



PRECISION MAPPING SOLUTIONS<sup>®</sup>/ 精密测绘解决方案

> Corporate Presentation - October 2021 公司报告-2021年10月

(int/Man)

CONFIDENTIAL Intended Only for Designated Recipients

EV063021

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#### **—** PROSTAR'S SOLUTION / PROSTAR的解决方案

PointMan<sup>®</sup> is a patented and commercialized solution that provides the ability to capture, record and display the precise location of critical infrastructure including buried utilities and pipelines / PointMan<sup>®</sup>是一种获得专利并已商业化的解决方案,能够捕捉、记录和显示关键基础设施的精确位置,包括 埋在地下的公共设施和管道。

Existing marquee customers in multiple verticals including a growing number of marquee clients that include Fortune 500, government agencies, and some of the largest Subsurface Utility Engineering firms in North America. / 在多 个垂直领域的现有知名客户,包括越来越多的知名客 户,包括财富500强、政府机构和北美一些最大的地 下设施工程公司。

✓ Veteran management team with extensive software, cloud & mobile and capital markets experience / 拥有丰富的软件、云和移动以及资本 市场经验的资深管理团队



## EXPERIENCED LEADERSHIP TEAM / 经验丰富的领导团队



#### PAGE TUCKER - CEO / 首席执行官

Over 25 years in developing data management and Geographic Information System (GIS) solutions / 在开发数 据管理和地理信息系统解决方案方面拥有超过25年的经验



#### VASA DASAN - COO/首席运营官 15 years as CTO of Sun Microsystems Services Division/担任Sun Microsystems服务部门的首席技术官15年



#### JONATHAN RICHARDS - CFO / 首席财务官

Extensive experience serving as CFO with TSX and TSXV listed companies / 有丰富的担任多交所和多交所创业板上市公司首席财务官的工作经验



#### JASON MARTSCHUK - SVP OF SALES / 销售高级副总裁

Application Sales Manager for Oracle's Construction & Engineering Global Business Units / 甲骨文公司建筑与工程全球业务部门的应用销售经理

#### ■ OUR FOCUS IS CRITICAL INFRASTRUCTURE / 我们专注于关键基础设施



#### **—** PATENTED / 专利

# 20

#### Number of issued patents / 颁发的专利数量

ProStar's patents protect the methods required to digitally identify, capture, map and visualize underground utilities. / ProStar的专利保护以数字方式识别、捕获、绘制和可视化地下设施所需的方法。



#### ■ INFRASTRUCTURE / 基础设施

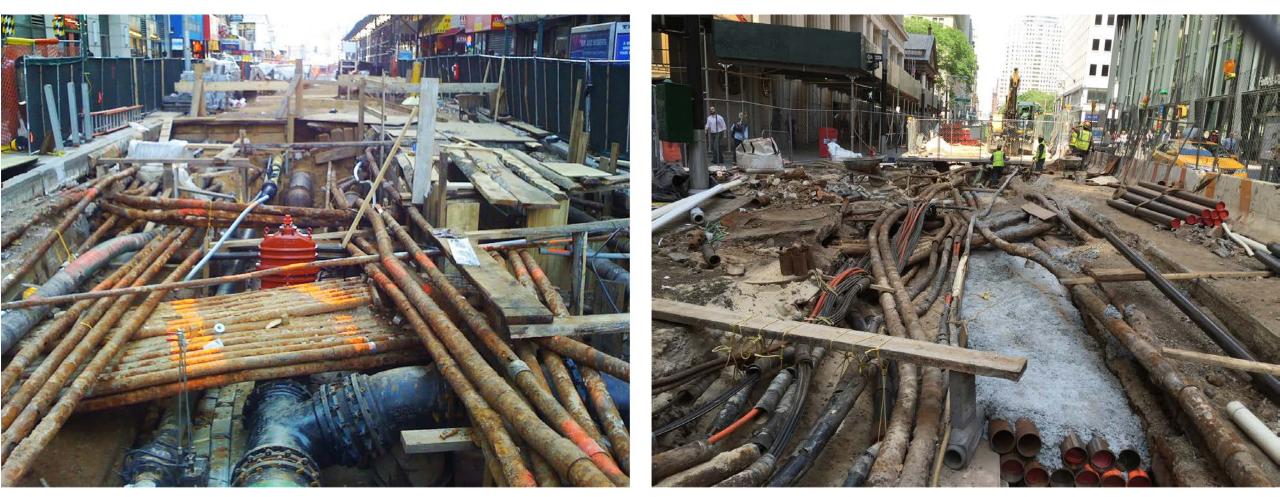
2.4 million miles of paved roads that we rely on to support our businesses and industries. / 240万英里的 公路,我们依靠它来支持我们的商业和工业。

This infrastructure is becoming dilapidated and in serious need of repair and replacement. / 这些基础 设施正变得破旧不堪,严重需要维修和替换。

The White House is preparing to pass a massive trillion-dollar infrastructure bill to overhaul and expand our roads, bridges and railways as well as water and sewer systems. / 白宫正在准备通过一项万 亿规模的基础设施法案,用于大修和扩展我们的道路、桥 梁和铁路以及供水和排水系统。



# 



New York City / 纽约市

### **US INDUSTRY STATISTICS /** 美国行业统计

# **35** Million

#### Miles of underground Pipelines and Utilities /英里地下管线和公用设施

<u>Federal Highw ay Administration</u> <u>Research and Technology 2019</u>/<u>联邦公路</u> 管理局研究与技术2019

# **500 Thousand**

Number of Strikes per year, up 16% from 2019/每年的罢工次 数,比2019年增加16%。 <u>DIRT Report, Released September 2019</u>/<u>DIRT报</u> 2010年0日发布

\$10 Billion

# \$30 Billion

\*All currency in USD / 所有货 币单位均为美元

Annual estimate to locate underground infrastructure prior to construction / 在施工前对地下基础设 施进行定位的年度估算

Prepared for the Geospatial Information & Technology Association by Geoff Zeiss and Dr. Sakura Shinoaki / Geoff Zeiss和Sakura Shinoaki博士为地理空间信息和技术协会制备部

Annual estimated impact of underground damage on the economy/地下损害对经济的年度估 计影响

DIRT Report, Released September 2019/DIRT报告, 2019年9 月发布









#### **三** THE PROBLEM / 问题

Utilities are often not mapped and if maps are available, they are in the form of design drawings or sketches which are simply not accurate / 公用事业往往没有被绘制成地图,即使有地图,也是以设计图或草图的形式,根本不准确。



#### ■ CURRENT PRACTICES / 当前操作方法

The current method of identifying the location of buried utilities include a utility locate device and a paint can used to mark the approximate location of where the utility is buried. / 目前识别 埋藏的公共设施位置的方法包括一个公共设施定位装 置和一个用于标记公共设施埋藏的大致位置的油漆罐。





#### **E** CURRENT PRACTICES / 当前操作方法

Hydrovac Excavation is a form of nondestructive excavation designed to expose buried infrastructure. The process liquefies the soil, which is extracted by a vacuum system into a tank that is mounted on a truck. / 水力 挖掘是一种非破坏性的挖掘方式,旨在暴露埋藏的 基础设施。该过程将土壤液化,通过真空系统将其 抽取到安装在卡车上的一个罐子里。



## **E** CONGESTED CORRIDORS / 拥挤的通道



## ■ CURRENT DATA WORKFLOWS / 当前的数据工作流程



4. Review the Data / 审核数据





5. Import to Computer-Aided Design (CAD) systems or GIS /导 入到CAD系统或GIS





6. Send to Team members / 发给团队成员



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### **—** THE SOLUTION / 解决方案

# **Example 1** Frecision Mapping Solutions®

1 ProStar Holdings Inc. All Rights Reserved.

E RentMan

#### ■ THE SOLUTION / 解决方案



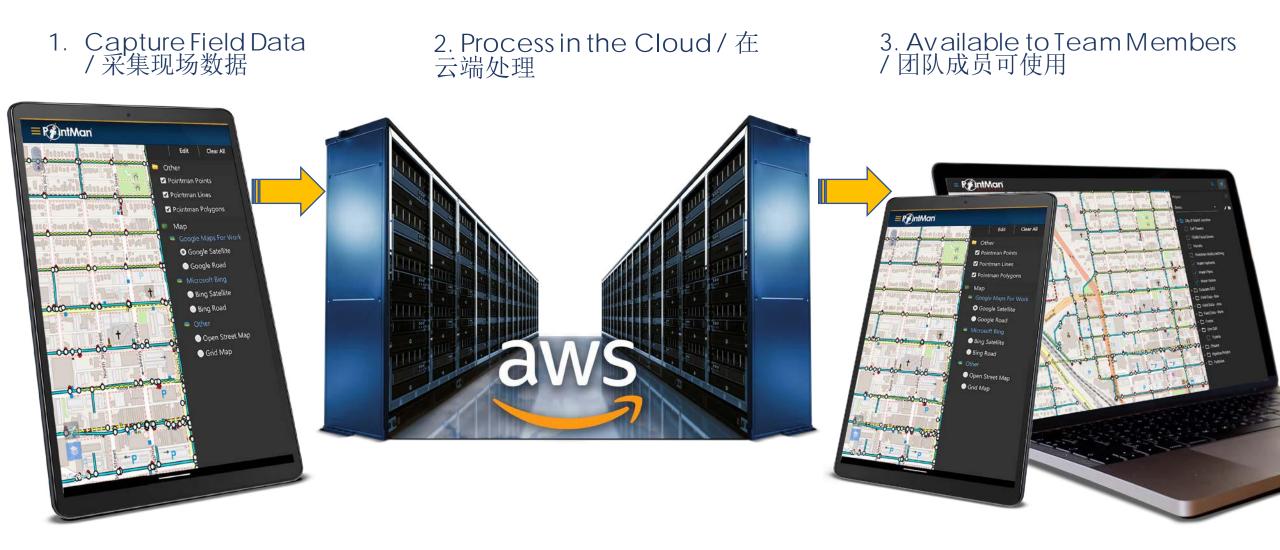


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#### **E** POINTMAN PRO WORKFLOW / POINTMAN PRO 工作流程



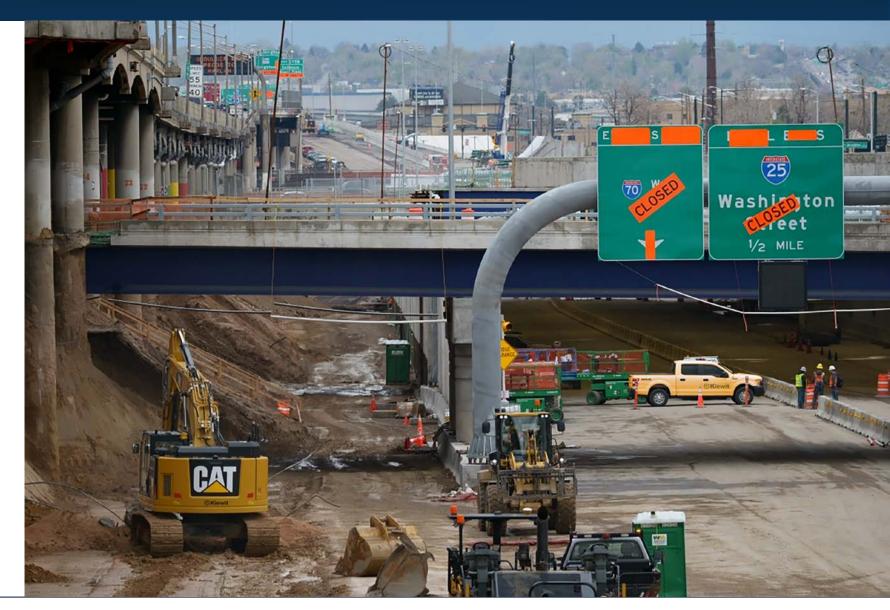
#### **三** INITIAL MARQUEE CLIENTS / 最初的知名客户



Largest infrastructure construction company in the United States / 美国 最大的基础设施建设公司



Mandated PointManinto Colorado state law 1.14.21 将 PointMan纳入卡罗拉多州的法律 1.14.21



## INTRODUCING POINTMAN PRO / 介绍POINTMAN PRO



#### **—** NEWEST MAJOR CLIENTS / 最新的大客户







Top ranked US engineering, planning and construction firm that offers multidiscipline services to transportation, water, utility, and facilities. / 排名前列 的美国工程、规划和建筑公司,为交通、 水务、公用事业和设施提供多领域的服务。 Top-ranked heavy civil contractor with operations throughout the US serving three primary markets: transportation, rail, and marine. / 排 名前列的重型土木工程承包商,业务遍 及美国,服务于三个主要市场:运输、 铁路和海运。 National and award winning, USbased design and consulting firm specializing in engineering and construction services. / 总部设在美国的 设计和咨询公司,专门从事工程和建筑服 务,多次获奖。

#### **三** New MARKETS / 新市场



ProStar's first municipality. New Hampton has a population of under 20k. There are over 38,000 municipalities in the US under 20k population. / ProStar 服务的第一个城市。New Hampton的人口 不足2万。美国有超过38,000个人口低于 20,000的城市。



ProStar's first Canadian client. Top ranked engineering & surveying Canadian firm with operations in Canada and the United States./ ProStar的第一个加拿大客户。排名前列 的加拿大工程和测量公司,在加拿大和 美国均有业务。



ProStar's second municipality. Aberdeen adopted ProStar's Solution to Meet New Jersey Department of Environmental Protection mandate / ProStar服务的第二个城市。Aberdeen 采用ProStar的解决方案来满足新泽西州 环境保护部门的要求



ProStar's first utility company. Zayois a leading provider of fiber networks with centers in over 400 markets in North America and Europe. / ProStar 的第一家公用事业公司。Zayo是一家领 先的光纤网络供应商,在北美和欧洲的 400多个市场设有服务中心。

## ■ INDUSTRY PARTNERS / 行业合作伙伴

Trimble is a global leader in geospatial technologies including the development of Global Positioning System/Global navigation satellite system (GPS/GNSS) receivers and engineering and surveying equipment./ Trimble是地理空间技术的全球领导者,包括开发全球定位系统/全 球导航卫星系统(GPS/GNSS)接收器和工程及测量设备。

#### NASDAQ:TRMB-US\$21 Billion/210亿美元



## ■ INDUSTRY PARTNERS / 行业合作伙伴



#### **= 3** POINTMAN OPTIONS – SAAS MODEL / POINTMAN三种选择 – SAAS模式



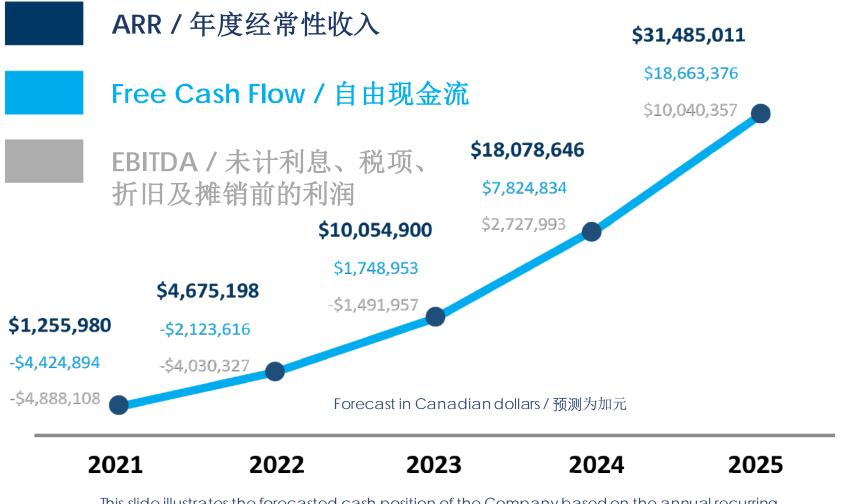


\$2,495

All PointMan & Plus

Features and:

#### ■ ANNUAL RECURRING REVENUE (ARR) / 年度经常性收入



This slide illustrates the forecasted cash position of the Company based on the annual recurring revenue (ARR) or cash flow, versus IFRS reporting with deferred revenue. / 这页说明了基于年度经常性收入 (ARR) 或现金流的公司预测现金状况,与采用递延收入的《国际财务报告准则》报告相比较。

#### **TARGETED POINTMAN PRO SALES / POINTMAN PRO的目标销售额**



CFP (Cashflow Positive) ProStar anticipates being cashflow positive when the company realizes 1400 PointMan user licenses sold / ProStar预计,当公司售出1400个PointMan用户许可时,现金流为正

# **—** PRO-FORMA CAPITALIZATION / 资本结构

Common Shares Issued / 已发行普通股	91,201,334*
Warrants - weighted average at \$0.59 / 认股权证 – 加 权均价\$0.59	18,599,514
Incentive Stock Options - weighted average at \$0.43 / 激励性股票期权 – 加权均价\$0.43	7,835,000
Fully Diluted Shares / 完全摊薄后股数	117,635,848
Cash (as at July 31, 2021) / 现金(截止2021年7月31日)	CAD \$1.25 Million /125万加元
Debt / 债务	None / 无
Fully Diluted Cash / 完全摊薄后现金	CAD \$15.5 Million /1550万加元
<ul> <li>Director, Management and Employee Ownership-30% / 董 理层和员工持股比例为30%</li> <li>* 46m shares are subject to resale restrictions ranging from 12 to 36 month release schedules, with the first tranches released 6 months from trade date. / 4,600万股股票有12至36个月的禁售期,</li> </ul>	事、管
第一批股份在交易日后6个月内解禁。 As of July 31, 2021 / 截止2021年7月31日	



OIC: MAPPE ISXV: MAPS FSE: 5D00

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#### Alex Moore

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