

# Investor Overview

Q1 2022

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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](http://www.sedar.com).

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## **Decision Analytics for Critical Infrastructure**

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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.





# Q1 Results At a Glance

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



**\$71M**

TTM Total Revenue



**42%**

TTM Revenue Growth



**26%**

TTM ARR Growth



**14%**

TTM Revenue Backlog Growth



**108%**

TTM Net Revenue Retention Rate

TTM (Trailing Twelve Months) is measured at March 31, 2022





# Q1 Highlights



## 34% YoY Subscription revenue growth

- Subscription revenue represented 58% of Q1 revenue, as our client base continues its transition to SaaS



## Continued success in the UK water market

- The Copperleaf H2O solution was selected by South Staffs water, the 5<sup>th</sup> UK water company to partner with Copperleaf



## ESG award for Enterprise Carbon Management

- Copperleaf, alongside our client Anglian Water, recognized for innovation excellence in the area of Enterprise Carbon Management



## Penetration of the Japanese Oil & Gas market

- 1<sup>st</sup> Oil & Gas client in Japan, focused on investments in refineries and petrochemical production



## New product innovation

- Released over a dozen new features including automated investment capture and costing, enhanced security and our 1<sup>st</sup> dashboard library

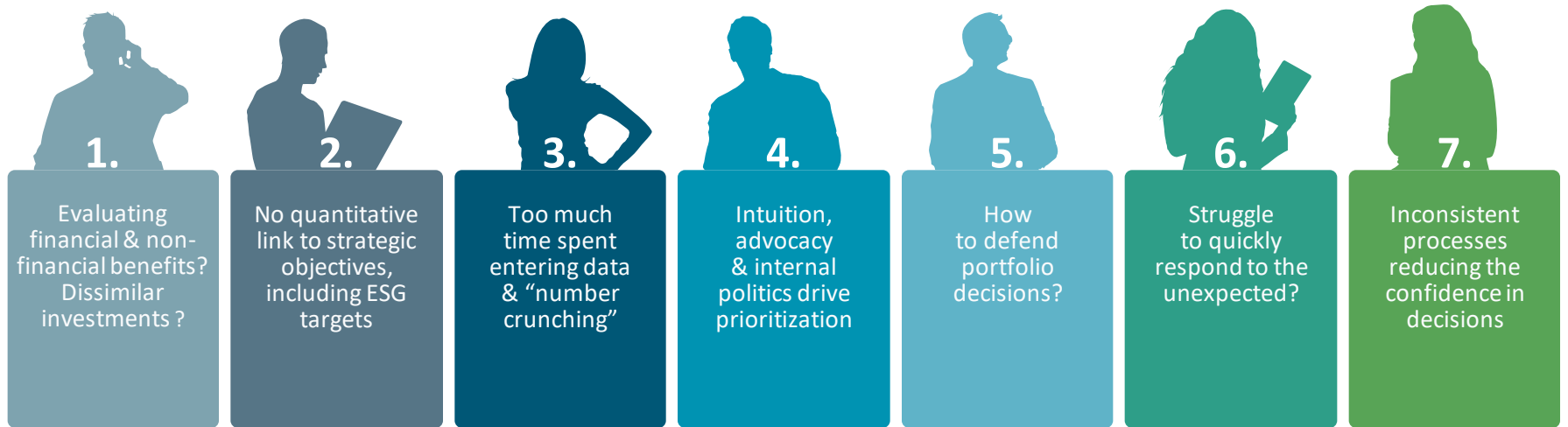


## Expanded Go-To-Market

- Invested in attracting top sales talent and sales enablement to meet growing demand for our solutions worldwide



# 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.**

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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



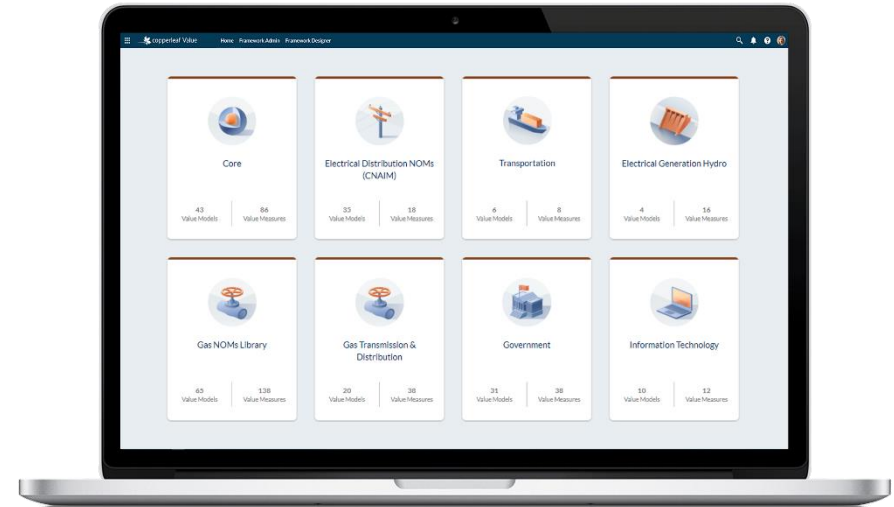
# Value-based Decisions Aligned with Strategy

## 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

30% reduced risk exposure



# 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

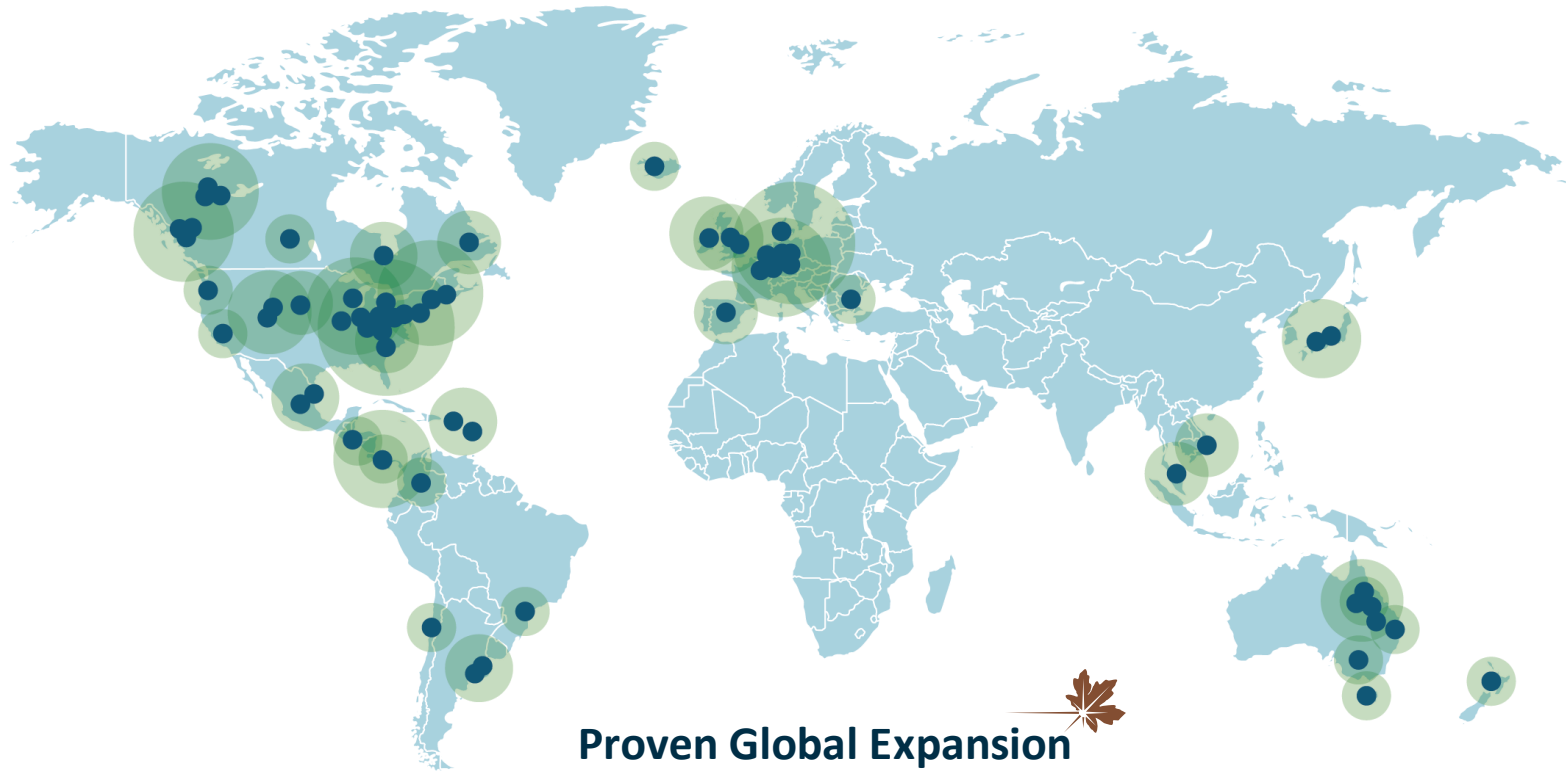


Water

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

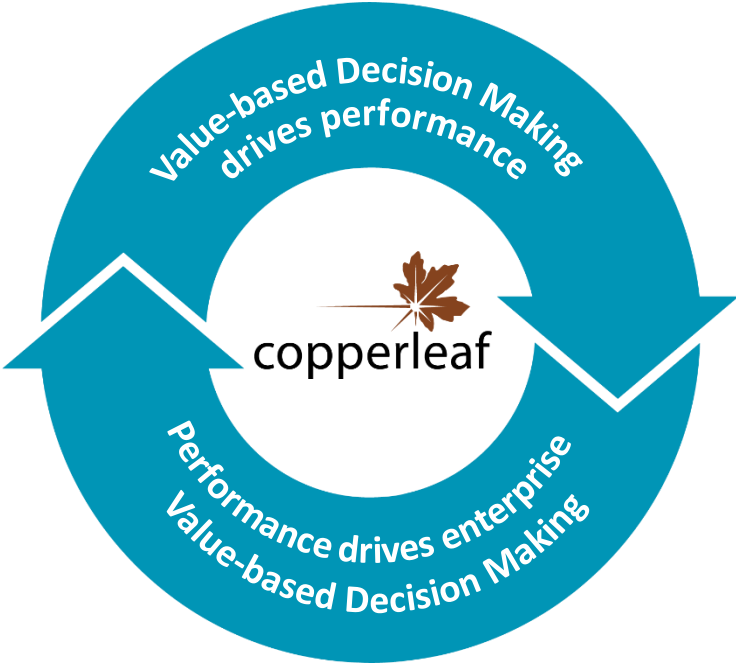
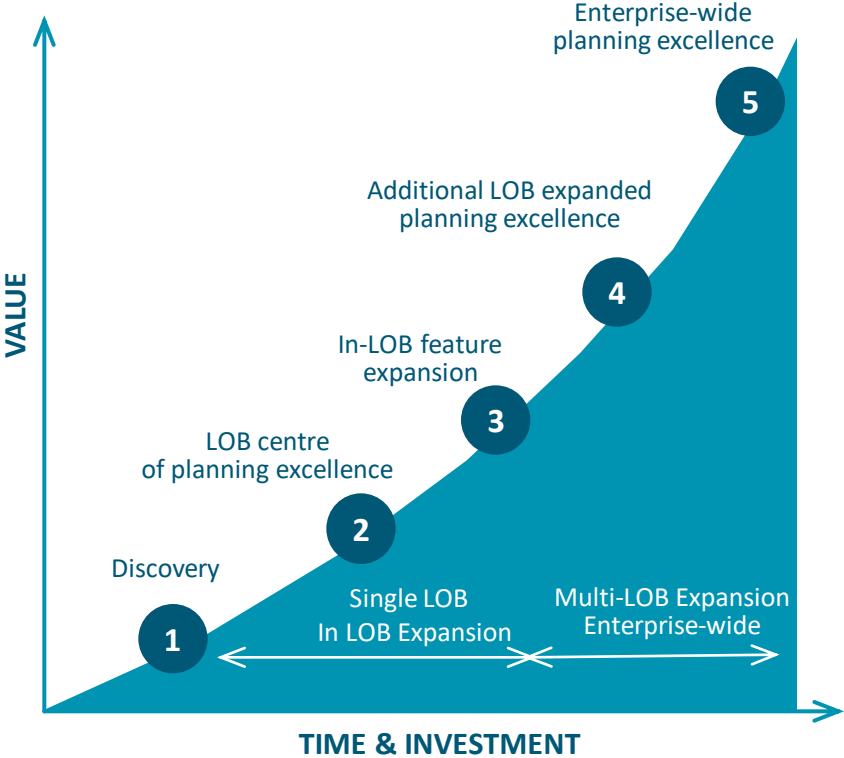


# Copperleaf Helps Manage over \$2.6 Trillion of Assets Worldwide



**Proven Global Expansion**

# 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



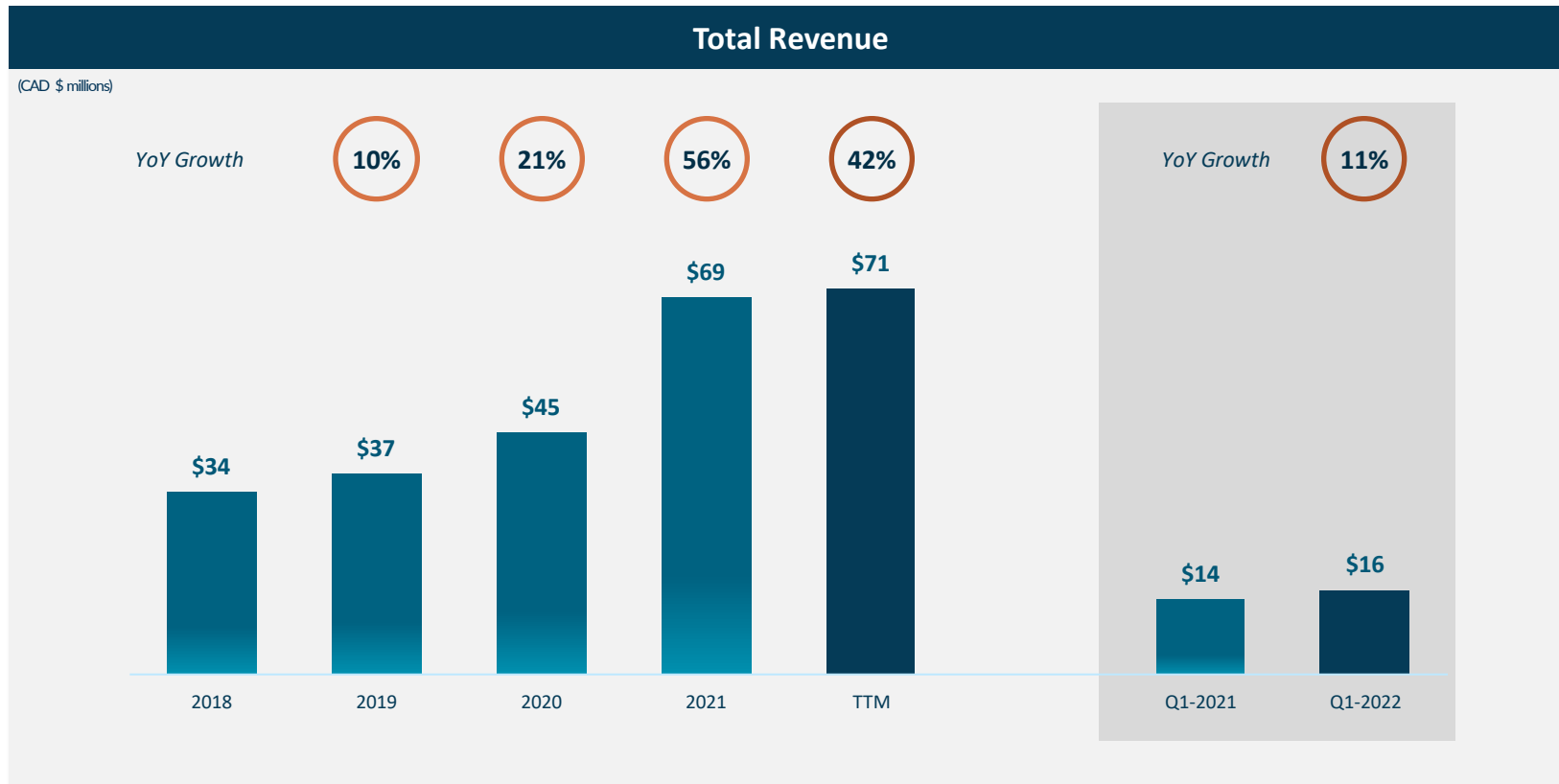
Create Joy



Always Improve



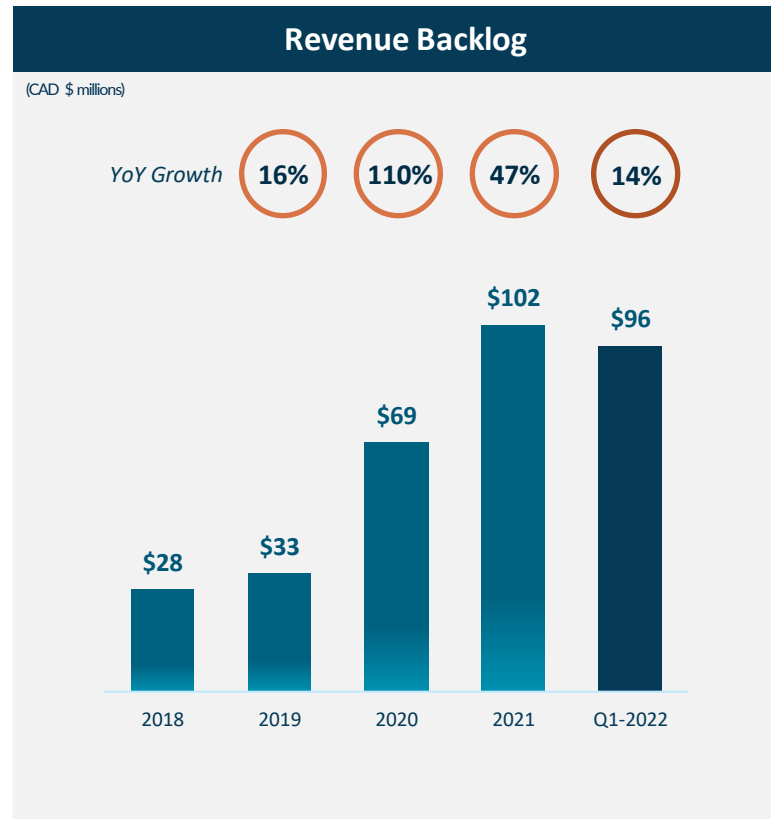
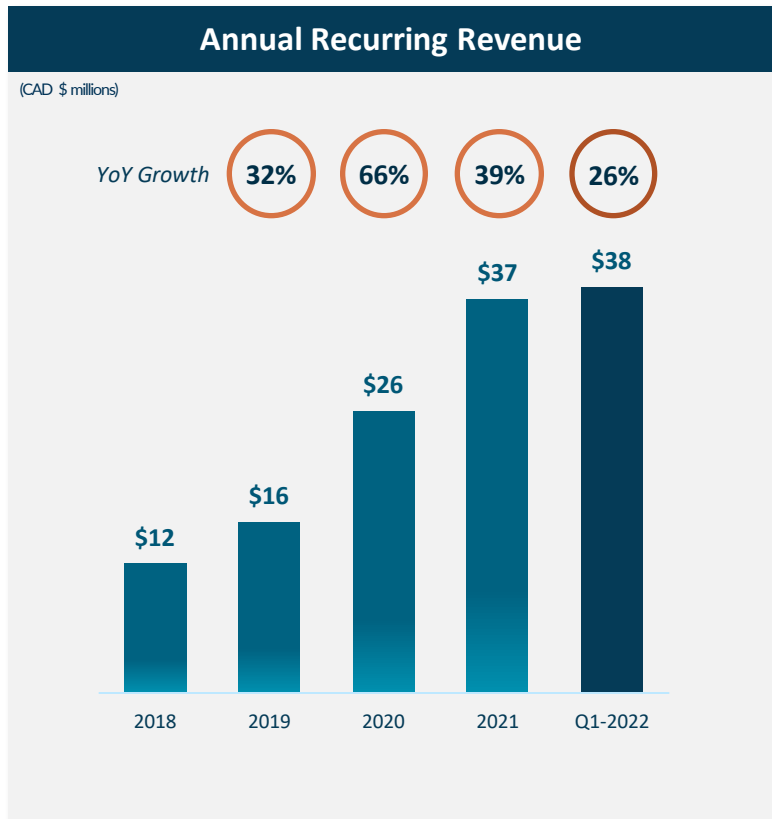
# Strong Growth Momentum



TTM (Trailing Twelve Months) and YTD (Year to Date) measured at March 31 2022.



# Strong Growth Momentum



Q1-2022 measured at March 31, 2022





# 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

