

# Small Cap Discoveries



November 2025

## **Disclaimer**

This presentation contains historical and forward-looking statements. The forward-looking statements involve risks and uncertainties. Forward looking statements appearing in this presentation represent management's current estimates and these may change significantly as new information comes to hand.

The information contained in this presentation has been obtained by AirlQ Inc. from its own records and from other sources believed to be reliable, however no representation or warranty is made as to its accuracy or completeness. Reference should be made to the Company's most recent Annual Report filed with Canadian securities regulatory authorities (and available at www.sedarplus.ca) for a description of the major risk factors.







Proudly Canadian and founded nearly 30 years ago, AirIQ has maintained a long-standing presence in the growing fleet and asset management space.

Over our nearly 30-year history, AirIQ has expanded and strengthened our position as a trusted partner in the IoT industry. We have maintained this level of success by leveraging our industry partners, growing into new markets, and improving on our IoT solutions.



## Highlights

**Consistent Growth** 

8 Years

Of consecutive Recurring Revenue Growth

**Recurring Revenue** 

↑ 14% YoY

Increased to \$2.7 million YTD

**Record ARR Run Rate** 

\$6M

**Consistent Profit** 

10+ Years

Of positive Operating Profit

Tax Losses of

\$13M

Available tax losses to reduce future taxes

**NO DEBT** 

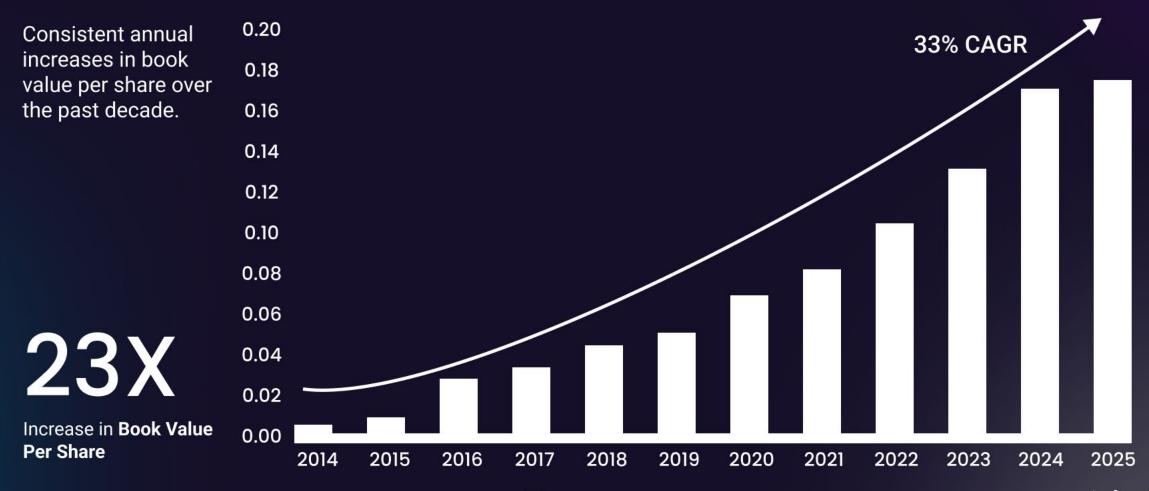


## **Market Capitalization**

Symbol (TSXV)	IQ		
Closing Share Price November 18, 2025	\$0.51		
Warrants as of September 30, 2025	NIL		
Share Issued and Outstanding as of September 30, 2025	29 Million		
Fully Diluted Shares O/S as of September 30, 2025	30 Million		
Options as of September 30, 2025	2.3 Million		
Market Capitalization as of November 18, 2025	\$14.8 Million		
Cash as of September 30, 2025	\$2.6 Million		
Working Capital as of September 30, 2025	\$2.7 Million		



## **Consistent Returns: Book Value Per Share**

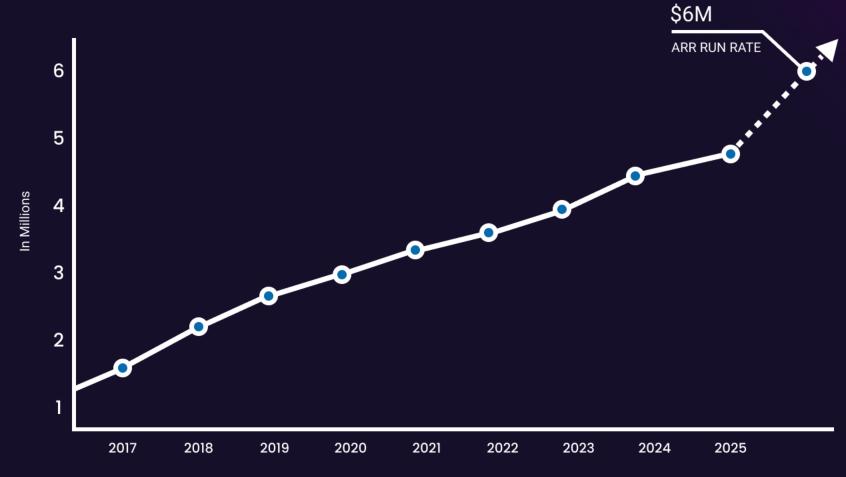


## **Building Momentum: Recurring Revenue**

Consistent and accelerating increases in annual recurring revenues.

145%

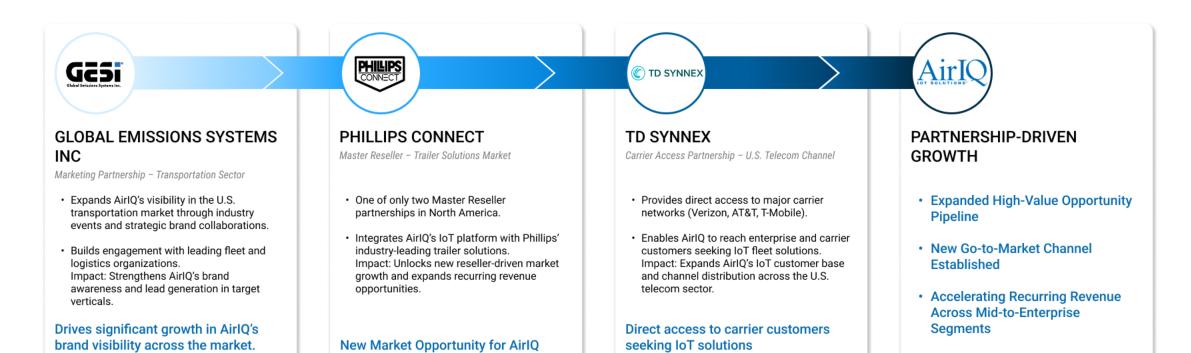
Total Growth in **Recurring Revenue (FY 2025)** 





## **Expansion Through Partnerships**

AirIQ expands its impact through strategic partnerships that drive innovation, open new markets, and accelerate customer growth







## Partner Networks For Scalable Growth

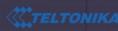
Our Strategic partnerships enable seamless integration and collaboration with our partners. By utilizing our partners hardware, software, and cellular airtime solutions, AirlQ is able to successfully navigate the sometimes fragmented world of IoT and put together seamless solutions for our downchannel.

#### **Hardware partners**











**Software Partners** 







**Industry Partners** 











**Partners** 













## **Expanding Across Market Verticals**

Markets **Solutions Products** 

#### Construction

The construction sector is one of AirlQ's largest growth opportunities within the \$2 trillion North American market. With the new Tool Tags, we've expanded from vehicle tracking to full job-site asset management. This positions AirlQ to capture greater market share as construction companies adopt technologies to protect assets and improve operational efficiency.

#### **Location Tracking** Solutions

Vehicle visibility, Route optimization, Reduce fuel cost,

#### **OTR Transportation**

Deploying AI Dash Cams, ELD Solutions, and the Phillips Connect Trailer solution, AirlQ helps organizations modernize while supporting the \$400 billion North American industry that drives long-haul freight and global supply chains.

Geofencing

#### **Video Telematics** Solution

Driver Monitoring, Driver safety, Drive coaching, Lower insurance

#### **Trailer Focused** Solution

Reduce idle time, Detect unauthorized movement

#### Tool Tag

**Tool Tag** 

Solution

Tool theft presentation,

Inventory accuracy, Track tool

movement

A compact, IP67-rated Bluetooth tracker that helps locate and monitor tools, equipment, and assets in real time.

#### IQ - CAM

A smart dash camera that captures high-definition video and provides real-time safety insights for fleets

#### IQ - Plug

A plug-and-play On Board Diagnostic tracker that delivers real-time vehicle ocation, diagnostics, and driver behavior insiahts

#### Gateways

- StealthNet
- SolarNet

#### Sensors

- · Tire Pressure System
- · Cargo Sensor Monitors





## **Driving Strong Returns: Rental Program**

AirIQ's Rental Program delivers an LTV/CAC\* of 5:1



Customer Acquisition Cost = \$2,400 **x**5



- Delivers efficient, sustainable, higher returns to shareholders
- Creates predictable and growing streams of recurring revenues







## **Publicly Listed Canadian Telematic Comparison**

Trailing 12 Month Values as of October 2025					
	BeWhere Holding Inc. (BEW.V)	Blackline Safety Corp (BLN.TO)	AirIQ Inc. (IQ.V)	Samsara Inc (IOT)	Industry Average
Enterprise Value	63,600	643,793	13,690	21,425,114	7,377,502
Recurring Revenue	9,117	84,581	4,950	1,397,753	497,150
EBITDAS	1,758	(4,769)	650	(125,656)	(42,889)
Net Income	897	(8,414)	112	(87,310)	(31,609)
Enterprise Value/ Recurring Revenue	7	8	3	15	10
Enterprise Value/EBITDA	36	(135)	21	(171)	(67)

## Why Choose AirlQ

AirIQ delivers a variety of fleet management solutions. Providing location tracking, trailer monitoring, driver behavior insights, and advanced reporting tools. Our scalable, cloud-based platform helps diverse industries improve efficiency, safety, and profits.



#### Investment Thesis

Delivering shareholder value through recurring revenue, expanding verticals, and technology-driven growth.



#### Scalable Solutions

Transform data into Insights that Drive Results



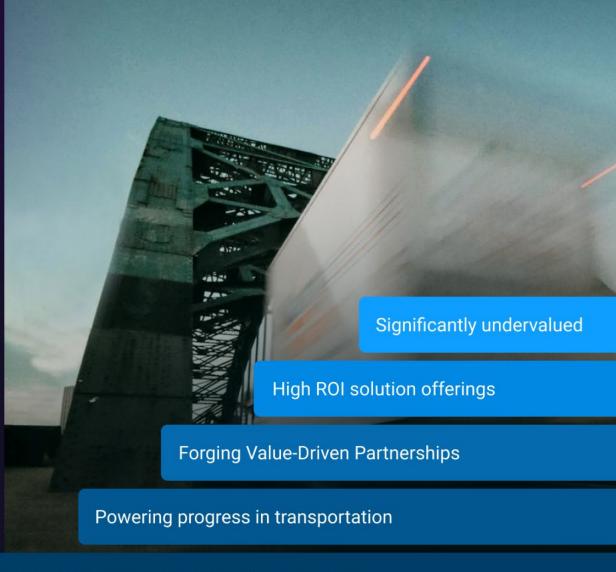
#### No Debt

Strategic cash reserve for future investments.



#### **Publicly Traded**

Listed on TSXV under ticker IQ



Strong ARR momentum and customer traction





## Q&A





### **Contact & Information**

# THANK YOU

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