

### **Corporate Overview**

ATI AirTest Technologies TSX.V.AAT



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## "You can't manage what you don't measure" Bill Hewlett Co-founder Hewlett Packard

Sensors are at the Heart of the **IoT** Revolution AirTest Sensors Power **IoT** and Save Energy



PROVEN BUSINESS MODEL AS A BASE FOR GROWTH



AirTest's innovative "Green-tech" products harvest previously hidden energy waste in buildings to dramatically reduce energy costs. Retail/Supermarket facilities are a key target... but all buildings can benefit.



## DEMAND CONTROL VENTILATION (DCV)

- Buildings consume 76% of all Electricity Produced
- HVAC consumes 35% 40% of all energy in Buildings
- Building Codes require Fresh Air Ventilation Based on Occupancy
- Without sensors, Ventilation is set for Maximum Occupancy
- Most Buildings are Over-Ventilated, Wasting Valuable Energy
- CO2 Sensors allow for Proper Ventilation based on Occupancy
- <u>DCV</u> is a Well-Established Protocol, Supported by Utility Rebates
- Reduces Air Conditioning in Summer and Heating in Winter
- Savings of up to 40% of HVAC energy with 2 year or less ROI

### New Buildings are 1% Of the Market

- 80% HVAC companies and sensor sales focused here.
- New sensor savings technology easily "wired in" and integrated.
- Proven energy savings technology often building code required.
- Traditionally, this has been AirTest's biggest market (wired).



The Problem...and The

### Existing Buildings are 99%

- Enormous potential because small portion of current HVAC market (<20%) have sensors.</li>
- Current sensor technology was not available when built.
- Wiring of energy saving sensor technology not financially feasible.
- Natural aging and degradation of equipment result in increasing energy cost.

CO<sub>2</sub> DCV Hourly Occupancy Variation Hourly Occupancy Variation Of A 50,000 sq ft Supermarket Operating 24/7 (based on hourly transaction data of a Milton, Ontario Supermarket)



Time of Day

### **Case Examples: AirTest Installed CO2 Demand Controlled Ventilation**



- Initial field installations showed 18% total energy reduction
- 1140 Stores retrofitted with 4-5 sensors per store (1 per RTU)
- All installations were eligible for significant gas and electric rebates
- Energy payback was less than 2 years



- CO<sub>2</sub> DCV installed to achieve Silver LEED Certification in 12 new stores
- 48 sensors per store (1 per RTU) covering 3.5 m square feet
- Ventilation related cost reductions greater than 50% vs fixed ventilation



- Installed in 65 stores throughout Ontario, Canada (1 per RTU)
- Delivered over \$240,000 in energy savings from gas reduction alone
- Energy payback was less than 2 years





- AirTest CO<sub>2</sub> transmitters installed in 600 Lowes Stores
- 5-6 CO<sub>2</sub> transmitters per store (1 per RTU)
- Installations funded by utility energy rebates

#### Market

- Ever notice all the grey rooftop units (RTUs) when you fly?
- There are 20 mm RTUs in North America for heating and cooling.
- 80% of RTUs are CO<sub>2</sub> ready for plug-&-play with AirTest wireless.
- Large percentage of buildings are retail with great energy savings potential because of variable occupancy.

"A dollar in energy savings for a supermarket has the equivalent financial impact as increasing sales by \$59"

U.S. Energy Star Program

## Target Market: <u>North Ame</u>rica Retail & Supermarket Retrofit

Total Market Size

North America Food Sales

304 m Buildings 11.5 Billion ft<sup>2</sup>

CO2 DCV 20% Market Penetration (Wired Sensors) Application Of CO<sub>2</sub> DCV

AirTest Wireless CO2 DCV Only

Total Available AirTest Market Revenue: \$3.3 b

Annual Savings: \$ 3.2 b (electric) = 25.8 b in grocery sales 2.6 m Tons CO<sub>2</sub> Reduction All AirTest Wireless

8 Applicable AirTest Wireless Products

Total Available Market Revenue All Products \$260.3 b

Annual Savings \$252.5 b (electric) =\$14,892 b in grocery sales 1,345.7 m tons CO2 Reduction

## **Business Model**

Path to Market

**Direct Sale To Retail Chains** 

Sale To Store Service Contractors

Network Through CONNEX/PRSM Association

Sale of Of Product To Control OEMs

**Revenue Sources** 

Product Sales (40-55% GM)

Shared Savings Programs Where Appropriate

Annual Monitoring Fees 10% of Product Cost Annually



# WHY NOW?

- COVID 19 HAS CREATED GREATER AWARENESS OF VENTILATION
- AIRTEST'S SELF-POWERED WIRELESS CO2 SENSORS CHANGES THE GAME
- VIRTUALLY ELIMINATES LABOUR COSTS FOR RETROFIT INSTALLATIONS
- VIRTUALLY ELIMINATES ALL WIRING AND OTHER MATERIAL COSTS
- COMPLETELY NON-INVASIVE INSTALLATION IN EXISTING BUILDINGS
- MUCH HIGHER ROI FOR THE CUSTOMER
- ALLOWS FOR RAPID DEPLOYMENT AND SCALABILITY OF THE BUSINESS
- IMPROVES MARGINS FOR THE COMPANY

### Key Features TR9277-EO CO2, Temperature, & RH Transmitter Powered by Ambient Indoor Light

"Zero Energy" Transmitter that harvests power from ambient light.
Integrated CO<sub>2</sub> self-calibration feature eliminates maintenance.
Built-in absolute pressure sensor corrects CO<sub>2</sub> reading for altitude.
Utilizes the open, EnOcean® wireless protocol that is designed for integration with other products and systems (ISO/IEC 14543- 3-10).
Provides feedback on local light strength, and radio signal during installation to facilitate optimum placement.

•Can be easily calibrated in ambient air to support a seamless commissioning process.

•Optional battery can be installed to provide extended backup in low light conditions. Five year operation on battery alone.

•Smart power management logic manages sampling and message transmission based on real time ambient light levels.

•Current CO<sub>2</sub> level can be read at any time by pressing button and counting LED flashes.





## MANAGEMENT TEAM

#### GEORGE GRAHAM, CEO, DIRECTOR, FOUNDER

Mr. Graham is a seasoned business executive who is the founder of AirTest Technologies Inc. Having successfully operated several private businesses before founding AirTest, Mr. Graham has a proven track record of adding shareholder value through organic growth.

#### MIKE SCHELL, CTO, VP SALES

Mr. Schell has nearly 30 years of experience in developing markets for gas sensor applications. Before joining AirTest, Mr. Schell was a co-founder of Telaire, the first company to develop low cost CO2 measurement technology for the buildings market. As a pioneer in the concept of using CO2 sensors to control ventilation based on occupancy, Mike has led AirTest in putting together an excellent product and sales support capability which has resulted in the strong growth of the parking garage systems AirTest sells as well as the current rapid growth of CO2 sensor business.



## FINANCIAL DATA

- ISSUED SHARES (AUGUST 15,2020)
- OUTSTANDING WARRANTS @ \$.05
- OPTIONS
- FULLY DILUTED
- MARKET CAPITALIZATION
- 2019 REVENUE
- EBITDA

75,205,581 25,000,000 3,165,000 103,370,581 \$3,000,000 \$3,480,868 (\$145,160)