



KONTROL
TECHNOLOGIES CORP.

NEO:KNR
OTCQB:KNRLF

LEADING THE DIGITAL TRANSFORMATION OF BUILDINGS AND CITIES

OCTOBER 2021





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Subsequent to year-end, there was a global outbreak of COVID-19 (coronavirus), which has had a significant impact on businesses through the restrictions put in place by the Canadian, provincial and municipal governments regarding travel, business operations and isolation/quarantine orders. At this time, it is unknown the extent of the impact the COVID-19 outbreak may have on the Company as this will depend on future developments that are highly uncertain and that cannot be predicted with confidence. These uncertainties arise from the inability to predict the ultimate geographic spread of the disease, and the duration of the outbreak, including the duration of travel restrictions, business closures or disruptions, and quarantine/isolation measures that are currently, or may be put, in place by Canada and other countries to fight the virus.

Certain non-IFRS measures are used in this presentation as indicators of financial performance. Readers are cautioned that they are not defined performance measures under IFRS and may differ from similar computations as reported by other entities and accordingly may not be comparable to financial measures as reported by those entities.

"EBITDA" means net income or loss before interest, income taxes, depreciation and amortization.

"Adjusted EBITDA" means EBITDA before share based compensation, listing expense, and acquisition related expenses.

"Pro-Forma Run Rate" refers to the addition of Revenue and Adjusted EBITDA from acquisitions. The acquisitions are assumed to have occurred at the beginning of the fiscal year and extrapolated over 12 months. Pro-Forma Run Rate constitutes forward looking information.



CORPORATE OVERVIEW

Kontrol Technologies is leading the digital transformation of buildings and cities by providing innovative, tech-centric energy management, environmental controls and emissions monitoring solutions.

- Establishing leadership position by delivering autonomous buildings that are smart, clean, and sustainable
- Robust IP moat with proprietary market-leading technology and 60 billion+ data records
- Software, services, and projects create multiple recurring revenue streams
- Existing blue chip customer base consisting of major real estate management and asset management firms
- Rapidly capturing market share via 25%+ target organic growth and acquisition pipeline

47.8 Million

Basic Common Shares

\$121 Million

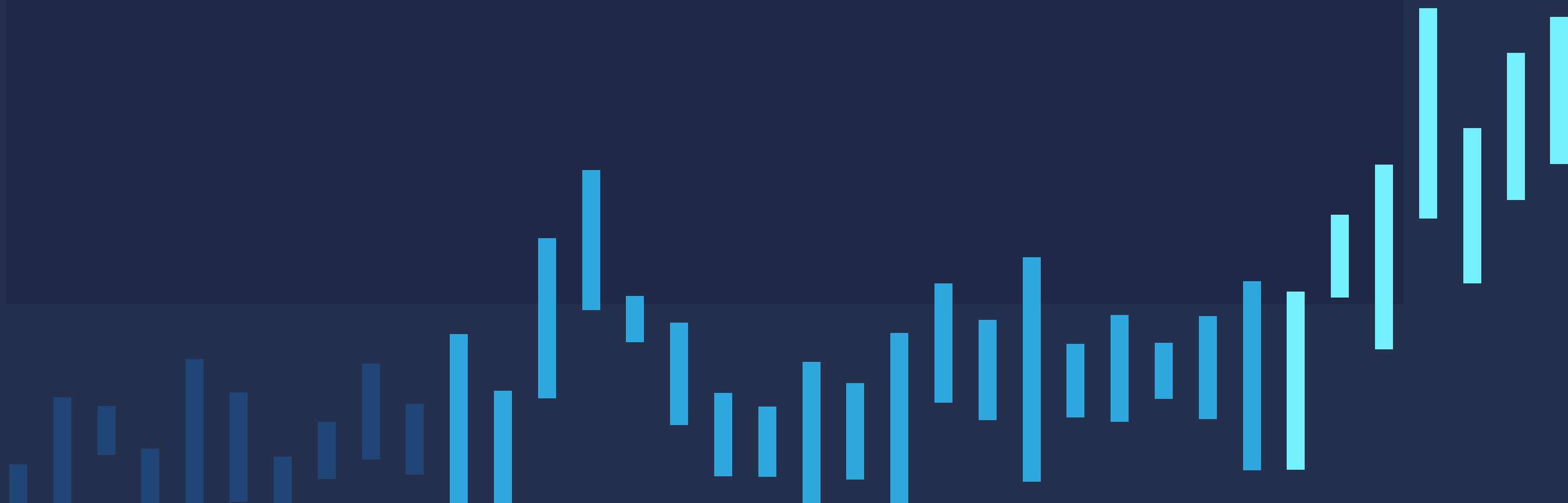
Market Cap (Basic)

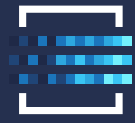
25%

Insider Ownership

\$6.06 / \$0.82

52 Week High / Low





BUILDING TECHNOLOGY SUPER CYCLE

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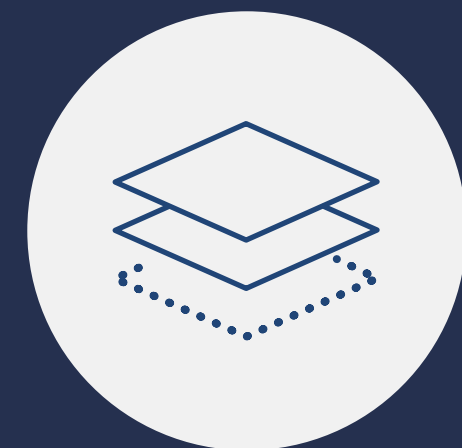


We see commercial building modernization as one of the best points of convergence between sustainability and technology in our coverage universe with one of the largest installed bases in the world... we believe we are the early stages of a commercial building modernization super cycle in (North America) and Europe.

Morgan Stanley



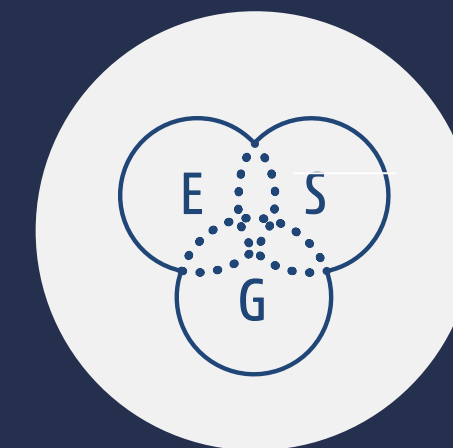
Rising Energy Costs



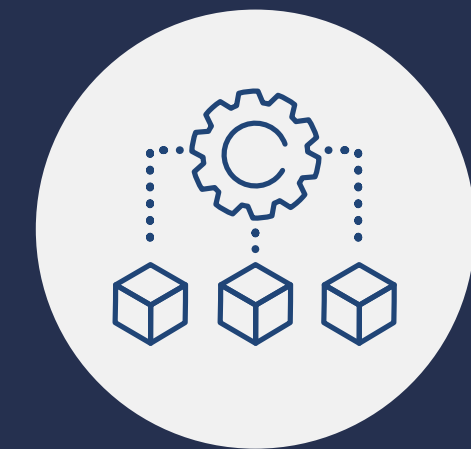
Aging Installed Base



Need for
Operational Savings



Net Zero and ESG
Convergence



Government
Infrastructure Spend

\$100 BILLION ANNUAL ADDRESSABLE MARKET

NORTH AMERICA

\$70 Billion USD

annual opportunity solving energy waste with technology

90 Billion sq ft. of commercial buildings in USA and Canada

Up to 30% of energy lost to waste

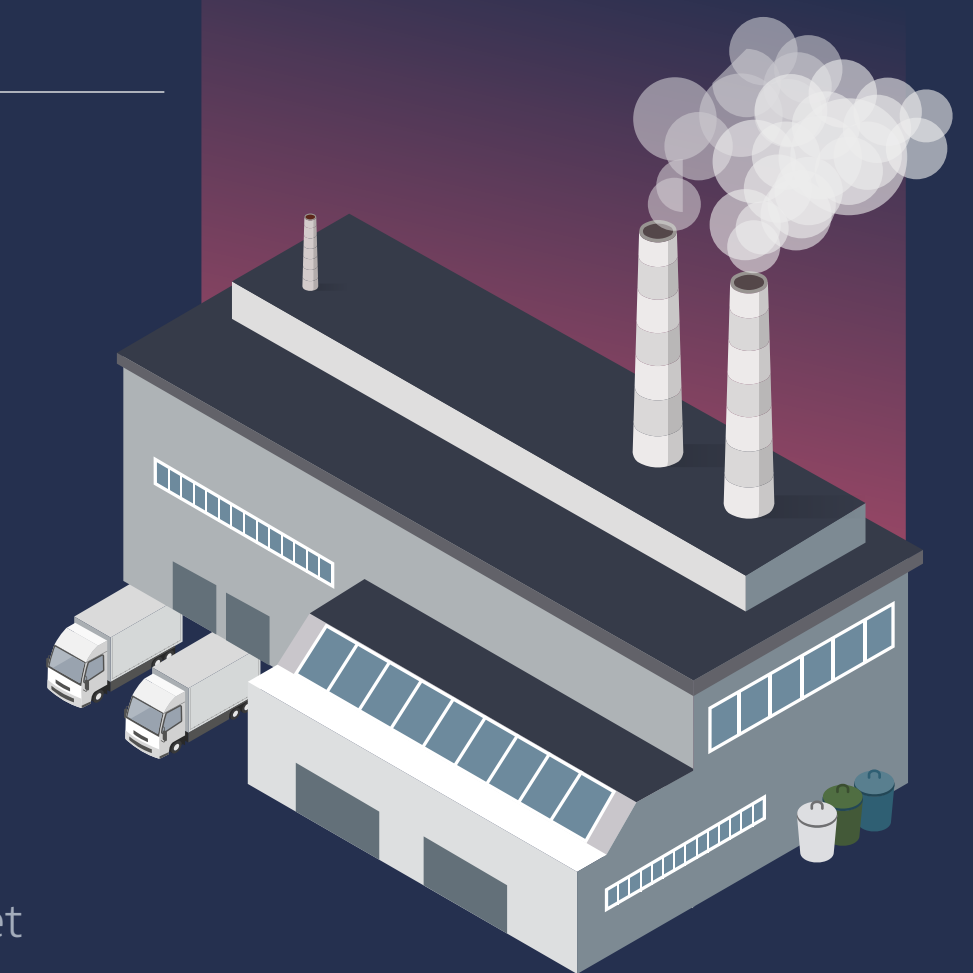


Sources:
css.umich.edu/factsheets/commercial-buildings-factsheet
www.eia.gov/consumption/commercial/reports/2012/energyusage
www.energy.gov/science-innovation/energy-efficiency/commercial-buildings

\$30 Billion USD

annual opportunity of emission compliance with technology

Buildings contribute up to 40% of annual GHG emissions



*Based on \$12 per tonne of CO2 emissions.
Assuming a \$100 billion annual addressable energy market
Source: www.eesi.org/files/climate

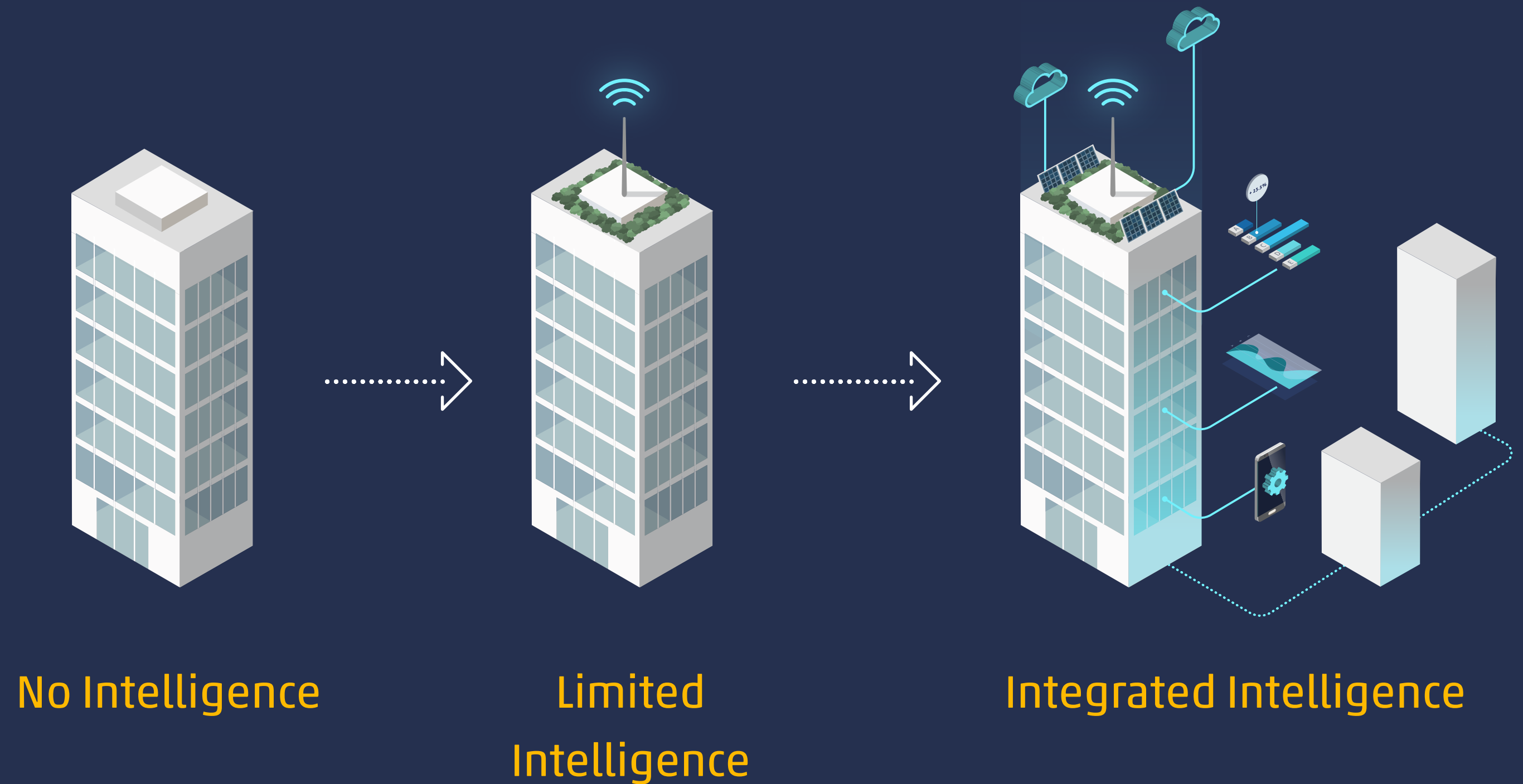
INCREASING CONSOLIDATION DRIVEN BY TECHNOLOGY

Past

- Regional market
- Small private companies taking a minor percentage of opportunities from each building
- Ad Hoc solutions and no integrated platform

Future

- Consolidation of regional markets
- Integrated technology and solutions platform
- Increase market share per building





HOW IS KONTROL TAKING A LEADERSHIP POSITION?

DELIVERING

Autonomous Buildings that are smart, clean, and sustainable

HOW?

Software

Service

Projects





PATENTED MARKET LEADING ENERGY TECHNOLOGY

60 Billion Data Records
(and growing)

US Patent # 7594004

US Patent # 7596613

CAD # 2397695



SmartMax®

The SmartMax can integrate with any legacy Building Automation System quickly and easily.

Smart Network

Once the installation is complete, a smart network is created. Many more capabilities can be added in the future once the network is deployed.

SmartSite® Cloud

Data is collected, channeled through the building's existing internet connection, and transferred to the cloud where it is analyzed and managed in our SmartSite platform.

Controls, Analytics and AI

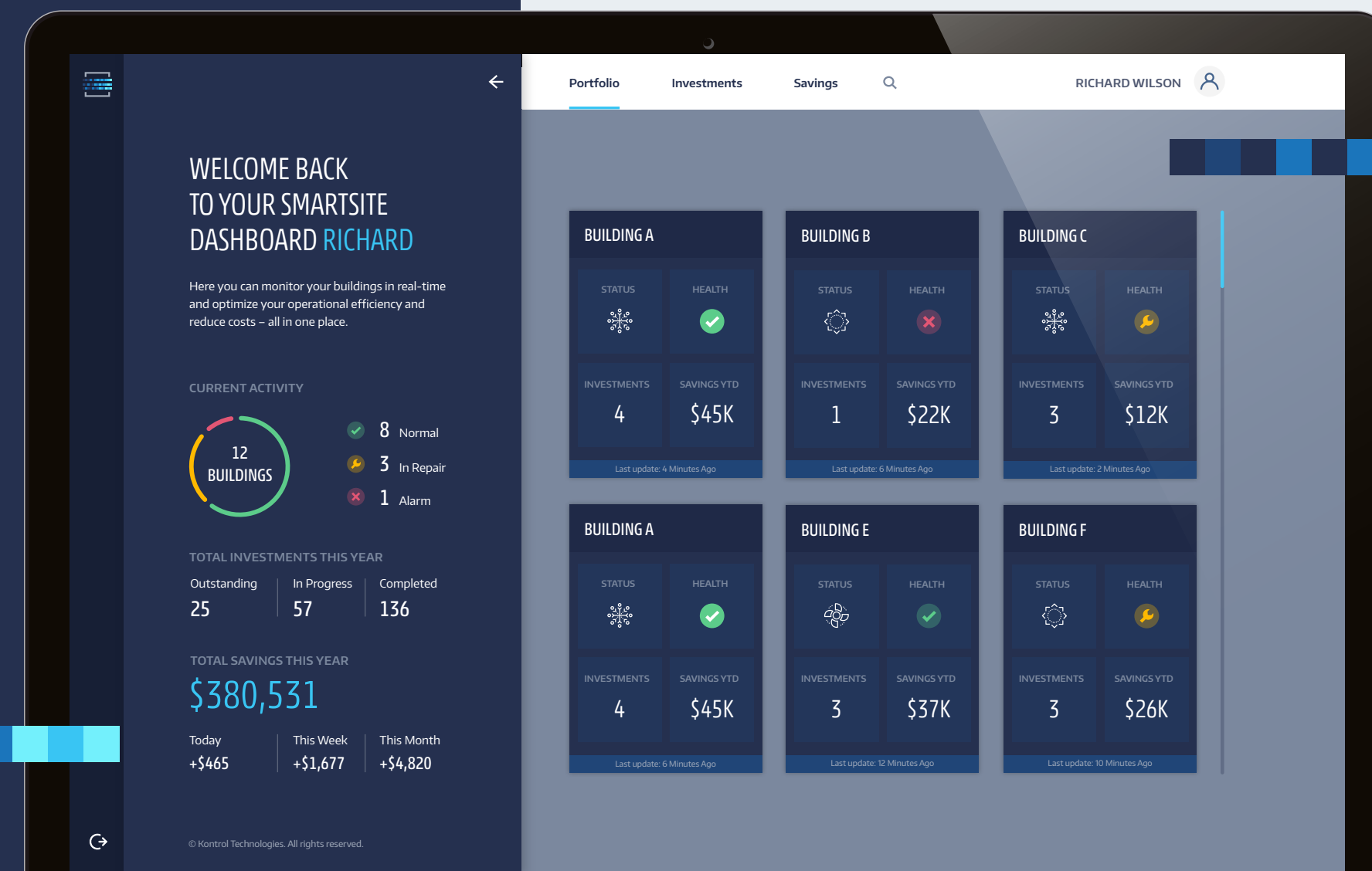
The owner gains immediate access with controls to energy data, analytics and savings in real-time. Complete visibility in the Cloud with enhanced decision making.



KONTROL'S UNIQUE VALUE IN THE MARKET

WHY CUSTOMERS CHOOSE US

- ✓ Open Protocol architecture
- ✓ Ability to integrate disparate data sources
- ✓ Smart-learning algorithms and AI
- + Ability to access legacy automation systems
- + Lower cost to customer
- + Wi-Fi, Mesh and Bluetooth allowing for easy installation
- + A single integrated platform to manage, monitor and control
- + Predictive maintenance and asset management





HOW WE DELIVER OUR PLATFORM

Each new connected building
adds project and recurring
revenues for Kontrol

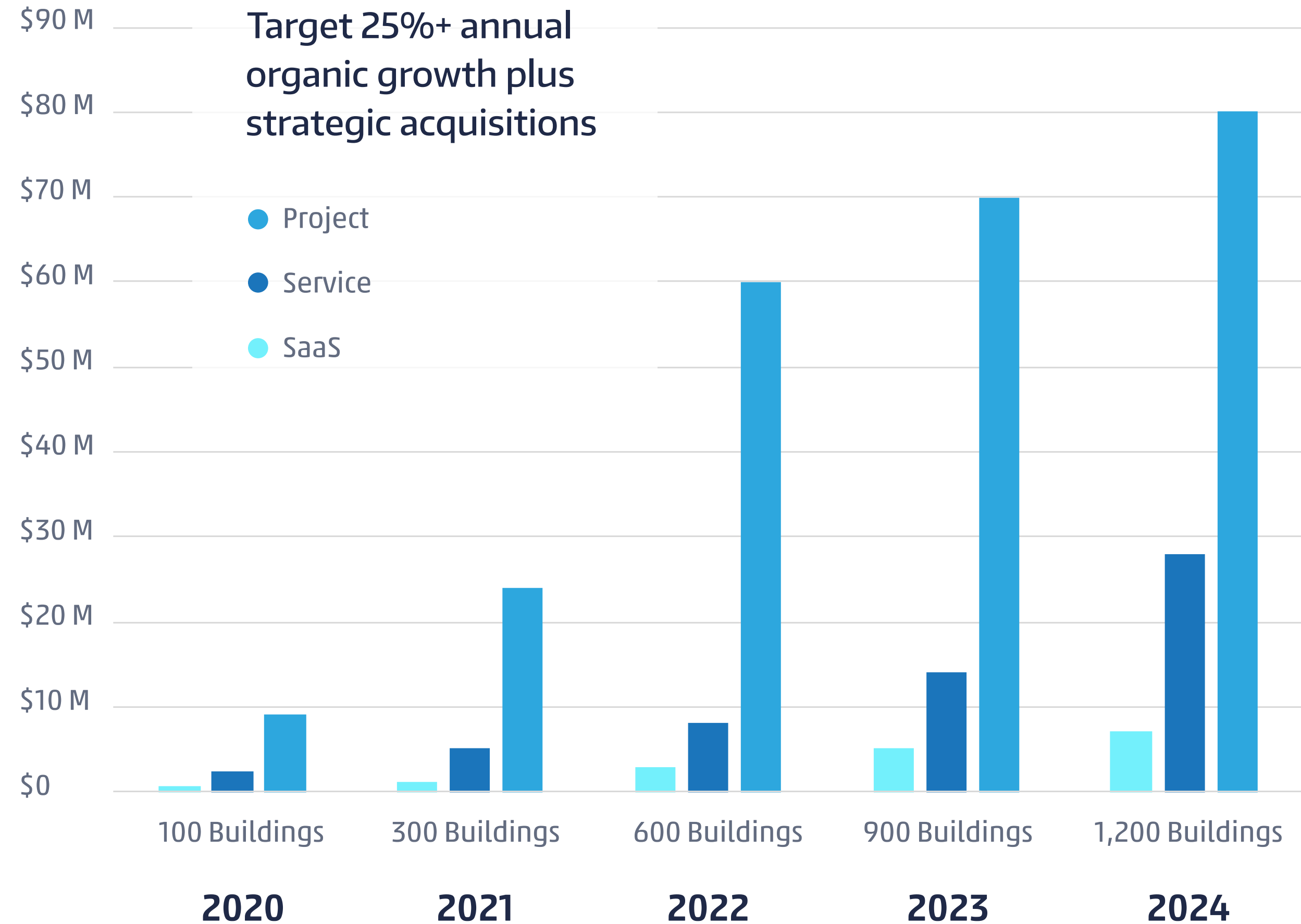


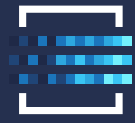


CONNECTED BUILDINGS DRIVES BUSINESS GROWTH AND VALUATION

1,000 Buildings can generate \$100 Million in revenue

Growth Path to \$100 Million revenue





HOW OUR CUSTOMERS WIN WITH KONTROL

Digitization of energy management and environmental controls is driven by return on investment.

Sample of Kontrol operating results over time.



200 Million

Kilowatt hours in annual energy savings



142 Million

Kilograms of CO₂ in annual emission reduction



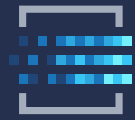
Fast paybacks

with 30%+ IRR in three years or less



60 Billion

data records analyzed and optimized with real-time energy analytics



ESTABLISHED BLUE CHIP CUSTOMER BASE

Sample of customers across
the Kontrol operating divisions:





KONTROL'S STRATEGIC APPROACH

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Organic Growth

Cross Sales and Technology Drive Organic Growth

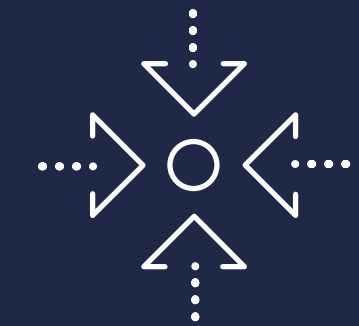


- Provide data insights at a low price point to secure new customer and building wins
- Innovate technology in house
- Cross selling revenue focus
- Scale within customer base through consolidation and adding new services
- Leverage data insights to drive stickiness of technology

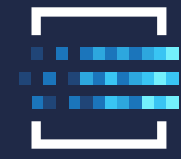


Acquisitions

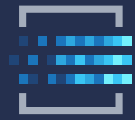
Value Acquisitions Drive Scale



- 5 completed to date
- Average of 4 X EBITDA
- Focus on Project and Service business with solid cash flows and attractive valuations
- Owner managers seeking an exit due to retirement
- Building a growing pipeline of potential acquisitions



KONTROL BIOCLOUD INNOVATION



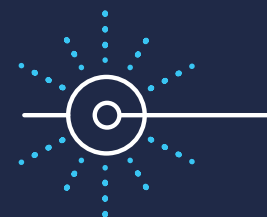
KONTROL
BioCloud[®]



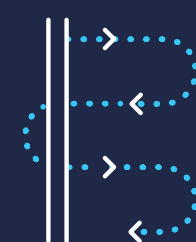
AIR SAMPLING PUMP



PROPRIETARY DETECTION
CHAMBER & REAGENT



LASER BASED DETECTION



AIR CIRCULATION FAN



REAL-TIME MONITORING
AND COMMUNICATION

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SAFE SPACE TECHNOLOGY™

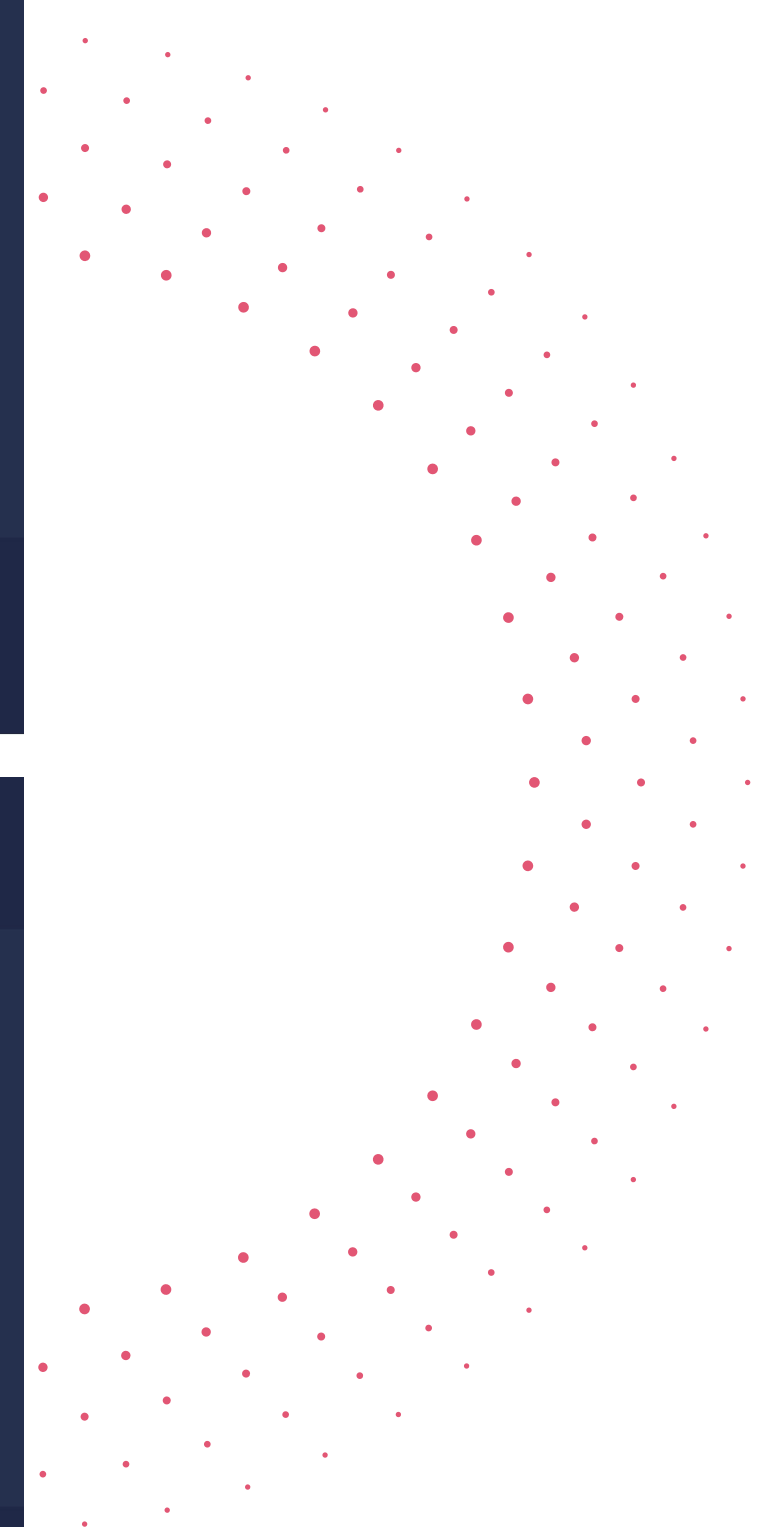
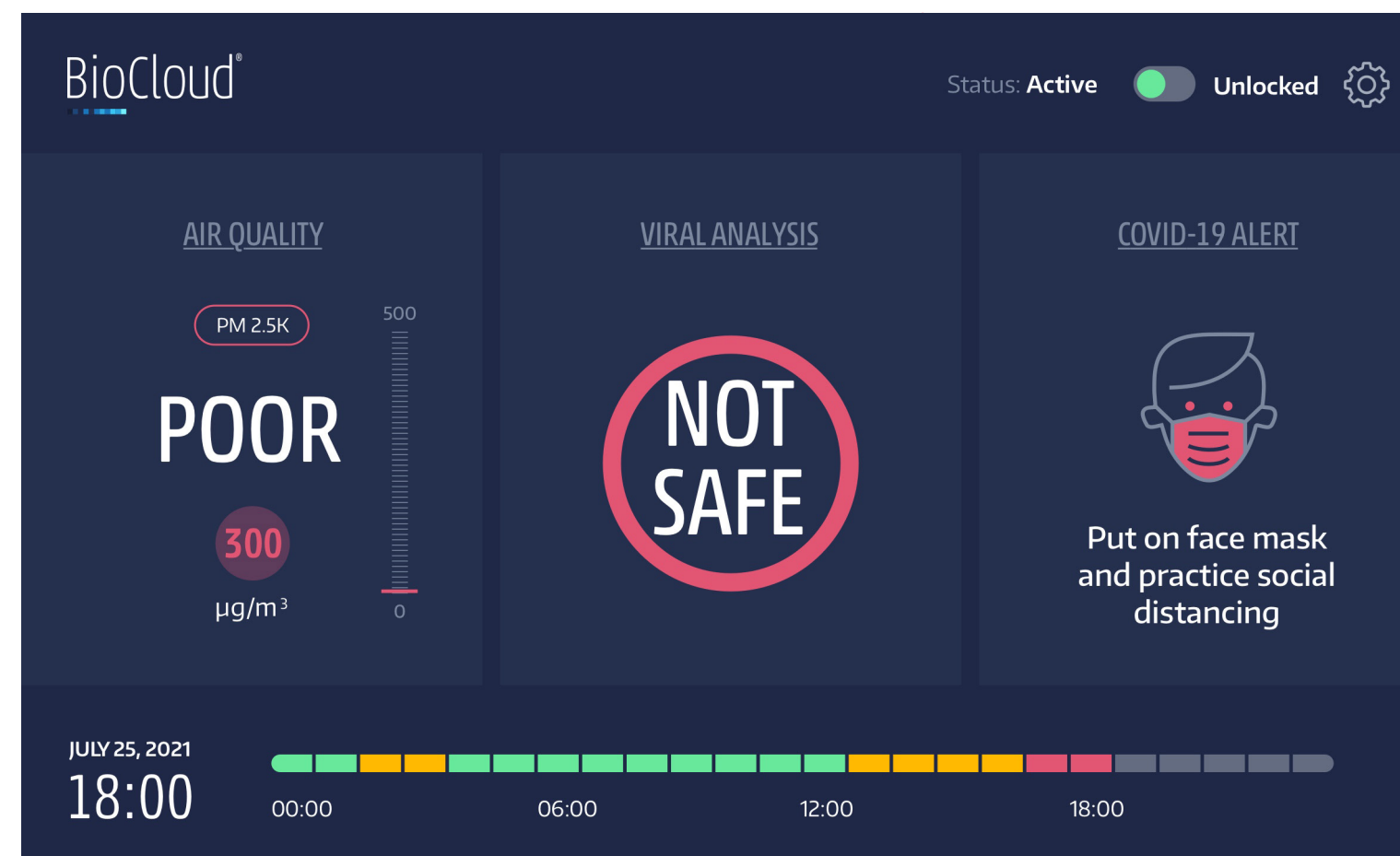
- Internal Innovation
- **\$2.5 Million in Grants:** BioCloud has been partially funded by the National Research Council of Canada (Federal Government) and Ontario Government
- 4 patents filed (3 USA and 1 Canada)
- Production initiated
- Multiple distribution partners



KONTROL BioCloud®

CONTINUOUS AIRBORNE VIRAL DETECTION WILL BE THE NEW NORM FOR BUILDINGS AND HVAC SYSTEMS WELL BEYOND COVID-19

Real-time viral detection and air quality is a multi-billion annual market. Now more than ever, governments and businesses are looking to create safer spaces for a population at risk.





WHY KONTROL AND WHY NOW?



The (highest) value proposition for smart-building technology is that of a (fully integrated) energy efficiency and sustainability management platform.

—
Greentech Media

- ✓ Taking a leadership position in a high growth market **ripe for consolidation**
- ✓ Runway to \$100 million+ annual revenue
- ✓ Growing recurring revenues through service and software platform
- ✓ Proven history of delivery real-time energy management, continuous emissions and air quality monitoring in industrial and commercial facilities
- ✓ High insider ownership: **25%**
- ✓ Low float: **47.8 Million common shares basic**
- ✓ Innovation of Kontrol BioCloud® (COVID-19/airborne virus tech)



MANAGEMENT TEAM

MORE THAN **60 YEARS**
COMBINED EXPERIENCE

25% INSIDER OWNERSHIP
ESTABLISHED TRACK RECORD



Paul Ghezzi

CEO



Claudio Del Vasto

CFO



Joe Gallo

CHIEF REVENUE OFFICER



Kristian Lavereau

DIRECTOR OF SMART
BUILDING TECHNOLOGIES



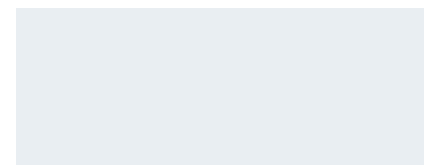
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