

infinite ai  
make your data smarter

**INVESTOR PRESENTATION • MARCH 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 infinite 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 infinite ai's software, the amount of expenses required to operate infinite 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:

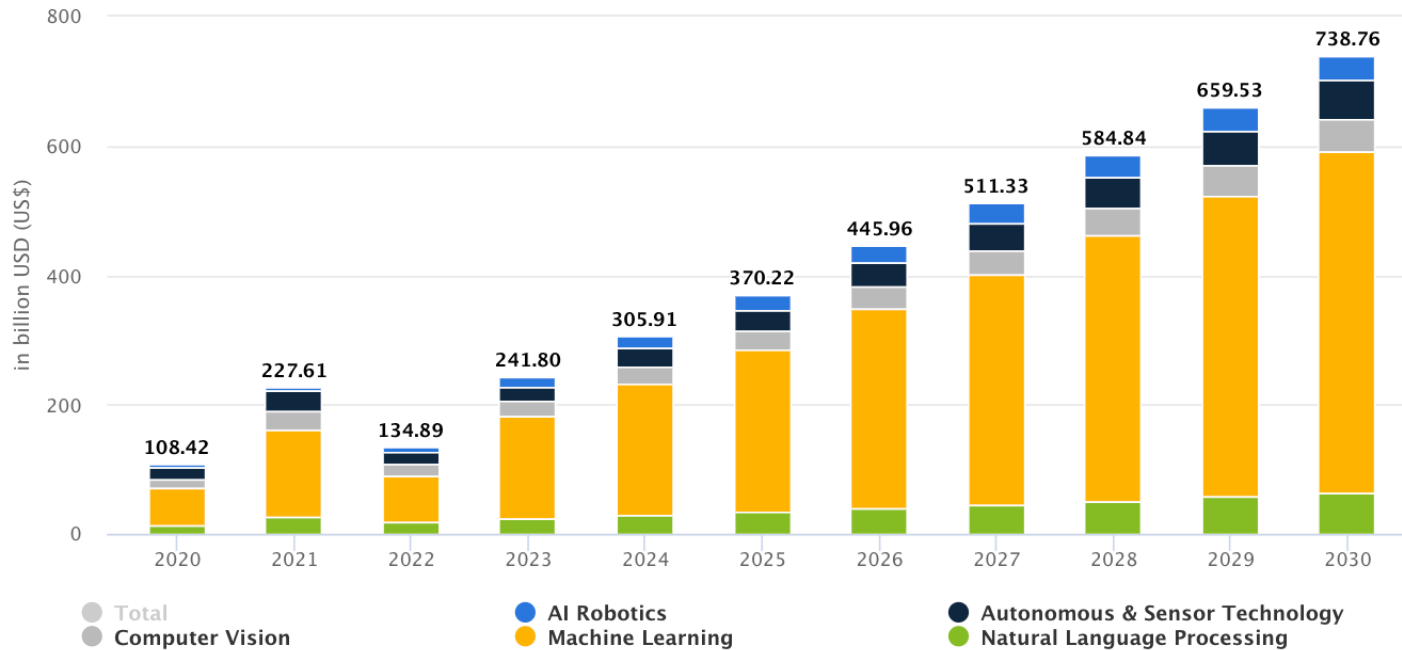
1. General economic conditions and market uncertainty, including business competition;
2. Changes in laws and regulations;
3. General political and social uncertainties;
4. The viability and marketability of infinite ai's software solutions;
5. The Company's failure to successfully implement its marketing plan;
6. The development of superior technology by the Company's competitors;
7. The failure of consumers to readily adopt and use infinite 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 infinite ai's quarterly and annual reports filed on SEDAR and available at [www.sedarplus.ca](http://www.sedarplus.ca).

# 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
<b>Machine Learning</b>	<b>528.10</b>
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

# WATER INDUSTRY INFRASTRUCTURE FOCUS

**WaterWorld.**

LOGIN JOIN

## A Year for Water Infrastructure



### 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*

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

*Source: National Association of Clean Water Agencies*

# **BUSINESS MODEL**

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



## infiniteai 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

# HIGHER SALES, LOWER EXPENSES IN FY2024

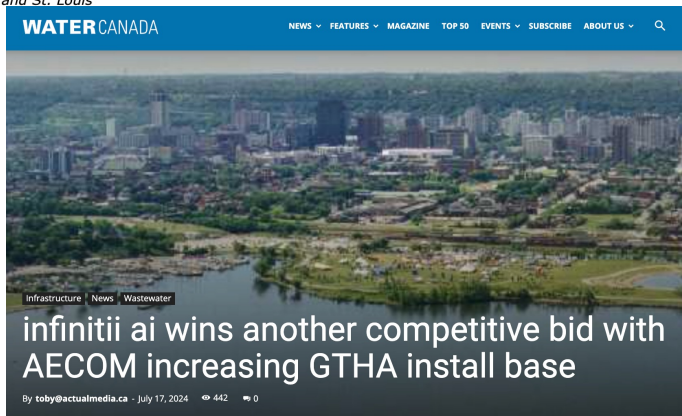
## infinite ai Announces Completion of Integration Project for TREKK Design Group, Now Testing PreView Underground Camera Systems

Monday, May 6, 2024

[Company Profile](#) | [Follow Company](#)



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



## FY2024 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**

## FY2024 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 infinite 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 infinite ai"**

# 10 CONSEQUITIVE QUARTERS OF YEAR-OVER-YEAR REVENUE INCREASES AT END OF Q2-FY2025

*“In Q2 we continued to make progress on recurring revenues while keeping costs under control. The company is staying on track by focusing on steady growth as infinitii ai reached its tenth consecutive quarter of year-over-year revenue increases.”*

*“We are maintaining our focus on upselling customers with our new generation of machine learning software while 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.”*

**Jean Charles Phaneuf, CEO, infinitii ai**



# Q2-FY2025 FINANCIAL HIGHLIGHTS

## Financial highlights for the six-month period ended December 31, 2024

- The Company generated total revenues of **\$1,384,892** compared to **\$1,107,548** during the same period in 2023, representing a **25% increase**
- Total comprehensive loss for the six-month period was **\$281,355**, down from **\$596,839** in the period ended December 31, 2023, representing a **53% decrease**
- Expenses of **\$1,692,220** for the six-month period were lower than the comparable period's operating expenditures of **\$1,713,274**, representing a **1% decrease**.

# 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

**infinite ai**  
make your data smarter



OUR PARTNER CHANNEL

# TRUSTED ENGINEERING PARTNERS





# VALUE PROPOSITION

# PROBLEMS FACING INFRASTRUCTURE DATA PROJECTS

## Sensor data explosion

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### Problem

Thousands of IoT data points creating big-data issues

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## Proprietary data vendor maze

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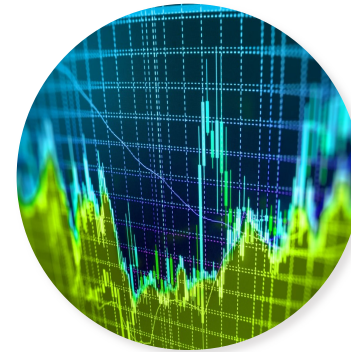
### Problem

Many vendor solutions have proprietary data mazes

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## Vast amounts of public data

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### Problem

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

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## Requirement for single interface

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### Problem

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

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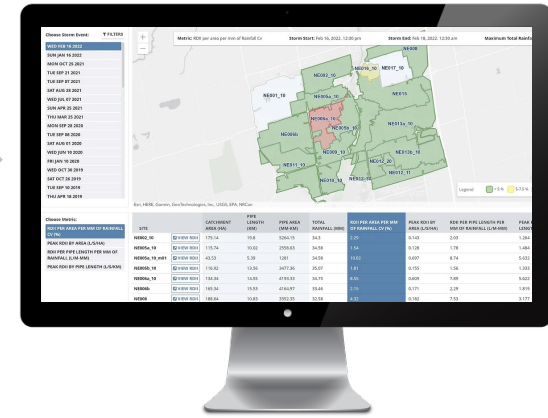
# AI-DRIVEN SOFTWARE SOLVES THOSE PROBLEMS



**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

# HOW CUSTOMERS MEASURE SUCCESS



## Evaluating model performance

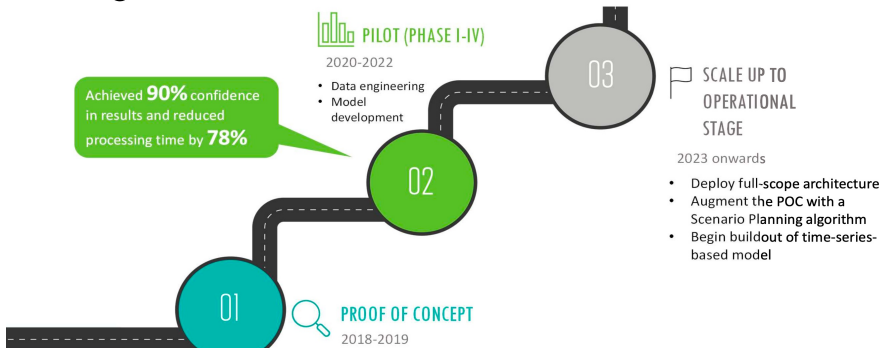


- 78% reduction for Inflow & Infiltration (I&I) analysis, from 18 weeks to 18 days

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

### Intelligent I&I: current state and future outlook



### Overall benefits

- Proactive system management
- Better understanding of the system over time
- More informed data-driven decision making
- Predictions for what might happen at wastewater facilities under different scenarios

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

# AWARD-WINNING MACHINE LEARNING CUSTOMERS



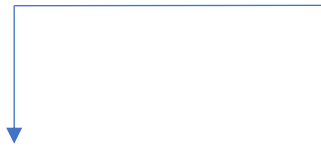
**Water Environment Federation/American Water Works Association Innovation Award for the 2023 Intelligent Water Systems Challenge**

- 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 infinii 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

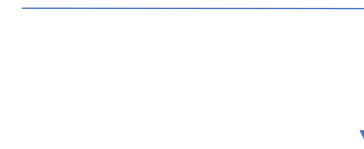
SOFTWARE FOUNDATION

# NEW TECHNOLOGY PLATFORM LAUNCHED OCT. 2022

**infiniteii** dataworks  
platform



**Smart City water  
infrastructure products**



**Smart Industry  
infrastructure products**

# SMART CITY WATER INFRASTRUCTURE PRODUCTS

Foundation

infinite flowworks  
infinite flowworks+  
infinite flowworks pro

Machine Learning & data connectivity options

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

# SMART INDUSTRY INFRASTRUCTURE PRODUCTS

Smart Industry

infiniti **real time**  
infiniti **monitoring**

infiniti **advanced**  
infiniti **calculation engine**

infiniti **auto qa/qc**

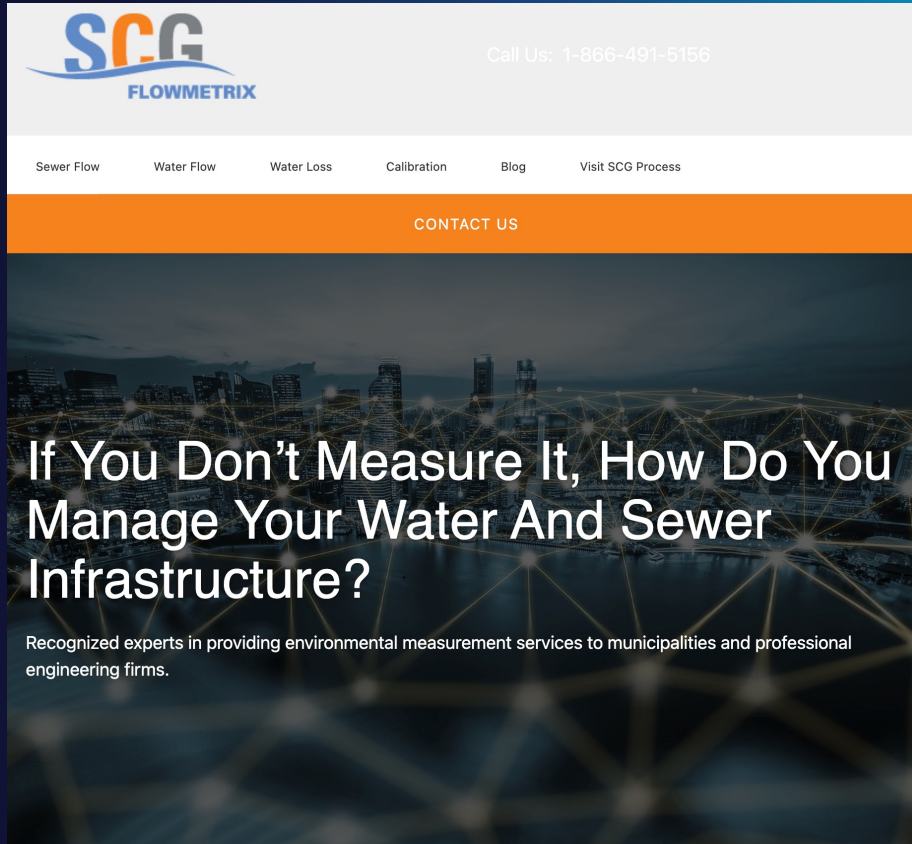
Smart Industry applications

- **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

# TESTIMONIAL – SCG FLOWMETRIX



*“We’ve been working with infinittii ai since 2016 starting with the City of Toronto. As our partnership grew deeper, we noted infinittii 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, infinittii ai**

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



## PREVIEW Use Cases

- Monitoring critical or challenging flow monitoring locations
- QA/QC for flow monitoring
- CSO and SSO monitoring and alarming
- Maintenance operations work verification and remote inspections
- SCADA system verification
- Security assurance
- Monitoring for illicit dumping in the collection system
- Prioritization of inflow and infiltration (I/I) studies
- Micro-monitoring
- CCTV prioritization

*“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 infiniteii ai’s professional services team to integrate flowworks with the TREKK PreView underground camera system
- “Waterspout powered by infiniteii 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

# GROWTH PLAN

## Market segment

## How we grow

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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
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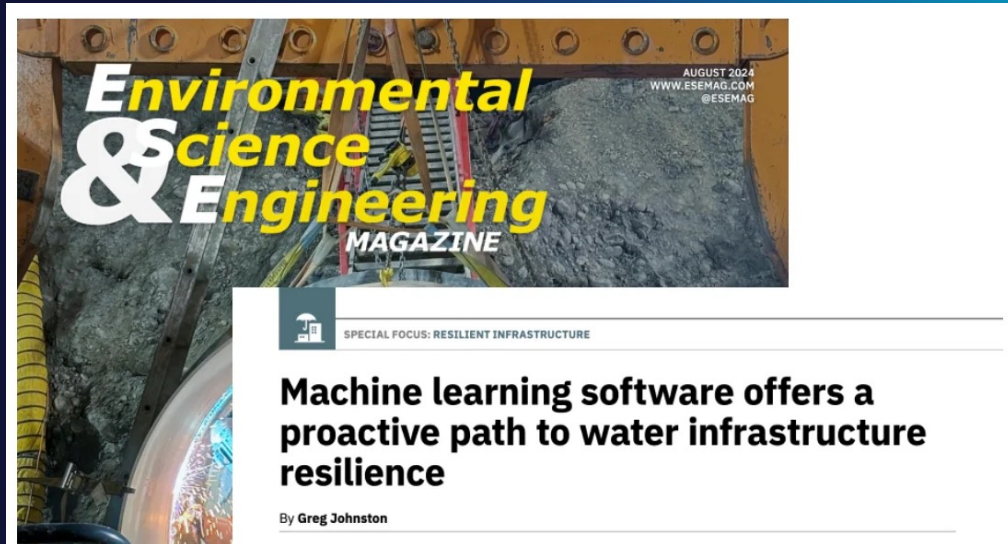
New Smart City Water applications

- 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

# GROWTH HIGHLIGHTS



- TREKK Design Group increases infinii 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 infinii ai"
- 2024 sales to City of Hamilton, City of Markham, and Halton Region make 90%+ of Greater Toronto and Hamilton Area (GTHA) infinii 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 INTEREST AND ATTENTION



## Los Angeles County Selects FlowWorks

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

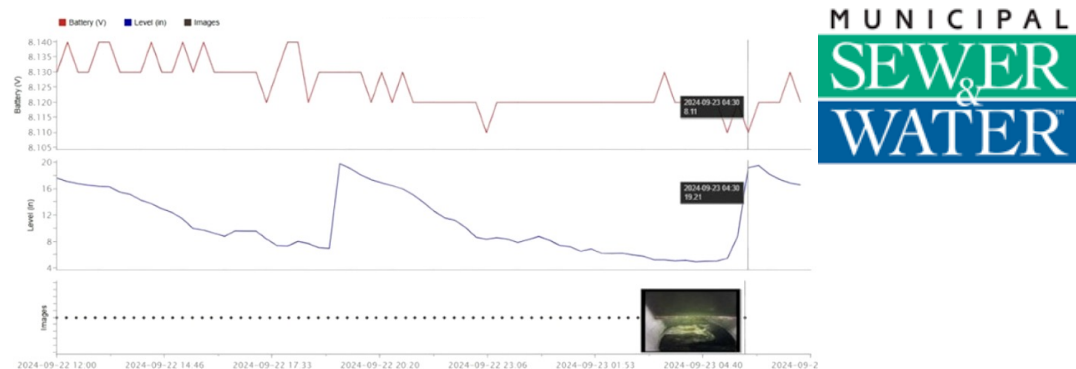
## AI-powered software boosts Peel's sewer monitoring horsepower

Don Wall March 10, 2023



## Underground Camera System Now Includes Machine Learning Analytics

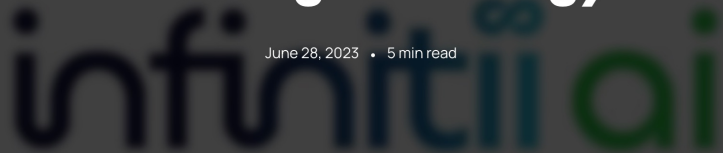
This case study from TREKK Design Group shows how infiniteii ai flowworks helps it power data collection efforts



Public Markets

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

June 28, 2023 • 5 min read





# INVESTMENT RELATIONS NEWS HIGHLIGHTS

**FEB. 27, 2025:**

With 10 consecutive quarters of year-over-year revenue increases, infinitii ai ramps revenues 25% by end of Q2 FY2025 [More >](#)

**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 >](#)

**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

# SHARE STRUCTURE

infiniti ai share capital as at March 1, 2024		Number of shares
Common shares issued and outstanding		129,701,783
<b>Shares issuable on debt conversions and options:</b>		
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

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make your data smarter

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