infinitii ai

make your data smarter

INVESTOR PRESENTATION • JANUARY 2025

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FORWARD-LOOKING STATEMENTS

Statements included in this presentation that do not relate to present or historical conditions are "forward looking statements". Forward looking statements are projections in respect of future events or future financial performance or both. In some cases, you can identify forward looking statements by terminology such as "may", "should", "intend", "expect", "plan", "anticipate", "believe", "estimate", "predict", "potential", or "continue", or the negative of these terms or other comparable terminology. In particular, this presentation contains forward looking statements relating to infinitii ai's business and its future opportunities and business strategies, including, but not limited to the Company's ability to: (i) maximize growth and shareholder value by realizing expected growth of markets including Smart City Water Infrastructure, Smart Industry Infrastructure and expansion into other markets; (ii) identify opportunities to help customers save on non-discretionary expenses by implementing its software solutions; (iii) increase sales to current customers and also sell to new customers; and (iv) become an industry leader in its areas of expertise. The forward looking statements contained in this presentation are based on certain key expectations and assumptions of the Company concerning the number of users that will license infinitii ai's software, the amount of expenses required to operate infinitii ai's business, business prospects, strategies, regulatory approval, the sufficiency of budgeted capital expenditures in carrying out planned activities and the ability to obtain financing on acceptable terms, all of which are subject to change based on market conditions and potential timing delays and other factors beyond the Company's control. These assumptions and factors are based on information currently available to the Company, including information obtained from third-party sources. Although management of the Company consider these assumptions to be reasonable based on information currently available to them, such assumptions may prove to be incorrect and accordingly may have a significant negative impact on the projections set out in this presentation. The forward-looking statements contained in this presentation are only predictions and involve known and unknown risks, uncertainties and other factors, which may cause the Company's, or its industry's, actual results, levels of activity or performance to be materially different from any future results, levels of activity or performance expressed or implied by the forward-looking statements. These risks and uncertainties relate to, among other things:

1. General economic conditions and market uncertainty, including business competition;
2. Changes in laws and regulations;
3. General political and social uncertainties;
4. The viability and marketability of infinitii ai's software solutions;
5. The Company's failure to successfully implement its marketing plan;
6. The development of superior technology by the Company's competitors;
7. The failure of consumers to readily adopt and use infinitii ai's software;
8. Risks associated with the Company's ability to obtain and protect rights to its intellectual property, including its trademarks and software code;
9. Risks and uncertainties associated with the Company's ability to raise additional capital;
10. Risks associated with the failure to retain and attract key management and personnel;
11. The Company's failure to identify suitable acquisition targets and to consummate any such acquisitions; and
12. Other factors beyond the Company's control.

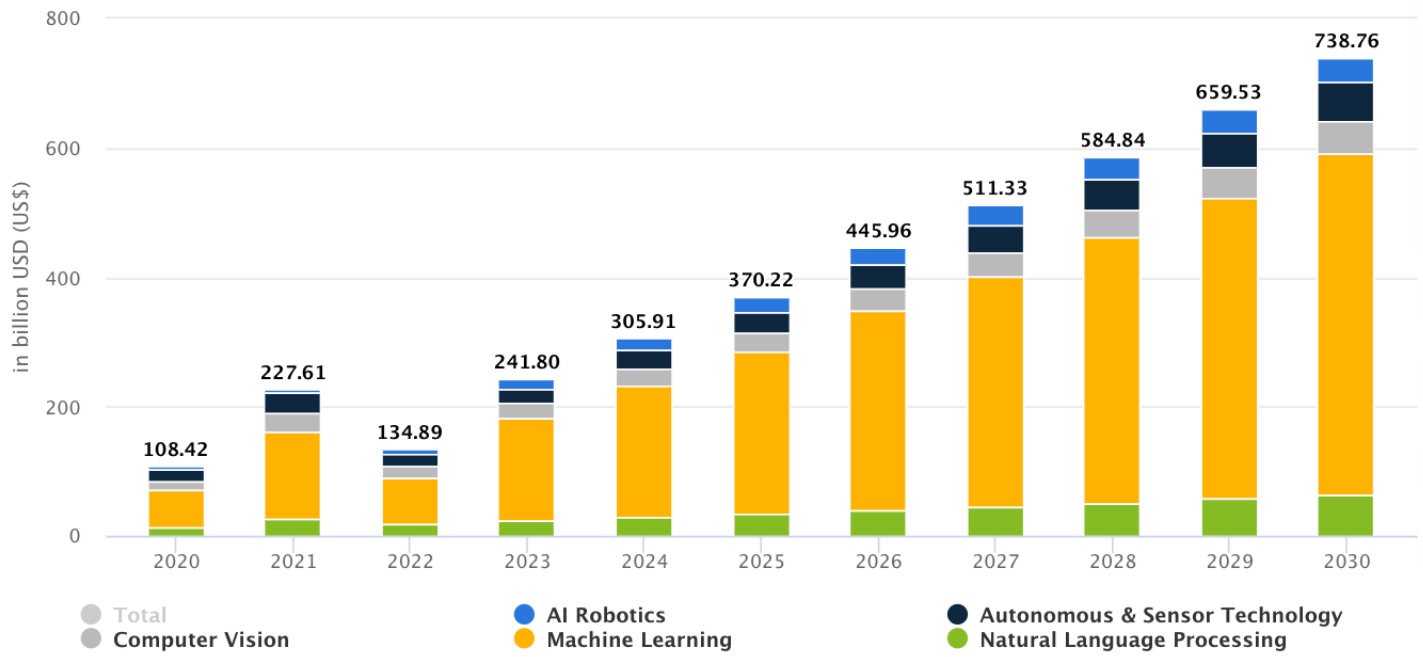
Readers are cautioned that the foregoing factors are not exhaustive. You are urged to consider these factors carefully in evaluating the forward-looking statements contained herein and are cautioned not to place undue reliance on such forward-looking statements, which are qualified in their entirety by these cautionary statements and the risk factors set forth in infinitii ai's quarterly and annual reports filed on SEDAR and available at www.sedarplus.ca..

MARKET OPPORTUNITY

MARKET OPPORTUNITY

AI SOFTWARE – 15.8% CAGR TO $738.8B IN 2030 WITH MACHINE LEARNING DOMINATING ALL OTHER FORMS OF AI

MARKET SIZE | MARKET SIZE CHANGE



Market Size 2030

AI Robotics	36.78
Autonomous & Sensor Technology	59.54
Computer Vision	50.97
Machine Learning	528.10
Natural Language Processing	63.37

Notes: Data shown is using current exchange rates and reflects market impacts of the Russia-Ukraine war.

Most recent update: Aug 2023

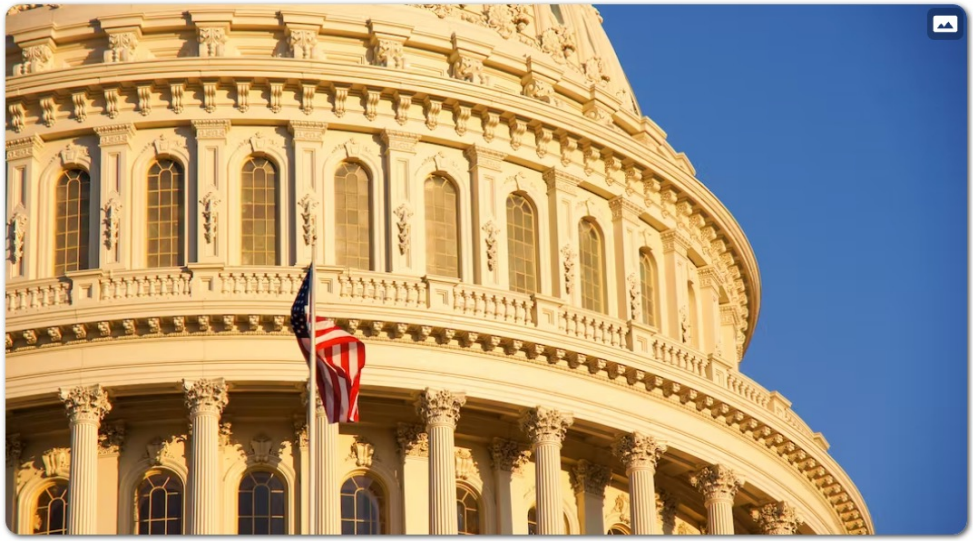
Source: Statista Market Insights

MARKET VALIDATION

WATER INDUSTRY INFRASTRUCTURE FOCUS

WaterWorld LOGIN JOIN

A Year for Water Infrastructure



- **USA: $55 billion for clean water and water infrastructure projects**

Source: National Association of Clean Water Agencies

CATEGORY	RECOMMENDED ACTIONS
Accelerate innovation	① Leverage technology to break down barriers to innovation, address regulatory compliance and mitigate unintended consequences. ② Incentivize investment in innovation and experimentation. ③ Cultivate a technology-savvy water workforce.
Transform water services through next-generation technology	④ Employ digital solutions such as artificial intelligence (AI) and machine learning (ML) to optimize efficiency, operations and water quality. ⑤ Apply real-time monitoring, predictive analytics and material science to create "eternal infrastructure" and support resilient resources. ⑥ Transform water management through expansion of in-home and fit-for-purpose treatment technologies.

- **AI and Machine Learning are recommended actions by water industry experts**

Source: American Water Works Association

BUSINESS MODEL

BUSINESS MODEL

DRIVEN BY RECURRING SAAS REVENUE WITH A 96% CUSTOMER RENEWAL RATE

infinitii ai SaaS business model

- We offer recurring long-term SaaS revenue contracts
- We engage directly with customers on large Smart City water and Smart Industry infrastructure projects
- We partner with engineering firms that lead projects or integrators that implement our products
- We offer professional services that drive recurring product revenues in new and existing vertical markets
- Every project involves valuable time-series data that must be analyzed and shared to avoid environmental impact costs
- We apply AI-driven Machine Learning and Predictive Analytics to provide forecasts for weather-related impacts on infrastructure operations as well as their service areas
- In every sale we become part of non-discretionary Operating Expense (OpEx) infrastructure processes

SAAS GROWTH FROM $186.6B TO $720.4B BY 2028

Forbes

The Real Reason Why Venture Capitalists And Investors Love SaaS Companies

Omari Rigg Forbes Councils Member

Forbes Business Council COUNCIL POST | Membership (Fee-Based)

Jun 9, 2022, 08:15am EDT

State of the SaaS market

- In late 2022, the global SaaS market was valued at $186.6 billion. By 2028, it's expected that this number will reach $720.44 billion, with a CAGR of 25.25% during the forecast period of 2022 – 2028
- In the last 10 years, SaaS funding has increased by almost 7X and outpaced the growth of overall venture capital funding by almost 6X
- SaaS platforms can provide a strategic upper hand to acquire insight from large amounts of data and cloud-based infrastructure that offers flexibility and control. We're seeing an overall heightened demand for high-quality SaaS businesses
- The increase in investor interest surrounding SaaS is primarily due to its growing use case and expansion into new industries

Source: FE International

CORPORATE PERFORMANCE

OUR PROGRESS

17% GROWTH RATE IN FY2024 WITH U.S. EXPANSION

”Among other successful sales during FY24, our business development team won competitive bids with AECOM and Flowmetrix to capture more than 90% of the Greater Toronto and Hamilton Area (GTHA) municipalities serving a population of 6.6 million.

We also made inroads into the United States with TREKK Design Group and with customer acquisitions in Kansas City, MO, Johnson County, KS, Houston MO, Omaha, NE, Cedar Hill, MO, Kansas City, KS and St. Louis MO.

In parallel, our product development and support teams also helped us achieve a remarkable 96% customer renewal rate.”

Jean Charles Phaneuf, CEO, infinitii ai

RESULTS

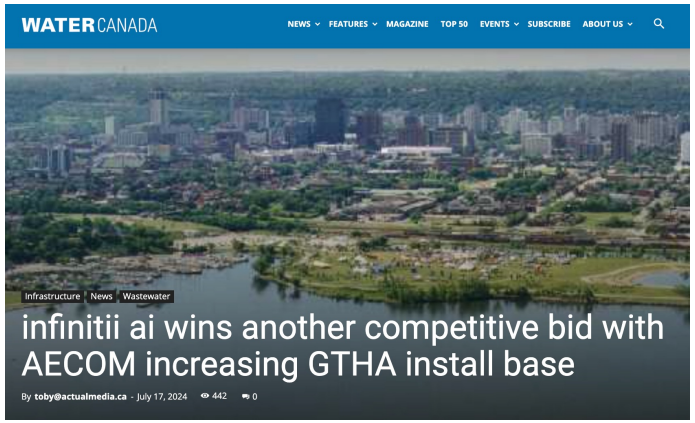
HIGHER SALES, LOWER EXPENSES IN FY2024

infinitii ai Announces Completion of Integration Project for TREKK Design Group, Now Testing PreView Underground Camera Systems

Monday, May 6, 2024

Company Profile | Follow Company

infinitii ai CEO Jean Charles Phaneuf shakes hands with TREKK Design Group's Senior Innovation Specialist Jared Carey. infinitii flowworks is now being tested with TREKK PreView in Kansas City, Omaha, Cedar Hill and St. Louis



As reported in the FY24 MD&A financial highlights

- For the year ended June 30, 2024, the Company generated **$2,406,442 in revenues** compared to **$2,052,475** in FY23, a **17% increase and annual sales record**
- Operating expenses for FY24 of **$3,424,988** compared to **$4,589,662** in FY23, a **25% decrease**
- The cash required by the Company's operating activities of **$661,804 decreased by 46%** in FY24 compared to the same period in FY23 as management continued to make **judicious use of cash**

As reported in the FY24 MD&A operational highlights

- Competitive bids with AECOM and Flowmetrix helped capture more than **90% of the Greater Toronto and Hamilton Area** (GTHA) municipalities serving a **population of 6.6 million**
- TREKK Design Group **increases infinitii ai's U.S. install base** by 11 customers including **Kansas City, MO, Omaha, NE, Cedar Hill, MO** and **St. Louis, MO** and brands its U.S. data services offering **"Waterspout powered by infinitii ai"**

OUR PROGRESS

35% GROWTH RATE IN Q1-FY2025 DOUBLES ANNUAL GROWTH RATE FOR FY2024

"Our revenues in Q1-FY25 grew at twice the pace of FY24's annual revenue growth, representing a 35% increase from the same period last year. This important milestone highlights the traction of our sales strategy presented at the Company's Annual General Meeting on November 21st."

"This strategy sees us engaging with a wider network of engineering and hydrologist firms, sensor and flow metering equipment providers, as well as boots-on-the-ground infrastructure services collaborators. Additionally, we are focused on upselling customers with our new generation of machine learning software that brings real-time predictive insights that inform operational decision-making."

Jean Charles Phaneuf, CEO, infinitii ai

RESULTS

STRONG Q1-FY2025 REVENUE GROWTH, IMPROVED PROFITABILITY, OPTIMIZED CASH FLOW

How Is Vancouver Enhancing Sewer Systems with Real-Time AI Monitoring?

August 19, 2024

Key financial highlights

- **Strong revenue growth**: infinitii ai achieved **$718,680** in Q1 FY2025 revenue, representing a **35% increase** compared to **$534,144** for the same period last year. This marks a strong acceleration in growth, with revenue in Q1 FY2025 increasing at **twice the pace of FY2024's annual revenue**.
- **Improved profitability**: The Company significantly reduced its quarterly loss from operations to **$95,932,** a **62% improvement** compared to a loss of **$251,695** in Q1 FY2024, demonstrating strong operational efficiency and cost management.
- **Optimized cash flow**: Cash required by operating activities decreased to **$302,873**, an **8% improvement** over the prior-year period, reflecting disciplined financial management alongside accelerating growth.

LEADERSHIP

THE TEAM POWERING GROWTH

Greg Johnston
Product Evangelism

Cale Thomas
Finance

Jean Charles Phaneuf
Leadership

Frank Carzoli
Sales & Business Development

Pierre Paul Samson
Corporate & Product Marketing

Piotr Stepinski
Data Science & AI

Mike McDonald
Engineering

Nathan Rudyk
Corporate Communications

CUSTOMERS AND PARTNERS

OUR CUSTOMERS

70+ CUSTOMERS ACROSS USA & CANADA

infinitii ai
make your data smarter

County of Los Angeles California
Seattle Public Utilities
Toronto
Miami-Dade County
Communauté métropolitaine de Montréal
Region of Peel working with you
Boston Water and Sewer Comission
York Region
City of Vancouver
Markham
Montréal
Hamilton
Fort Worth
Teck
City of Dallas
City of Surrey
City of Boulder
Alberta Capital Region Wastewater Commission
City of Grand Blanc Connect · Grow · Become
CRD Capital Regional District
Genesee County Michigan
Abbotsford

OUR PARTNER CHANNEL

TRUSTED ENGINEERING PARTNERS

infinitii ai
make your data smarter

AECOM

KERR WOOD LEIDAL
consulting engineers

SCG
FLOWMETRIX

CORE&MAIN

TREKK
DESIGN GROUP, LLC

HACH
Be Right™

US3
UTILITY SYSTEMS SCIENCE & SOFTWARE

FLOWAV
Measured by the Quality of Your Data.

ADS

Avanti Engineering, Inc.

K2
geospatial

SFE
GLOBAL

VALUE PROPOSITION

PROBLEM SET

PROBLEMS FACING INFRASTRUCTURE DATA PROJECTS

Sensor data explosion

Problem

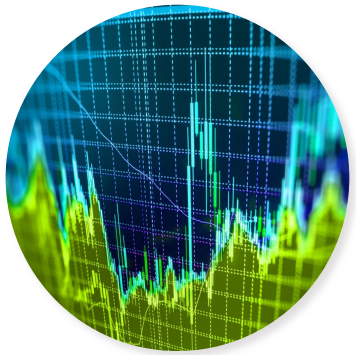
Thousands of IoT data points creating big-data issues

Proprietary data vendor maze

Problem

Many vendor solutions have proprietary data mazes

Vast amounts of public data



Problem

Satellite, USGS, NOAA and other public datasets are hard to integrate

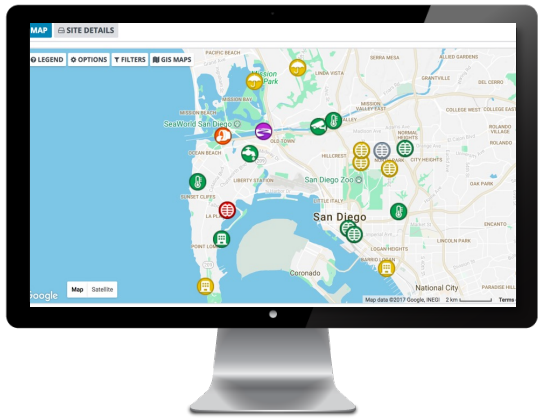
Requirement for single interface

Problem

How do you pull all this together to make sense of operations data?

SOLUTION SET

AI-DRIVEN SOFTWARE SOLVES THOSE PROBLEMS

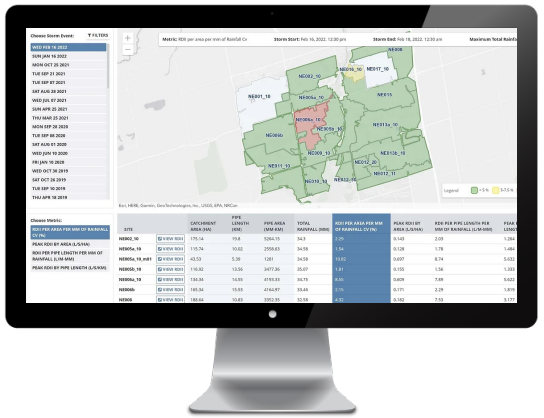


Data collection

GIS dashboard visualization of all available data sources

Data transformation

Streaming real-time data with AI-driven Machine Learning automation

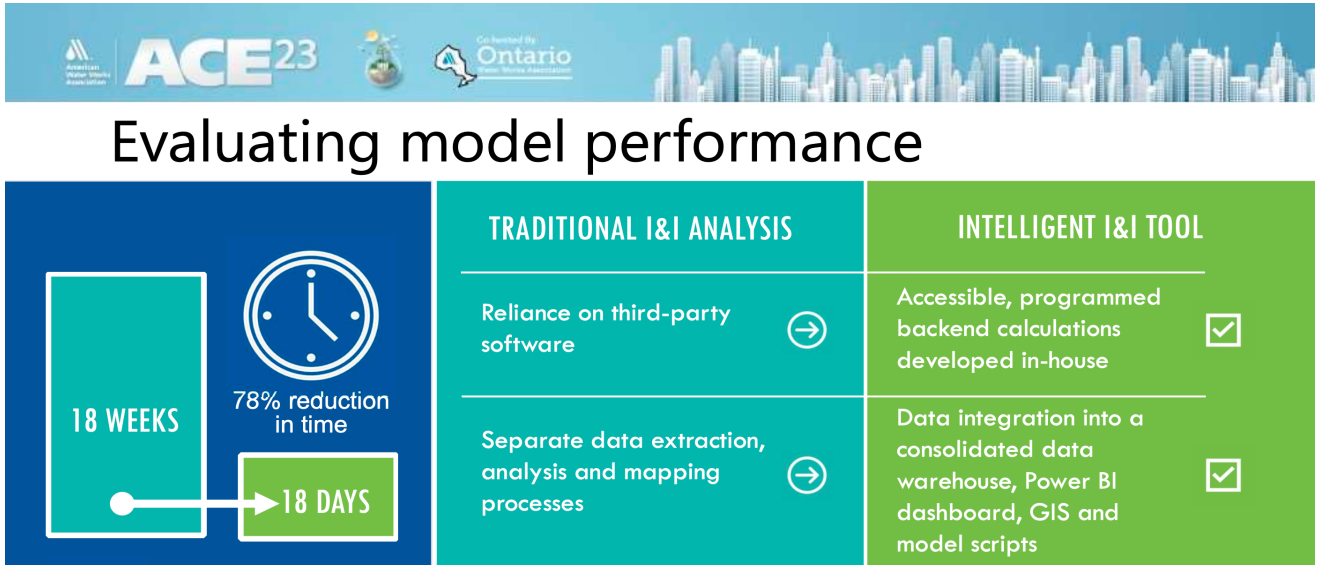


Data analysis

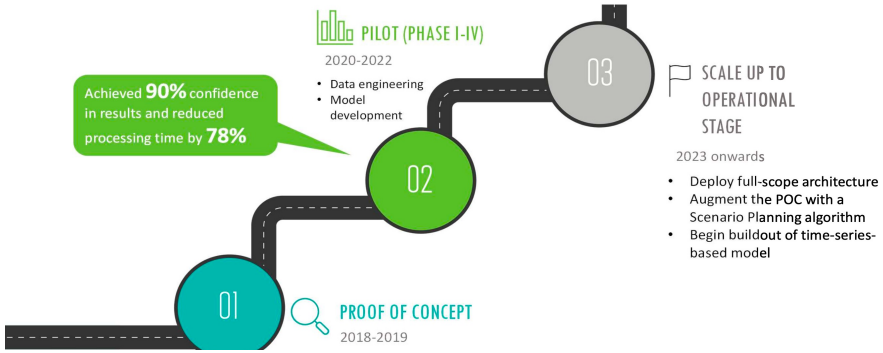
Predictive analytics and custom calculations drive new insights while cutting costs of analysis

SOLUTION SET

HOW CUSTOMERS MEASURE SUCCESS



Intelligent I&I: current state and future outlook



Overall benefits

- 78% reduction for Inflow & Infiltration (I&I) analysis, from 18 weeks to 18 days
- Overall benefits:
  - Proactive system management
  - Better understanding of the system over time
  - More informed data-driven decision making
  - Machine learning predictions for what might happen at wastewater facilities under different scenarios

Source: York Region I&I Reduction Team presentation at ACE23 Conference

SOLUTION SET

AWARD-WINNING MACHINE LEARNING CUSTOMERS

Water Environment Federation/American Water Works Association Innovation Award for the 2023 Intelligent Water Systems Challenge

- The Regional Municipality of York won American Waste Water Association and Water Environment Association awards in 2023 followed by an International Water Association award in 2024 for using infinitii ai machine learning software for managing Inflow and Infiltration (I&I)
- York Region designed a Machine Learning model to process raw data into actionable information to help make proactive and better-informed decisions to manage infrastructure
- Real-time and historical data are integrated to create a priority map that informs future operations and maintenance work
- The model can predict the way the system would respond to hypothetical precipitation events

SOFTWARE FOUNDATION

NEW TECHNOLOGY PLATFORM LAUNCHED OCT. 2022

infinitii dataworks platform

Smart City water infrastructure products

Smart Industry infrastructure products

OUR PRODUCTS

SMART CITY WATER INFRASTRUCTURE PRODUCTS

infinitii ai
make your data smarter

Foundation

- infinitii flowworks
- infinitii flowworks+
- infinitii flowworks pro

Machine Learning & data connectivity options

- infinitii auto i&i
- infinitii auto qa/qc
- infinitii face
- infinitii face pro
- infinitii cso predict
- infinitii flood risk forecast
- infinitii api

OUR PRODUCTS

SMART INDUSTRY INFRASTRUCTURE PRODUCTS

Smart Industry

infinitii real time monitoring

infinitii advanced calculation engine

infinitii auto qa/qc

Smart Industry applications

- **Predictive maintenance:** Predict when equipment is likely to fail, allowing for proactive maintenance
- **Anomaly detection:** Detect unusual patterns or anomalies in industrial infrastructure performance
- **Energy management:** Optimize energy usage in industry infrastructure facilities by predicting energy demand and adjusting production
- **Quality control:** Monitor and control the quality of outputs in industrial infrastructure processes
- **Environmental monitoring:** Monitor conditions in industrial infrastructure facilities such as air and water quality

TESTIMONIALS

CUSTOMER TESTIMONIAL – LOS ANGELES COUNTY

LOS ANGELES COUNTY SANITATION DISTRICTS
Converting Waste Into Resources

The Los Angeles County Sanitation Districts has selected infinitii flowworks for real-time reporting and analytics on a wastewater system that services 5.6 million people.

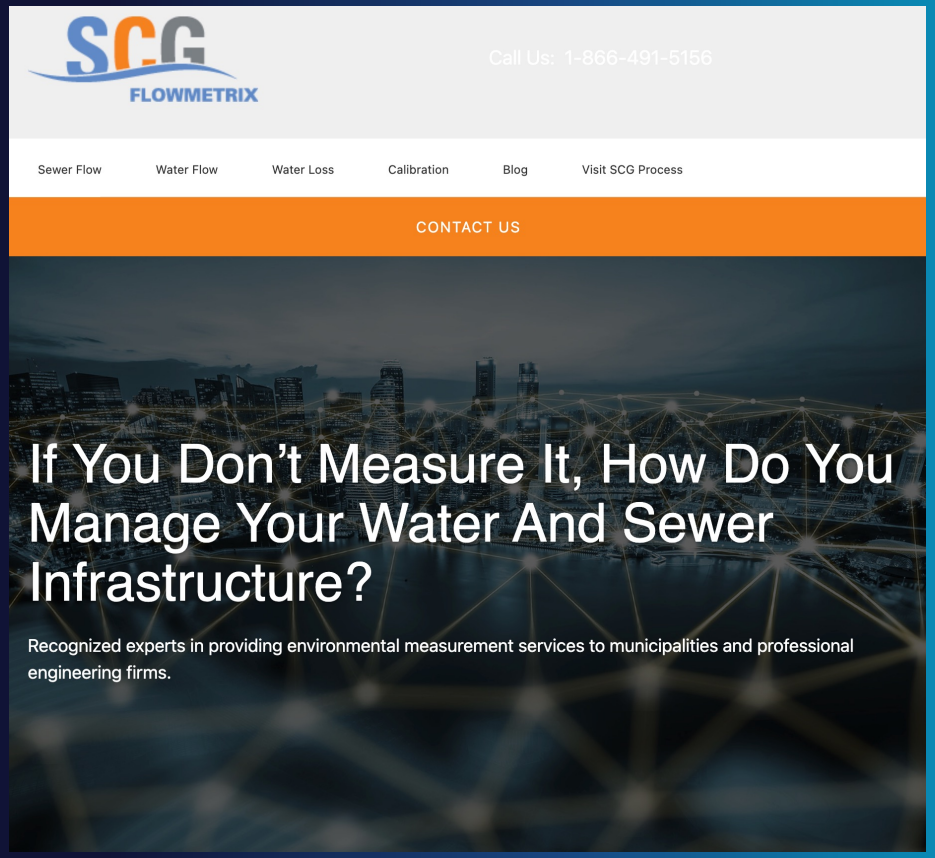
"We had several forms of flow and level data coming from our own meters and from several flow contractors that needed to be brought all together and presented in a single interface . . . Eventually we will have several hundred continuous-level flow meters throughout our system to feed into data modeling and Machine Learning applications. We have a big push for this advanced technology."

Darrell Hatch, Supervising Engineer

Sanitation Districts of Los Angeles County

PARTNER TESTIMONIAL

PARTNER TESTIMONIAL – SCG FLOWMETRIX



"We've been working with infinitii ai since 2016 starting with the City of Toronto. As our partnership grew deeper, we noted infinitii ai's R&D push into Machine Learning, which brought it to the forefront of software providers, making it a top choice for SCG Flowmetrix and our customers."

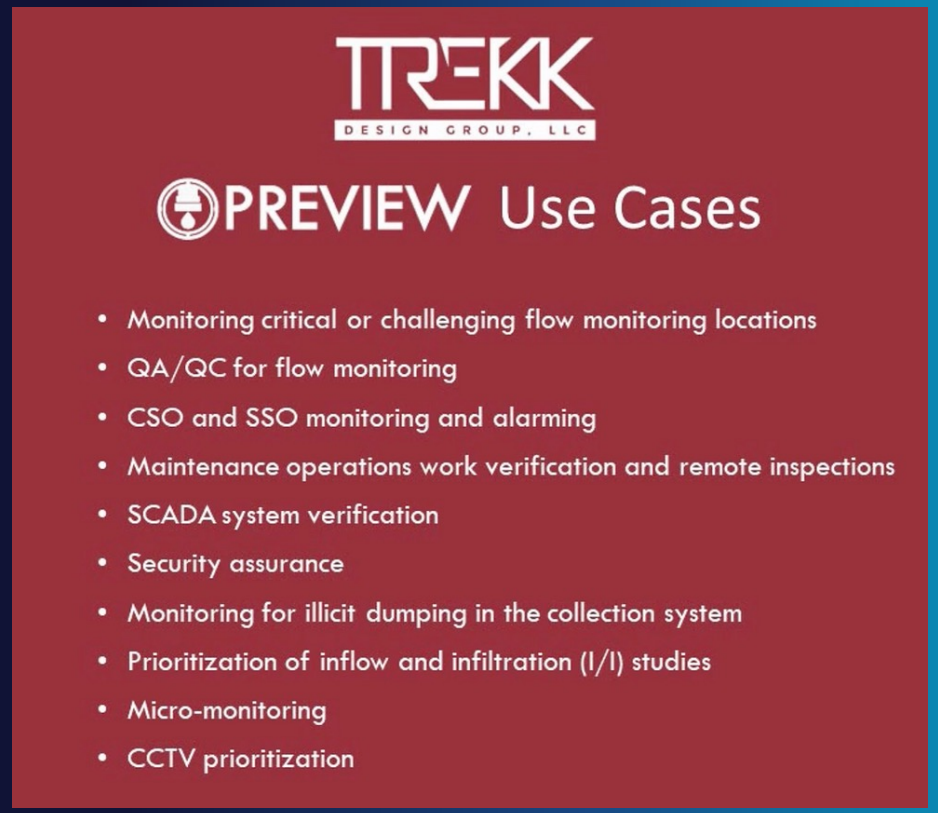
Sam Mills, Vice President
SCG Flowmetrix

"The 2023 SCG Flowmetrix partner sale to Peel Region surpasses 2022's record sale to Los Angeles County. This RFP win is a testament to the value of our new product portfolio and that our company is heading in the right direction."

Jean Charles Phaneuf,
CEO, infinitii ai

PARTNER TESTIMONIAL

HOW TREKK LEVERAGED PROFESSIONAL SERVICES FROM INFINITII AI TO BUILD A NEW MARKET IN MIDWEST USA



"We are capable of writing our own code," said Trent, "But we realized that the backbone of our Waterspout system needed an overhaul. And at the same time we reached the conclusion that we really had to get out of the software business to focus on what we do best."

- Kansas-City-based TREKK Resources has 227 engineering professionals in 11 U.S.-based locations across the Midwestern USA
- Co-founders Kimberly and Trent Robinett hired infinitii ai's professional services team to integrate flowworks with the TREKK PreView underground camera system
- "Waterspout powered by infinitii ai" has now been rolled out to 11 TREKK clients that include municipalities and other engineering services firms to help avoid sewer backups, wastewater overflows and other costly underground breakages

GROWTH

HIGH POTENTIAL MARKET SEGMENTS

GROWTH PLAN

Market segment	How we grow
Smart City Water infrastructure	• Leverage existing relationships with customers and engineering partners to upsell our latest portfolio of AI-driven products • Execute on go-to-market strategies with tier-1 collaborators such as AECOM, SCG Flowmetrix, TREKK Design Group and Core & Main
New Smart City Water applications	• Engage with a wider network of U.S.-based engineering and hydrologist firms, sensor and flow metering equipment providers, as well as boots-on-the-ground infrastructure services collaborators
New intellectual property via professional services	• Capture customers who are experiencing shortages of AI/data science talent with professional services offering • Expand into new market opportunities while earning revenues

CORPORATE TRAJECTORY

GROWTH HIGHLIGHTS

- TREKK Design Group increases infinitii ai's U.S. install base in 2024 by 11 customers including Kansas City, MO, Omaha, NE, Cedar Hill, MO and St. Louis, MO and brands its data services offering as "Waterspout powered by infinitii ai"
- 2024 sales to City of Hamilton, City of Markham, and Halton Region make 90%+ of Greater Toronto and Hamilton Area (GTHA) infinitii ai customers including York Region, Peel Region, and City of Toronto
- Largest sale to date in 2022 to Los Angeles County, USA's biggest producer of recycled water serving 5.6 million people
- New technology platform launched in 2022 features new generation of Machine Learning predictive analytics

IN THE NEWS

INDUSTRY AND BUSINESS PRESS

INDUSTRY INTEREST AND ATTENTION

WASTEWATER DIGEST

Los Angeles County Selects FlowWorks S

Software to provide real-time reporti
that services 5.6 million people

Direction informatique

06/07/2023

News Deals News Public sector Emerging technologies

The Montreal Metropolitan Community and the City of Montreal choose infinitii ai

By **Renaud Larue Langlois**

Public Markets

infinitii ai announces $1.5 million five-year contract for its new generation of Machine Learning technology

June 28, 2023 • 5 min read

AI-powered software boosts Peel's sewer monitoring horsepower

Don Wall March 10, 2023

INVESTMENT RELATIONS

INVESTMENT RELATIONS NEWS HIGHLIGHTS

DEC. 2, 2024:

infinitii ai reports strong 35% revenue growth in Q1 FY2025 doubling FY2024's annual growth rate
More >

OCT. 29, 2024:

17% sales increase, 96% customer renewal rate and reduced costs highlight F2024 for infinitii ai as it advances U.S. market expansion
More >

SEPT 26, 2024:

TREKK Design Group LLC more than doubles USA install base
More >

AUGUST 15, 2024:

infinitii ai wins competitive bid for three-year contract with Vancouver
More >

JULY 10, 2024:

infinitii ai wins another competitive bid with AECOM increasing GTHA install base
More >

MAY 30, 2024:

infinitii ai reports F2024-Q3 revenue growth of 18% and record sales quarter
More >

MARCH 25, 2024:

infinitii ai wins competitive bid with SCG Flowmetrix for Halton Region
More >

MARCH 13, 2024:

infinitii ai wins competitive bid with AECOM for City of Markham
More >

FEBRUARY 29, 2024:

infinitii ai reports 17% sales increase & controlled expenses for F2024 – Q2
More >

JANUARY 24, 2023:

infinitii ai wins competitive bid with AECOM for City of Hamilton
More >

NOVEMBER 30, 2023:

25% sales increase, 11% expenses decrease for Q1-2024
More >

OCTOBER 30, 2023:

27% sales increase, 95% customer renewal rate & reduced costs for FY-2023
More >

JUNE 28, 2023:

infinitii ai announces $1.5M 5-year contract
More >

JANUARY 24, 2023:

infinitii ai and SCG Flowmetrix win huge flow and rainfall data delivery project
More >

SHARE STRUCTURE

EQUITY CAPITAL

SHARE STRUCTURE

infinitii ai share capital as at Dec. 31, 2024	Number of shares
Common shares issued and outstanding	129,701,783
Shares issuable on debt conversions and options:	
Shares issuable on debt conversions	63,043,422
Incentive equity options and deferred share units	22,363,000
Share purchase warrants	3,000,000
Fully diluted shares	218,108,205

OFFICES AROUND THE WORLD

CORPORATE OFFICES

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