

Investor Overview

2021

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Certain information included in this presentation includes “forward-looking statements” and “forward-looking information” within the meaning of applicable securities law (collectively referred to in this presentation as “forward looking statements”). All such statements and disclosures, other than those of historical fact, which address activities, events, outcomes, results or developments that the Company anticipates or expects may, or will occur in the future (in whole or in part) should be considered forward-looking statements.

In some cases, forward-looking statements can be identified by the use of the words “expect”, “will” and similar expressions. In particular, but without limiting the foregoing, this presentation contains forward-looking statements pertaining to the following: industry trends, anticipated key benefits to clients, growth expectations relating to Copperleaf, sales cycles, growth strategies and opportunities, product development and expansion, and market opportunity and growth.

This presentation should be read in conjunction with the risk factors described in the “Summary of Factors Affecting Our Performance” section of the Company’s management’s discussion and analysis and the “Risk Factors” and “Cautionary Statement Regarding Forward-Looking Information” sections of the Company’s supplemented long form PREP prospectus dated October 6, 2021 which are available under the Company’s profile at www.sedar.com.

By their nature, forward-looking statements are subject to numerous risks and uncertainties. You are cautioned that the assumptions used in the preparation of forward looking statements, although considered reasonable at the time of preparation, may prove to be imprecise and, as such, undue reliance should not be placed on forward-looking statements. Actual results, performance or achievements could differ materially from those expressed in, or implied by, these forward-looking statements. No assurance can be given that any of the events anticipated will transpire or occur, or if any of them do so, what benefits the Company will derive from them. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise unless required by law.





Decision Analytics for Critical Infrastructure

We help companies decide where and when to invest in their business to manage risk, deliver on their performance expectations, achieve their strategic goals, and maximize capital efficiency.



Copperleaf At a Glance

End-to-End AI-Powered Decision Analytics Software Solution



\$69M

2021
Revenue



56%

YoY Revenue
Growth



39%

YoY ARR
Growth



47%

YoY Revenue
Backlog Growth

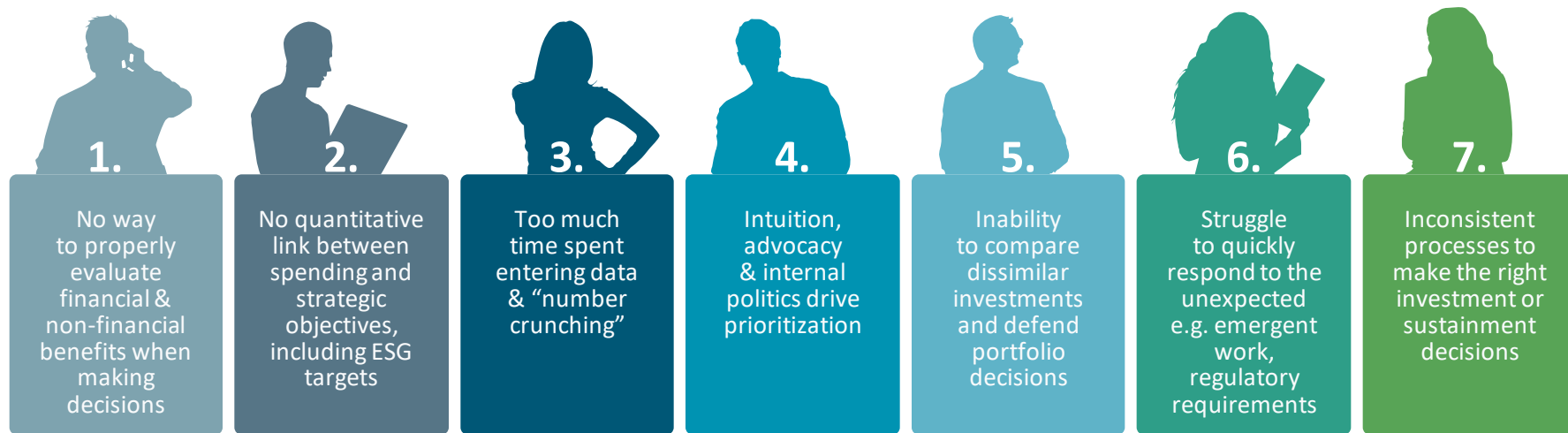


116%

YoY Net Revenue
Retention Rate



Why is Making Investment Decisions a Challenge?



ESG: A Key Business Imperative



- Investors, customers and governments are demanding ESG action

Environmental

- Energy transition, net zero, GHG emission reductions, climate resilience, biodiversity, water use, waste management, pollution control

Social

- Employee safety, public safety, service reliability, diversity, community development

Governance

- Risk management, cyber security, anti-corruption, board independence

Organizations must invest to make tangible progress towards ESG commitments



How Does Copperleaf Help?

We democratize decision-making by providing the visibility and analytics needed to make the right investment trade-offs

- **Infuse decision-making with strategy**
- **Use data in decision-making**
- **Combine human intelligence with artificial intelligence to improve performance**
- **Create a value-based culture which encompasses the interests of all stakeholders**



Ultimately, a company's value is just the sum of the decisions it makes and executes.

HARVARD BUSINESS REVIEW

Best-in-Class Decision Analytics Capabilities



copperleaf Asset

- Forecast sustainment needs and proactively manage risk



copperleaf Portfolio

- Make the highest-value decisions and create the optimal investment strategy



copperleaf Value

- Increase business agility and transparency across the enterprise



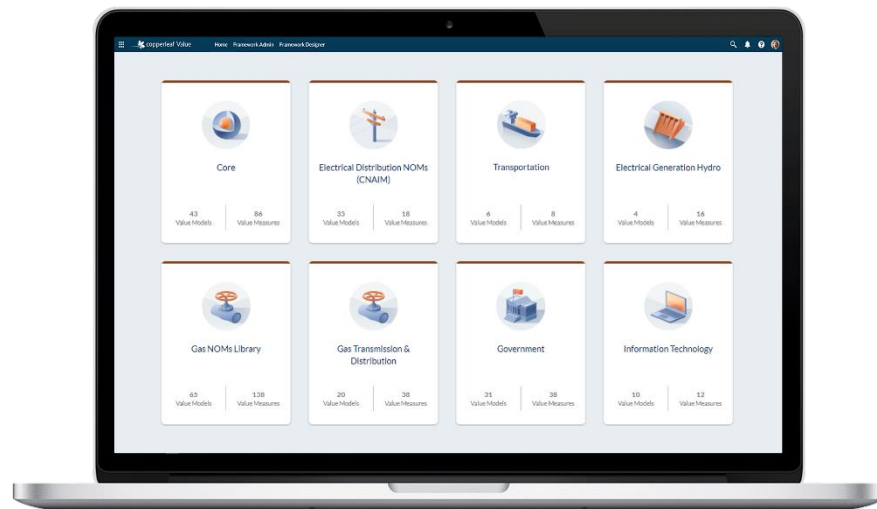
Value-based Decisions Aligned with Strategy

Copperleaf Value Framework



- Uses a rational economic approach to evaluate all investments on a common monetized scale
- Aligns stakeholders on what delivers value to the organization, enabling optimal, data-driven decisions

Copperleaf Value Model Library



- Extensive collection of best-practice value models; 70% related to ESG measures
- Proven by leading organizations across multiple industries



Future State:

Centralized, Intelligent Environment for Decision Making



Maximum
business value



Time-based
decisions



Optimized
plans



Transparency



Continuous
planning



Single source
of truth



Solution Delivers High ROI

Clients Have Recovered Their Investment within the First Planning Cycle



IMPROVED PLANNING EFFICIENCY

50% reduced
planning time



HIGHER- VALUE PLANS

20% more value
from portfolios



IMPROVED PLAN EXECUTION

10% improved
execution accuracy



ENHANCED RISK MANAGEMENT

200% less risk
for the same spend



Case Studies

Organizations managing critical infrastructure trust Copperleaf to help them allocate their financial capital and resources towards the most valuable areas of their businesses:

National Grid Gas Transmission UK

Integrated Asset Investment
Planning & Management

Estimated Value

£11M

CAPEX savings per year

Duke Energy

Enhanced Risk
Management

Estimated Value

30%

Reduction in asset risk

Anglian Water

Portfolio
Optimization

Estimated Value

£10M

Productivity benefit per year



\$12+ Billion Market Opportunity in Critical Infrastructure



Aviation



Communications



Electricity



Government



Manufacturing
& Processing



Metals
& Mining



Natural Gas



Oil & Gas



Ports &
Waterways



Rail &
Transit



Roads &
Highways

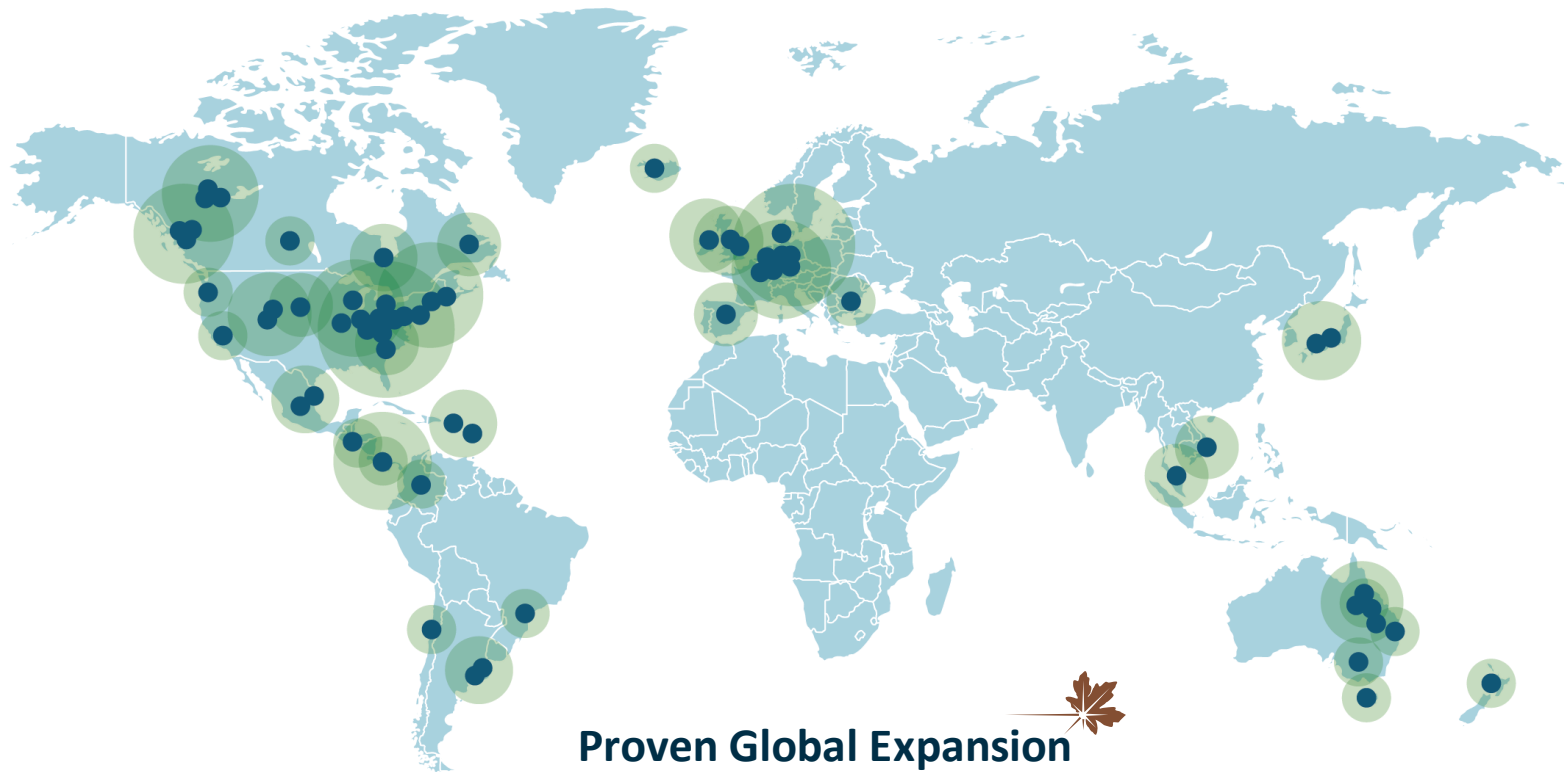


Water

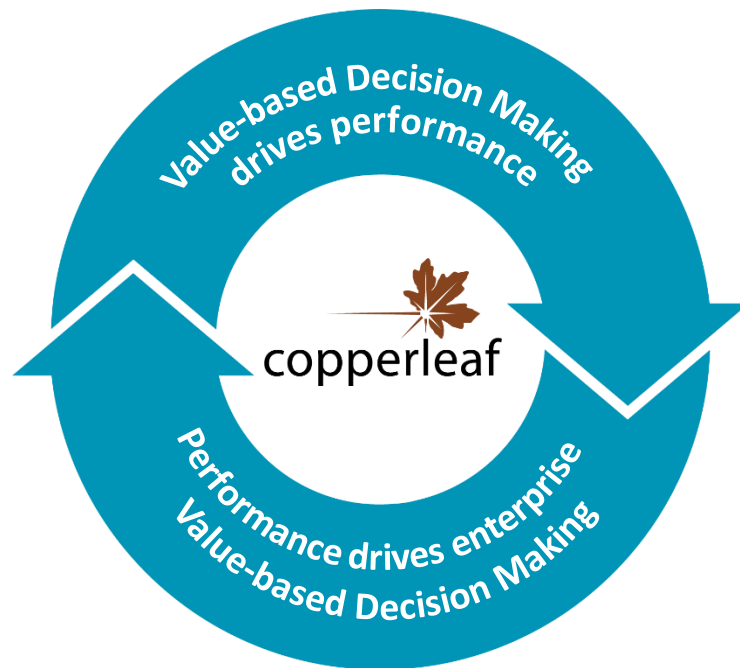
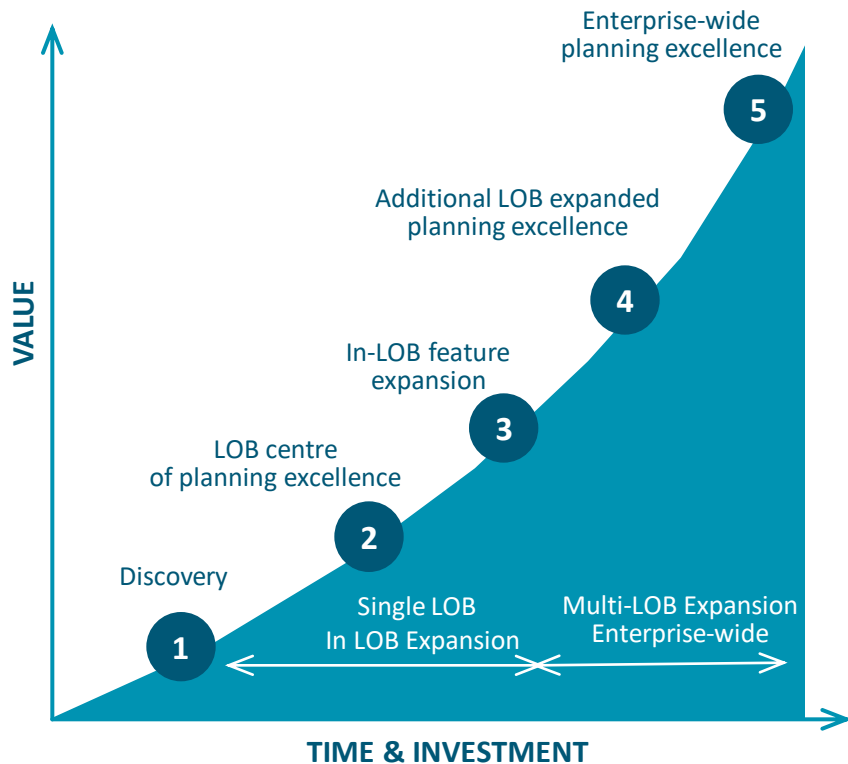
Manage risk • **Improve performance** • **Drive strategy** • **Maximize value**



Copperleaf Helps Manage \$2.6 Trillion of Assets Worldwide



Powerful Land & Expand Model Defines the Client Journey



Strong Global Tailwinds Supporting Our Market Inflection Point



Increased Availability and Accessibility of Data



Acceleration of Digital Transformation



Increasing Infrastructure Investments Globally



Changing Demographics Resulting in “Brain Drain”



Growing Importance of ESG in Decision-Making Frameworks



Increased Governance Requirements and Shifting Regulatory Environment



Continued Global Energy Transition



Climate & Cyber Events Increasing Pressure on Critical Businesses



Emergence of International Standards



Multi-Faceted Growth Strategy



The Copperleaf Experience & Culture

The Copperleaf Experience is culture-led. It's our commitment to delivering exceptional value and providing extraordinary experiences to our clients through teamwork.



People set this company apart. And culture is what makes people want to be part of what we're building. Culture is the way we think, act and interact every day, with everyone.



Deliver Exceptional Value



Provide Extraordinary Experiences



Be Open



Be Agile



Be Respectful



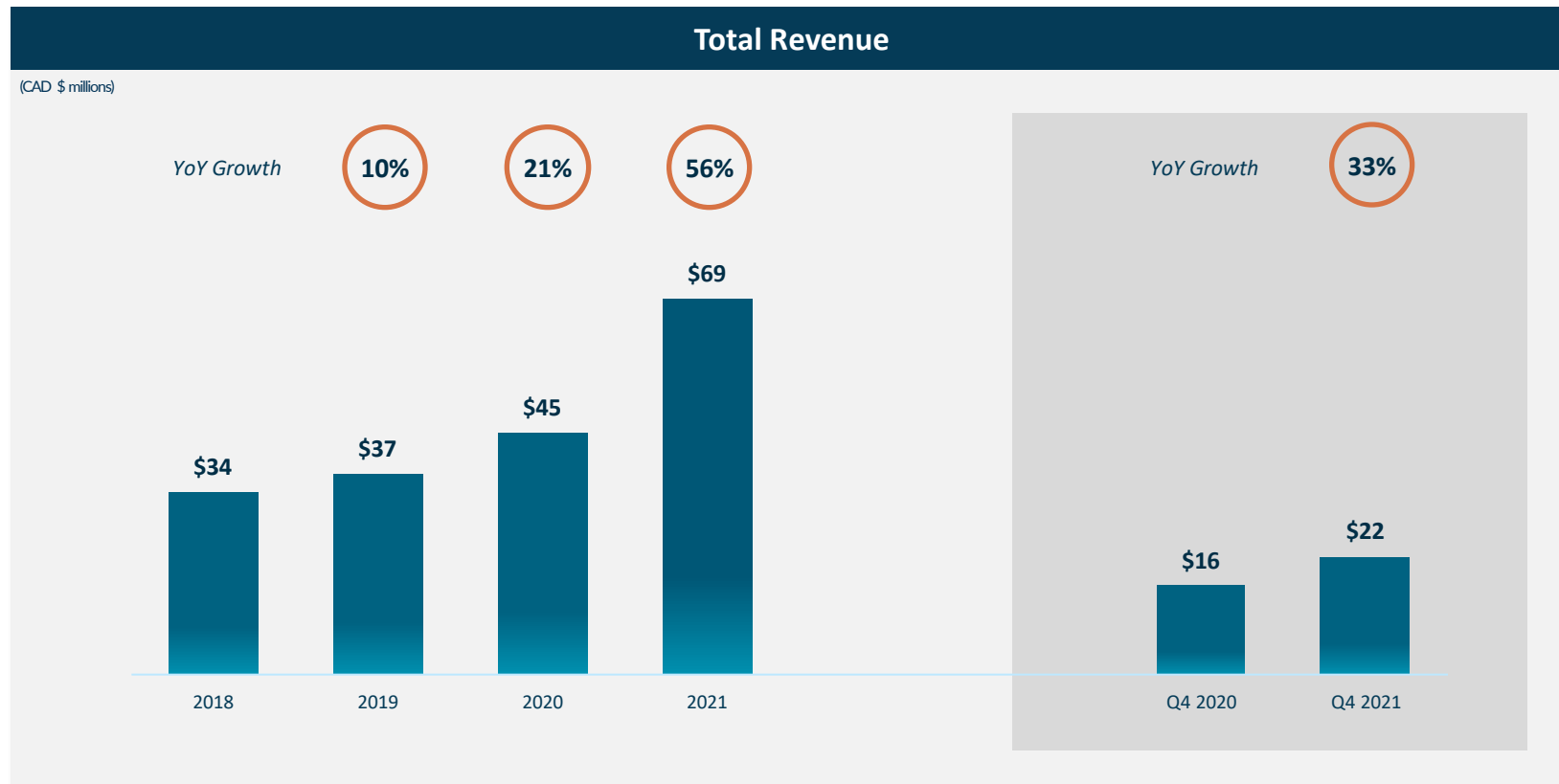
Create Joy



Always Improve



Strong Growth Momentum



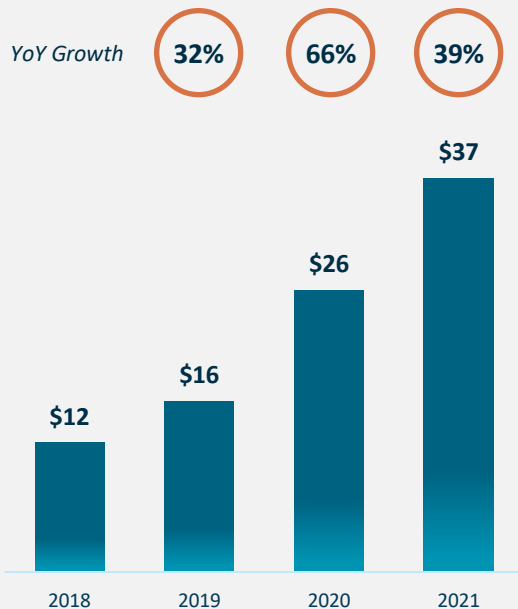
All measured at Dec 31.



Strong Growth Momentum

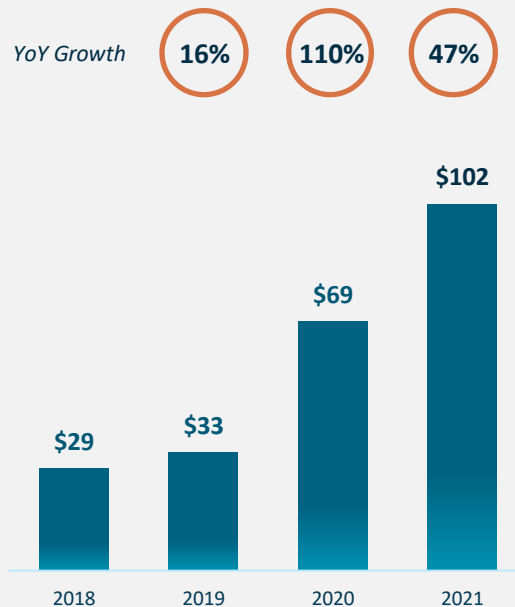
Annual Recurring Revenue

(CAD \$ millions)



Revenue Backlog

(CAD \$ millions)



All years measured at Dec 31.





Investment Highlights



Global leader in Decision Analytics for critical infrastructure

- Disruptive enterprise AI-powered software focused on large underpenetrated market



High ROI driving exceptional client retention

- Mission-critical software embedded in our clients' decision-making processes and transforming the way they see value



Deep, data-driven competitive moat

- Highly complex AI-powered optimization based on proprietary value models creating a global community network effect



Strong global tailwinds

- High value market opportunity accelerated by ESG, the energy transition, and the need for continuous adaptation



Attractive financial profile

- Strong growth momentum via multiple vectors



Passionate leadership team with track record of success

- Promoting a high-growth client-focused culture that 'creates joy'



Transforming how
the world sees value

