



Corporate Overview

ATI AirTest Technologies

TSXV: AAT | OTC: AATGF

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Forward Looking Statements

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Investment Considerations



- **Proven Beyond Doubt:** 100 thousand+ sensor installations since 2013 - Ikea, Lowe's, Shoppers Drug Mart, parking garages & commercial structures.
- **Management by Measurement:** HVAC/ventilation systems adjust heating or cooling needs based on real-time measurement of CO₂ levels = actual building occupancy.
- **Quick Payback & Green:** Multiple case studies prove quick customer payback of less than two years through energy savings + greatly reduced carbon footprint.
- **Proprietary Technology:** New wireless sensors incorporating advanced communication protocols will lower customer costs while positively impacting company margins.
- **Recurring Revenue:** New model of \$/sensor/month will be based on data collection and ventilation management.



Investment Considerations

- 
- **CAPEX Benefit:** Government or Utility green incentives will cover from 50% to 100% of the purchaser's capital costs.
 - **Retrofit Market:** Wireless sensors = non-invasive installation + dramatic labor & material cost reductions.
 - **Demand Control Ventilation:** Multi billion-dollar North American opportunity with retrofit 80%+.
 - **External Pressures:** Government legislation, corporate mandates and societal demands are driving an expedited move to introduce new energy efficiency technologies.
 - **Air Quality:** The Covid pandemic has accelerated existing concerns about indoor air quality.

Paradigm Shift

You can't manage what you don't measure!



REDUCE ENERGY CONSUMED IN BUILDINGS

Positively impact global carbon reduction



VISION

INCREASE ADOPTION OF ENERGY EFFICIENCY

Harvest energy savings through smart ventilation management



ACTION

GAME CHANGING NEW BUSINESS MODEL

New wireless technologies will reduce installation costs combined with a recurring revenue model

The Problem

1 Correcting Ventilation in Buildings

Most buildings are over ventilated

2 Building Population and Use

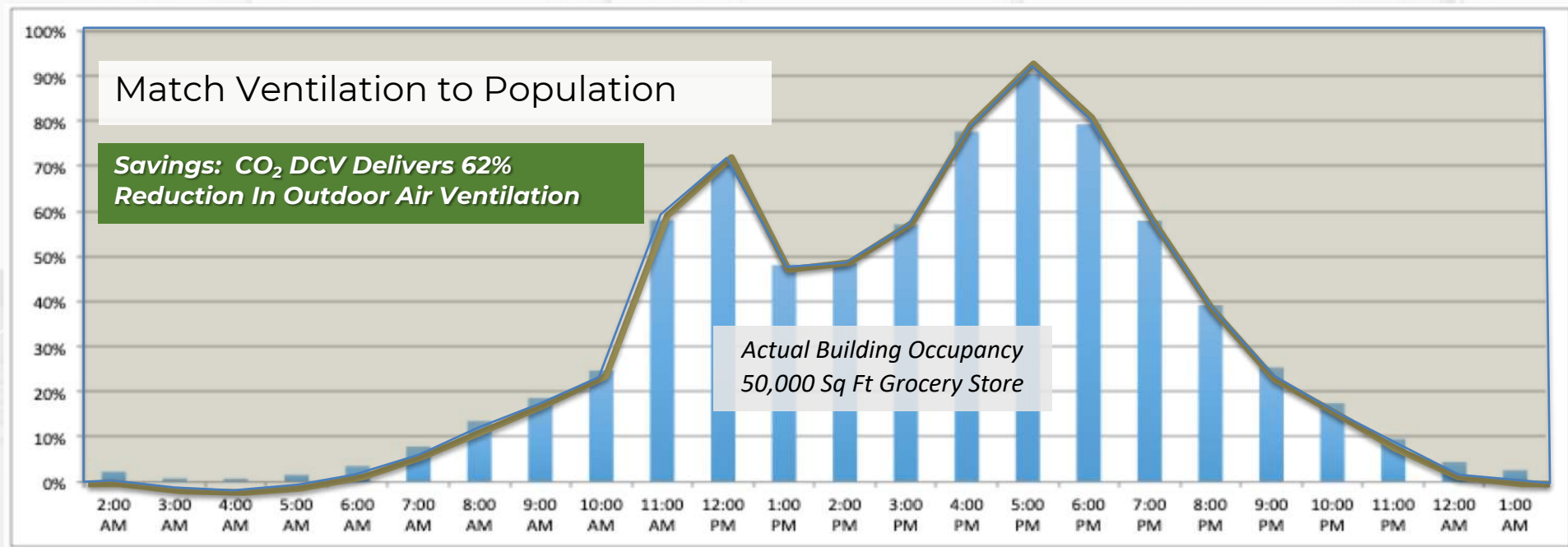
Measuring CO₂ dictates ventilation need

3 Unnecessary Heating and Cooling

HVAC represents 35% of building energy consumption

4 Operating Costs Are Too High

Companies are looking to reduce costs



The Opportunity

Demand Control Ventilation - DCV

Building codes require fresh air ventilation in all public buildings – stores, schools, hotels, etc.

The amount of fresh air blown into a building is based on building use and maximum possible occupancy.

People exhale CO₂. If not measured, the structure is inefficiently ventilated for maximum occupancy.

Without measurement, excessive volumes of conditioned air are exhausted and unnecessary air intake is heated or cooled.

DCV Building Codes Provide for Reducing Fresh Air Ventilation Based on **ACTUAL OCCUPANCY** by Measuring CO₂

The Opportunity

North American HVAC¹ Market



\$92 Billion²

Annual HVAC Energy
Costs ~ \$92 Billion.



**30% average
efficiency gains**

Measuring CO₂ to
manage ventilation
reduces energy costs
by average of 30%.



2 Year or Less ROI

Wireless sensors
improve ROI.



**\$55.2 Billion
Wireless CO₂
Sensor Market**

Existing building
retrofit market is
massive.

80% of Existing Buildings Don't Measure CO₂ . They Ventilate for Maximum Occupancy

Companies need to reduce operating costs and carbon emissions

1 - Heating, Ventilation, Air Conditioning

2 - EIA: US Energy Information Administration 2012 Commercial Building Energy Use Statistics

The AirTest Solution

- 1 Retrofit Existing Buildings to Reduce Over-Ventilation**
 - Primary driver for sales is financial savings.
- 2 Deploy AirTest Wireless Sensor Systems to Increase Financial Gain For Customers**
 - AirTest Demand Control Ventilation (DCV) systems use wireless sensors.
 - Significantly reduce installation labour and materials.
- 3 Rebates / Subsidies from Governments and Utilities For DCV**
 - With wireless sensors, these agencies now pay for 50% of cost to implement.

About AirTest

PROVEN BUSINESS MODEL AS A BASE FOR GROWTH



**108,720
Units**

**Sensors Sold Since
2013**

**806 m
kWh**

**Energy Saved
Annually**

**629,884
tons CO₂**

**Greenhouse Gas
Reduction Annually**

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.

Standard HVAC System

Roof Top Unit - RTU

This machine provides air conditioning and heating.

Air conditioning is driven by electricity and heating can be driven by electricity or natural gas.



Market Size



Ever notice all the grey rooftop units (RTUs) when you fly?

- There are **20 million RTUs** in North America for heating and cooling.
- **80% of RTUs are CO₂ ready for plug-&-play with AirTest wireless.**
- Large percentage of buildings are retail buildings - stores, malls, schools, churches, hotels, airports with great energy savings potential because of variable occupancy.

Case Study – LOWE'S

- AirTest CO₂ transmitters **installed in 600 Lowes stores.**
- 5 to 6 CO₂ transmitters per store (1 per RTU).
- Installations were 100% funded by rebates from energy provider.
- Energy payback was less than 2 years.



Case Study – SHOPPERS DRUG MART

- Initial field installations showed 18% total energy reduction.
- **1140 Shoppers Drug Mart stores retrofitted** with 4-5 sensors per store (1 per RTU)
- All installations received gas and electricity rebates.
- Energy payback was less than 2 years.



Case Study – CANADIAN TIRE

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



Case Study – IKEA

- CO₂ 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 are greater than 50%.
- Energy payback less than 2 years.



Key Product Features



- Zero EnergyTM Transmitter that harvests power from ambient light.
- Self-calibrating CO₂ feature eliminates maintenance.
- Built-in pressure sensor corrects CO₂ reading for altitude.
- 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.

Distribution Channels



**Direct sale to
retail store
chains**



**Sale through
service
contractors**



**Network
through trade
associations**



**Sale of product
to control OEMs**



Revenue Sources



System sales
(40-55% gross margin)



Shared savings programs
where appropriate



Annual monitoring fees 10%
of product sale annually

Initial Target Market



North American Grocery Stores

160,000 + Stores

Current penetration of DCV ~20%

Available market @ \$25k/store = \$3.2B



North American Retail Store Chains

Non-grocery retail store chains = 250,000+

Current penetration of DCV ~20%

Available market @ \$15k/store = \$3.75B +

Management Team



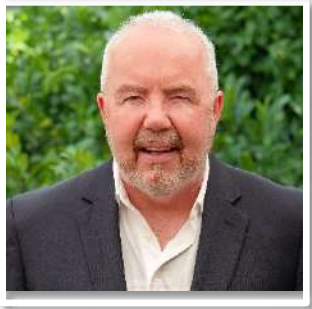
TED KONYI CEO, DIRECTOR

Ted has been a serial entrepreneur for over 30 years. Starting a Financial Planning Firm, forming a series of Income Limited Partnerships and acting as Angel Investor for numerous technology companies, Ted has focused on Energy Efficiency for the last 16 years. He initially invested in AirTest 12 years ago and prior to recently being named CEO, Ted was responsible for most of the fund raising for the company.



GEORGE GRAHAM, PRESIDENT, 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. Having written several White Papers for ASHRAE about using CO2 sensors to control ventilation based on occupancy, Mike has led AirTest in putting together an excellent product and sales support capability.

Why Now?

COVID 19 has created greater attention being paid to ventilation.

AirTest's self-powered wireless CO₂ sensor systems change 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 financial return for the customer.

Allows for rapid deployment and scalability of the business.

Improved margins for the company.



Share Structure

Basic Shares	99.53 Million
Warrants @ \$.05 (Expire Sept./22)	23.4 Million
Warrants @ \$.08 (Expire Dec./22)	10 Million
Warrants @ \$0.20	12.2 Million
Options	8.25 Million
Fully Diluted	151.28 Million



Thank You

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