

# infiniti<sup>∞</sup> ai

make your data smarter

**INVESTOR PRESENTATION • JANUARY 2023**

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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.sedar.com](http://www.sedar.com).

# MARKET OPPORTUNITY

# AI SOFTWARE – 38.1% CAGR to \$1.8T MARKET IN 2030

\$136B market in 2022 growing to \$1.8T by 2030

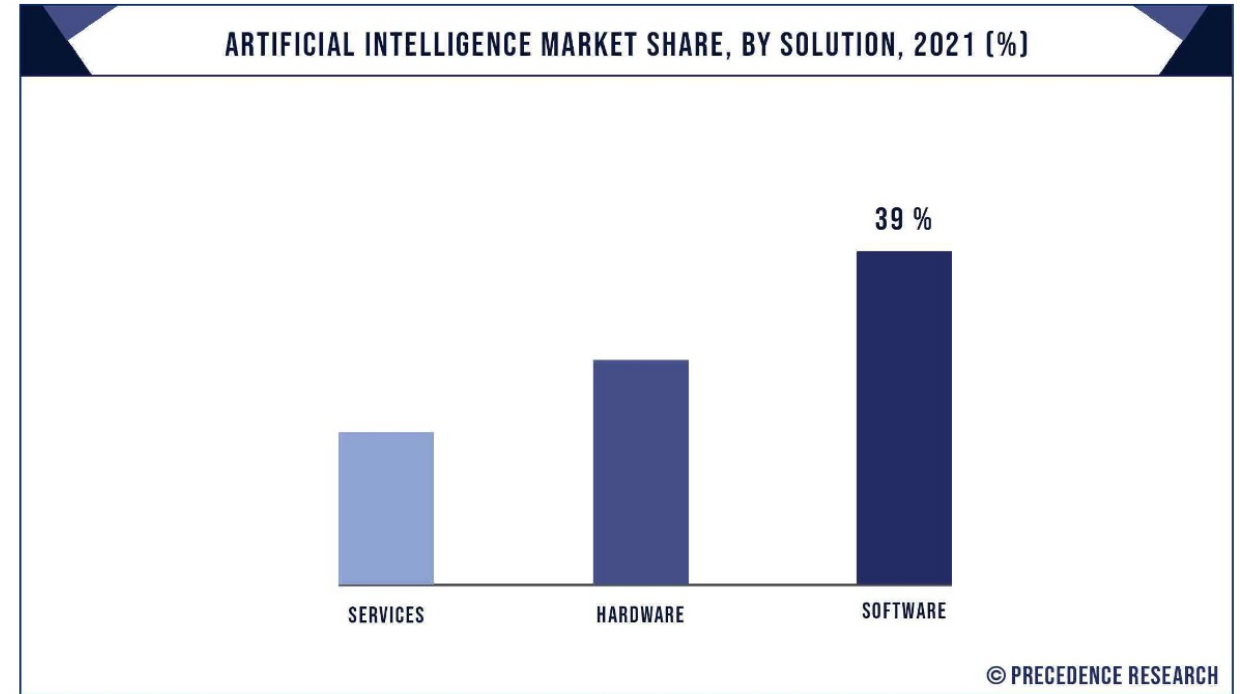


GRAND VIEW RESEARCH

Market size value in 2022	USD 136.6 billion
Revenue forecast in 2030	USD 1,811.8 billion
Growth rate	CAGR of 38.1% from 2022 to 2030
Base year for estimation	2021
Historical data	2017 - 2020
Forecast period	2022 - 2030

Source: Grand View Research

AI market share is led by software



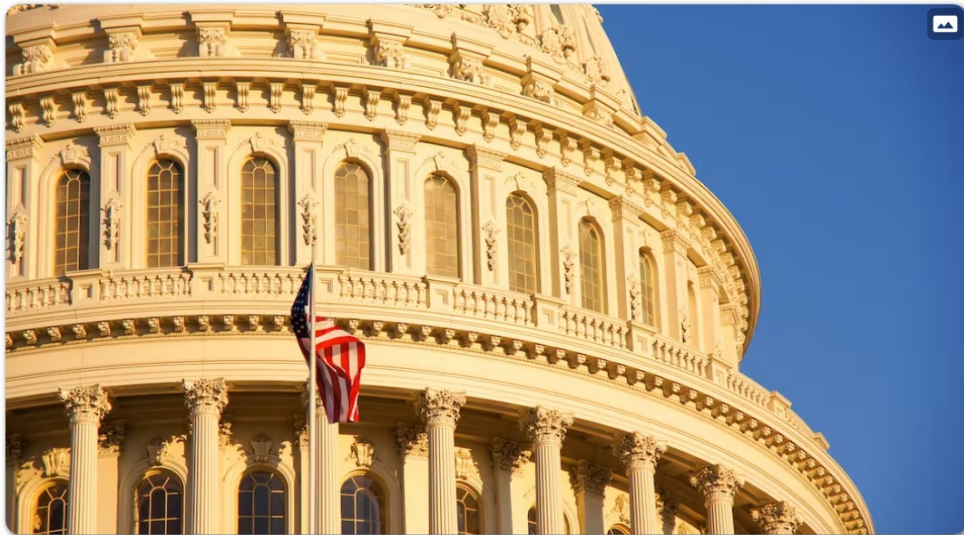
Source: Precedence Research

# 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*



- **Canada: \$4.5 billion for water infrastructure projects**

*Source: Infrastructure Canada*

# **BUSINESS MODEL**

# DRIVEN BY RECURRING SAAS REVENUE



## infinite 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
- Sometimes we partner with engineering firms that lead projects or integrators that implement our products
- Every project involves valuable time-series data that must be analyzed and shared to avoid environmental impact costs and/or costs of meeting regulatory requirements
- 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

# FIVE QUARTERS OF REVENUE GROWTH

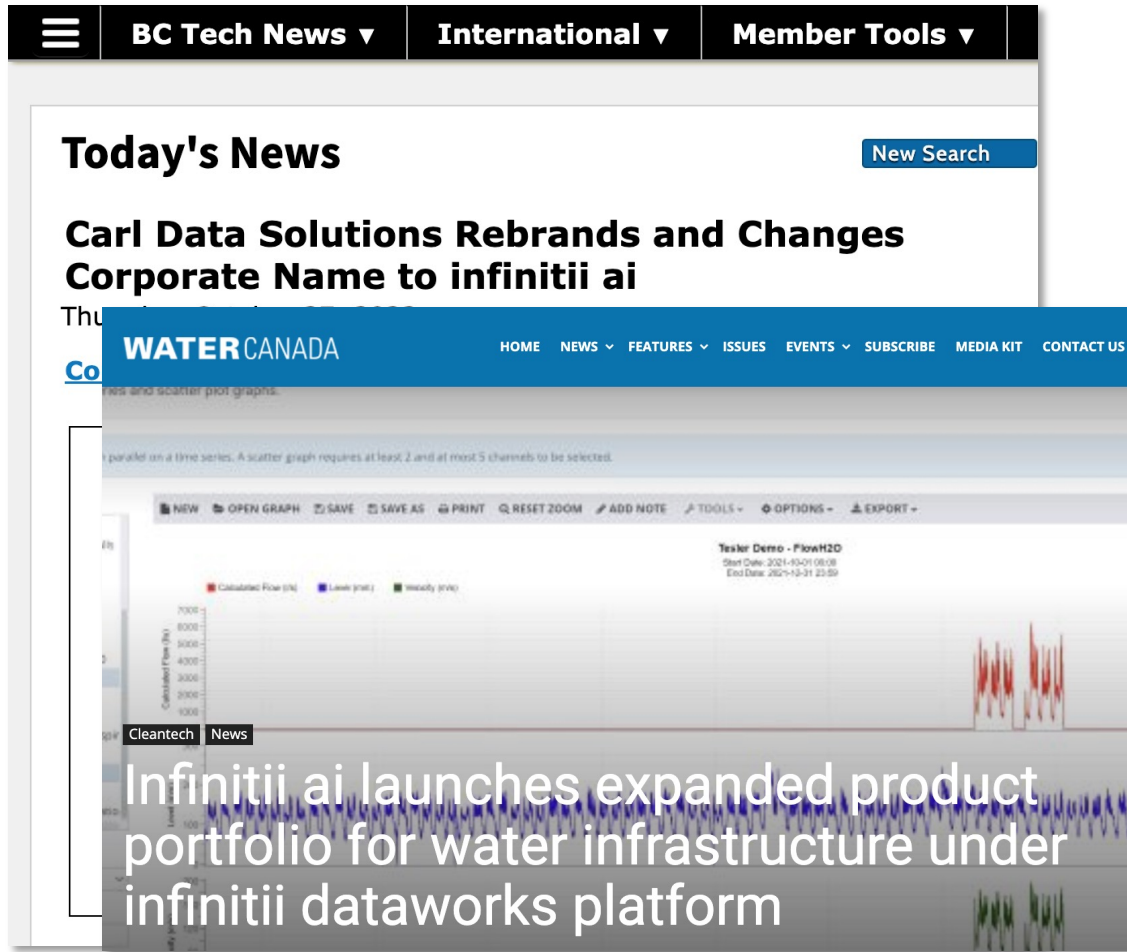
*“Fiscal Year 2022 saw a 46% increase in monthly revenue from contracted and subscription customers. A significant win was the largest sale in corporate history to Los Angeles County, the USA’s biggest producer of recycled water that serves 5.6 million people across 78 municipalities.*”

*Fiscal Year 2023 continues this growth with shorter sales cycles, strong reception to new products and deepening partnerships such as with Core & Main in the USA and SCG Flowmetrix in Canada.”*

**Jean Charles Phaneuf, CEO, infinii ai**



# HIGHER SALES, LOWER EXPENSES IN Q1 – 2023



## As reported in the Q1 – 2023 MD&A

- The Company recognized revenue of \$426,026 in Q1 and a 45% increase in monthly revenue from contracted and subscription customers
- Expenses of \$883,330 Q1 – 2023 were 17.5% lower than the comparable period’s operating expenditures of \$1,070,303
- Corporate rebranding initiative finalized for an Oct. 4 launch. Carl Data Solutions Inc. becomes infinite ai inc., IAI on CSE
- On Oct. 6 we announced moving from a single product offering to a total of 15 newly branded and clearly differentiated products under the infinite dataworks platform

# THE TEAM POWERING GROWTH



**Greg Johnston**  
Product Evangelism



**Cale Thomas**  
Finance



**Jean Charles Phaneuf**  
Leadership



**Frank Carzoli**  
Sales & Business  
Development



**Pierre Paul Samson**  
Product &  
Corporate 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



**Teck**



OUR PARTNER CHANNEL

# OUR LEADING PARTNERS

**infinite ai**  
make your data smarter



**AECOM**



# 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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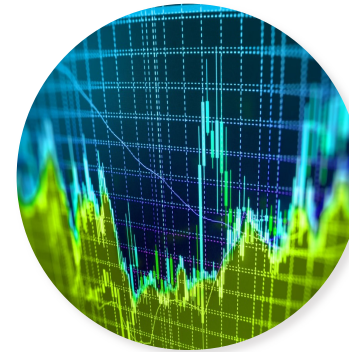
### Problem

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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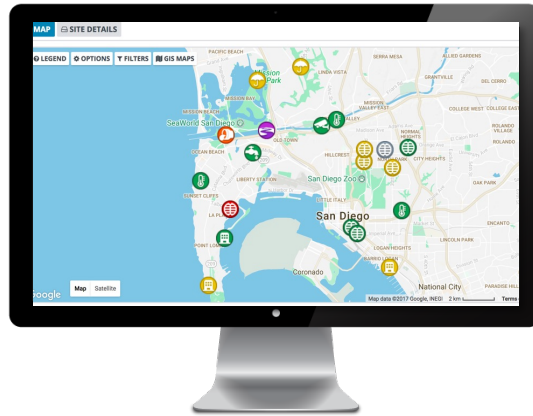


### Problem

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

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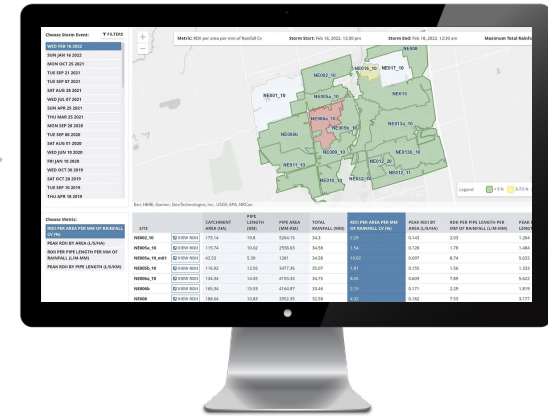
# AI-DRIVEN SOFTWARE SOLVES THOSE PROBLEMS



**Data collection**  
GIS dashboard  
visualization of all  
available data sources



**Data transformation**  
Streaming real-time data  
with AI-driven Machine  
Learning automation

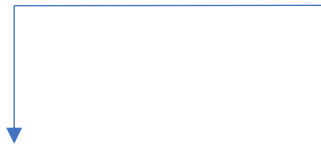


**Data analysis**  
Predictive analytics for  
Inflow & Infiltration,  
Intensity Duration  
Frequency, and custom  
calculations

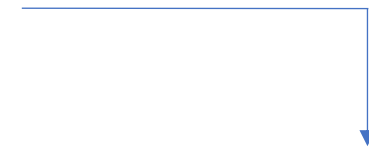
SOFTWARE FOUNDATION

# NEW TECHNOLOGY PLATFORM LAUNCHED OCT. 2022

**infiniteii** dataworks  
platform



**Smart City water  
infrastructure products**



**Smart Industry  
infrastructure products**

# SMART CITY WATER INFRASTRUCTURE PRODUCTS

Foundation

infinitiï flowworks

infinitiï flowworks+

infinitiï flowworks pro

Machine Learning & data connectivity options

infinitiï real time  
monitoring

infinitiï advanced  
calculation engine

infinitiï auto qa/qc BETA

infinitiï api pro

infinitiï flood risk  
forecast

infinitiï api connect BETA

infinitiï api pro

# SMART INDUSTRY INFRASTRUCTURE PRODUCTS

Smart Industry

infinite real time  
monitoring

infinite advanced  
calculation engine

infinite auto qa/qc

infinite api pro

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

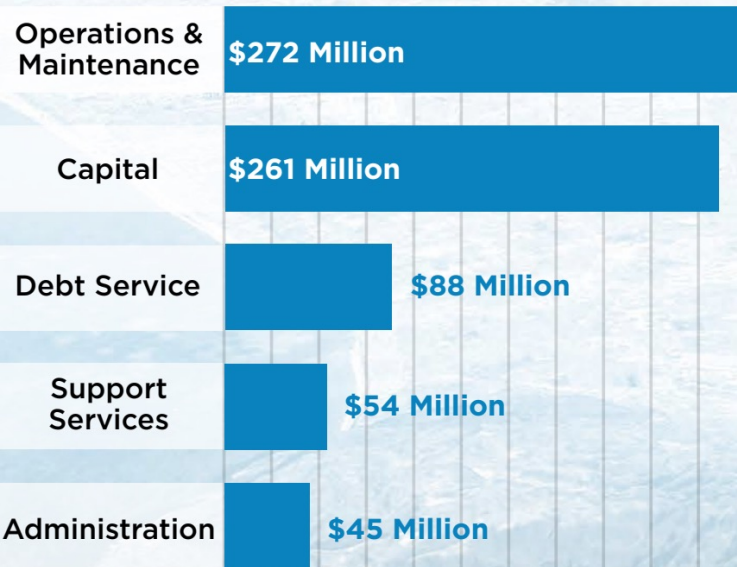
# TESTIMONIALS

# CUSTOMER TESTIMONIAL



**LOS ANGELES COUNTY  
SANITATION DISTRICTS**  
*Converting Waste Into Resources*

## WASTEWATER



*The Los Angeles County Sanitation Districts has selected infinite 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



**Core & Main** was established in 2017, built on the foundation of 80+ legacy companies. We are a leading specialized distributor of water, wastewater, storm drainage and fire protection products, and related services.

These products are integral to building, repairing and maintaining water and wastewater systems. They serve as part of basic municipal infrastructure required to support population and economic growth including residential and commercial construction.

*“We determined that infinite flowworks provides the best data integration software in our industry, essentially a data Switzerland.”*

*Data neutrality provided by infinite flowworks gives a required level of comfort to our other technology and manufacturing partners that allows us to truly innovate with their technologies versus being locked in or locked out from utilizing strategically important data.”*

**Eric Corey, Smart Utility Specialist**  
**Core & Main**



# GROWTH

# GROWTH PLAN

## Market segment

## How we grow

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Smart City Water  
Infrastructure applications

- Leverage existing relationships with customers and engineering partners to upsell our latest portfolio of AI-driven products
  - Execute latest go-to-market strategies with tier-1 water equipment distributors Core & Main and SCG Flowmetrix
- 

New Smart City Water  
applications

- Execute Go-to-Market strategies with new product portfolio to upsell existing accounts
  - Increase footprint with select partners channels
  - Increase market share with new customers
- 

New Smart Industry  
Infrastructure applications

- Expand into smart Smart Industry infrastructure applications with existing and new strategic partners
- Execute Go-to-Market strategies to capture new customers for infinitii real time monitoring, advanced calculation engine (ace), auto qa/qc and api pro

# FUEL FOR GROWTH

Oversubscribed

## \$5.6M

 Private Placement  
 in Feb. 2021

## \$2M

Line of Credit

## \$250K

 Convertible  
 Debenture

### infinitii ai share capital as at December 31, 2022

### Number of shares

Common Shares issued and outstanding

126,424,783

### Warrants and options:

\$0.25/share expiring February 13, 2023

37,341,920

Incentive stock options

4,250,000

Fully diluted shares

168,016,703

# CORE & MAIN SIGNS USA DISTRIBUTION DEAL

## Company Overview

**Core & Main, Inc. (NYSE: CNM)** is a leading specialized distributor of water, wastewater, storm drainage and fire protection products, and related services, to municipalities, private water companies and professional contractors across municipal, non-residential and residential end markets nationwide.

Our specialty products and services are used in the maintenance, repair, replacement and construction of water and fire protection infrastructure.

We are one of only two national distributors operating across large and highly fragmented markets, which we estimate to represent approximately \$32 billion in annual revenue.

**\$5**  
BILLION

FY21 NET SALES

**37%**

FY21 NET SALES  
GROWTH  
(VS. FY20)

**\$604**  
MILLION

FY21 ADJUSTED  
EBITDA<sup>1</sup>

**77%**

FY21 ADJUSTED  
EBITDA GROWTH<sup>1</sup>  
(VS. FY20)

<sup>1</sup>Adjusted EBITDA is a non-GAAP financial measure. Please see "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the accompanying Form 10-K for a reconciliation to the nearest GAAP measure.

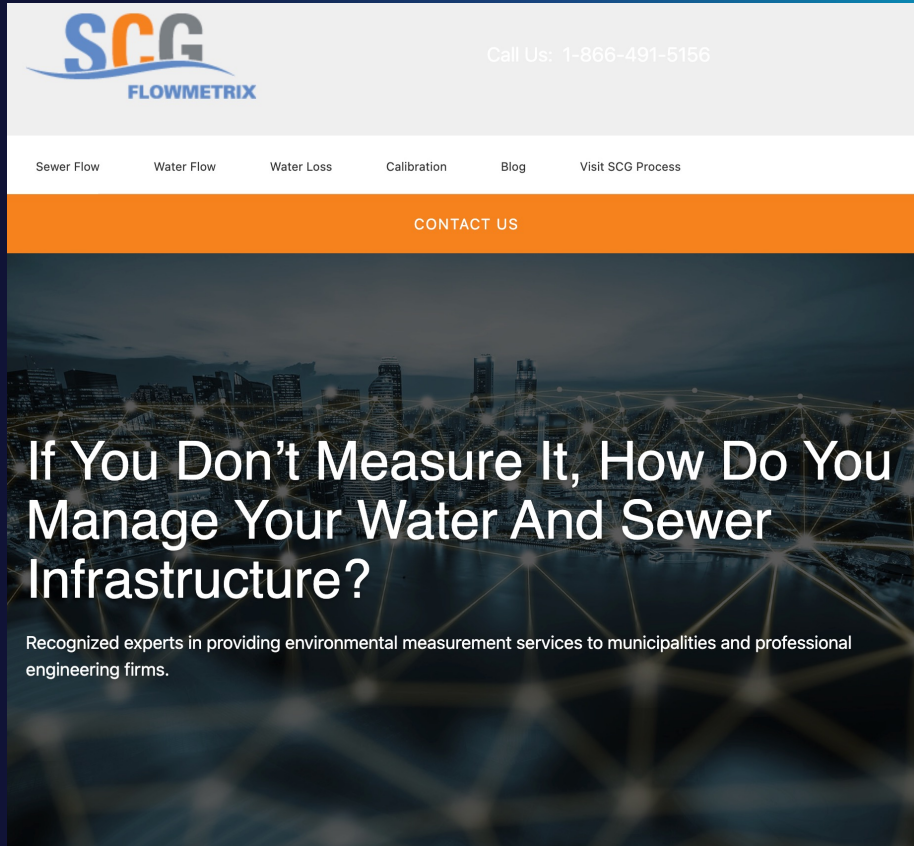
*"Our national metering team has been actively engaged with infinite ai over the past 14 months and we're pleased to have chosen infinite ai's flowworks software for our Core+ wastewater solutions."*

**Brad Cowles, president  
Core & Main**

*"As we assembled our Core+ tools, we determined that infinite ai's flowworks offers the solution we need. Data neutrality provided by infinite flowworks gives a required level of comfort to our other technology and manufacturing partners that allows us to truly innovate with their technologies versus being locked in or locked out from utilizing strategically important data."*

**Wes Whitley, senior director of National sales  
Core & Main**

# SCG FLOWMETRIX SELLS INFINITII AI TO PEEL REGION



*“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**

# CORPORATE GROWTH SUMMARY



- Five quarters in a row of 40%-plus annualized increase in monthly SaaS revenue from contracted and subscription customers compared to same quarters of previous year
- Region of Peel signs another record-breaking sale in 2023 via long-standing partner SCG Flowmetrix
- Core & Main signs U.S. national distribution deal to include infinitii ai's new technology in its Core+ solutions
- Largest customer sale in corporate history in 2022 to Los Angeles County, ISA's biggest producer of recycled water serving 5.6 million people across 78 municipalities
- New technology platform launched in Oct. 2022 features new generation of Machine Learning predictive analytics for Smart Water and Smart Industry Infrastructure

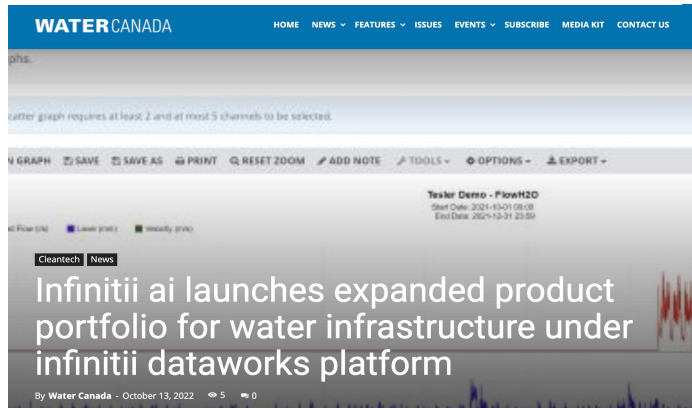
# IN THE NEWS

# INDUSTRY INTEREST AND ATTENTION

## WASTEWATER DIGEST

### Los Angeles County Selects FlowWorks

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



### Infiniti AI Strikes National Deal with Core & Main to Deploy Smart City Water Tech

DECEMBER 20, 2022 BY KNOWLTON THOMAS — LEAVE A COMMENT

#### PRODUCT & SERVICE OFFERING



#### DATA MANAGEMENT

### USING PYTHON CAN HELP CANADIAN WATER UTILITIES COPE WITH VAST AMOUNTS OF INCOMING DATA

By Greg Johnston

Digitalization has arrived as a battle cry in the daily operations of Canadian water utilities. Thousands of sensors are pumping out millions of time-series data points, vendor solutions compete to provide reams of analytic reports, and vast amounts of public data beckon that can inform wastewater flows, moisture impacts and other vital parameters.

There's a ready, willing and able army of data-driven engineers armed with Python, Julia and R programming skills, keen to use predictive analytics and machine learning (ML) automation to tackle the challenges wrought by climate change-induced storm events, urban





# STEADY INVESTMENT RELATIONS NEWS

**JAN. 24, 2023:**

infinitii ai and SCG Flowmetrix partner to win one of the largest flow and rainfall data delivery projects in Canada for the Region of Peel

[More >](#)

**DEC. 19, 2022:**

infinitii ai signs national distribution agreement with U.S. water industry leader Core & Main

[More >](#)

**NOV. 25, 2022:**

infinitii ai AGSM reviews corporate trajectory to multi-product portfolio and announces new Equity Incentive Plan

[More >](#)

**OCT. 6, 2022:**

infinitii ai announces general availability of infinitii face pro – its Machine Learning flagship software

[More >](#)

**OCT. 4, 2022:**

infinitii ai launches expanded product portfolio for Smart City and Smart Industry infrastructure customers under the infinitii dataworks platform

[More >](#)

**OCT. 4, 2022:**

Carl Data Solutions changes corporate name to infinitii ai and stock ticker to iai

[More >](#)

**MARCH 9, 2022:**

Why the Los Angeles County Sanitation Districts chose flowworks software for real-time reporting and analytics of a wastewater system that services 5.6 million people

[More >](#)

**FEB 23, 2022:**

Strategic partnership formalized with GIS platform company K2 Geospatial

[More >](#)

**JAN 25, 2022:**

Flowworks software sale to multi-city wastewater infrastructure facility represents largest-ever customer transaction in company's history

[More >](#)

# CORPORATE OFFICES

## **USA office**

infinitii ai corporation, Suite B, 9036 35th Avenue SW, Seattle, WA 98126

## **Canadian office**

infinitii ai inc., Suite 488 - 1090 West Georgia St. Vancouver, BC V6E 3V7

infinitii ai inc., 1440 Saint-Catherine St W #522, Montreal, QC H3G 1R8

## **European office**

infinitii ai Europe, Kisielewskiego 6, Gdańsk, Poland, 80-275

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make your data smarter

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