



TRANSFORMING UTILITIES & ENHANCING COMMUNITIES

April, 2021

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Disclaimer

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Tantalus: Purpose-Built. Purpose-Driven.

Improving the efficiency, reliability and sustainability of the utilities we serve



TARGET MARKET

We support 185+ electric and multi-commodity utilities across North America



SMART GRID

Deploying an IoT communications network to access data from meters, load control switches, grid equipment and lighting fixtures



SOFTWARE & ANALYTICS

Leverage an edge-computing platform to deliver predictive insights through enterprise software applications and data analytics



SOLUTIONS

Advanced Metering Infrastructure (AMI)
Load Management
Grid Optimization
Smart City Applications

Three Key Issues That Are Changing the Landscape for Utilities

Distribution grids are unprepared to adapt and deliver reliable and sustainable services



Extreme Weather



Consumer Behavior



Aging Infrastructure

Meaningful and Sizeable Market Opportunity

Substantial Investment in Grid Infrastructure



G20 Global Infrastructure Outlook

Global electric infrastructure investment through 2040 is estimated at US\$28 trillion, of which US\$12 trillion will be invested in the US

Source: G20 Global Infrastructure Outlook Study

% of Utility Executives in the US Acknowledging the Need to Invest in the Grid



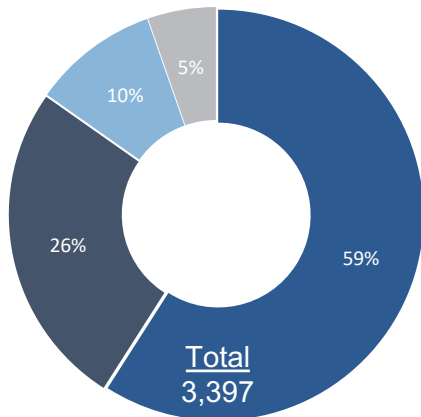
90%

Annual Smart Grid Investments

Estimated to reach US\$91 billion/year by 2025

Source: Accenture Study, May 13, 2020 / Research and Markets Smart Grid Report

Number of Electricity Utility Providers in the US

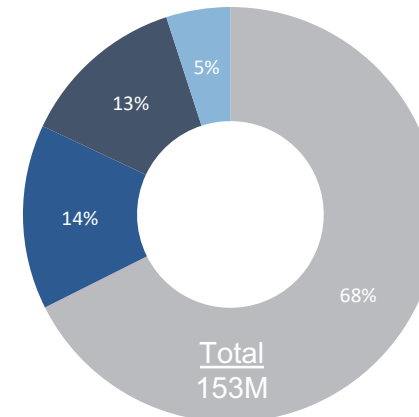


Utility Type	Count
Municipal	2,006
Co-ops	873
Other	336
Investor-Owned	182

 **Tantalus**

US Target Market:
~2,900 Utilities

Number of Electricity End Customers in the US



Utility Type	Count
Municipal	22M
Co-ops	20M
Other	7M
Investor-Owned	104M

 **Tantalus**

US Target Coverage:
42 Million End Users

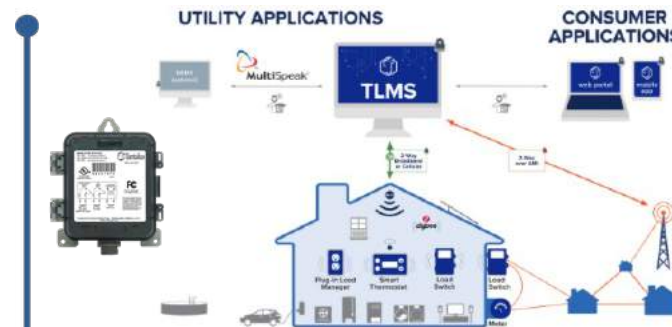
Purpose-Built Solutions Transform Electric Distribution Grids

One Smart Grid network: Multiple applications being deployed

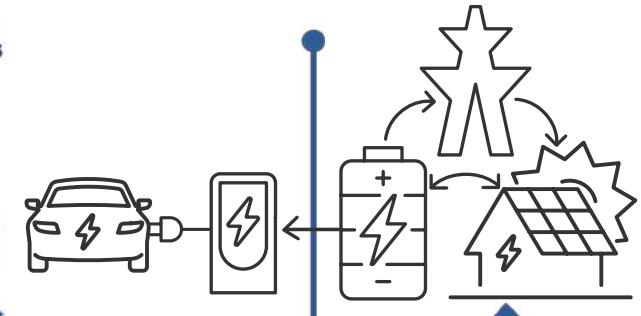
Next-Generation AMI



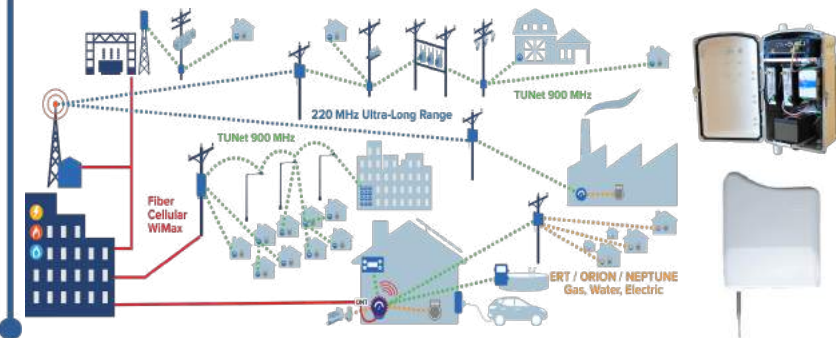
Load Management / DER Integration



Grid Transformation



IoT Smart Grid Network



Distribution Automation / Grid Optimization

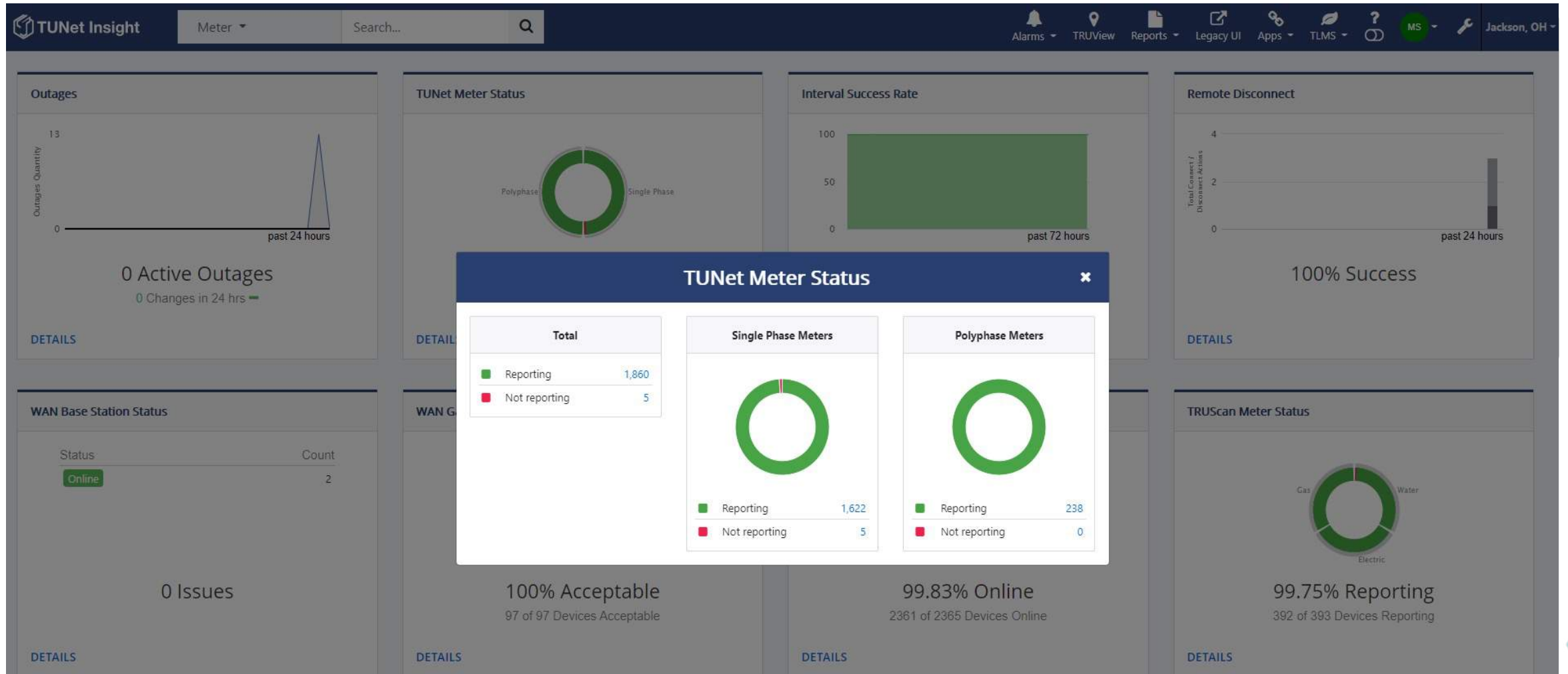


Smart City Applications



Purpose-Built: TUNet KPI Dashboard

Configurable dashboard that is role-based



Purpose Built: Access to Granular Data

Granular details providing consumption and power quality data

- Access to account information to troubleshoot inbound calls or billing issues
- Detailed power-quality data to pin-point reliability issues and required investments



Data Analytics to Pinpoint the Location and Cause of Outages

Event Details (24)

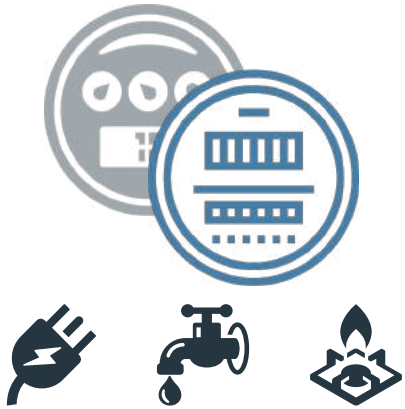
Date Time Period	Worst Weather	Relative Wind Gust Strength	Median Temp	Median Cloud Cover	Sub-Fdr	Event Size Category	Meter Count	Percent Feeder	Blinks per Meter	Outages	Avg Duration (min)
2021-Jan-28 13:00	Partly cloudy	5	40 F	4%	ALLENSPARK	Recloser	306	35%	3.0	0	
2021-Jan-28 07:00	Partly cloudy	13	27 F	6%	ALLENSPARK	Recloser	591	68%	19.0	1	519
2021-Jan-27 13:00	Partly cloudy	4	27 F	3%	MALL ROAD	Location	1	0%		1	274
2021-Jan-27 01:00	Patchy heavy snow	6	8 F	55%	SOUTH LINE	Transformer	6	2%		6	58
2021-Jan-26 19:00	Heavy snow	-8	13 F	92%	PEAKVIEW	Location	1	0%		1	1



Sub-Fdr	Meter Serial Number	Ph	Blinks	Momentary Outages	Sustained Outages
Totals			11,228 914	0 0	1 0
	83596703	C	48 4	0 0	0 0
	83596661	A	47 4	0 0	0 0
	77087425	C	43 3	0 0	0 0
	80616737	B	43 2	0 0	0 0
	80536342	C	42 3	0 0	0 0
	80536267	C	43 2	0 0	0 0
	77087412	B	43 2	0 0	0 0
	82282335	B	41 3	0 0	0 0
	82282334	B	41 3	0 0	0 0
	80616738	B	41 3	0 0	0 0
	80536270	C	41 3	0 0	0 0
	80536264	C	41 3	0 0	0 0
	77087382	C	41 3	0 0	0 0
	80536266	C	40 3	0 0	0 0
	77948120	C	40 3	0 0	0 0
	77087423	B	40 3	0 0	0 0
	77087396	C	40 3	0 0	0 0
	77087385	C	40 3	0 0	0 0
	77087384	C	40 2	0 0	0 0

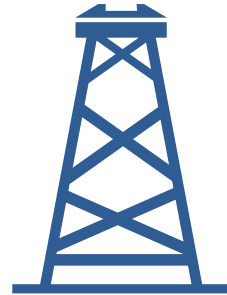
Our Solutions Help Build the Sustainable Utility of the Future

Purpose-Driven to address the immediate and long-term needs of utilities and the communities they serve



Delivery

Safely and reliably deliver electricity, water and gas with next-gen AMI solutions



Resiliency

Proactively identify vulnerabilities to mitigate outages and prepare for Mother Nature through data analytics



Environment

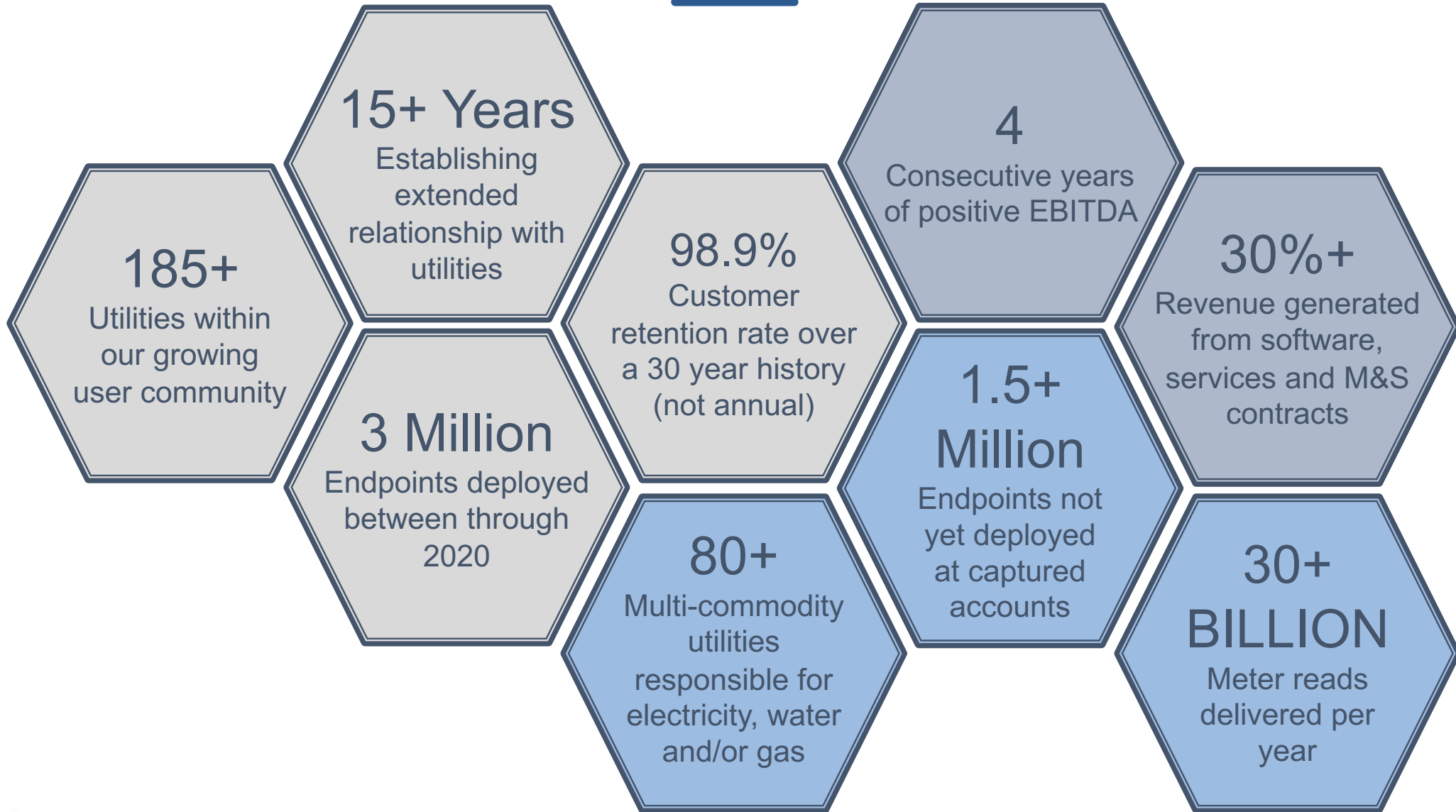
Embrace the integration of distributed energy resources (DERs) such as solar, storage and EVs as a controllable-resource for the utility



Consumers

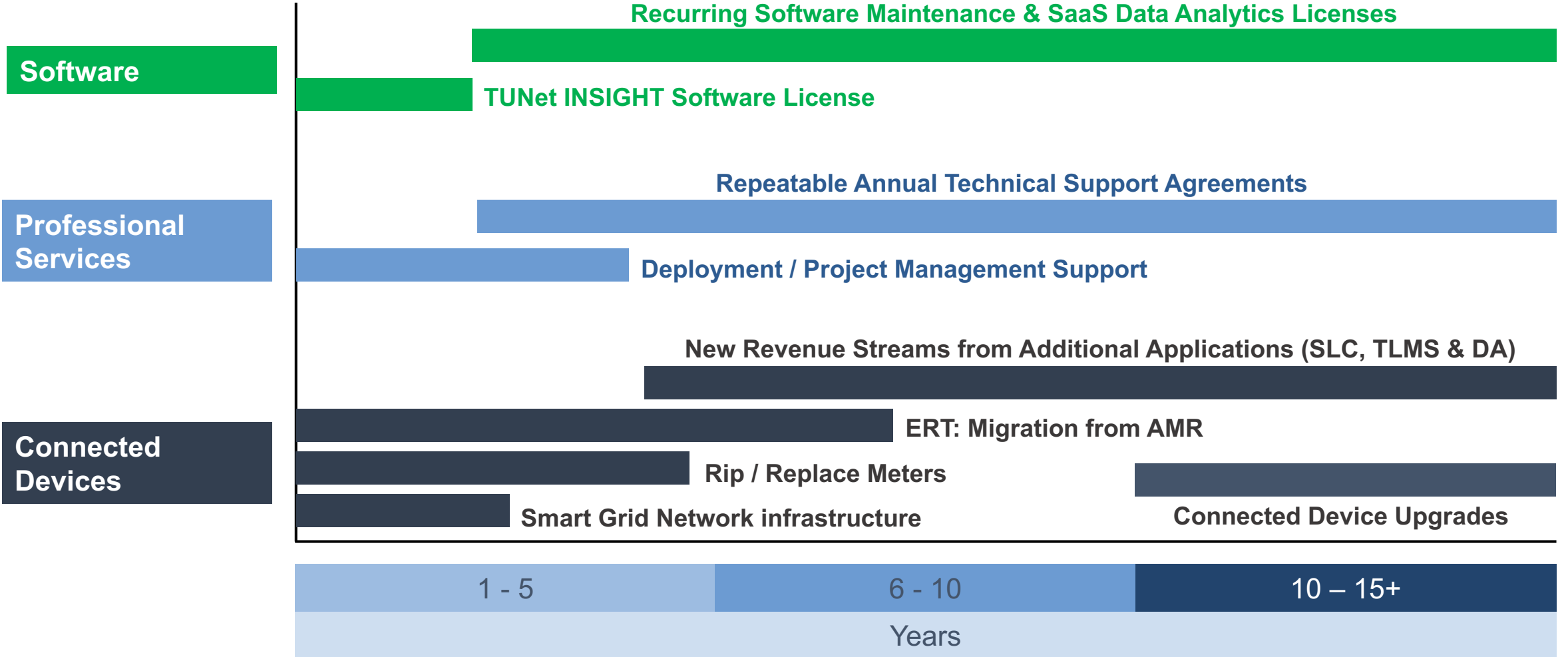
Enhance service and responsiveness by proactively engaging with customers to meet increasing expectations

Tantalus: Prosperity Grounded by Purpose



Revenue Lifecycle of a Utility

Opportunities to generate recurring revenue from utilities through a multi-decade relationship



Three-Pronged Approach to Deliver Sustainable Growth

Identified paths to deliver compounding growth moving forward

Scaling Our Base of 185+ Utilities to Connect More Endpoints

Grow our user community to access more connected devices

Accelerate deployments with existing customers

Increase hosted and managed service offerings



SHORT TERM

R&D Initiatives to Expand Solutions and Monetize the Data We Collect

Deliver power quality data analytics to increase SaaS revenue contributions

Install FTTH infrastructure in anticipation of DER integration and management

Expand presence across Canada and the Caribbean Basin

Expand support to water departments / utilities at our existing 90 multi-commodity utilities



MEDIUM TERM

Strategic Growth through Accretive Mergers & Acquisitions

Leverage existing IoT network to support Smart City initiatives

Expand software solutions to improve consumer engagement and power quality data analytics

Regional expansion through consolidation



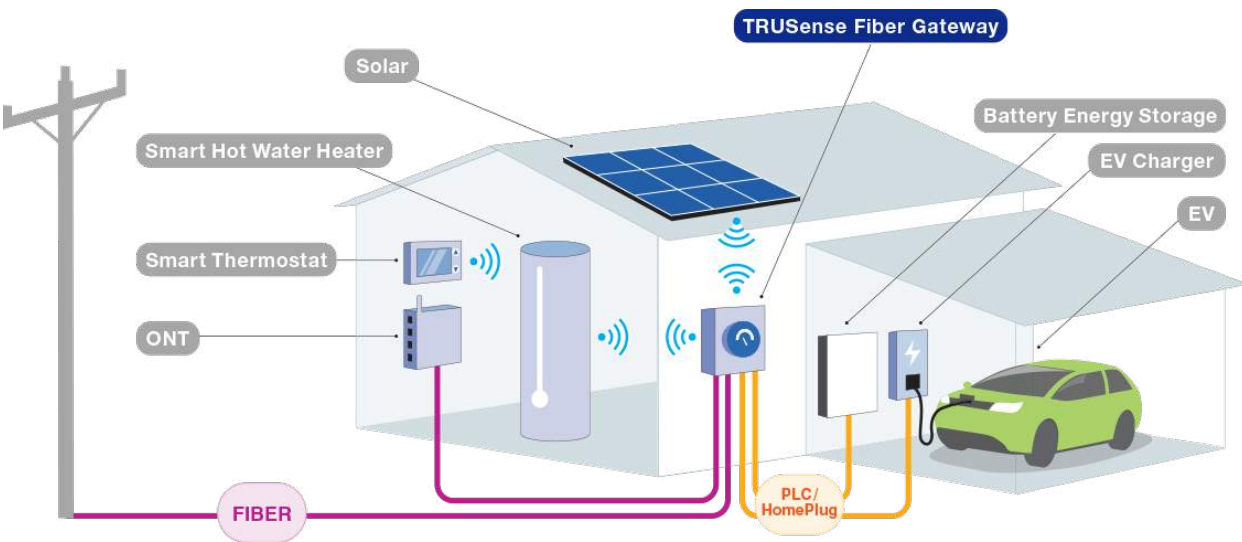
LONG TERM

Recent Announcements Tied to R&D Growth Initiatives

Purpose-built solutions that position Tantalus for accelerated growth

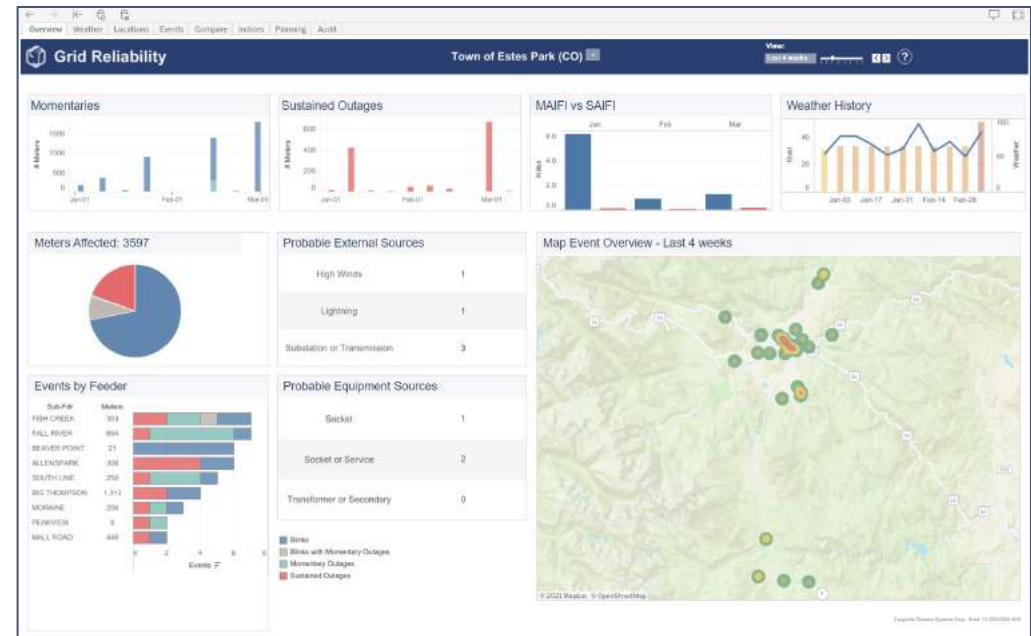
Next-Gen Fiber-to-the-Home Gateway

- Announced March 18th
- Enables DER integration at the premise and helps utilities resolve the digital divide



TUNet Grid Reliability Data Analytics

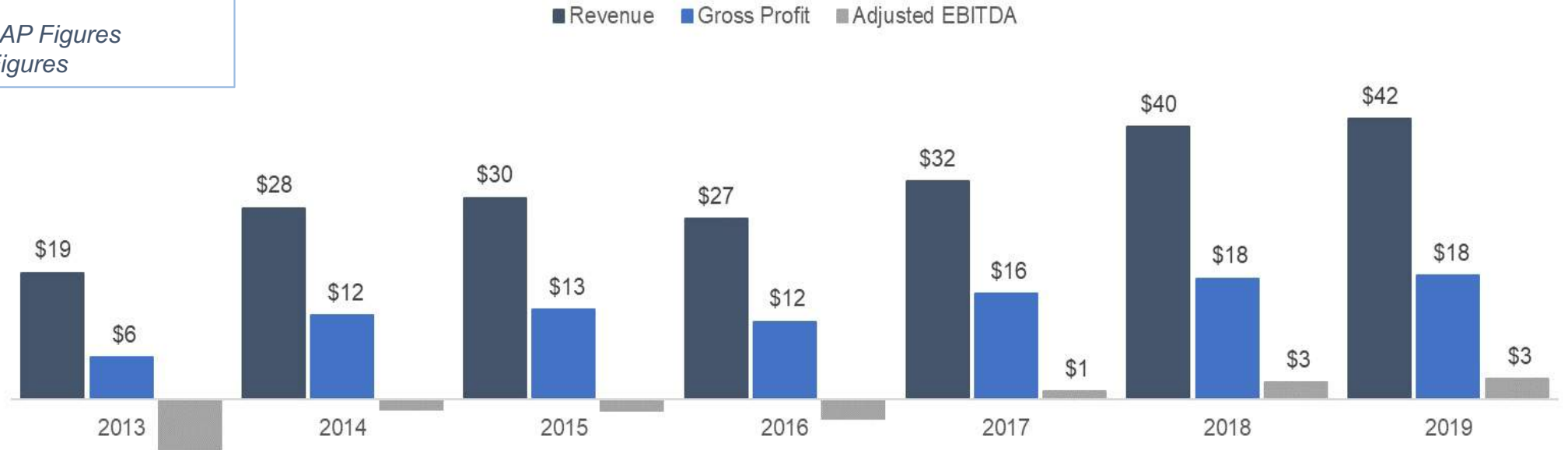
- Announced March 24th
- Pinpoints where utilities need to make upgrades to their existing infrastructure investments and prepare for storms



Strong, Proven Historical Performance

Track record of demonstrating growth while improving Gross and EBITDA margins

Figures in US\$ MM
2013 – 2016 US GAAP Figures
2017 – 2019 IFRS Figures



Software and Services Revenue (%)	11%	12%	19%	27%	30%	29%	30%
Gross Profit (%)	33%	44%	44%	43%	49%	44%	44%
Adjusted EBITDA (%) ⁽¹⁾	N.M.	N.M.	N.M.	N.M.	4%	6%	7%

(1) See "Non-U.S. GAAP Measures" and "Non-IFRS Measures" in the Disclaimers.

Strong Performance in Q4, 2020

Provided guidance of unaudited financial information on March 8, 2021

Key Highlights:

- Q4 Revenue:
 - US\$9.0 – 9.5M as compared to \$10M for the same period in 2019
- Gross Profit:
 - Q4: Estimated at 52% as compared to 46% for the same period in 2019
 - 2020: Estimated at 49% as compared to 44% for the same period in 2019
- EBITDA: 4th consecutive year of positive EBITDA
- New Utilities: Secured 20 new customers
- Key Deliverables:
 - Planning launch of next-generation FTTH solution
 - Planning launch of first predictive analytics tool
 - Expansion of existing electric and water meter integrations

Compelling Investment Thesis

Reduce the grid's environmental impact while delivering societal and economic benefits to utilities and the communities they serve. . .



OPPORTUNITY

Transforming the distribution grid is a long-term initiative by utilities and will require massive investments



PROVEN

Growing customer base of 185+ utilities with a track record of expanding our user community annually



GROWTH

Identified paths to increase the contributions of recurring revenue through R&D initiatives and strategic M&A



TEAM

Experienced team of professionals with a track record of delivering results



Tantalus

Transforming Utilities and Communities.

Q&A



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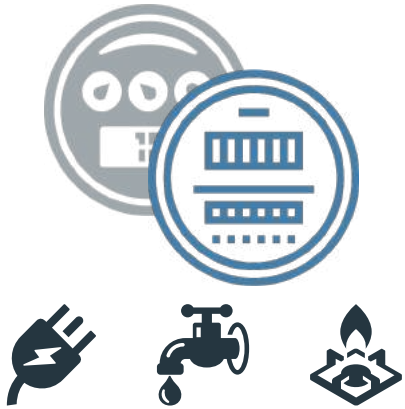
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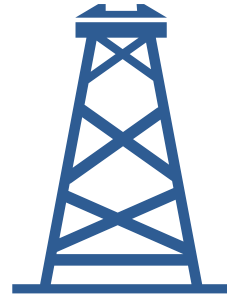
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