

Zedcor Security Solutions Corp.

Corporate Presentation

April 2023



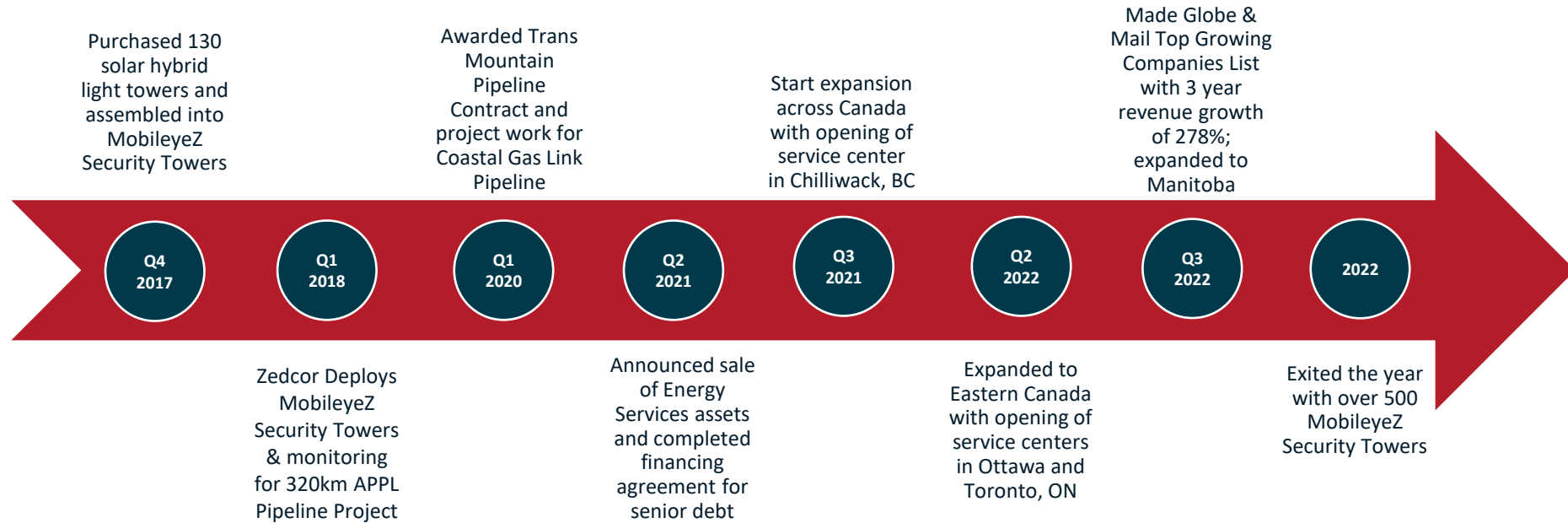


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HISTORY & MILESTONES





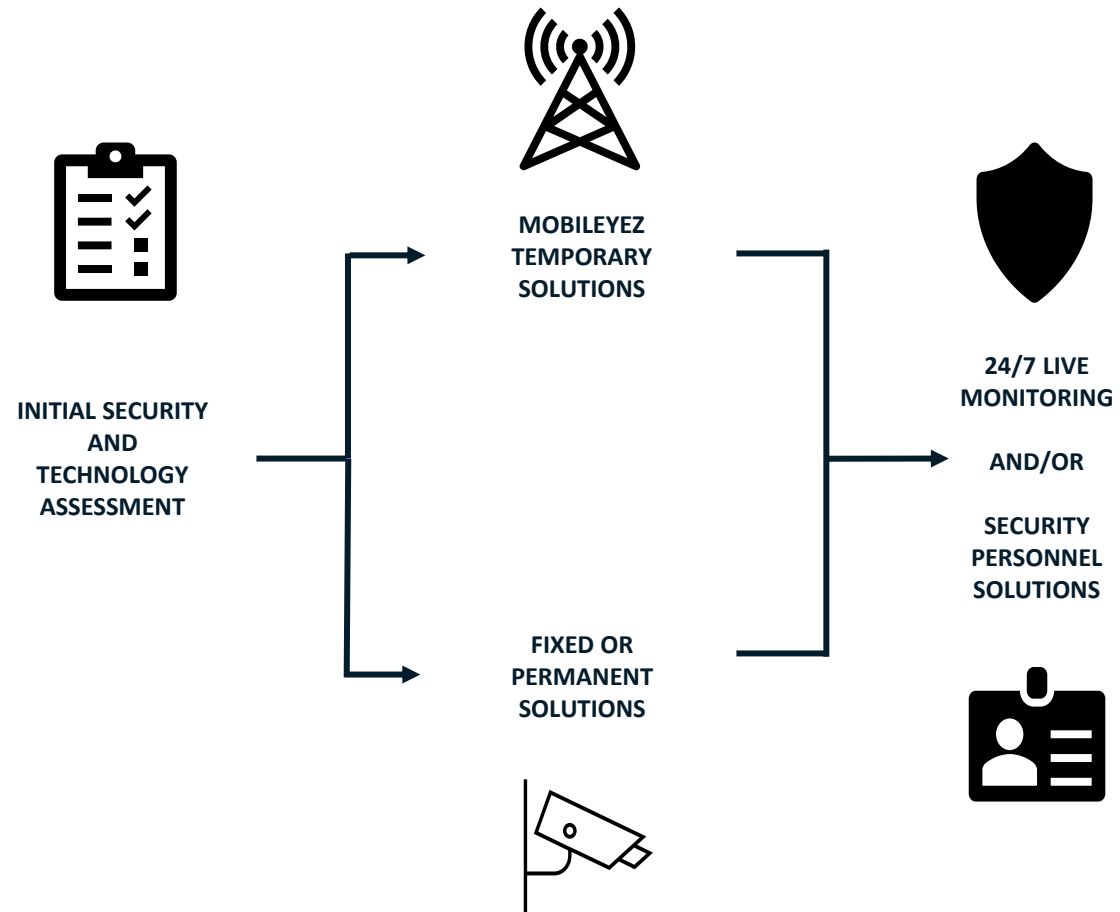
ZEDCOR DIFFERENTIATORS

- ✓ 24/7, live, video monitoring with local, qualified security personnel supervised by ex-law enforcement
- ✓ Centralized surveillance centers allow for cost effective solutions for 24/7 monitoring
- ✓ Rental equipment that is upgraded by Zedcor to meet latest technology advancements, reducing customer's capital requirements
- ✓ Advanced AI driven software that learns and responds to alarm conditions supported by human intelligence
- ✓ Full suite of customized, smart camera options, designed to withstand extreme conditions and transmit video feed from any location
- ✓ Alarm conditions are responded to by Canadian based monitoring personnel who deploy customized solutions based on client needs
- ✓ Mobile, temporary and fixed security solutions that work seamlessly together
- ✓ Security guard solutions are staffed by ex-law enforcement personnel





VALUE PROPOSITION





TYPES OF MOBILEYEZ

	<u>BENEFITS</u>
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
Electric MobileyeZ	Zero emission security tower which can plug into any on site power source or work in conjunction with Solar Hybrid or Diesel MobileyeZ; battery backup for 24+ hours if power is lost.
Diesel MobileyeZ	Stand alone unit which doubles as on site power generator, replacing the need to have a separate generator on site.

- 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.





MOBILEYEZ HIGHLIGHTS

- Largest fleet of mobile security towers in Canada allowing us to provide security for large/ complex needs at a lower cost than competitors
- Current fleet of ~600 electric, diesel, solar and hybrid MobileyeZ security towers for security on temporary sites lacking power; targeted growth to 900+ by exit 2023
- Cellular or satellite data streaming options available; developing ways to stream data more efficiently and thus reducing costs
- 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); Artificial intelligence edge (built into cameras) or in the cloud
- 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 SOLUTIONS

- 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 tested
- 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





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
- Trained personnel and technology result in no missed alarms compared to unmonitored video solutions; more cost effective and reliable compared to onsite personnel
- Zedcor controls the entire fixed solution value chain



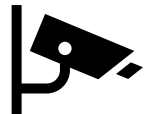
System Design



System Install



Programming



Monitoring



After Market Service



ADVANCED CAMERA & SENSOR CAPABILITIES

- High resolution cameras for video capture of key events or milestones
- Edge and cloud analytic capabilities such for object recognition and license plate recognition available
- Sensors for a variety of applications to protect equipment and other valuables:
 - Thermal, temperature and heat detection
 - Moisture detection
 - Vibration detection
 - Gas leak detection
- Sensors be used in extreme conditions and paired with MobileyeZ security towers in order to detect multitude of threats (safety, environment, etc)
- Alarms streamed back to Zedcor command center and responded to based on established protocols; sensor alarm management system developed by Zedcor





LIVE VERIFIED MONITORING & SECURITY GUARD SOLUTIONS

LIVE MONITORING

- Supported by advanced artificial intelligence on the edge; licensed, industry leading video management software; and internally developed sensor management software
- Trained operators observe client locations & respond to alarms

SECURITY GUARD SOLUTIONS

- Zedcor guard solutions are based on comprehensive analysis to meet our clients' requirements
- Many of Zedcor 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





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 and servicing centre



Edmonton Branch

Equipment and servicing centre



Winnipeg Branch

Equipment and servicing centre



Toronto Branch

Equipment branch and servicing centre



Ottawa Branch

Equipment branch and servicing centre



Surveillance locations

Fixed and rental surveillance streaming locations.

USA Expansion

Planned for 2H 2023





Financial Information

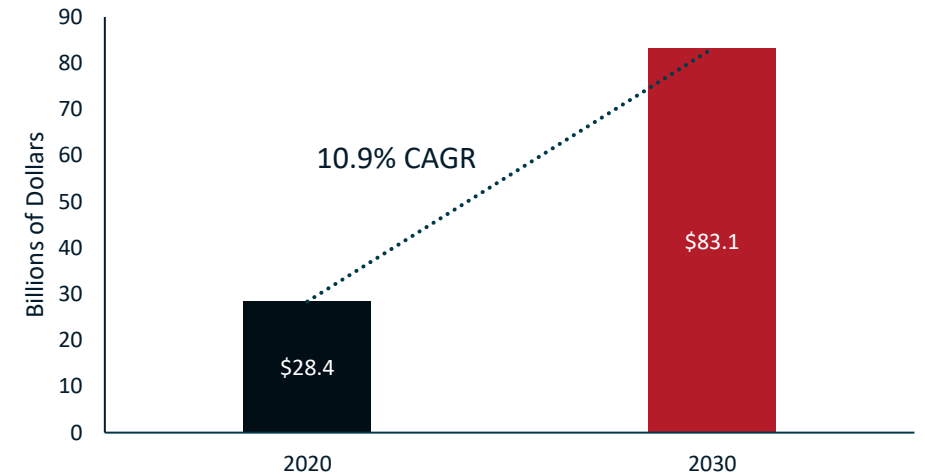




LARGE MARKET SIZE WITH MACRO ECONOMIC SUPPORT

- 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



2022 TWELVE MONTH OPERATIONAL AND FINANCIAL HIGHLIGHTS

- ✓ Revenue of \$22.1MM and Adjusted EBITDA of \$7.6MM for 2022. Revenue increased 63% and EBITDA increased 72% when compared to 2021. This exceeded internal forecasts
- ✓ Positive net income and \$0.06 earnings per share before income taxes
- ✓ Successfully deployed 240+ MobileyeZ security towers during the year despite supply chain challenges
- ✓ Recognized \$883 of bonus income as a result oilfield asset sale
- ✓ Expanded to Ontario and Manitoba; approximately 13% of security tower fleet is located in Eastern Canada
- ✓ Continue to diversify revenue streams from pipeline construction customers
- ✓ Shifting business towards more contracted work for security towers

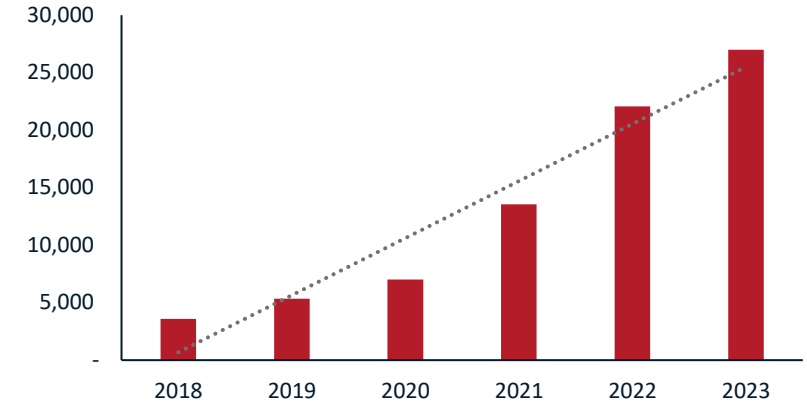




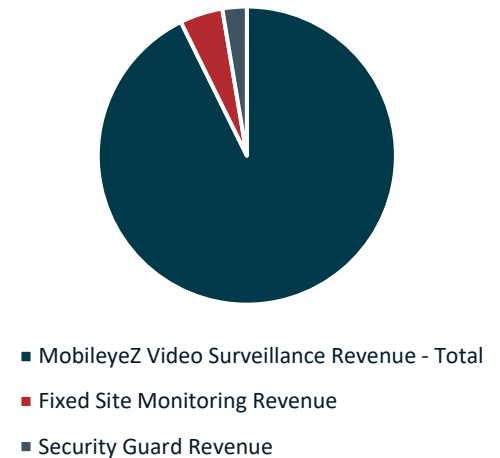
REVENUE STREAMS

- 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
- 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, Manitoba and have plans to expand to Quebec and USA in 2023

Revenue Growth
2018 - 2023



2022 Revenue Streams

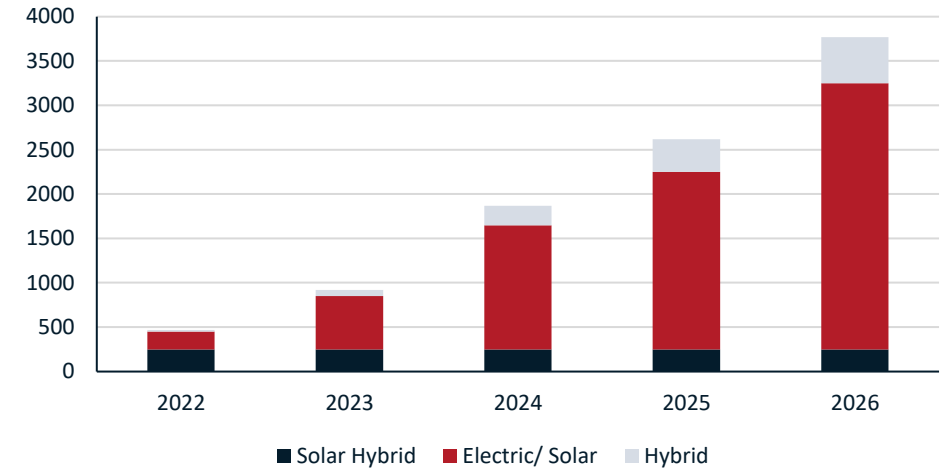




MOBILEYEZ FLEET EXPANSION

- 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
 - Retail
- 18-24 month payback for new investment; ~24% ROIC
- Opportunity to take advantage of government infrastructure spending; fully ESG compliant fleet allowing operation with little to no emission impact

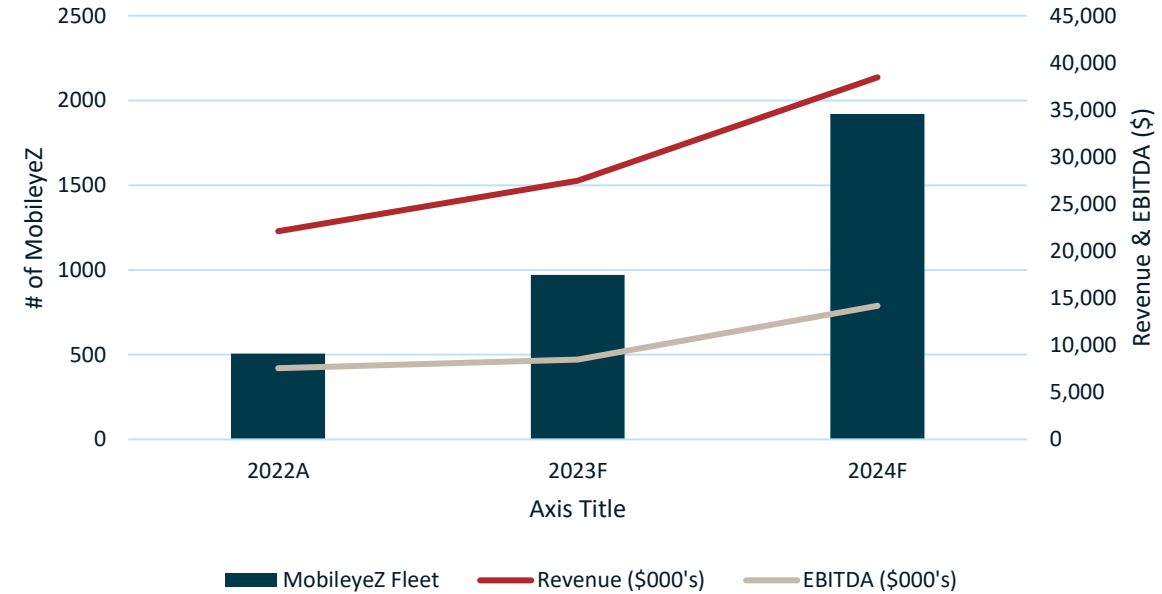
Planned MobileyeZ Security Tower Fleet Size





REVENUE AND EBITDA GROWTH

- Aggressively growing across Canada; 8-10 branches by the end of 2026; 6 currently in major markets
- Expand to USA starting in mid to late 2023; minimum 8-10 branches by end of 2026
- Increase fleet of MobileyeZ security towers – Plan to add 400+ in 2023 and 900+ in 2024
- \$10.5MM capital spending for 2023; \$22MM for 2024 (prelim estimate)
- EBITDA growth over time as costs normalize and fleet expansion generates more revenue
- Changes in technology may reduce operating costs and increase margins



	2022A	2023F	2024F
MobileyeZ Fleet	506	970	1,920
Revenue (\$000's)	\$22,099	\$27,500	\$38,450
EBITDA (\$000's)	\$7,569	\$8,500	\$14,200

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



SHARE PRICE IS ABOVE
EQUITY FINANCING RATE
DESPITE CHALLENGING
MARKET CONDITIONS

(\$000'S)	DECEMBER 31, 2022	SEPTEMBER 30, 2022	DECEMBER 31, 2021
LONG TERM DEBT	\$10,547	\$11,005	\$7,948
SUBORDINATED SHAREHOLDER LOAN	\$3,182	\$3,165	\$3,115
PREFERRED SHARES	-	-	\$2,864
MARKET CAP	\$43,745	\$29,066	\$23,903
ENTERPRISE VALUE	\$57,474	\$43,236	\$37,830
COMMON SHARES ISSUED AND OUTSTANDING	72,908,925**	70,892,259	58,299,943
PREFERRED SHARES	-	-	4,400,000
STOCK OPTIONS	3,600,000	3,600,000	3,050,000
WARRANTS	5,361,870**	7,361,870	4,744,905
FULLY DILUTED	81,867,129	81,854,129	70,494,848

**INCLUDES CONVERSION OF 2.0MM WARRANTS TO COMMON SHARES SUBSEQUENT TO 12/31/2022.



MANAGEMENT TEAM

Todd Ziniuk, President & CEO

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, CFO

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, CRO

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 VP

Mr. Ciarla brings over 20 years of experience in the Canadian environmental and civil construction sectors, 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.

