

Q1 2026 Route1 Update

Operational Execution. Intelligence Expansion. Scalable Growth.

May 15, 2026

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Q1 2026: Transition Quarter

Q1 2026 Results

Financial Progress:

- Revenue increased 15% year-over-year to \$2.57 million
- Operating loss improved materially versus Q1 2025
- Positive operating cash flow generated during Q1 2026
- Run-rate recurring revenue reached USD \$1.346 million as at March 31, 2026

Operational Progress:

- Recurring technology life-cycle support revenue increased year-over-year
- Continued support-plan expansion activity
- Expanded operational-visibility discussions involving Route1 ABI
- Mr. Parking launched in April 2026

What Q1 Demonstrated

The Business is Evolving Toward:

- Recurring operational engagement
- Workflow intelligence
- Lifecycle customer ownership
- Operational accountability
- AI-assisted operational support

Market Signals Continued Strengthening:

- Washington accountability developments
- Increased operational-governance focus
- Growing workflow-visibility requirements
- Increasing operator demand for measurable operational performance



Q1 2026 established the operational foundation for scalable recurring revenue growth.

Route1 is Evolving Beyond Infrastructure Deployment

What Route1 is Becoming

Infrastructure Deployment



Lifecycle Support



Operational Intelligence



Workflow Orchestration



Recurring Operational Engagement



- Workflow orchestration
- Lifecycle operational engagement
- AI-assisted operations
- Recurring operational scalability

Operational ownership and intelligence layers are creating long-term strategic value.

Operational Accountability is Reshaping the Industry

Market Drivers

- Washington State accountability developments
- Increasing governance and auditability requirements
- Greater focus on measurable enforcement performance
- Staffing and operational-efficiency pressures
- Growing workflow-visibility expectations

What Operators Increasingly Need

- Operational transparency
- Workflow traceability
- Operational visibility
- Measurable operational outcomes
- Lifecycle operational support
- AI-assisted operational workflows

The market opportunity is increasingly evolving beyond infrastructure deployment and toward operational accountability and operational intelligence

Route1 ABI Converts Operational Activity Into Workflow Intelligence

Route1 ABI Assists Operators By:

- Converting operational activity into measurable workflow visibility
- Identifying operational gaps and inefficiencies
- Enabling operational-performance analysis
- Improving operational decision-making

Data



Operational Visibility



Workflow Intelligence



Operational Decisions



Measurable Outcomes

Operational intelligence increasingly depends on measurable workflow visibility and decision-support capabilities.

Lifecycle Operational Engagement is Expanding

Customer Demand is Expanding Toward:

- Operational responsiveness
- Workflow visibility
- Lifecycle accountability
- Operational support
- Measurable performance

Support Plan



Route1 ABI



Mr. Parking



Recurring Operational Engagement

This Creates

Opportunities For:

- Recurring revenue
- Operational modernization
- Workflow intelligence
- Long-term customer retention

Regional Density is Driving Expansion Opportunities

Current Washington State Activity

- Current municipal support-plan activity
- New municipal expansion activity
- Regional operational visibility discussions
- New Washington customer expansion
- Existing reference-account activity

Why Regional Density Matters

- Stronger operational responsiveness
- Greater field leverage
- Support-plan expansion opportunities
- Reference-account strength
- Recurring operational engagement
- Operational visibility discussions

“Regional operational density increasingly strengthens lifecycle engagement and recurring operational opportunities.”



Operators Increasingly Value Operational Ownership

Traditional Deployment Model

- Transaction-focused
- Installation-oriented
- Limited lifecycle engagement
- Limited operational visibility
- Limited accountability support

Route1 Model

- Cradle-to-grave support
- Operational accountability
- Workflow visibility
- Lifecycle engagement
- Operational intelligence
- Real-world field execution

The market is increasingly rewarding operational ownership and measurable operational execution.

Industry Business Models Continue Evolving

| Industry Trend | Route1 Position |
|----------------------------|------------------------------------|
| • Recurring Revenue | • Support-plan expansion |
| • Platform Ecosystems | • Route1 ABI + Mr. Parking |
| • Workflow Ownership | • Operational orchestration |
| • Customer Retention | • Lifecycle operational engagement |
| • Operational Intelligence | • Intelligence-driven operations |

The parking industry continues shifting from standalone deployments toward integrated operational ecosystems and recurring operational engagement.

Financial Performance Continued Improving During Q1 2026

| In CAD millions | Revenue | Operating Income (Loss) |
|-----------------|---------|-------------------------|
| Q1-26 | \$2.57 | (\$0.05) |
| Q4-25 | \$2.64 | (\$0.16) |
| Q3-25 | \$2.95 | \$0.04 |
| Q2-25 | \$3.69 | \$0.07 |
| Q1-25 | \$2.23 | (\$0.40) |

Q1 Operational Signals

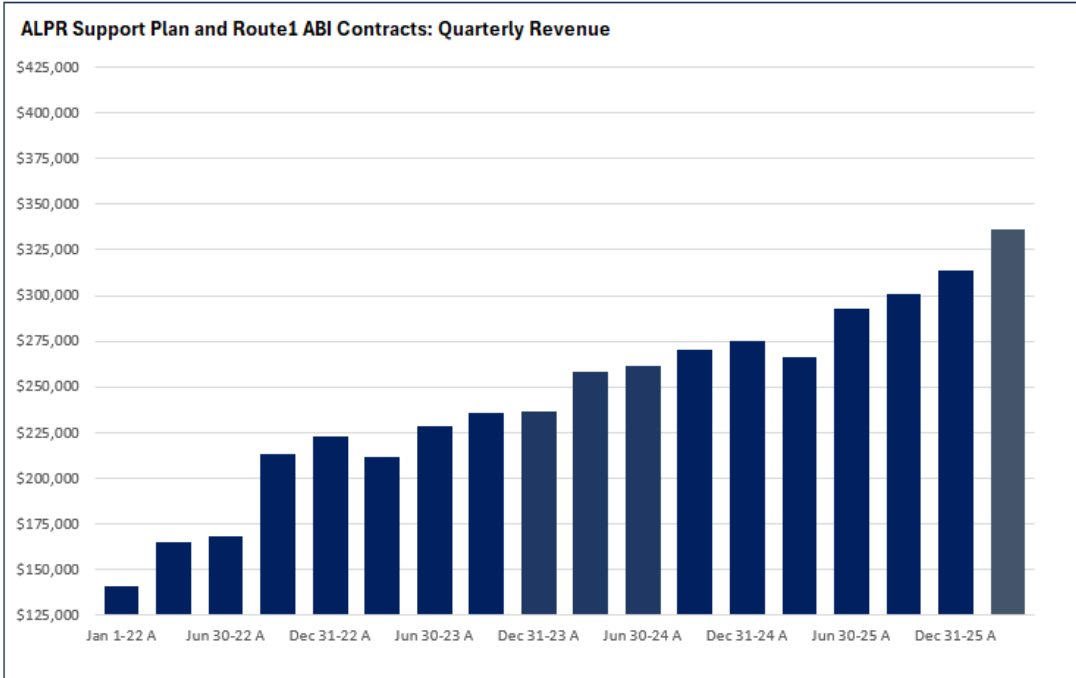
- Revenue increased 15% year-over-year
- Operating performance improved materially
- Positive operating cash flow generated
- Recurring engagement continued expanding
- Operational leverage continued improving

Management believes recurring operational engagement and operational discipline continue strengthening the Company's financial profile.

Recurring Revenue Continues Expanding

USD \$1.346 Million

- Run-rate recurring revenue as at March 31, 2026



Expansion Drivers

- Support-plan modernization
- Lifecycle operational engagement
- Operational visibility initiatives
- Route1 ABI opportunities
- Workflow-support expansion

Customer relationships increasingly extend beyond deployment activity and toward recurring operational engagement.

Commercial Expansion Activity Continues Increasing

| Expansion Area | Strategic Relevance |
|---|--|
| <ul style="list-style-type: none">Enterprise mobility discussions | <ul style="list-style-type: none">Operational-intelligence expansion opportunities |
| <ul style="list-style-type: none">Autonomous enforcement initiatives | <ul style="list-style-type: none">Workflow-orchestration and AI-assisted operational opportunities |
| <ul style="list-style-type: none">University operational-intelligence initiatives | <ul style="list-style-type: none">Route1 ABI and operational-visibility discussions |
| <ul style="list-style-type: none">Municipal lifecycle engagements | <ul style="list-style-type: none">Comprehensive support-plan expansion opportunities |
| <ul style="list-style-type: none">Regional density expansion | <ul style="list-style-type: none">Increased recurring operational engagement opportunities |
| <ul style="list-style-type: none">Workflow-accountability initiatives | <ul style="list-style-type: none">Growing demand for measurable operational visibility |

Lifecycle operational relationships increasingly create opportunities beyond traditional deployment activity

Mr. Parking and the Operational Learning Loop

What Mr. Parking is Designed to Support

- AI-assisted operational support
- Workflow orchestration
- Enforcement optimization
- Operational recommendations
- Operational visibility

Prediction

→ Recommendation

→ Action

→ Measurement

→ Retraining

Why Route1 Has an Advantage

- Proprietary operational parking data
- Real-world operational environments
- ABI integration
- Lifecycle customer relationships
- Continuous operational learning

The more operational data the system processes, the stronger and more useful the workflow intelligence becomes.

AI Infrastructure and Intellectual Property Strategy

Current Development Focus

- Workflow orchestration
- Route1 ABI expansion
- Retrieval Augmented Generation (RAG)
- Operational automation
- AI-assisted operational support

Intellectual Property Strategy

- Two AI-related patent filings
- Workflow intelligence
- Operational automation
- AI-assisted parking operations
- Long-term commercialization opportunities

Management believes operational workflow ownership and AI-assisted orchestration may create meaningful long-term strategic value.

Why Management Believes Q1 2026 Matters

What Q1 Did NOT Yet Deliver

- Scaled ABI monetization
- Major enterprise conversion
- Full recurring-revenue inflection
- Full operating leverage

What Q1 DID Demonstrate

- Expanding recurring operational engagement
- Improved operating performance
- Positive operating cash flow
- ABI positioning traction
- AI/workflow commercialization progress
- Market and regulatory drivers moving toward Route1

Route1 has not won yet, but Q1 demonstrated increasing alignment between the Company's strategy and the direction of the market.

2026 Operational Focus Areas



Route1 remains focused on execution, recurring operational engagement, workflow intelligence, and scalable long-term operational growth.

Questions & Answers

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