



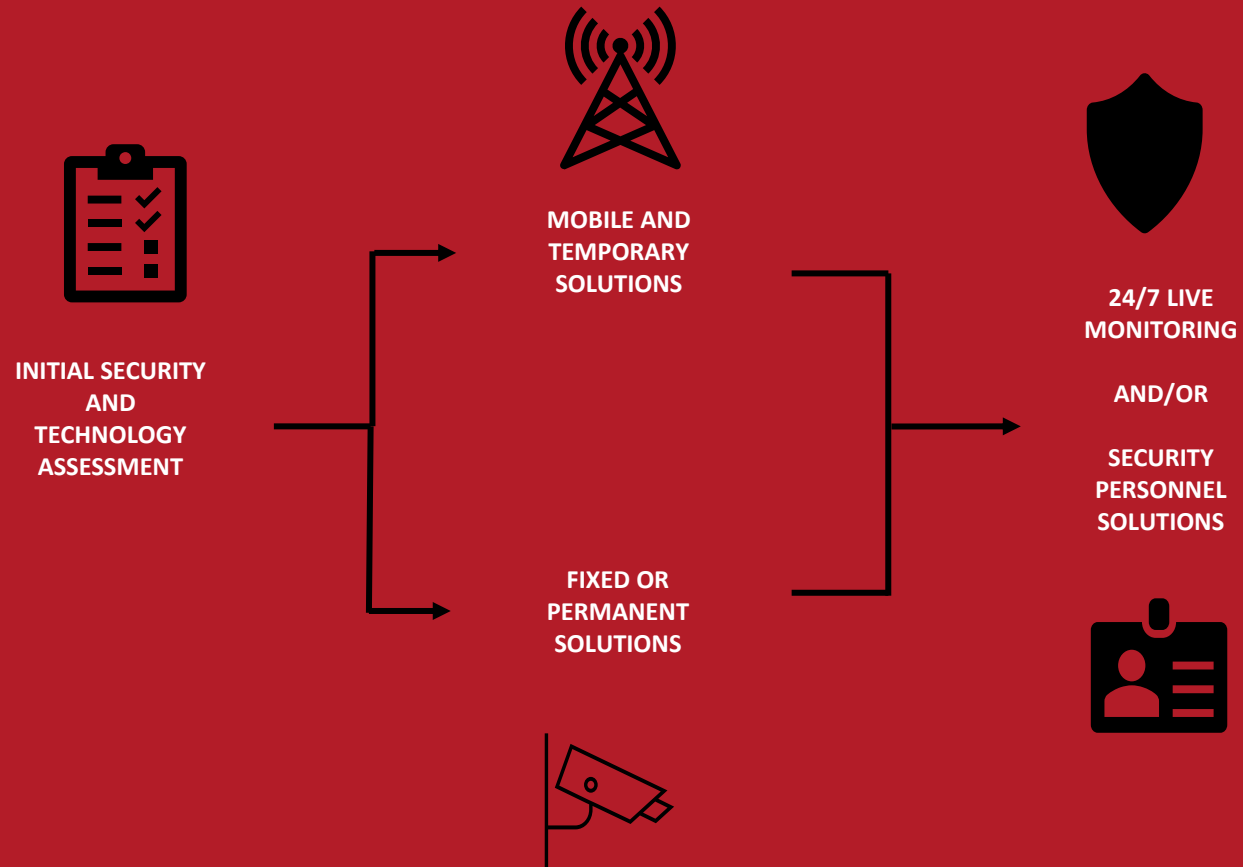
**CORPORATE PRESENTATION  
NOVEMBER 2022**



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# VALUE PROPOSITION



## ZEDCOR ADVANTAGE

## OTHERS

24/7, live, video monitoring with local, qualified security personnel supervised by ex-law enforcement



No video monitoring available; if available, personnel are not local

Advanced AI driven software that learns and responds to alarm conditions supported by human intelligence



Limited software options that only alert the end user of potential issues

Full suite of customized, smart camera options, designed to withstand extreme conditions and transmit video feed from any location using satellite or cellular



Limited response options; mostly left up to untrained end user to deal with alarm conditions resulting in limited or no response and ultimately, theft

Alarm conditions are responded to by Canadian based monitoring personnel who deploy customized response solutions based on client needs



Off the shelf, closed circuit budget options that cannot withstand temperature and other industrial needs

Mobile, temporary and fixed security solutions that work seamlessly together



Only offer fixed camera options

Rental equipment available to support security and other operations



No rental options

Security guard solutions are staffed by ex-law enforcement personnel



Only offer lowly trained guard solutions

Centralized surveillance centers allow for cost effective solutions for 24/7 monitoring



On-site security personnel are cost prohibitive or temporary surveillance is not effective

## TYPE OF MOBILEYEZ

## BENEFITS

### Solar Hybrid MobileyeZ

▶ Stand alone unit with a lithium battery pack to power the unit; battery is charged through solar panels with diesel backup when solar is unavailable thereby reducing emissions and operating costs

### Diesel MobileyeZ

▶ Stand alone unit which doubles as on site power generator, replacing the need to have a separate generator on site.

### Electric MobileyeZ

▶ Zero emission security tower which can plug into any on site power source such as a generator or high line power; battery backup for 24+ hours if power is lost.

- In addition to being security towers, all MobileyeZ can also provide on site lighting thereby replacing traditional light towers and reducing equipment rental and operating costs for the customer
- There are other potential uses of the video streaming aside from security purposes; clients have used Zedcor security towers for:
  - Safety incident investigations
  - Dispute resolution and liability (e.g. parking lot accidents)
  - On site fire watch for construction permit requirements
  - Site supervision and project monitoring
- Zedcor's technology, trained staff and advanced Video Management System ("VMS") is able to support the customer in these requests by setting up secure viewing portals, sorting and reviewing video footage, and preparing investigation reports.



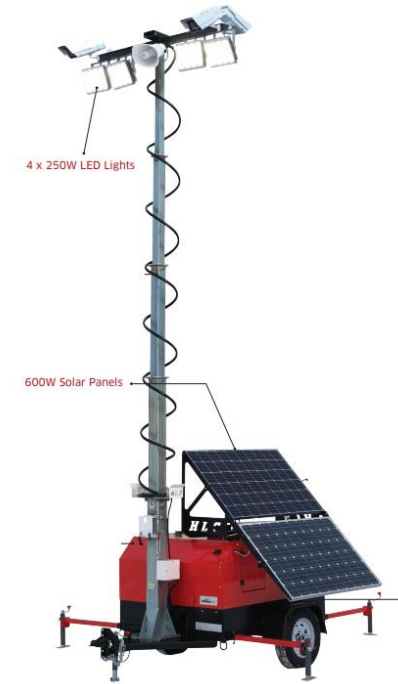
# MOBILE AND TEMPORARY SOLUTIONS

- Largest fleet of mobile security towers in North America – allowing us to provide security for large/ complex needs at a lower cost than competitors
- Current fleet of 440 electric, diesel, solar and hybrid MobileyeZ security towers for security on temporary sites lacking power; growing to 500+ by exit 2022
- Cellular or satellite data streaming options available.
- All MobileyeZ security towers come equipped with motion activated LED lights, infrared cameras with artificial intelligence software and two-way speaker communication; thermal detection cameras available
- Full 360° coverage of location with 700 meters of zoom (able to detect)
- Minimal deployment with quick setup and low operating costs; safer to operate with reduced human component
- Significantly reduces the need for on-site security personnel; up to 73% cost savings and better theft deterrent compared to roaming security guards
- “Live, Verified Response”™ -> faster law enforcement detachment resulting in deterred theft and less damage



# ENVIRONMENTALLY FRIENDLY SECURITY TOWERS

- Zedcor's entire fleet of MobileyeZ security towers has been designed with the environment in mind
- All security towers are equipped with LED lighting, low power consumption cameras and communications equipment, and fuel-efficient motors
- Solar hybrid security towers are equipped with solar panels and consume up to 67% less fuel than diesel equivalents; diesel hybrid towers are equipped with battery packs and consume up to 37% less fuel
- Zero emission fully electric security tower available; fully solar powered tower being developed.
- Fuel efficient, electric and solar towers reduce operating costs for customers and Zedcor. By not running diesel engines at all times, maintenance costs are dramatically lower and increases life of equipment



MINIMAL ENVIRONMENTAL IMPACT

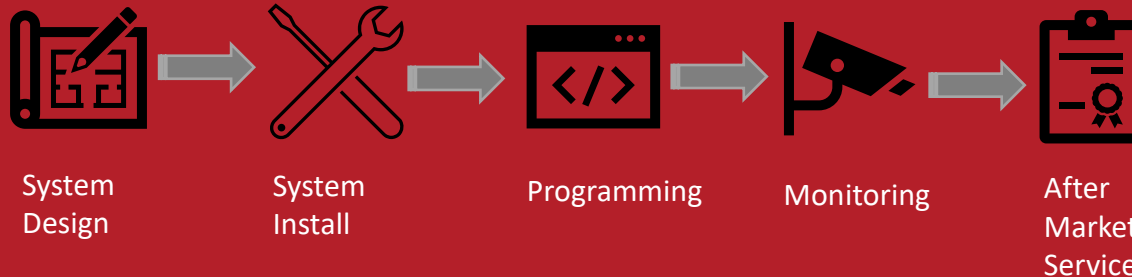
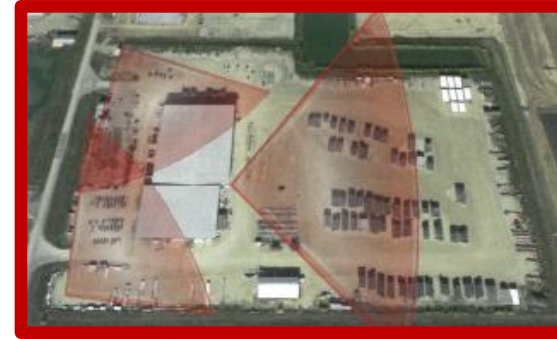




# FIXED AND PERMANENT SOLUTIONS

## SERVICES FROM *DIRT TO FINISH*

- Temporary site monitoring and rental equipment during construction
- Once construction is complete, Zedcor will install indoor and outdoor cameras with advanced software, alarms systems and sensors such as heat and moisture, as needed
- 24/7 monitoring through Canadian command center
  - Western Canada location is fully staffed and operational
  - Expansion plans for Eastern Canada (GTA)
- Fully dedicated installation team to install and wire in cameras on client site
- Trained personnel and technology result in no missed alarms compared to unmonitored solutions; more cost effective and reliable compared to onsite personnel
- Zedcor controls the entire fixed solution value chain





# SENSOR TECHNOLOGY

- Sensors for a variety of applications to protect equipment and other valuables:
  - Thermal, temperature and heat detection
  - Moisture detection
  - Motion detection
  - Vibration detection
  - Gas leak detection
- Can be used outdoors and paired with MobileyeZ security towers in order to detect multitude of threats
- Alarms streamed back to Zedcor command center and responded to based on established protocols
- Designed for outdoor and indoor uses
- Reduces operating costs and human error; “Live, Verified Response”™ allows operator to respond to issues rather than aimless patrols and false alarms





# LIVE VERIFIED MONITORING & SECURITY GUARD SOLUTIONS

## LIVE MONITORING

Supported by advanced artificial intelligence software

Trained operators observe client locations & respond to alarms

## SECURITY GUARD SOLUTIONS

Zedcor patrol security solutions are based on comprehensive analysis to meet our clients requirements

Many of Zedcor patrol security guards have previous law enforcement backgrounds and have been trained with the Crime Prevention Through Environmental Design (CPTED) program

Fully staffed with former and off duty law enforcement available for higher risk sites



HQ



# GEOGRAPHICAL FOOTPRINT



## Calgary Head Office & Surveillance Centre

Live security video from across Canada is streamed 24 hours a day, 7 days a week and monitored by trained professionals



## Lower Mainland Branch

Equipment branch and servicing centre



## Edmonton Branch

Equipment branch and servicing centre



## Toronto

Equipment branch and servicing centre



## Ottawa

Equipment branch and servicing centre



## Surveillance locations

Fixed and rental surveillance streaming locations.







# FINANCIAL INFORMATION

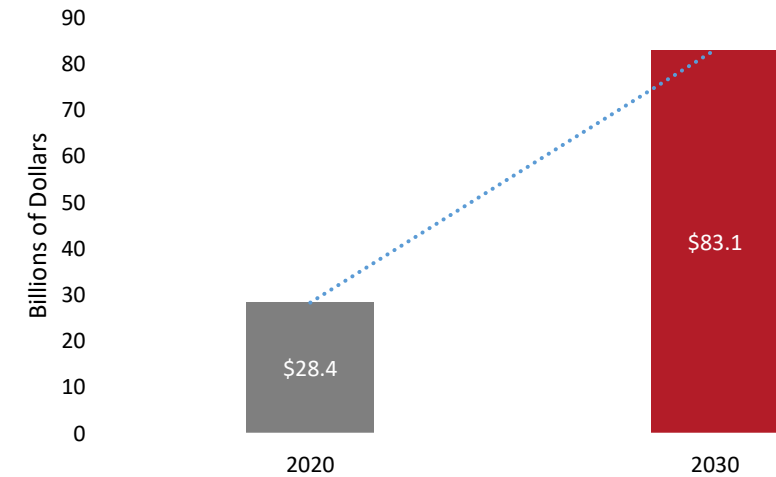


# LARGE MARKET SIZE WITH MACRO ECONOMIC SUPPORT

- Global Video Surveillance as a Service (VSaaS) market size was \$28.4 billion in 2020 and expected to reach \$83.1 billion by 2030, a CAGR of 10.9%\*\*
- Need for security in high-risk areas, growth in transition from analog to IP cameras, and integration of Internet of things (IoT) have fueled the growth of the VSaaS market
- Clients want to take this a step further by outsourcing the service aspect of security with practical and easy to deploy solutions
- Macro economic factors including increased labor costs, tight labor market and increased security demand is leading to companies applying technology based solutions
- Zedcor is at the leading edge of applying these technologies for business of all sizes across North America



Global VSaaS Market Size



North America is the largest market size with the fastest expected growth rate as it has aging camera infrastructure and plays catch up with the rest of the world in adopting this technology for business needs

\*\*Source: Allied Market Research

# FIRST HALF OPERATIONAL AND FINANCIAL HIGHLIGHTS

- ✓ Revenue of \$15,682 and EBITDA of \$5,941 for the first nine months of 2022. Revenue increased by 66% and EBITDA increased by 80% when compared to the nine months ended September 30, 2021. This exceeded internal forecasts.
- ✓ Net income of \$2,922 and \$0.04 earnings per share
- ✓ Successfully deployed 177 MobileyeZ Security towers during the first nine months of the year despite supply chain challenges
- ✓ Recognized \$883 of bonus income as a result oilfield asset sale
- ✓ Expanded to Ontario; approximately 10% of security tower fleet is currently in Ontario.
- ✓ Continue to diversify revenue streams from pipeline construction customers
- ✓ Shifting business towards more contracted work for security towers

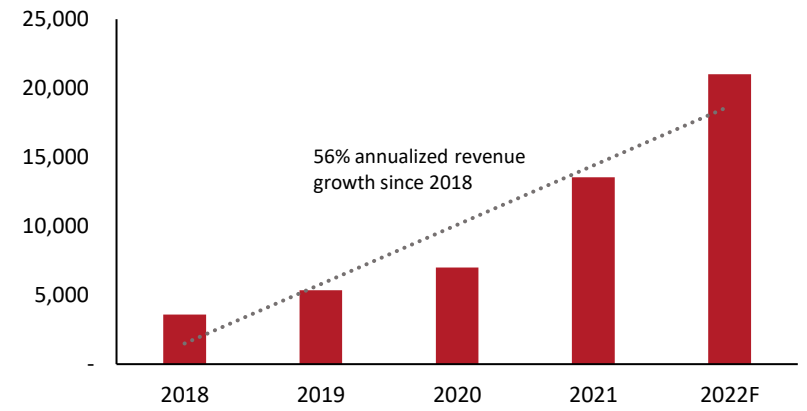


# REVENUE STREAMS

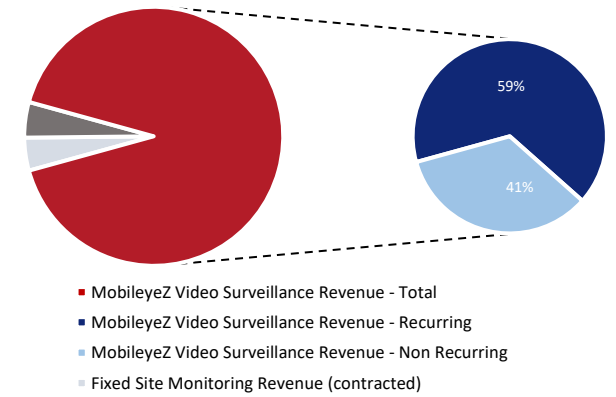
- 3 primary revenues streams related to security business:
  - Security equipment rentals and service driven by MobileyeZ security towers
  - Recurring revenue related to fixed site monitoring contracts
  - Security guard revenue
- 61% of 2022 forecasted revenues are contracted or recurring with major customers; 59% of MobileyeZ video monitoring revenue is recurring
- Forecasted to grow recurring revenue related to fixed site monitoring locations as we expand geographically.
- Continue to diversify revenues streams both geographically and by industry type. Have expanded to Ontario, British Columbia Lower Mainland and have plans to expand to Manitoba by end of year.



### Revenue Growth 2018 - 2022



### 2022 Forecasted Revenue Streams

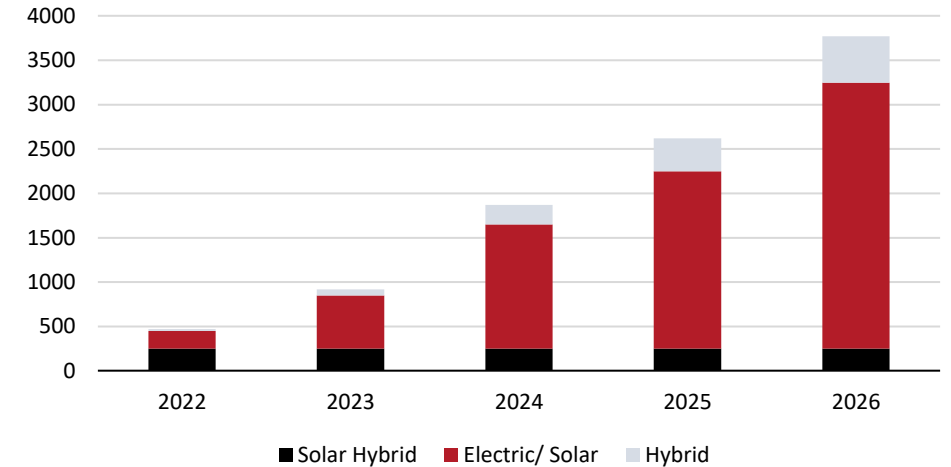


# MOBILEYEZ FLEET EXPANSION

- Proprietary Zedcor technology; able to expand application through use of sensors (vibration, heat, moisture, facial recognition) -> increased rental rates and utilization
- Experiencing high demand and utilization -> 155 towers are currently contracted to two large customers; remaining fleet utilized across a variety of different clients with a mix of contracted longer term work and medium term projects
- Opportunity to provide service across all verticals, including:
  - Construction
  - Mining
  - Energy
  - Agriculture
  - Events
  - Emergency response
- 18-24 month payback for new investment; ~30% ROIC
- Opportunity to take advantage of government infrastructure spending; fully ESG compliant fleet allowing operation with little to no emission impact



Planned MobileyeZ Security Tower Fleet Size

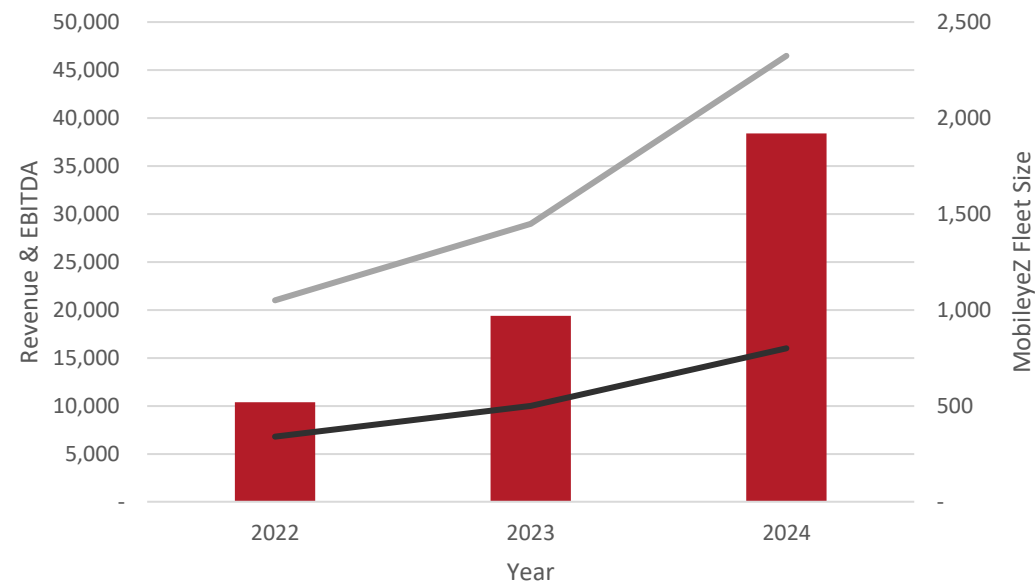




# CAPITAL REQUIREMENTS AND EQUITY RAISE

- Aggressively growing across Canada; 10 branches by the end of 2026; 6 currently in major markets
- Expand to 2 US States starting in mid to late 2023; minimum 8-10 branches by end of 2026
- Increase fleet of MobileyeZ security towers – 450 in 2023 and 950 in 2024
- \$10.5MM capital spending for 2023; \$22MM for 2024
- Mid 2023 equity raise in order to place orders for 2024 growth plans and US expansion
- M&A opportunities may be available which will expedite growth plans
- EBITDA growth over time as costs normalize and fleet expansion generates more revenue

MOBILEYEZ FLEET EXPANSION



	2022	2023	2024
MobileyeZ Fleet	520	970	1,920
Revenue (\$000's)	21,000	29,000	38,450
EBITDA (\$000's)	7,800	10,200	13,200

A fleet of 1,920 MobileyeZ will generate \$3.9MM of monthly revenue on 85% utilization (\$46.6MM annualized). Zedcor will be able to generate >\$15MM of EBITDA at current margin levels on a run rate basis.

# CAPITALIZATION



ZEDCOR SHARE PRICE HAS  
OUTPERFORMED S&P/TSX  
VENTURE COMPOSITE INDEX OVER  
THE PAST YEAR



DELEVERAGED BALANCE SHEET -  
~1.4X SENIOR DEBT TO RUN RATE  
EBITDA (AUGUST 2022)



TRADING AT A DISCOUNT  
COMPARED TO SECURITY,  
TECHNOLOGY AND INTERNET OF  
THINGS MARKET PEERS

(\$000'S)	SEPTEMBER 30, 2022	DECEMBER 31, 2021
LONG TERM DEBT	\$11,005	\$7,948
SUBORDINATED SHAREHOLDER LOAN	\$3,165	\$3,115
PREFERRED SHARES	-	\$2,864
MARKET CAP	\$29,066	\$23,903
ENTERPRISE VALUE	\$43,236	\$37,830
COMMON SHARES ISSUED AND OUTSTANDING	70,892,259	58,299,943
PREFERRED SHARES	-	4,400,000
STOCK OPTIONS	3,600,000	3,050,000
WARRANTS	7,361,870	4,744,905
FULLY DILUTED	81,804,129	70,494,848

# MANAGEMENT TEAM

## Todd Ziniuk, President & Chief Executive Officer

Mr. Ziniuk was a co-founder of Zedcor Oilfield Rentals and was appointed President and CEO of Zedcor in 2018. He has over 15 years of leadership, industrial rentals and logistics experience. He was instrumental in helping Zedcor transform from an oilfield-based rentals company to a solutions-based security company, including helping to secure its first security contract in 2017.

## Amin Ladha, Chief Financial Officer

Mr. Ladha joined Zedcor in 2020 and has over 12 years of accounting, finance and service industry experience. Prior to Zedcor, he was the VP Finance for a water management company where he helped to raise \$42MM of equity financing and \$61MM of debt financing. Mr. Ladha is a Chartered Professional Accountant and articulated for a big four accounting firm prior to starting his career in the services industry.

## James Leganchuk, Chief Revenue Officer

Mr. Leganchuk has over 19 years of direct experience in various operations and sales roles. He has worked for Zedcor since 2011 and brings extensive industry knowledge of operations and industrial rentals solutions. He played an integral role in establishing Zedcor's centralized surveillance center in Edmonton, Alberta and has helped to streamline operations and create efficiencies throughout the Company.

## Tony Ciarla, Executive Vice President

Mr. Ciarla brings over 20 years of experience in Canadian environmental and civil construction leading project and client development teams. With a background in environmental chemistry and technology, Mr. Ciarla's wealth of experience includes leading upstream and downstream environmental construction projects, as well as being involved in various remediation, water treatment, mass excavation, and facility decommissioning/demolition projects across Canada.

# BOARD OF DIRECTORS

## Wade Felesky, Chairman

Mr. Felesky is currently the President of New Stratus Energy, an international oil and gas company. He was previously the Head of Oil & Gas Investment Banking at Laurentian Bank and before that, Co-Head of Energy Investment Banking at GMP Securities L.P. Mr. Felesky has over 20 years of investment banking and business experience. He has a wealth of experience in all aspects of corporate finance, and has advised and acted for both domestic and international issuers. Mr. Felesky is highly involved in his community and was selected by the Globe and Mail as one of Canada's "Top 40 under 40" in 2008.

## Dean Swanberg

Mr. Swanberg was a co-founder of Zedcor Oilfield Rentals and has over 35 years' experience in the transportation and logistics industries. Prior thereto, Mr. Swanberg was the President of Swanberg Bros. Trucking, one of the largest transporters of drilling rigs in Western Canada. Swanberg Bros was acquired by Mullen Group for over \$100MM in 2006.

## Dean Shillington

Mr. Shillington is the Founder, President and Chief Executive Officer of Knightsbridge Capital Group which provides specialized lending, equity and advisory solutions. He has extensive experience as an entrepreneur and in business development and commercial finance. He spent several years at GE Capital in various capacities, including risk and business management roles. Mr. Shillington has a degree in Finance and Marketing from the University of Saskatchewan. He currently serves on the Board of Directors of a number of private companies which operate in the industrial, consumer services and charitable sectors.

## Brian McGill

Mr. McGill is a Partner at Stawowski McGill, a company which provides advisory services including corporate finance, structure, leadership and culture, to growing businesses primarily in the oil and gas services and manufacturing sector. Prior thereto, he was Chief Financial Officer of a private group of companies which was built up then sold to a large Canadian drilling contractor. Mr. McGill is a CPA, CA and has over 30 years of practical experience in corporate growth, acquisition strategies, and financial management of local and foreign subsidiaries in the US, South America, and the Caribbean.