

If you can predict the future,  
you can profit from it.

Predictiv 

Investor Deck

10. 2020

PREDICTIV AI INC. (TSX VENTURE: PAI) (OTC: INOTF) (FRANKFURT: 71TA)





We exist to produce insights for companies so they can become:

- more operationally efficient;
- reduce costs;
- improve outcomes;
- enhance workflow;
- increase awareness;
- identify hidden opportunities;
- and even save lives.



# Predictiv

Predictiv AI is a cutting-edge technology firm providing businesses, organizations and governments with effective solutions to meet their challenges. Predictiv AI's proprietary artificial intelligence and machine learning platform provides predictive and prescriptive solutions in the public safety sector. Our wholly-owned subsidiaries include AI Labs Inc. and Weather Telematics Inc.

## Labs

AI Labs Inc. is the research and development business arm of Predictiv AI. AI Labs uses artificial intelligence sensor-based technology solutions to solve real-world problems. AI Labs designed, engineered and developed *ThermalPass™*, a fever detection system approved by Health Canada, to mitigate the spread of contagions in public places.

## WEATHER TELEMATICS

Weather Telematics Inc. provides ground truth weather<sup>1</sup>. Through its' patented artificial intelligence and sensor technology, the company is able to provide up to 72-hours advance proprietary predictive weather data to sectors including government, insurance, agriculture, public safety and fleet management. Weather Telematics, is developing *Alert Fleet*, a road weather hazard alert system for commercial fleets.

1. *Ground Truth is the current climatic condition at a "point" on earth. Right now a "point" is about 200-500 meters. Ground Truth is emerging as an essential dataset for: last mile logistics; fixed and mobile asset management; insurance claims management, health and safety industries smart city applications; and autonomous and assisted driving.*

# ADDRESSABLE MARKET OPPORTUNITY

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AI Labs uses its proprietary artificial intelligence to target the public safety and security industries. This market opportunity is projected to reach \$912 billion USD by 2027\*.

Predictiv AI solutions are built for the public safety, energy management, smart buildings, mobility, technology, infrastructure, and healthcare sectors. These market are expected to reach \$1.56 trillion USD by 2025\*\*.

\* Verified Market Research <https://www.verifiedmarketresearch.com/>

\*\* Frost & Sullivan <https://ww2.frost.com/wp-content/uploads/2019/01/SmartCities.pdf>



AI Labs research and development initiatives are dedicated to solving today's real world problems.

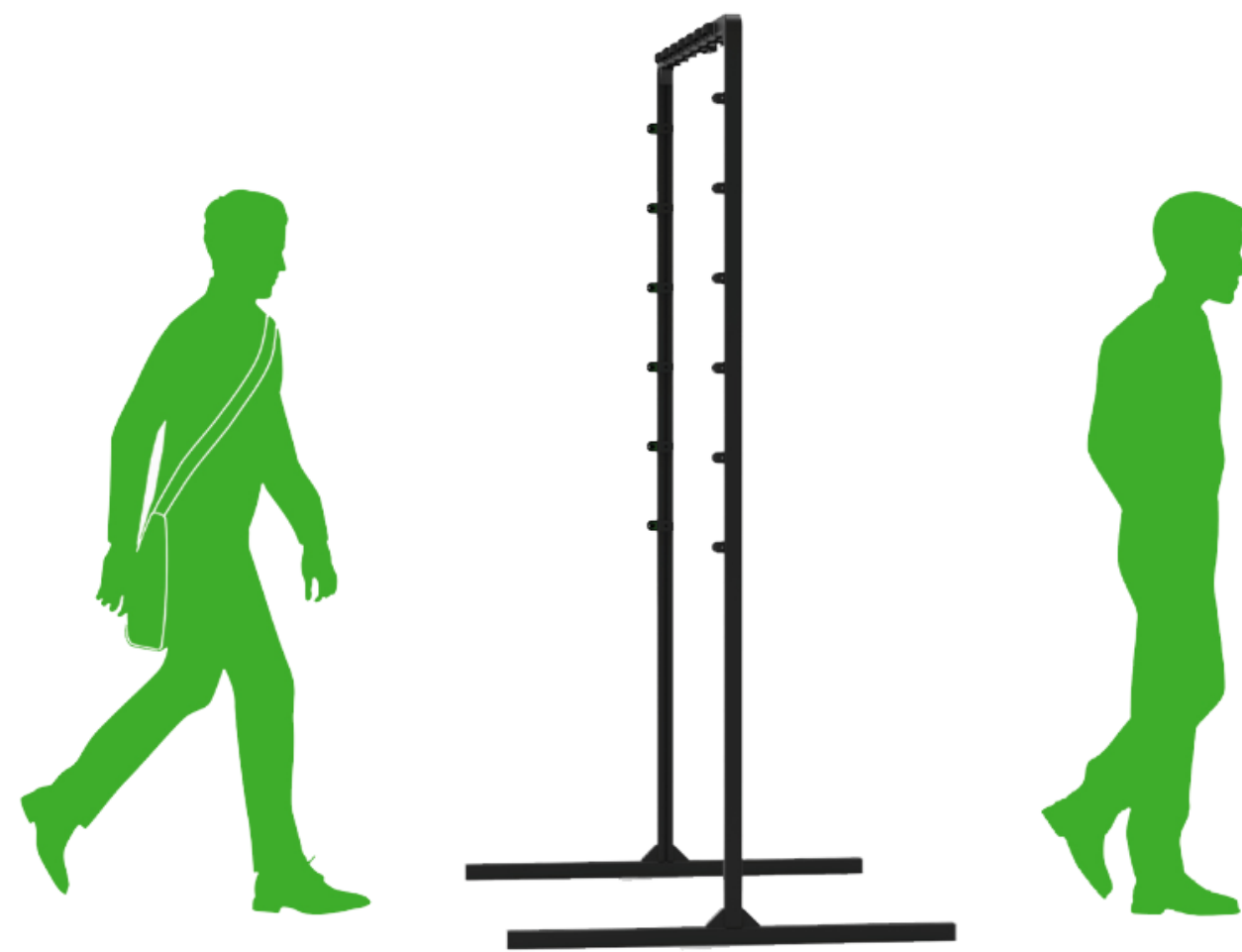
 AI Labs inc







Helping companies and  
employers fight against  
COVID-19



<https://youtu.be/5y-WnUw4kBs>

The ThermalPass system detects body temperature using touchless, infrared, thermal medical grade sensors, while identifying potential at-risk carriers.



- Engineered in Canada
- Designed with user privacy in mind
- Quickly moves people through any access point
- Easy to assemble

**AI** Labs inc

Thermalpass.com A Joint Venture between AI Labs and Commersive Solutions

# FEVER DETECTION MARKET OVERVIEW

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- ▶ According to:
  - **Yole Développement**, the Covid-19 virus has triggered a boom in the market for thermal technologies. Based on industry indicators, thermal imagers will be a \$7.6 billion market, up 76% from 2019.
    - Yole said it expects that more than 1.5 million fever detection devices will be deployed over the next four years.
  - **Reportlinker**, the Global Thermal Scanners market size is expected to reach \$6.7 billion by 2025, rising at a market growth of 10.3% CAGR (2020 – 2025).
  - The US Government has put a ban in place on ThermalPass' largest competitors, who are Chinese thermal camera-based solutions.

# INTRODUCING THERMALPASS FEVER DETECTION SYSTEM

ThermalPass plays a frontline role in mitigating the spread of contagions. ThermalPass provides rapid, high-volume fever detection. This helps create safer environments for employers, employees, and customers.

## ThermalPass 100 Series

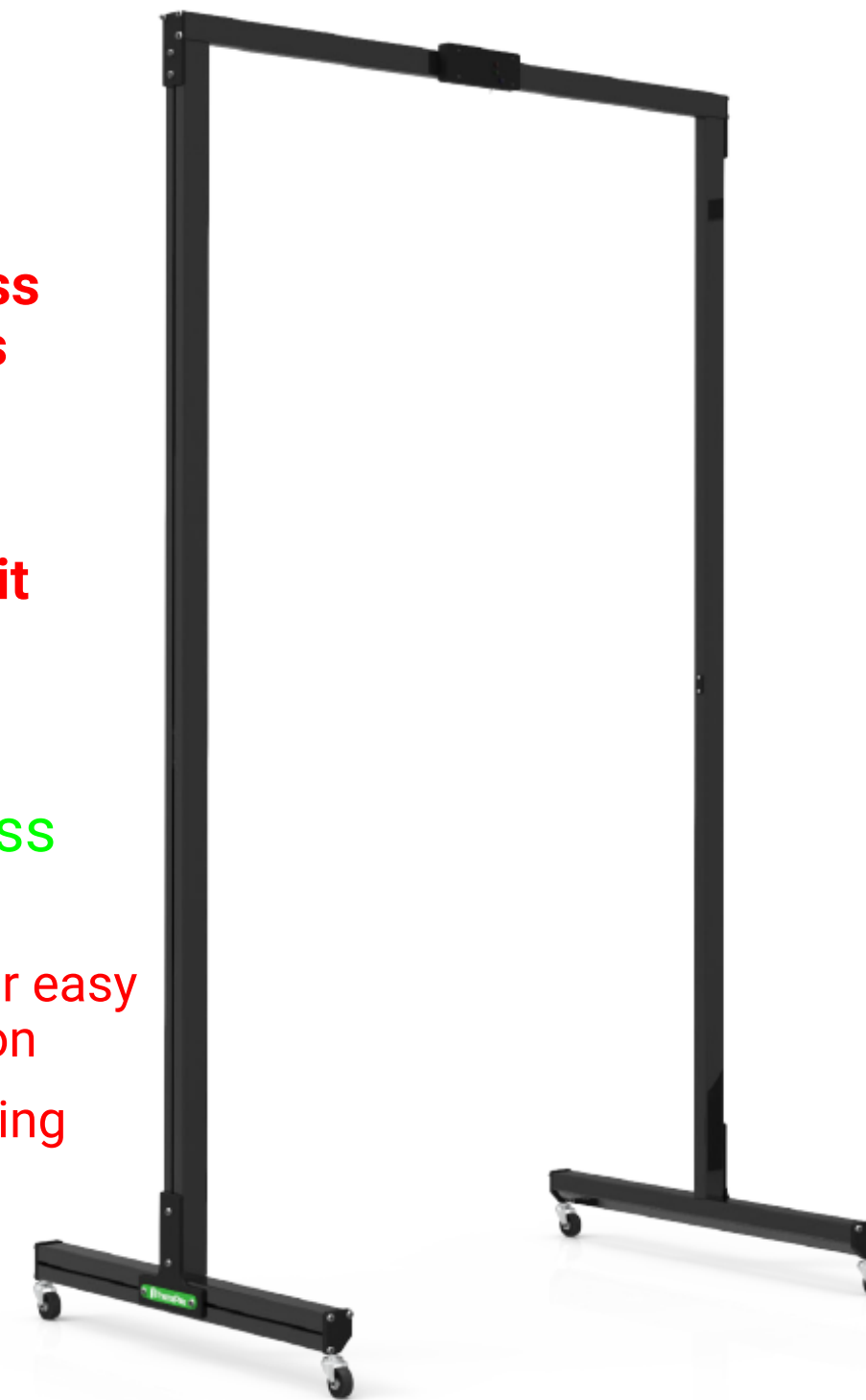
**MSRP:  
US\$6,900**

**30% Deposit  
Required**

## ThermalPass Portable

Lighter Weight for easy  
transportation

\* Patent Pending



## ThermalPass 200 Series

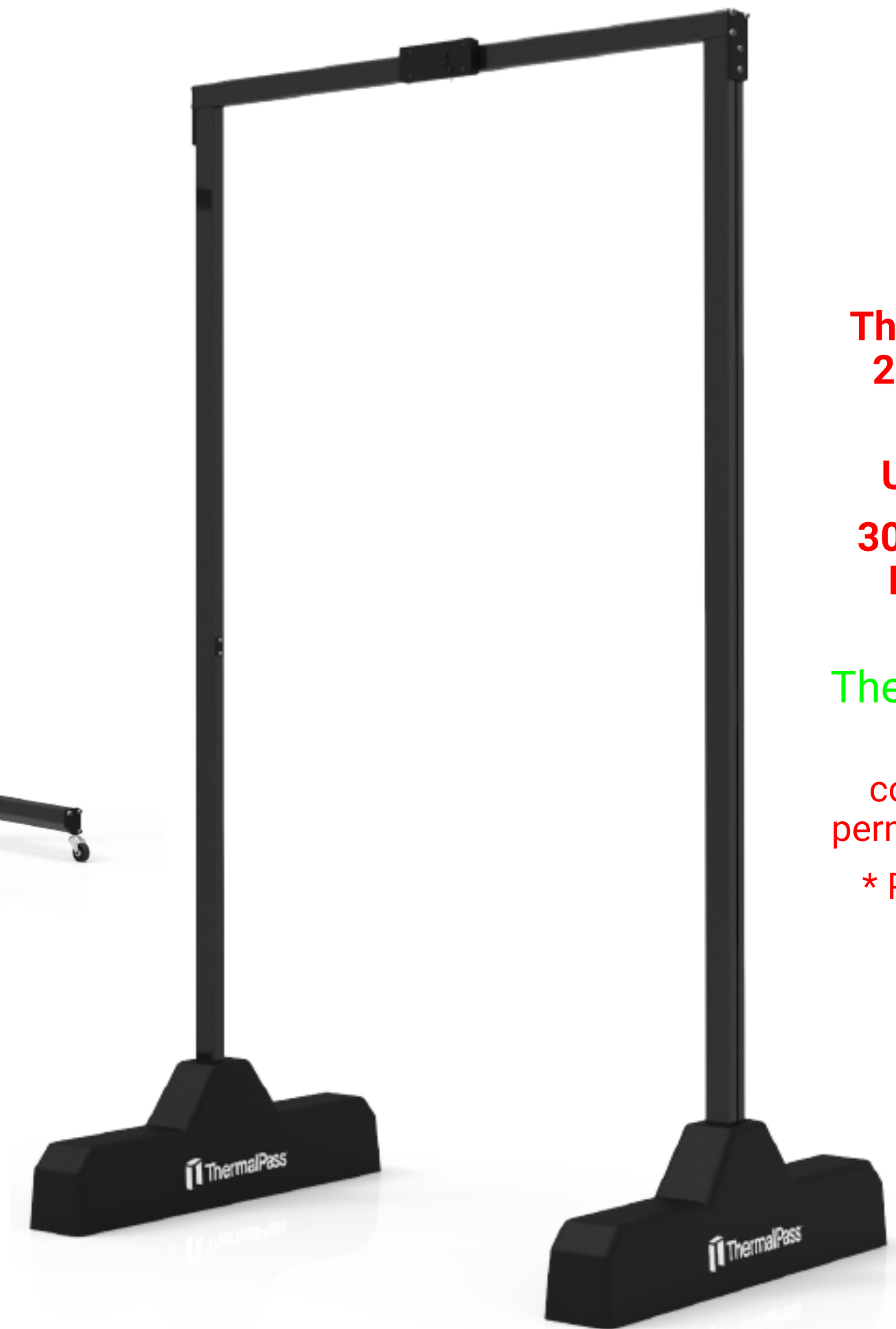
**MSRP:  
US\$7,300**

**30% Deposit  
Required**

## ThermalPass Pro

Heavy duty  
construction for  
permanent locations

\* Patent Pending



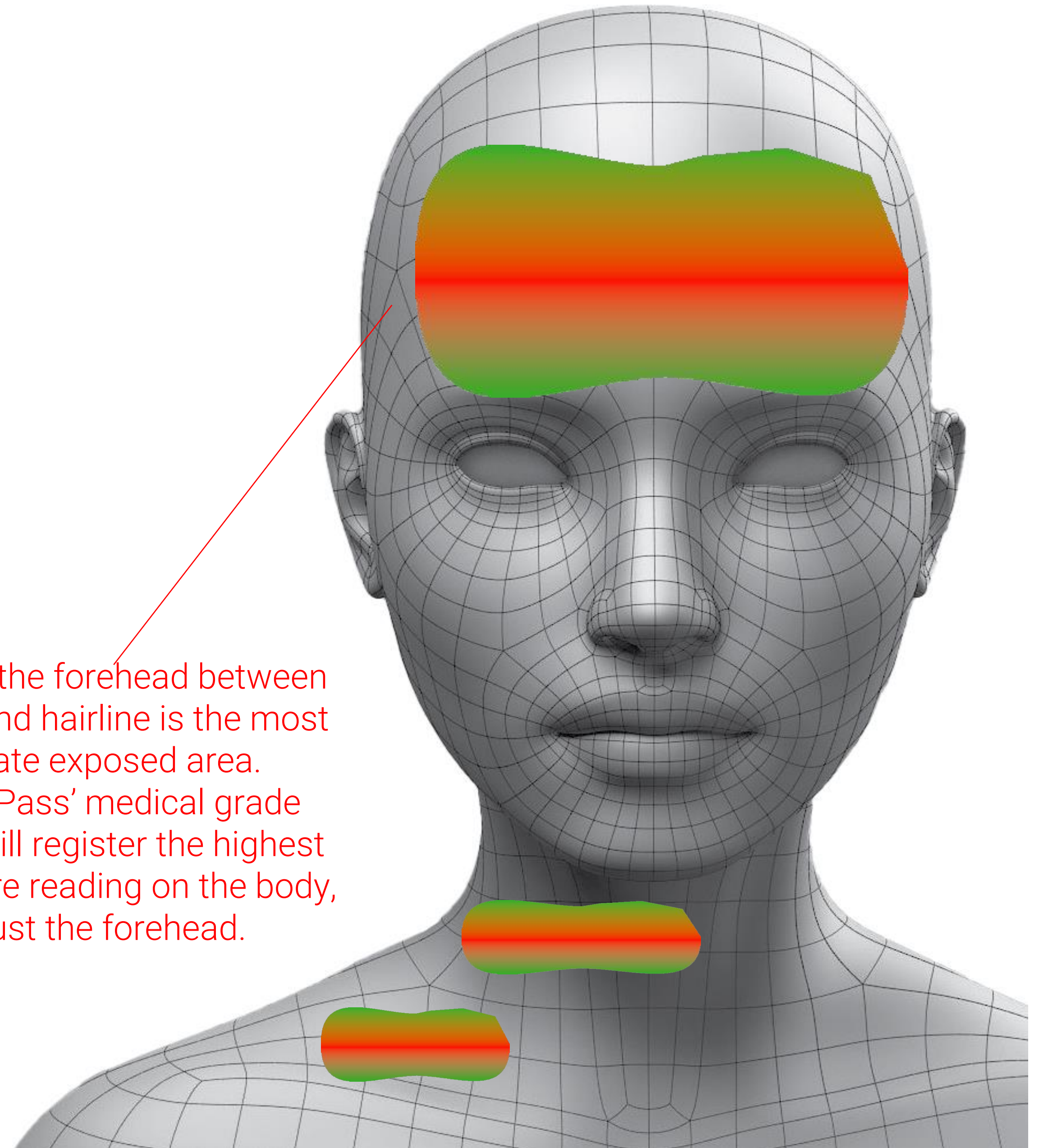
 Made in Canada



# ABOUT THERMALPASS

Fever is the most common COVID-19 symptom. The ThermalPass Fever Detection system identifies potential risk carriers by employing multiple medical-grade infrared sensors to detect elevated body temperatures accurately, efficiently, and discretely.

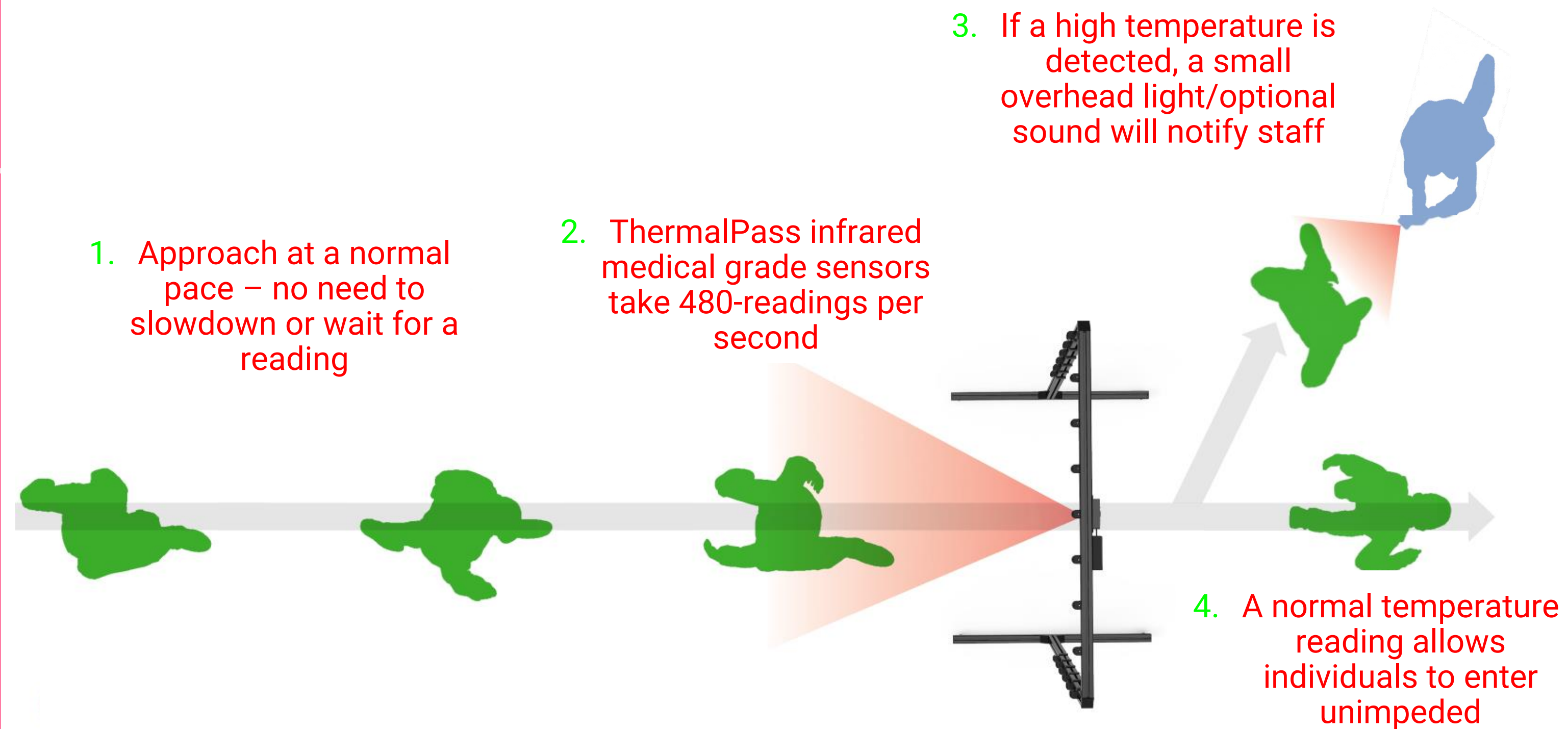
Typically, the forehead between the eyes and hairline is the most accurate exposed area. ThermalPass' medical grade sensors will register the highest temperature reading on the body, not just the forehead.





# HOW THERMALPASS WORKS

Individuals proceed through ThermalPass at their normal walking pace – limiting lineup wait times and crowding





# THERMALPASS PRODUCT FEATURES

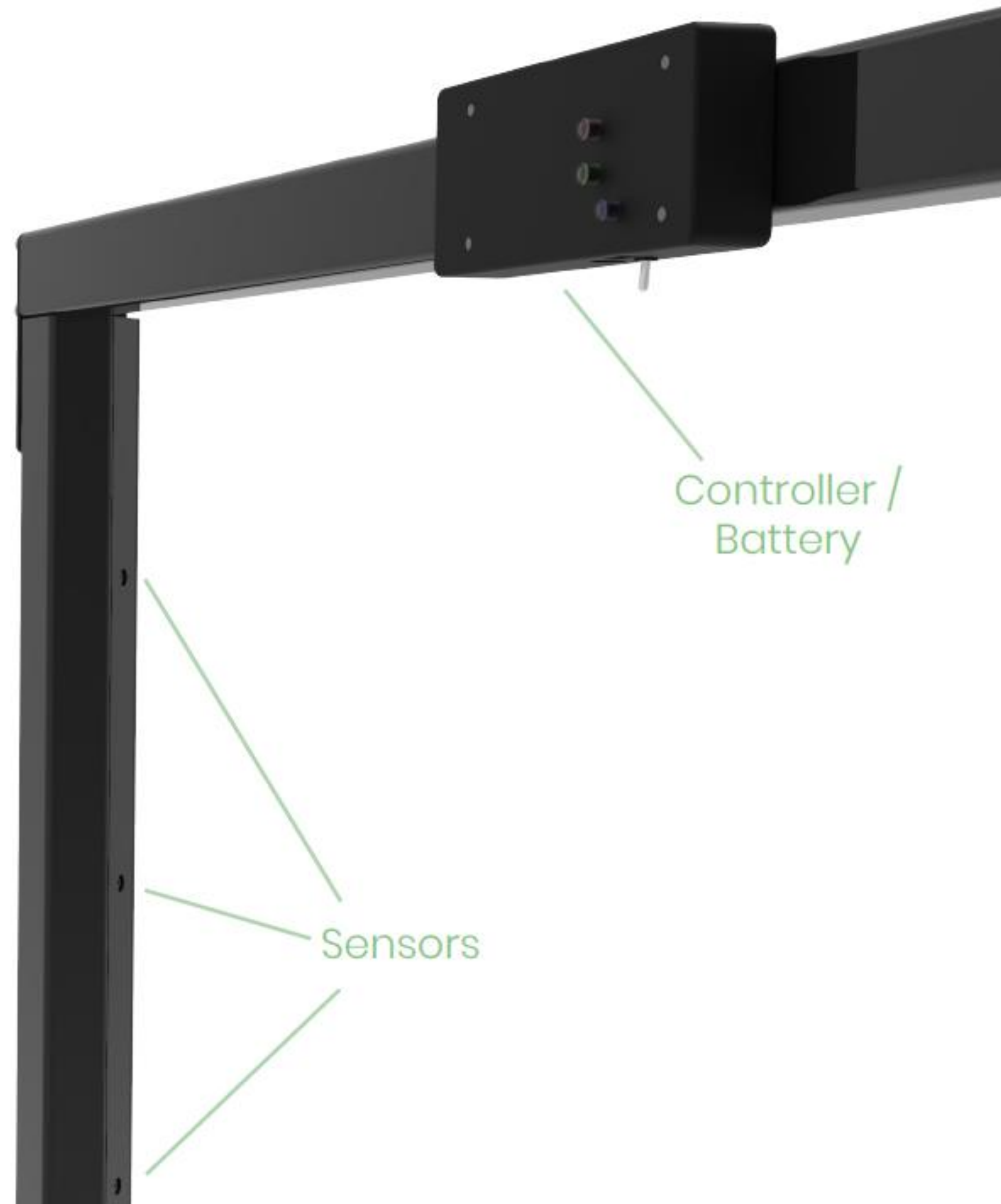
- Capacity of up to 60 people per minute
- Configurable audible and visual alerts
- No need to remove garments
- Accommodates wheelchairs, strollers, and groups of two (parent and child)





# ABOUT THERMALPASS DESIGN

- ThermalPass discretely blends into any environment
- Easy to assemble and disassemble
- Lithium-ion rechargeable battery pack for 40 – 45 hours of portable operation
- 24 thermal medical grade sensors





# THERMALPASS COMPETITIVE DIFFERENTIATORS

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ThermalPass dual zone temperature system uses 24 thermal medical grade sensors which provide 480 temperature readings per second and enables ThermalPass to be accurate within 0.2° Celsius/0.4° Fahrenheit

- 1. ThermalPass does not violate social distancing protocols**  
Most camera-based solutions require the user to be within 30 cm from the camera while ThermalPass is a touchless system.
- 2. ThermalPass does not encroach on one's privacy**  
Unlike most camera-based competitors, ThermalPass uses its sensor-based technology, thus preserving the anonymity of its users.
- 3. ThermalPass Pricing Advantage**  
Average competitors' price: US\$13,600; ThermalPass' price: US\$7,300.
- 4. Free Flow of Traffic**  
ThermalPass does not impede the free flow of traffic, unlike kiosk or wall-mounted based solutions.
- 5. Ease of Use & Maintenance**  
Thermal cameras require extensive calibration and are sensitive to ambient light and temperature. ThermalPass is designed for ease of use and low maintenance with consideration of ambient temperature built into the system.
- 6. Enterprise Integration**  
ThermalPass uses industry standard APIs and web-relay protocols to simplify access control and security integration from video surveillance, to RFID keypads, through to turnstiles.



# THERMALPASS COMPETITIVE ANALYSIS

Company	ThermalPass	Hikvision	Dahua Techn.	Omnisense	FLIR Systems	Optotherm
Country of origin	Canada	China	China	China	US	US
On the US Entity List		✓	✓	✓		
Product can be used for facial recognition		✓	✓	✓		
MSRP (USD)	\$7,000	\$8,400	\$13,400	\$20,000	\$15,250	\$10,000
AI Enabled	✓		✓			
How is the device used						
•Door Access	✓	✓				
•Using a tripod/floor mounted				✓	✓	✓
•Wall/Desk Mounted		✓	✓	✓	✓	
Detection equipment used						
•Medical-grade Thermometer Sensors	✓					
•Infrared Thermometer Camera		✓	✓	✓	✓	✓
Number of people scanned per minute	60	up to 30	up to 30		1	1000/hour
Seconds to read temperature	100ms		1			
Maximum distance away fromsubject	2m	3m	3m			2-100m
Ease of installation/maintenance	Easy	Fair	Fair	Fair	Fair	Fair
Can be battery operated	✓					
Weather resistant design	✓					

Notes:

1. The United States Bureau of Industry and Security (BIS) of the Department of Commerce. The entity list is a tool used by BIS to restrict the export of certain sensitive technologies and components to organizations who are involved in activities that threaten the national security or foreign policy interests of the United States. Being added to the list does not automatically bar U.S. companies from doing business with listed organizations.



# THERMALPASS PRODUCT VALIDATION

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After months of rigorous pressure and performance testing (administered by acclaimed aerospace engineering firm, Makel Engineering Inc.), ThermalPass debuted its unique competencies and fever-reading accuracy for prospective customers under real-world conditions.

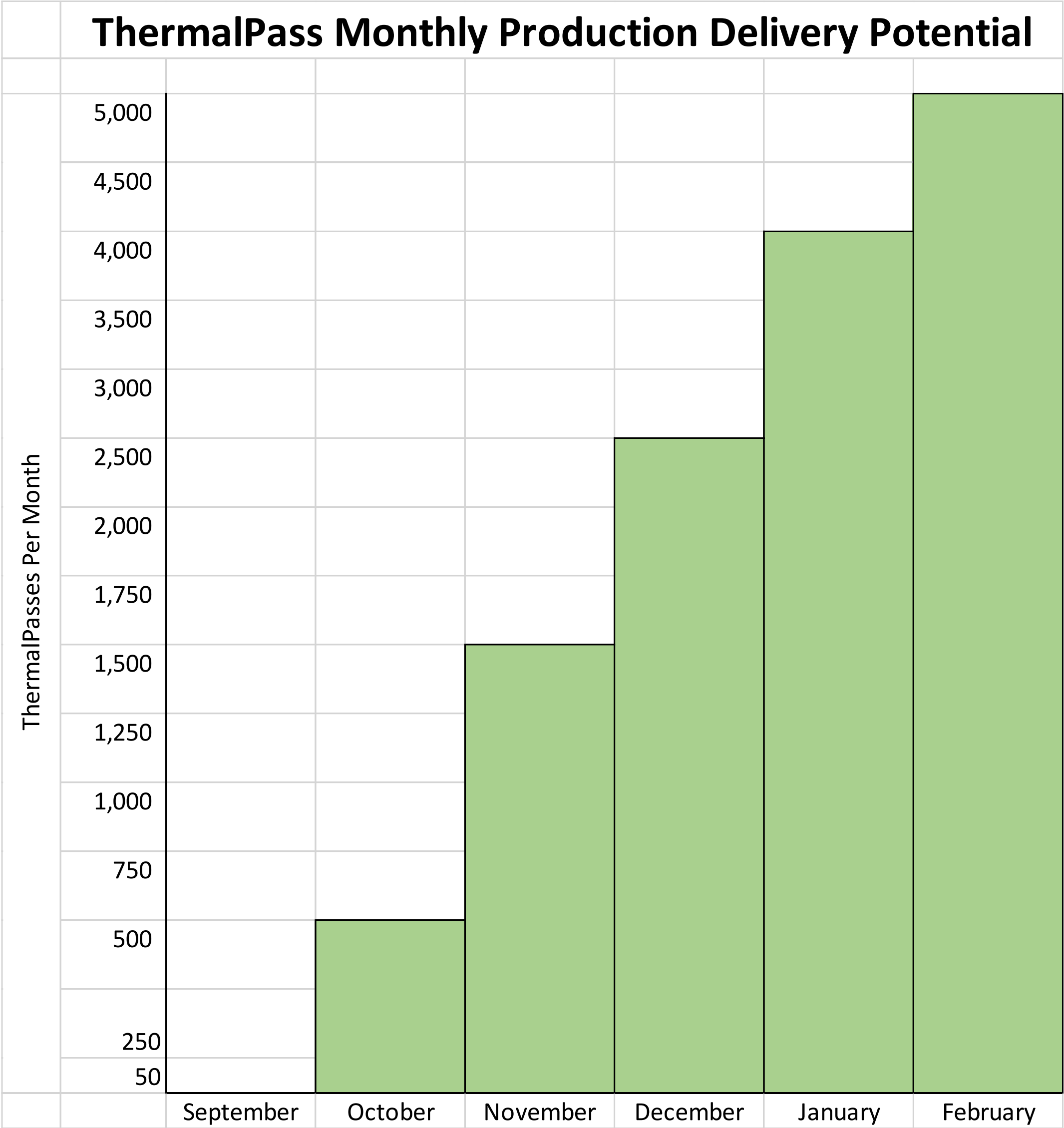


WATCH VIDEO HERE: <https://youtu.be/kMOTfNttvsU>



# THERMALPASS PRODUCTION CAPABILITY

We have secured leading Canadian and US suppliers to contract manufacture ThermalPass units. ThermalPass has the supply chain in place to rapidly scale production to meet customer demand.





# Alert Fleet

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Advanced artificial intelligence and deep machine learning are at the core of Weather Telematics' legacy business

Alert Fleet generates hyper-local, advanced road weather data using Weather Telematics' patented sensors.

Real-time alerts of hazardous road conditions from 200 meters to hundreds of kms will mitigate risk, saving money and lives.



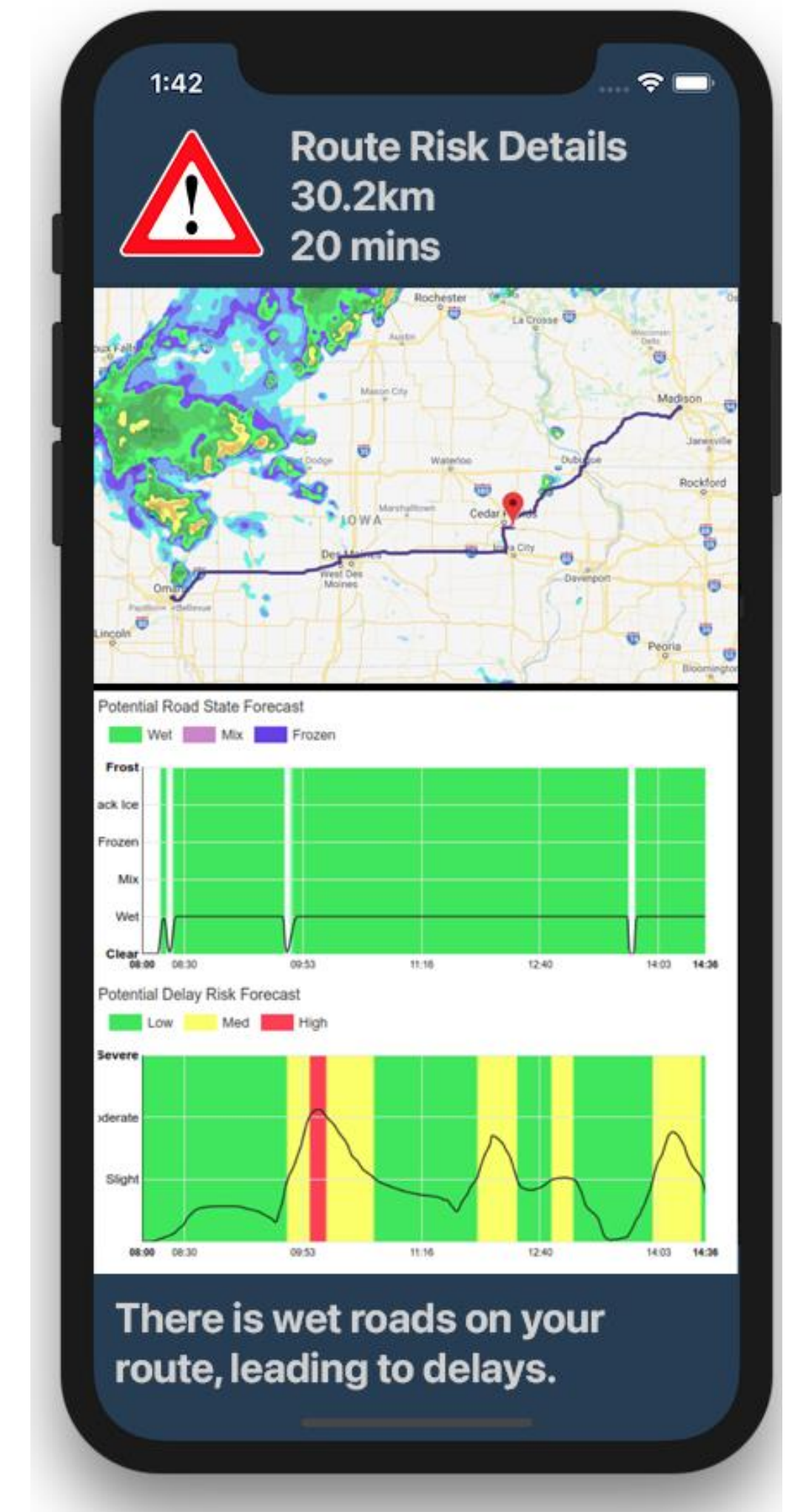


# ALERT FLEET FEATURES

Alert Fleet provides hyperlocal advanced real-time road weather alerts 300 meters ahead, 1 kilometer ahead and 100's of kilometers in advance of hazardous road conditions

Real-time road weather conditions and alerts include:

- Snow, ice risks (black ice, freezing rain)
- Hydroplaning/flooding risk
- Low visibility risk (fog)
- Wind and cross-wind risk
- Hail risk
- Lightning risk
- Alert Fleet can be integrated into existing telematic service provider portals or available as a standalone product.
- Alerts can be delivered inside the vehicle and to a dispatcher via email/SMS and mobile app integrations.





# SALES STRATEGY FOR THERMALPASS & ALERT FLEET

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## ThermalPass Sales Strategy:

- ThermalPass is in discussions with various regional, national and international sales partners on distributing ThermalPass into their existing education, government, entertainment, travel and tourism sales channels.
- ThermalPass also has an internal sales team targeting various Canadian and US retail pharmacy and supermarket chains, mass market retailers, educational institutions, governments, professional sports teams and other public security markets.

## Weather Telematics Strategy:

- Weather Telematics is marketing its data solutions to national and international channel partners, to enhance their service offerings. Weather Telematics is also in the process of launching its Alert Fleet solution.



# Management Team

Dedicated to the creation  
of value through fiscal  
discipline, operational  
experience and  
continuous innovation

## **Michael Lende** President and Chief Executive Officer

Michael brings 25+ years of experience, successfully launching and growing companies through to their liquidity event. He has held senior leadership roles including Senior VP of Zipcar Canada, CMO of Dominion Sports and Entertainment, and Founder and CMO of Capitol Event Theatres. Michael has directly consulted and coached many prolific Canadian CEOs in various verticals.

## **Khurram Qureshi** Chief Financial Officer

Khurram Qureshi brings over 25 years of experience in the field of accounting and corporate finance. He qualified as a Chartered Accountant in 1990 and has held senior positions with several small to medium-sized public companies. Khurram has been a key member on several merger and acquisition teams.

## **Darryl Smith** Chief Technology Officer

Darryl brings 20 years of experience as a Co-Founder, Developer and CTO of Weather Telematics, specializing in the development and management of big data, machine learning and visualization and wireless/telecom teams and products. Prior to Weather Telematics, he had been the CTO and Founder at Fluent Networks, Deja Technologies and Diamond Group of Companies.

## **Rob Klein** Chief Operating Officer

Rob brings 20+ years of experience in finance, operations and corporate development from public and private corporations in the technology, telecom and consumer packaged goods industries.



# Technology Team

35+ years of developing  
leading machine learning,  
big data, and artificial  
intelligence platforms and  
solutions

## **Darryl Smith** Chief Technology Officer

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## **Malcolm Rook** Chief Innovation Officer

Malcolm is a highly respected electronics engineer with over 50 years of experience. He has developed ultra-low noise microwave receivers for military and weather radar systems. Malcolm has designed and developed electronic systems for many areas of application including asset tracking in hospitals, retail environments, driver behaviour monitoring, mobile weather data collection, and remote monitoring and control in industrial and domestic environments.

## **Brice Lambi** Data Scientist, Software Lead

Brice has been working in atmospheric verification and modeling for 15 years. With MS in Computer Science combined with many years of experience at NOAA and the National Center for Atmospheric Research's Applications Laboratory, he successfully took research concepts to commercial products. Brice has been involved in several successful start-ups including Global Weather Corporation, and ClimaCell.

## **Darby Makel** Technology Partner– Makel Engineering

Darby founded Makel Engineering Inc. in 1995. Makel Engineering Inc. is a California based R&D company which specializes in the development of industrial, automotive, military, and space-grade intelligent sensors and chemical conversion systems. The company provides the National Aeronautics and Space Administration (NASA) and commercial launch companies with engineering support on programs including the sensors for the life support system of the International Space Station and propellant leak detection systems for monitoring hydrogen levels.



# Board of Directors

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An active board with an  
extensive breadth and depth  
of North American and  
global experience

## **Jim Grimes**

20+ years of Venture Capital and M&A experience in the technology sector, with specific emphasis in enterprise-grade solutions.

## **Hon. Jerry Grafstein**

A Canadian lawyer, businessman and former politician, who served in the Senate of Canada from 1984 to 2010. Co-Founder of a range of media companies with global distribution.

## **Millard Roth**

A highly experienced senior executive, business advisor and merchant banker. Millard has managed and served on the board of directors for a number of growth-stage companies.

## **Michael Lende**

An entrepreneur with over 25 years of leadership experience in start ups and growth companies, notably Zipcar Canada where Michael was part of the senior leadership team which completed a very successful IPO in 2011.





## CAPITALIZATION

TSX VENTURE: PAI | OTC: INOTF | FRANKFURT: 71T

Issued & Outstanding <sup>1</sup>	63,491,258
Stock Options <sup>2</sup>	3,582,727
Warrants <sup>3</sup>	22,032,121
Fully Diluted	89,106,106

### NOTES:

1. Includes 631,313 shares issued for the acquisition of Weather Telematics Inc. in June 2018, representing the final tranche of treasury shares issued to the vendors and will be released on June 1, 2021..
2. Option exercise price ranges from \$0.14 to \$0.275 expiring between Oct 20, 2020 and Mar 19, 2024.
3. Warrants exercise price ranges from \$0.055 to \$0.688 expiring between Jan 5, 2021 and April 22, 2022.





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**PREDICTIV AI INC. (TSX VENTURE: PAI) (OTC: INOTF) (FRANKFURT: 71TA)**

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Certain statements herein may contain forward-looking statements and forward-looking information within the meaning of applicable securities laws. Forward-looking statements or information appear in a number of places and can be identified by the use of words such as “plans”, “expects” or “does not expect”, “is expected”, “budget”, “scheduled”, “estimates”, “forecasts”, “intends”, “predicts”, “anticipates” or “does not anticipate” or “believes” or variations of such words and phrases or statements that certain actions, events or results “may”, “could”, “would”, “might” or “will” be taken, occur or be achieved. Such forward-looking statements and information are subject to risks, uncertainties and other factors which may cause the Company’s actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statement or information. There can be no assurance that a forward-looking statement or information referenced herein will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements or information. Also, many of the factors are beyond the control of the Company. We undertake no obligation to reissue or update any forward-looking statements or information except as required by law. All forward-looking statements and information herein are qualified by this cautionary statement.