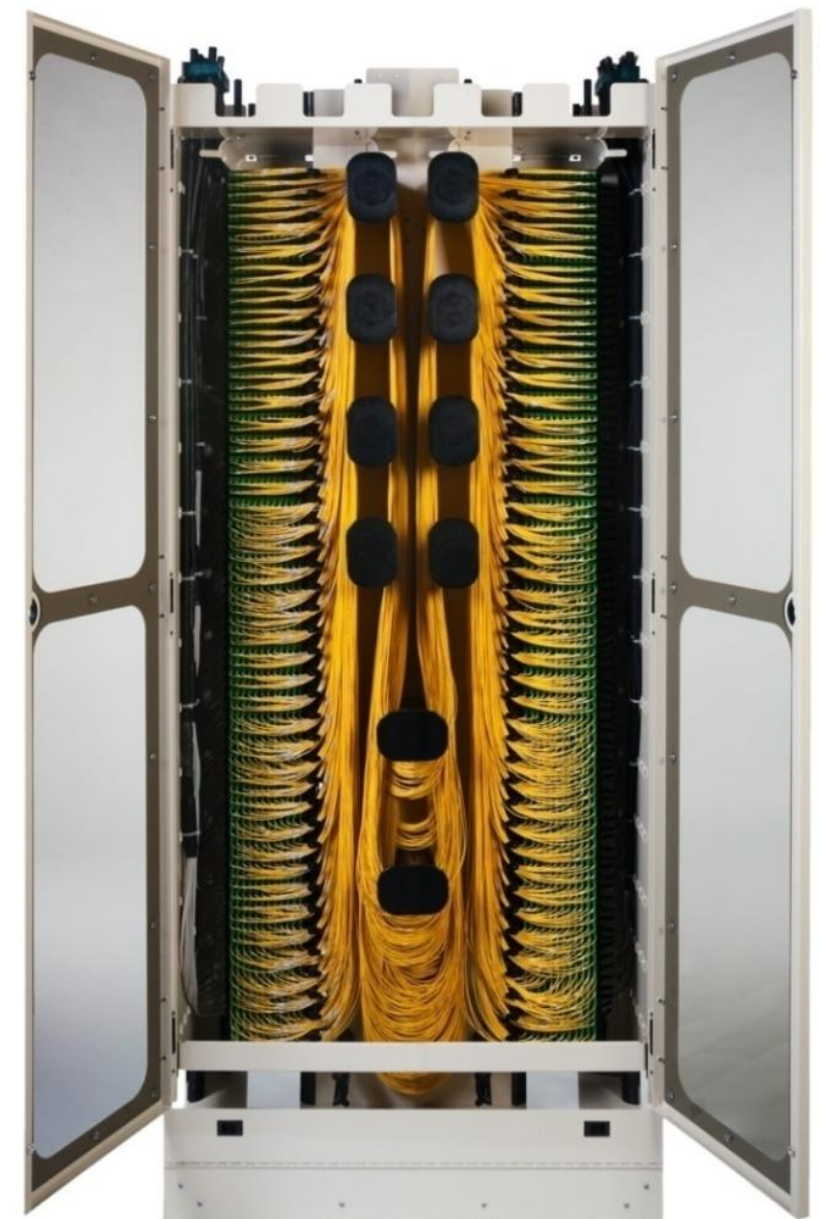
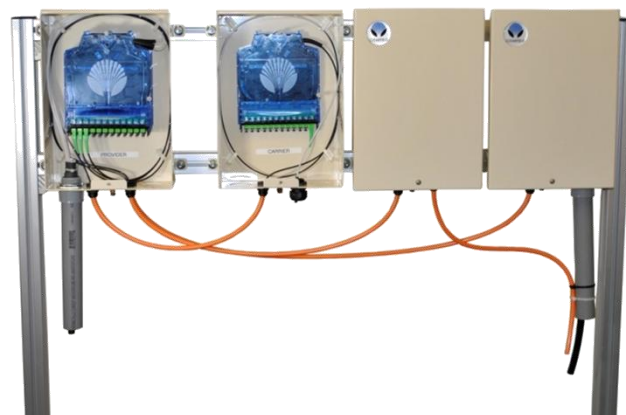
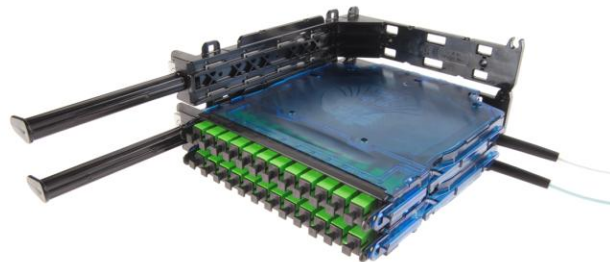


Source: Ericsson

Opportunity Driver

Clearview: Aligning capital equipment with subscriber revenue with the only fiber management platform built from a single architecture

- Core Building Block
- Build the Entire Architecture 12 Ports at a Time
- Build in Volume, Configure to Specifications
- Incremental Deployment
- Unparalleled Protection
- Reduced Inventories
- Lower Training Costs



Opportunity Driver

FieldShield: Changes the Fiber Paradigm for Wireline and Wireless Delivery



**Micro-trenching:
Reducing the Cost of Deployment**



Mitigation of Fiber Exhaust

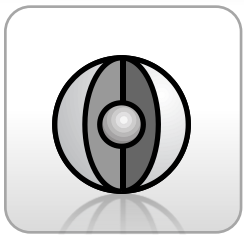


- Push/pull hardened cable assemblies through ruggedized microduct
- Reduces the skill level required for installation, lowering deployment costs in any environments.

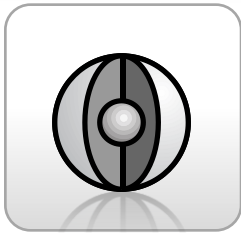
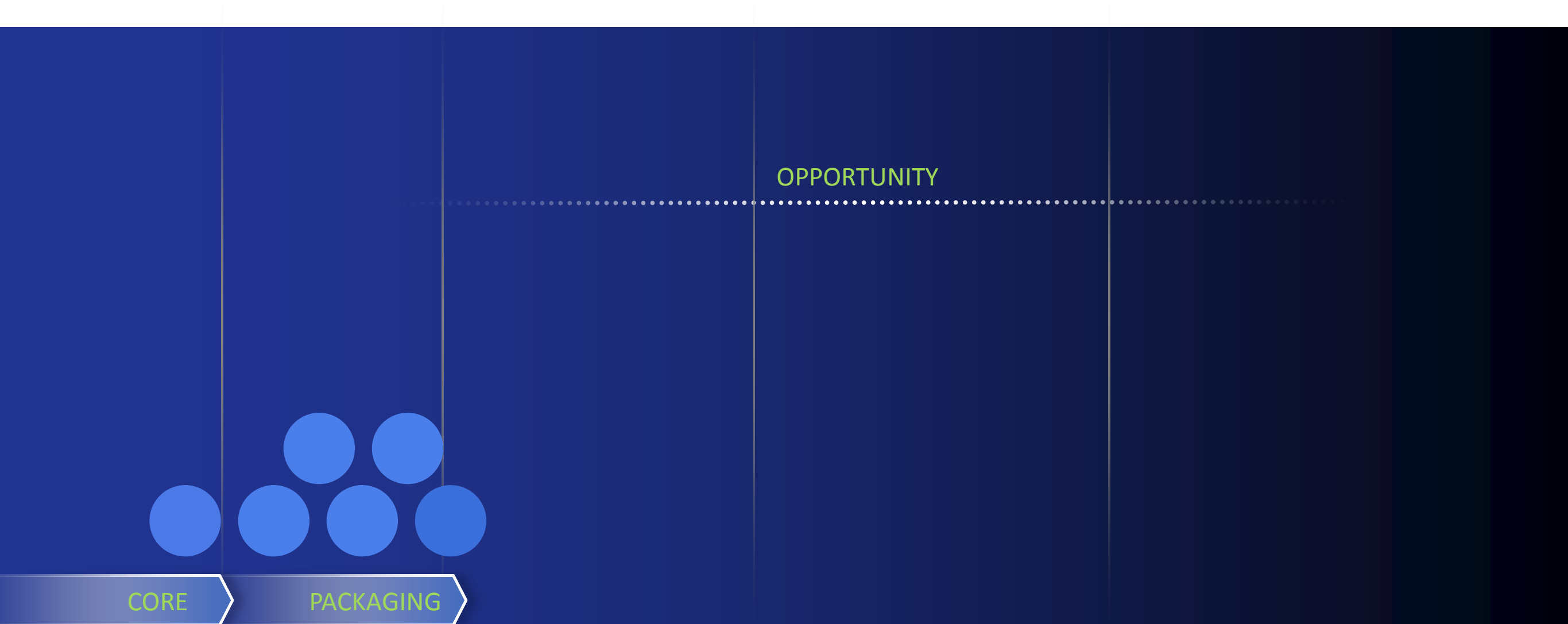
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OPPORTUNITY

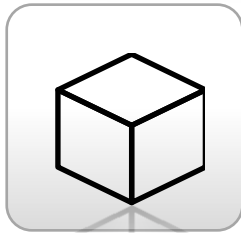
CORE



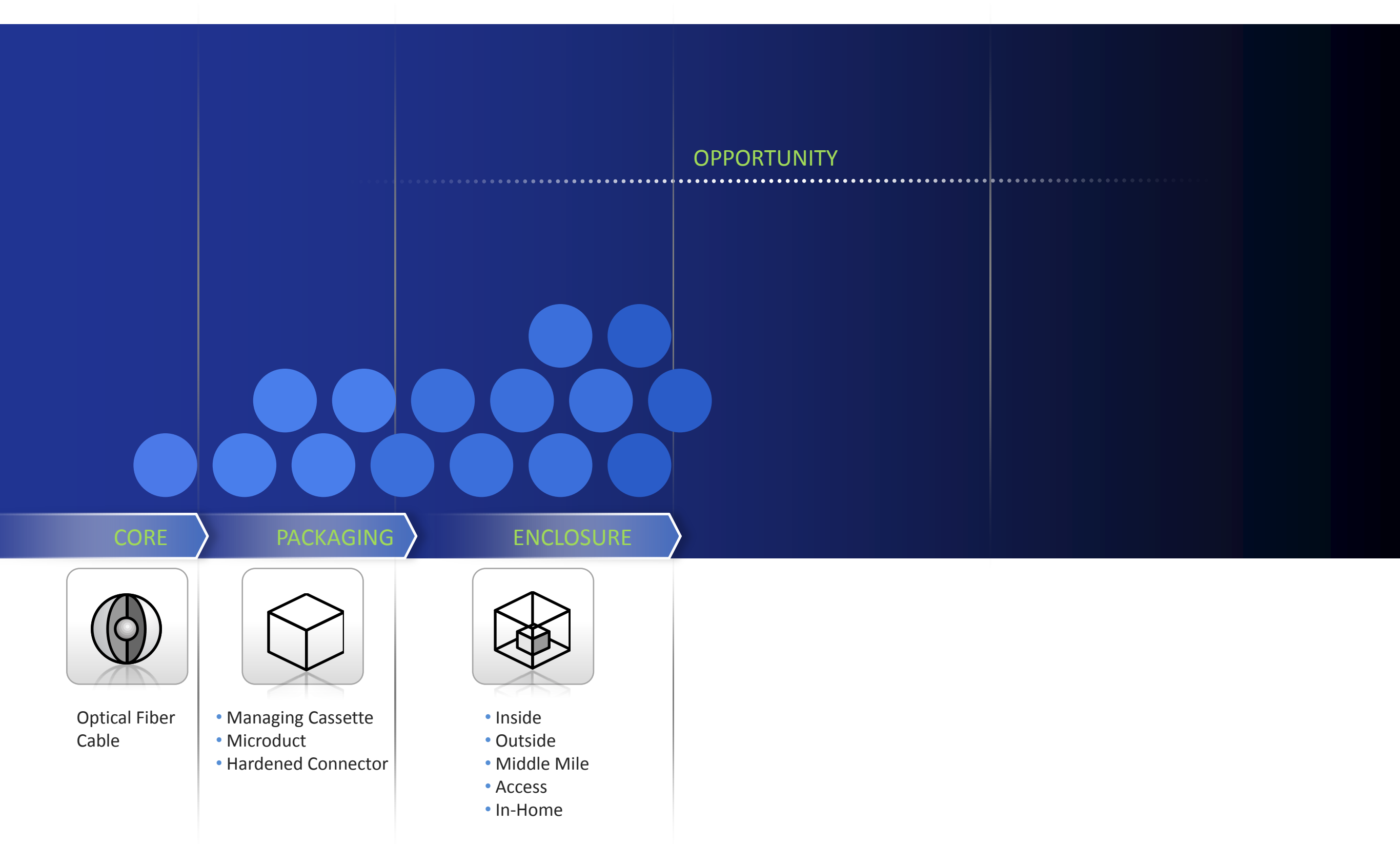
Optical Fiber
Cable

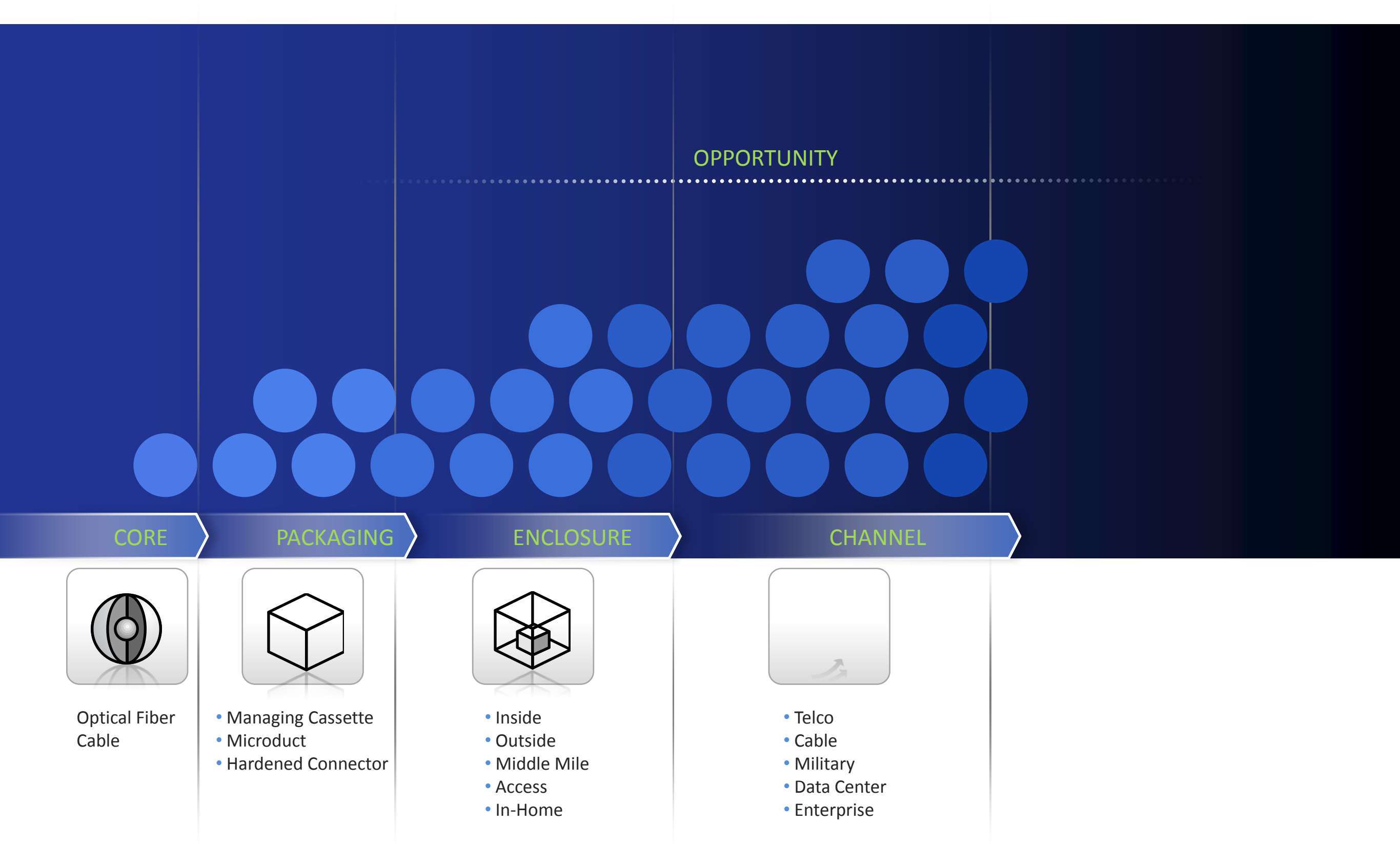


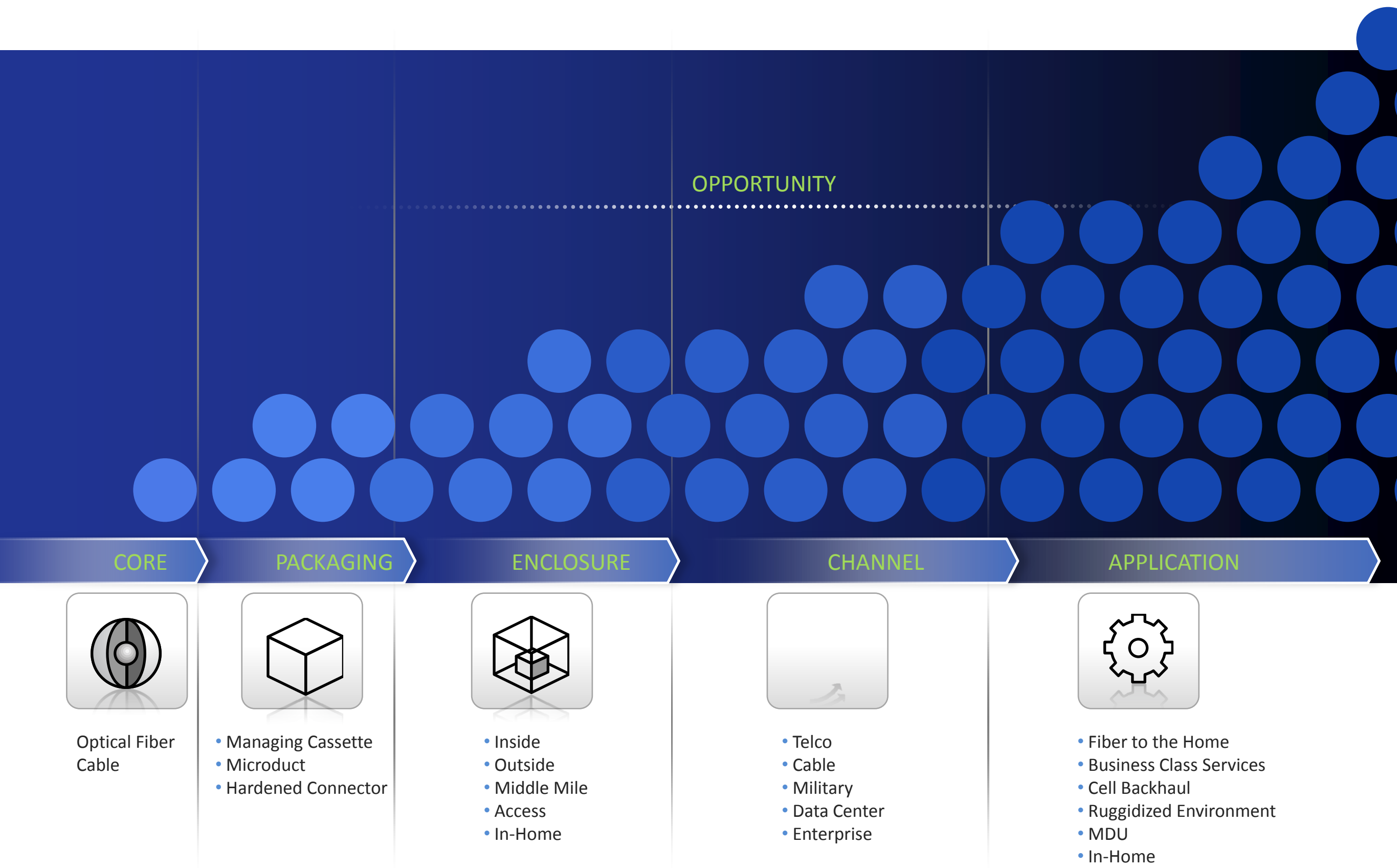
Optical Fiber
Cable



- Managing Cassette
- Microduct
- Hardened Connector








INPUT

- Virtual & Vertical Integration
- Distributed Assembly
- Optimized Delivery



OPPORTUNITY

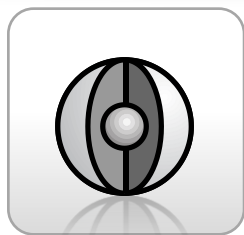
CORE

PACKAGING

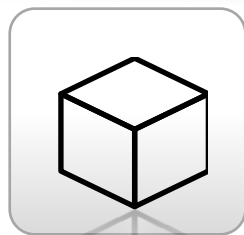
ENCLOSURE

CHANNEL

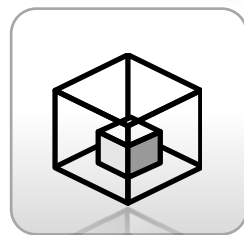
APPLICATION



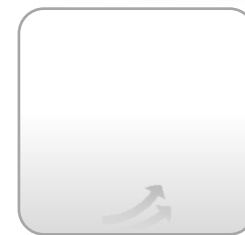
Optical Fiber Cable



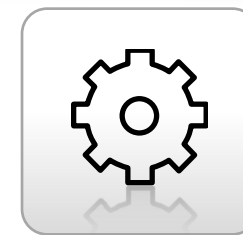
- Managing Cassette
- Microduct
- Hardened Connector



- Inside
- Outside
- Middle Mile
- Access
- In-Home



- Telco
- Cable
- Military
- Data Center
- Enterprise



- Fiber to the Home
- Business Class Services
- Cell Backhaul
- Ruggedized Environment
- MDU
- In-Home

Extending the Revenue Opportunity of FieldShield SmarTerminal



Steve Knudtson and Tom Wolfe
Product Managers



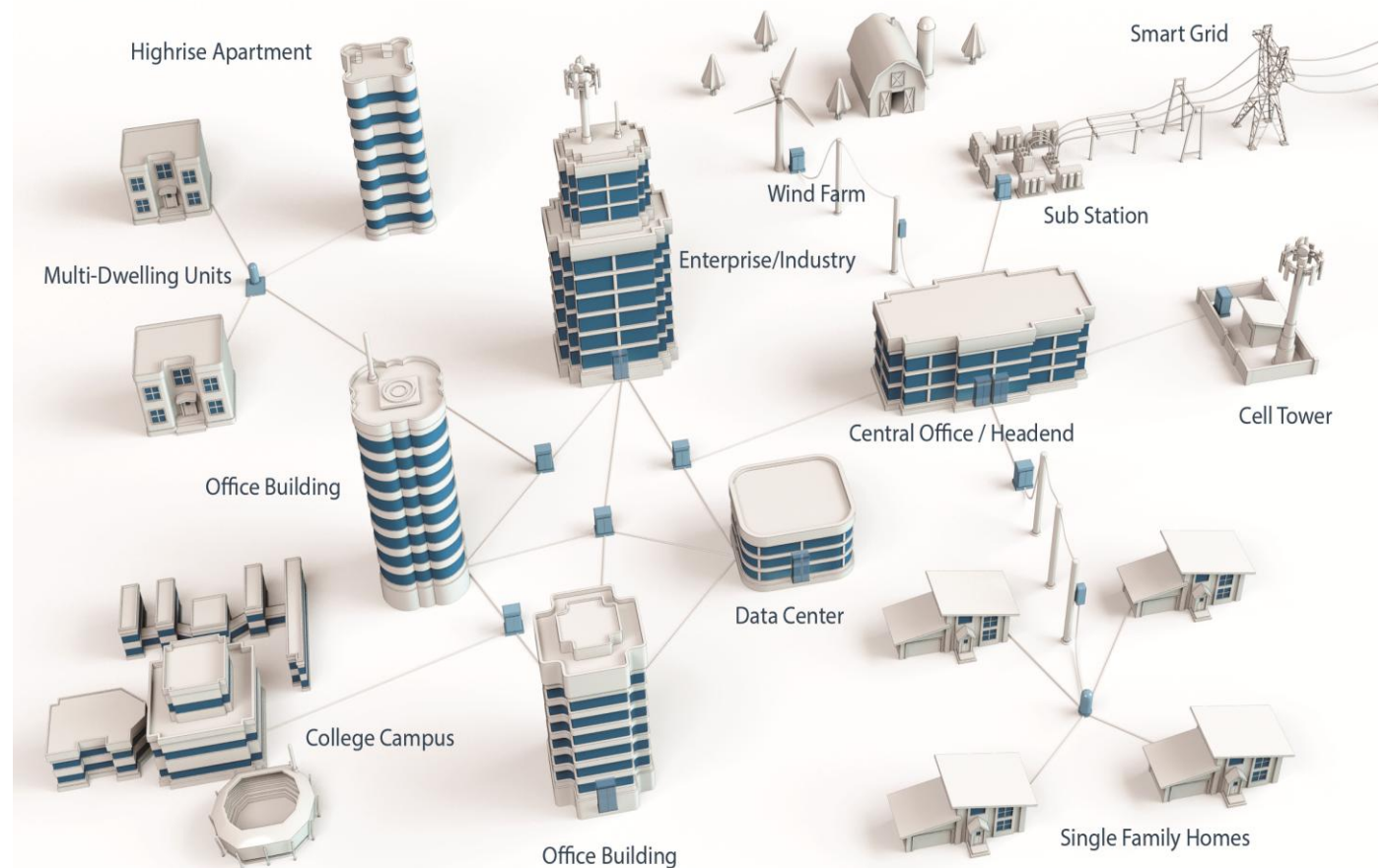
SmarTerminal – Maximum Scalability

- Multiple Solutions – One Package
- Small Footprint
- Designed/Optimized for FieldShield
 - Duct
 - Pushable Fiber
 - Hardened Connectors

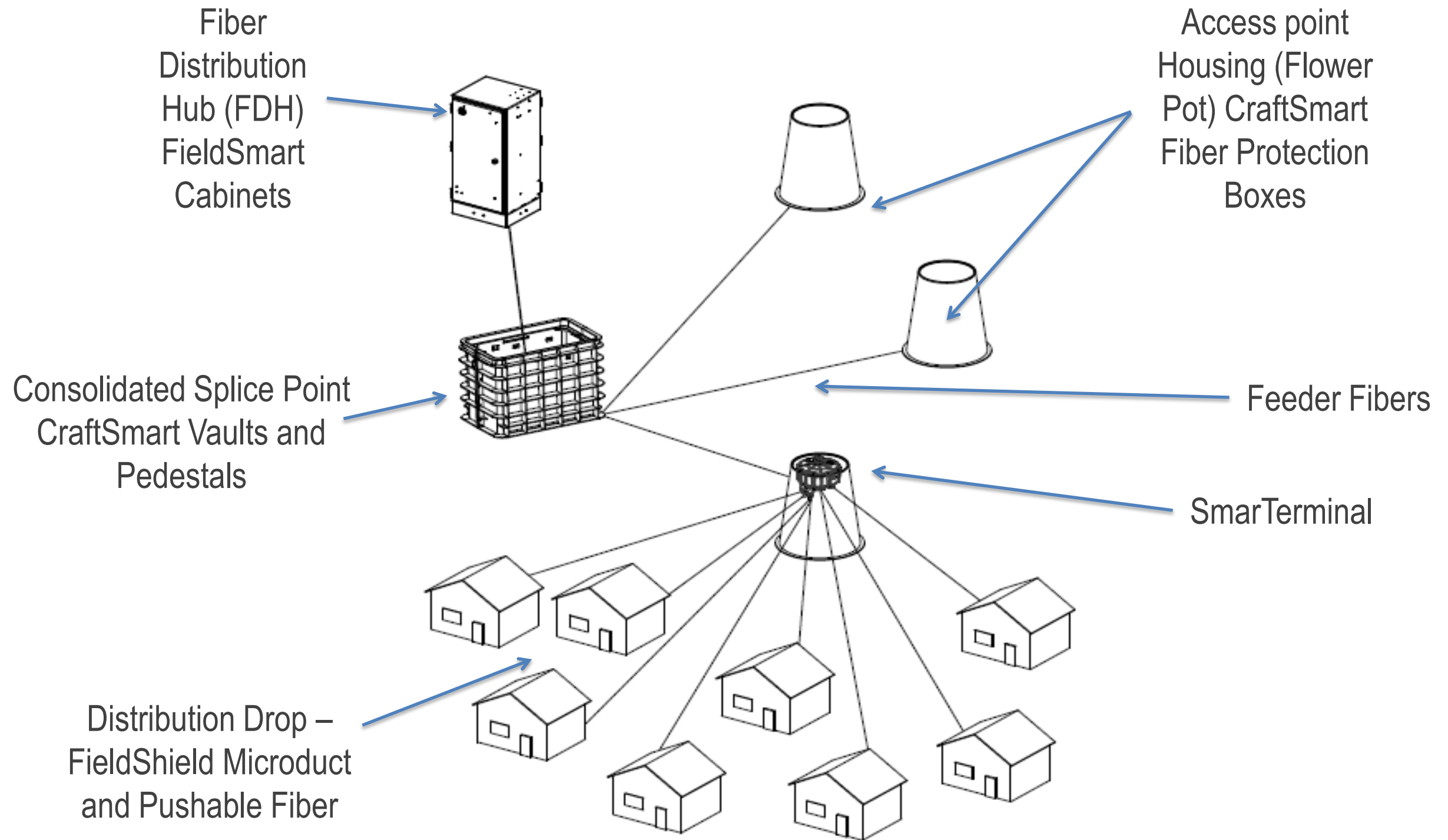


SmarTerminal - Network Layout

- Identified Markets for Deployment of SmarTerminal
 - Cell Sites, Towers, Huts
 - DAS (Distributed Antenna Systems)
 - Business Class
 - Enterprise/Data Centers
 - Military
 - FTTH

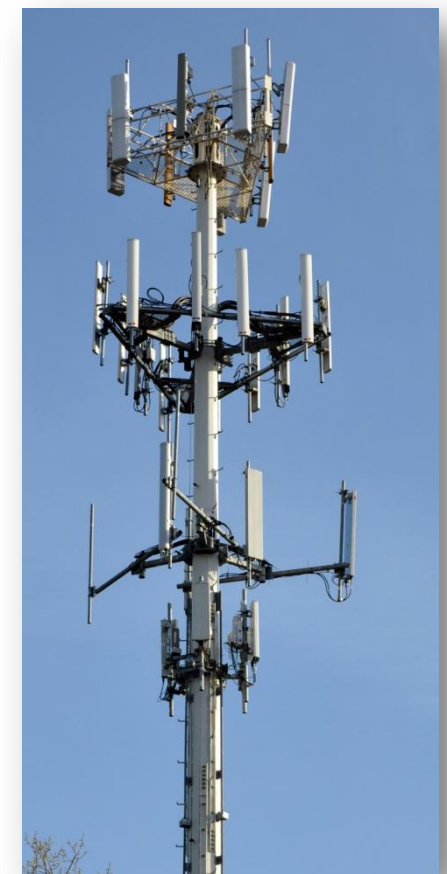
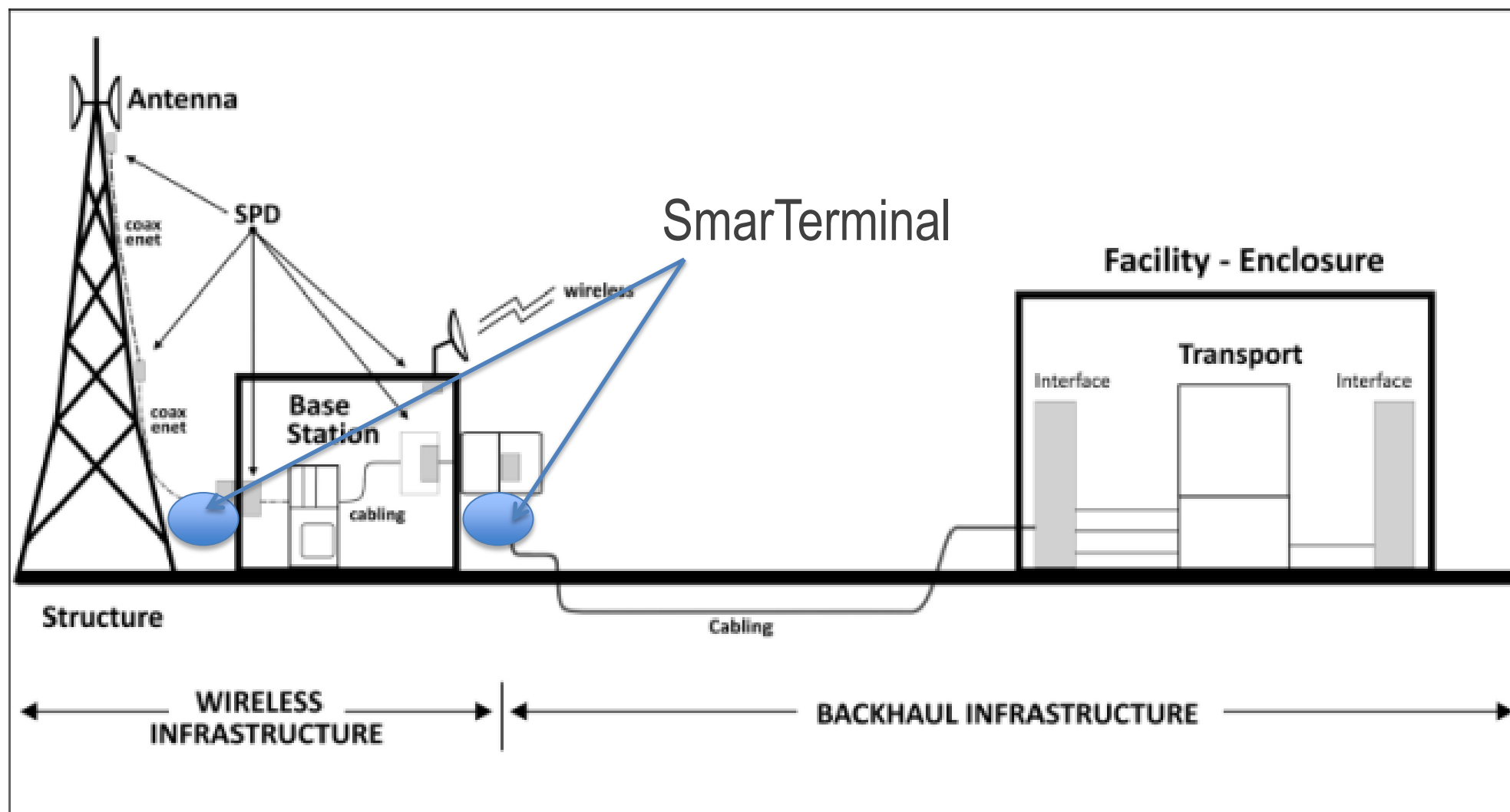


SmarTerminal Consolidated Splice Point - FTTH



SmarTerminal –Wireless/DAS/Cell Tower

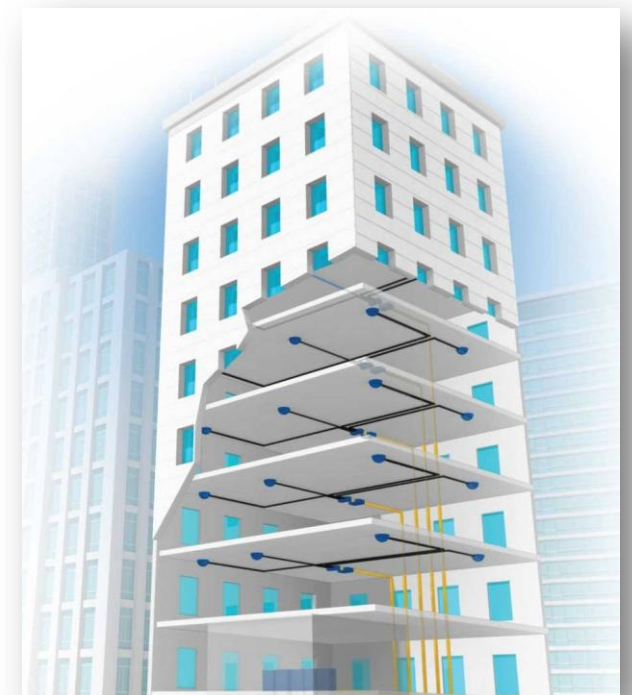
Potential SmarTerminal Locations Within Wireless/DAS Network



FieldShield – DAS (Distributed Antenna Systems)

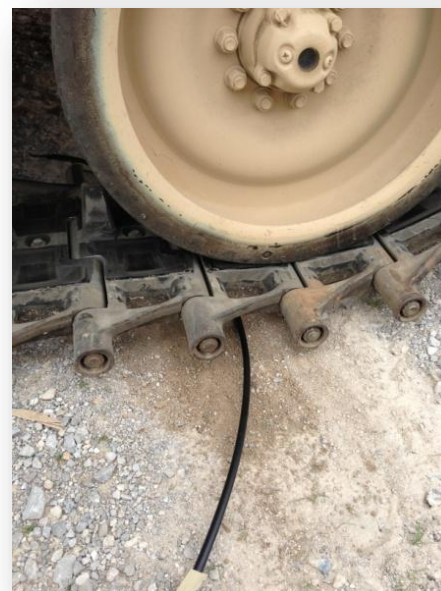
A distributed antenna system (DAS) is a way to deal with isolated spots of poor coverage inside a large building by installing a network of relatively small antennas throughout the building to serve as repeaters.

- Connected by fiber optic cable as a common transport medium
- Extend coverage in densely populated spaces such as shopping malls, medical centers, high rise building
- Deployment is the most expensive stage of a DAS project because installing antennas and stringing fiber optical cable between antenna modules and the controller are all very labor intensive processes.
- To keep the cost down, carriers rely on FieldShield duct and pushable fiber.



FieldShield – Military / Government

- Significant saving on installation resources and costs
- Space saving footprint
- Works with existing and exhausted conduit
- Crush Resistant yet flexible
- Mobile
- Quick Restoration
- Reliable



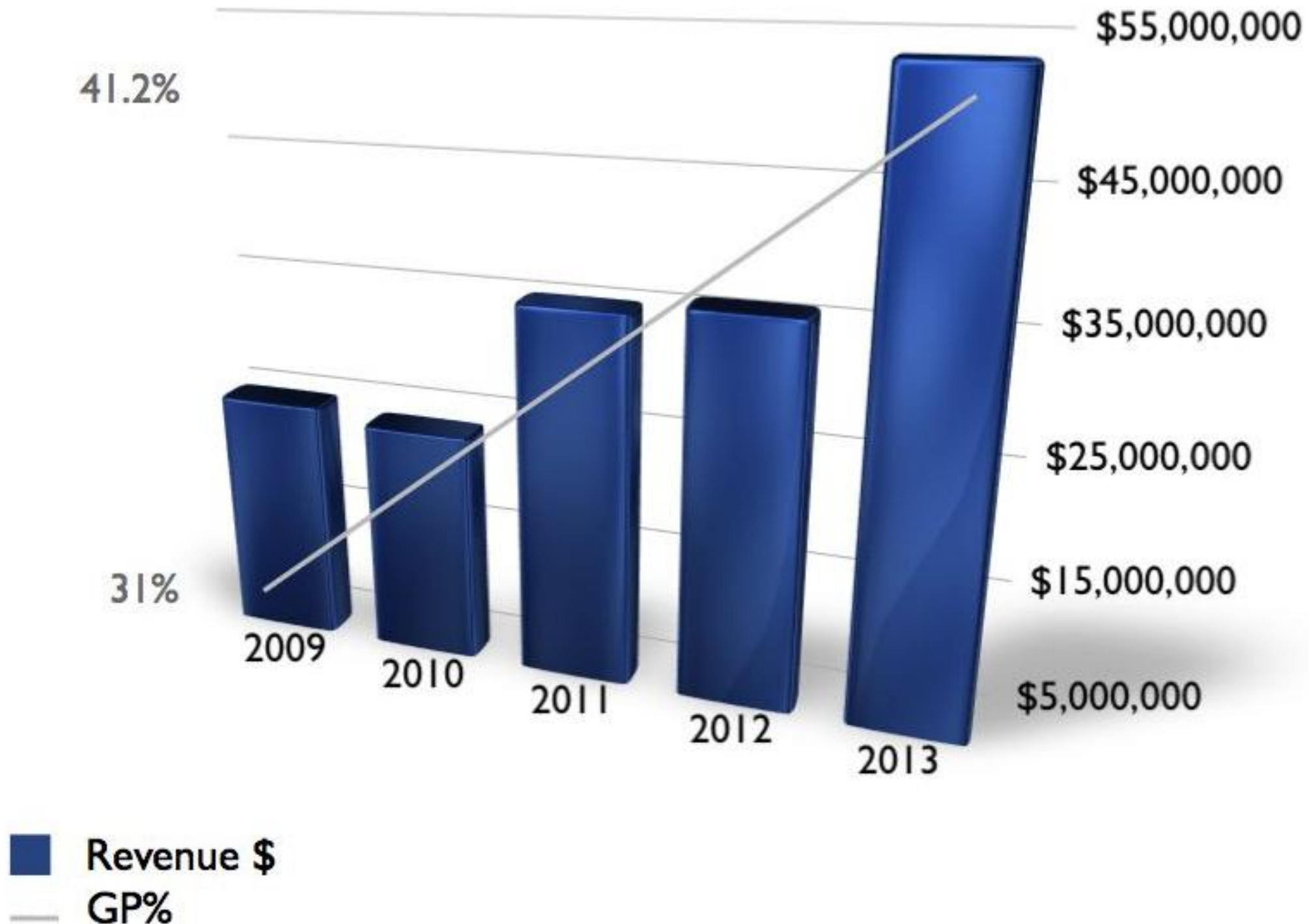
FieldShield – Data Center

- Significant saving on installation resources and costs
- Easy, fast and less intrusive
- Space saving footprint
- Works with existing and exhausted conduit
- Crush Resistant yet flexible
- Plenum / indoor rated
- Reliable

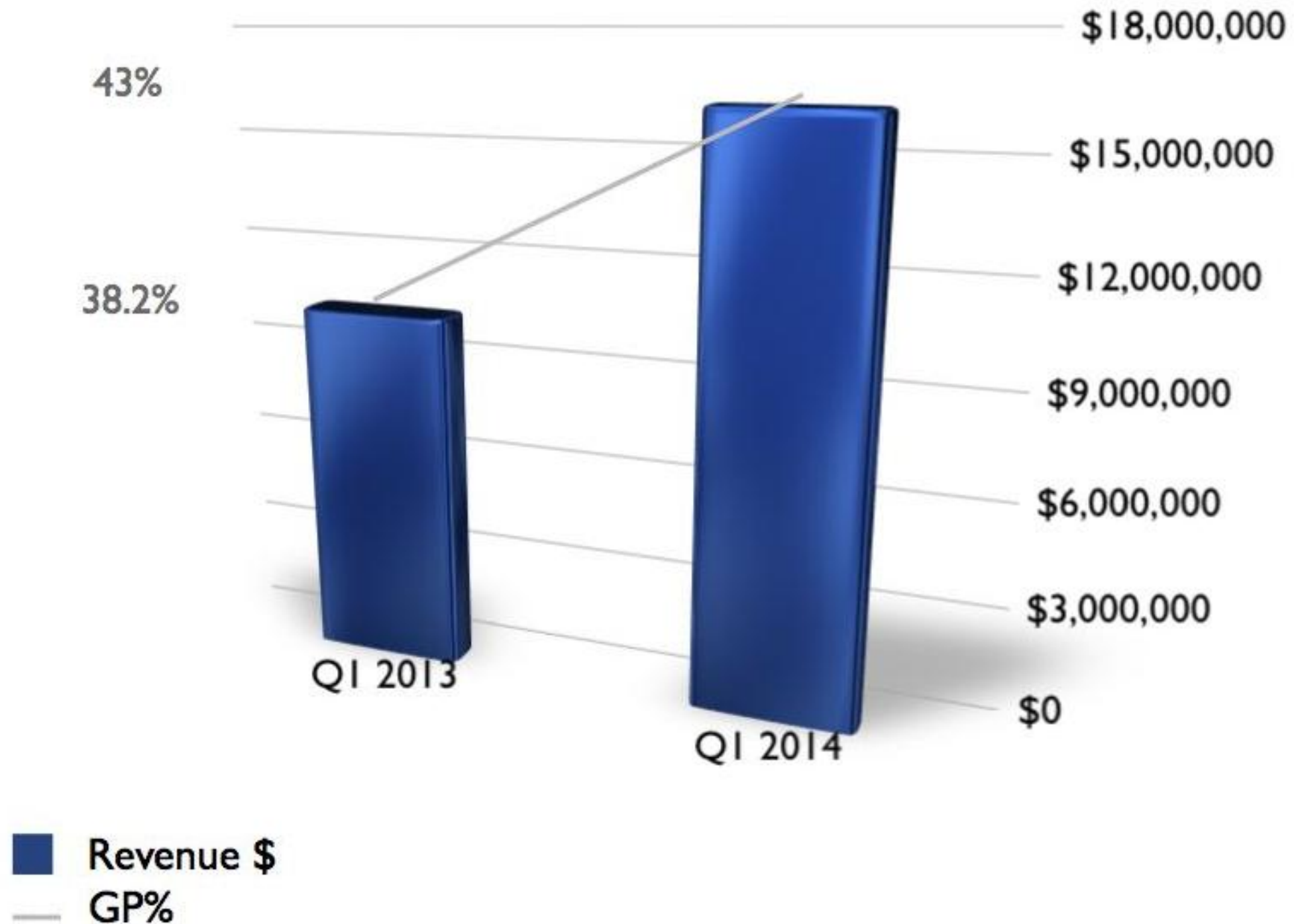


Performance To-date

Revenue and GP%

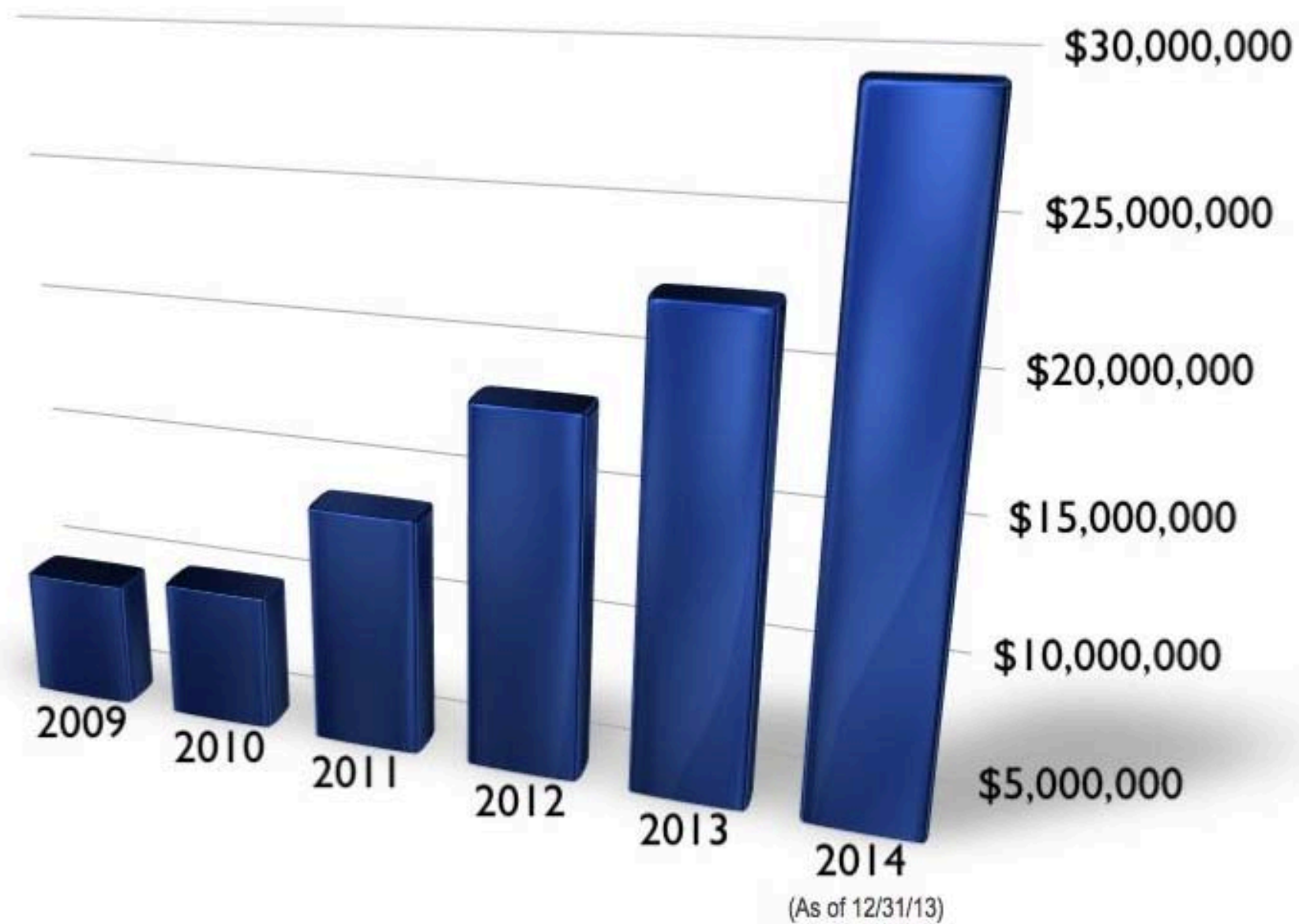


Revenue and GP%



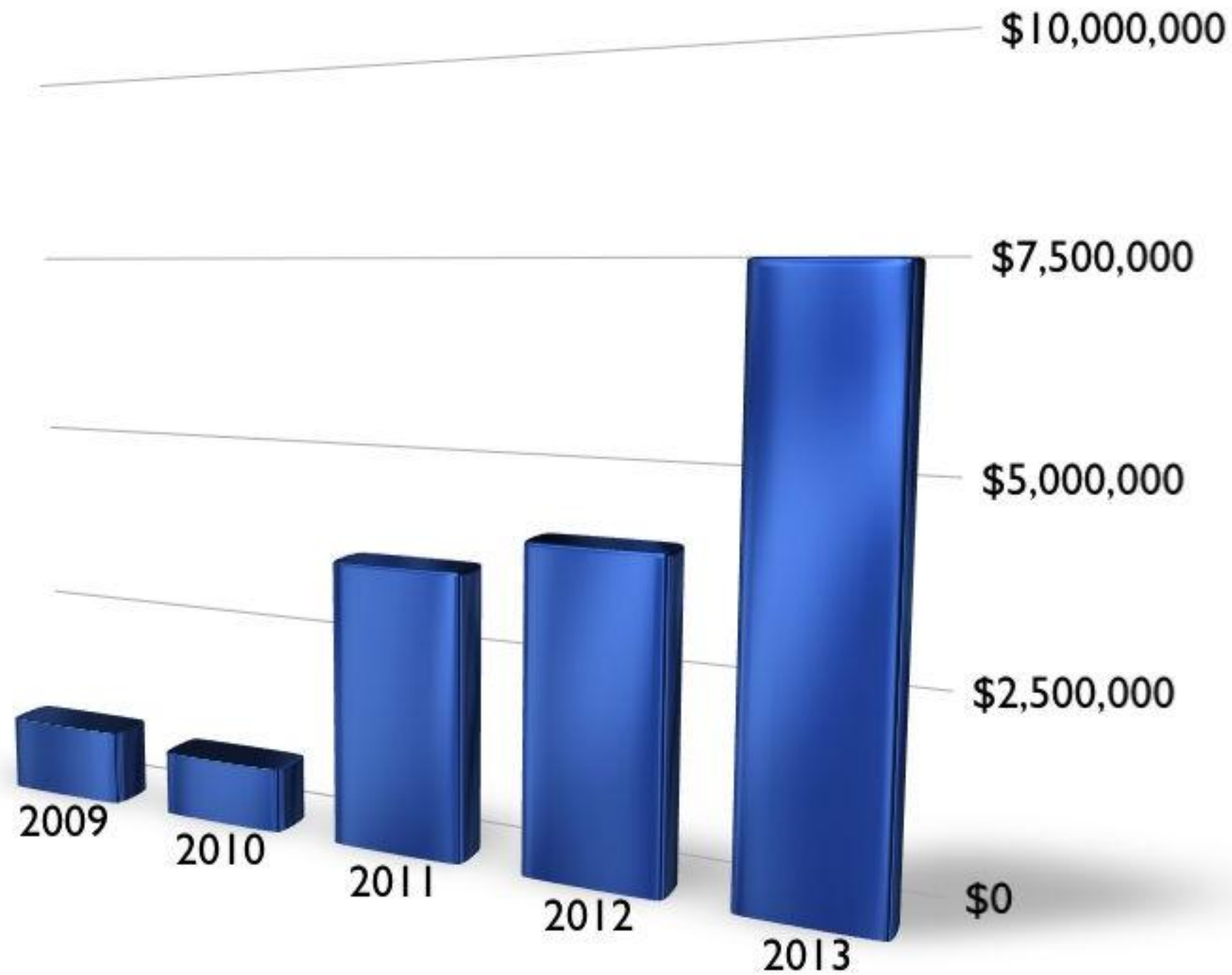
Cash and Cash Equivalents

(Short and Long Term)

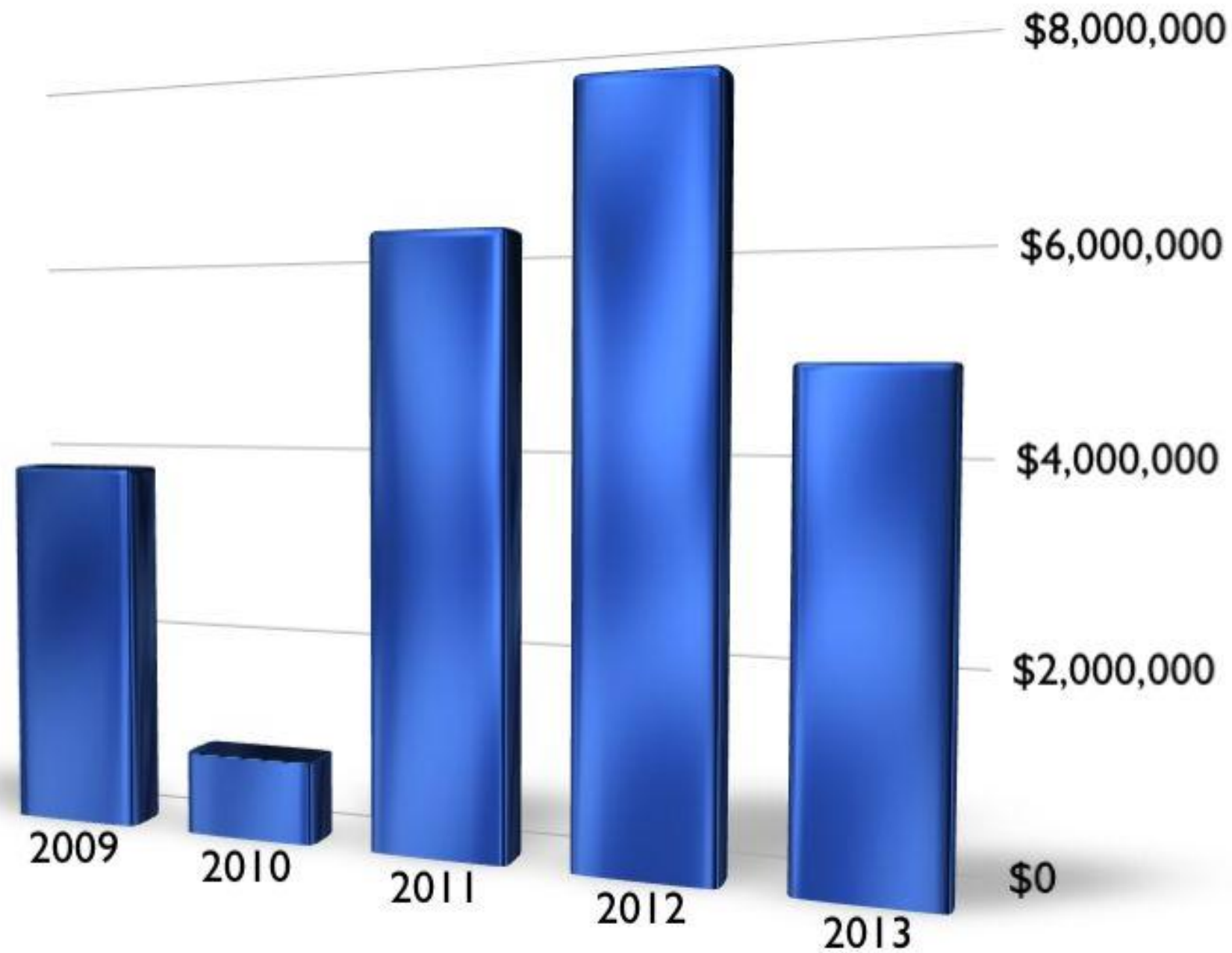


No Debt.

Operating Income

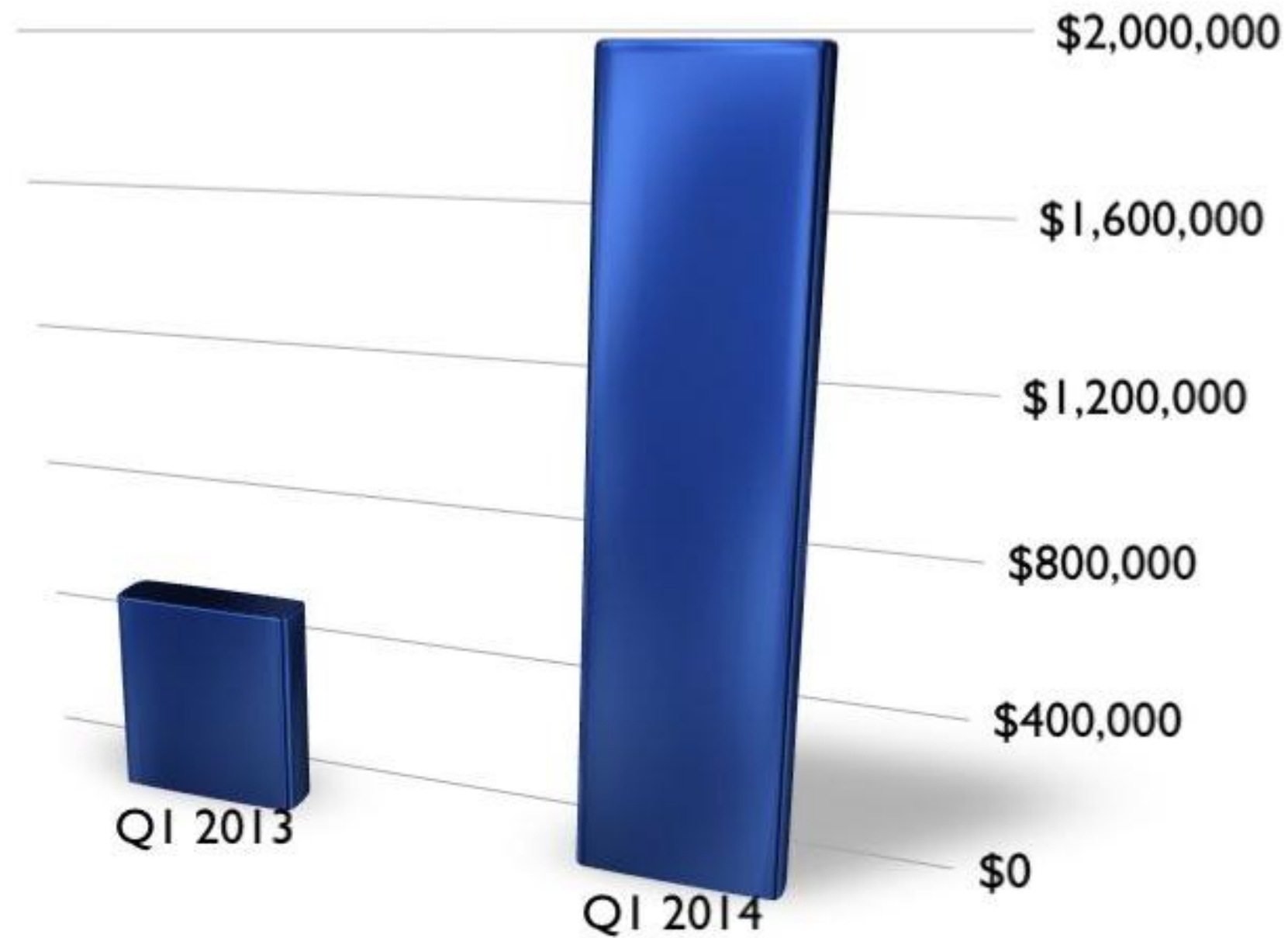


Net Income

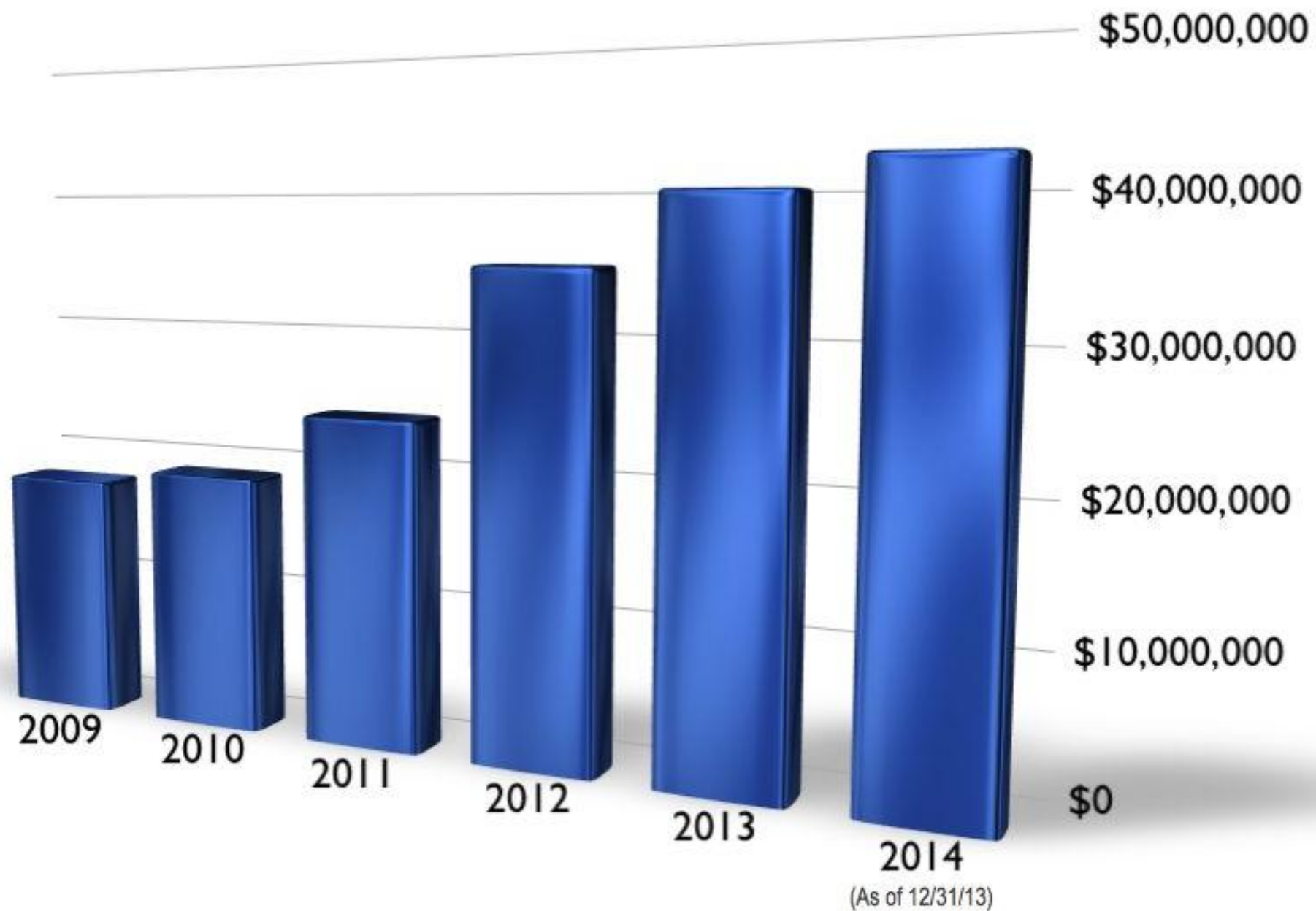


2009, 2011 and 2012 inclusive of deferred tax asset

Net Income



Shareholder Equity

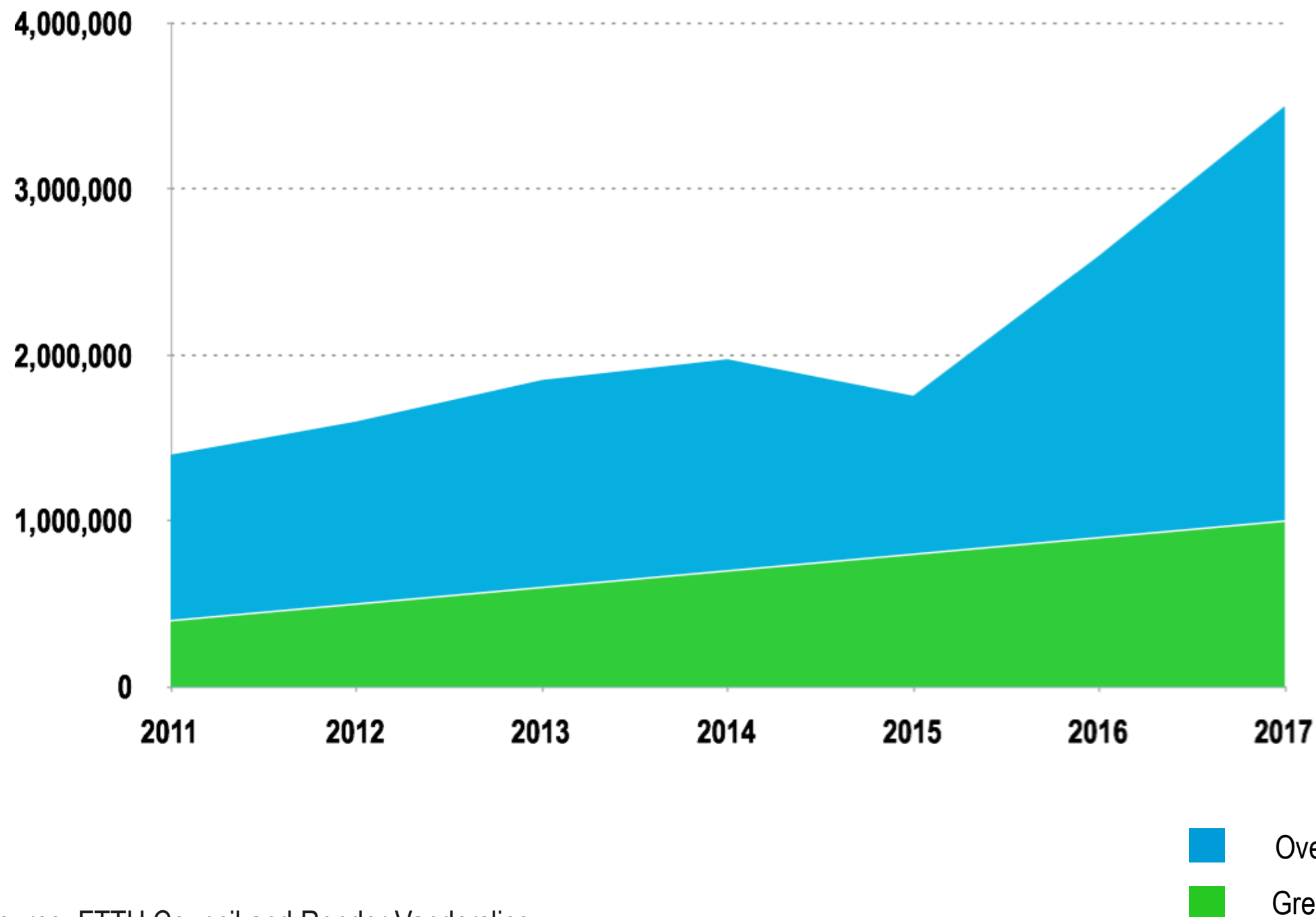


Where Do We Go From Here?



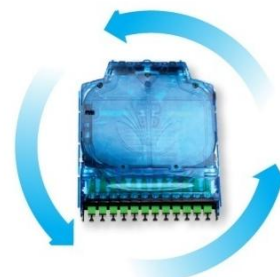
Fiber Wireline: Forecast through 2017

U.S. Overbuild and Greenfield



Clearfield:
Gaining share of
mind and share
of pocketbook.

VISION. CLARITY. CLEARFIELD.



Making fiber work — with a unified fiber management and protection platform, is the vision that drives Clearfield. Centered around the Clearview Cassette, these solutions scale to your subscriber take-rates. FieldSmart™ — a series of fiber panels, cabinets and enclosures, teamed with FieldShield™, an innovative pushable fiber delivery method — protects your fiber investment along every point of the broadband network.

Looking to Reduce the Cost of Gigabit Broadband? [See Clearfield.](#)
ClearfieldConnection.com • 800-422-2537