

# Route1 Inc.

## From Infrastructure Support to Operational Intelligence

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Support Plans. Route1 ABI. Mr. Parking. Recurring Operational Engagement.

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# Why Route1 Matters Now

## Financial Progress

- Q1 revenue increased 15% year-over-year
- Positive operating cash flow generated
- Operating loss improved materially

## Operating Model Shift

- Support Plan expansion
- Route1 ABI operational visibility
- Mr. Parking launched in April 2026

## Market Alignment

- Operators need accountability
- Compliance pressure is increasing
- Parking enforcement is moving toward measurable performance

**Multiple independent signals are beginning to confirm Route1's transition toward recurring operational engagement and operational intelligence.**

# Q1 2026: Transition Quarter

## Q1 2026 Results

### Financial and Operational Progress:

- Revenue increased 15%
- Operating loss improved materially
- Positive operating cash flow generated
- Run-rate recurring revenue reached USD \$1.346 million
- Continued support-plan expansion activity
- Expanded operational-visibility discussions involving Route1 ABI
- Mr. Parking launched in April 2026

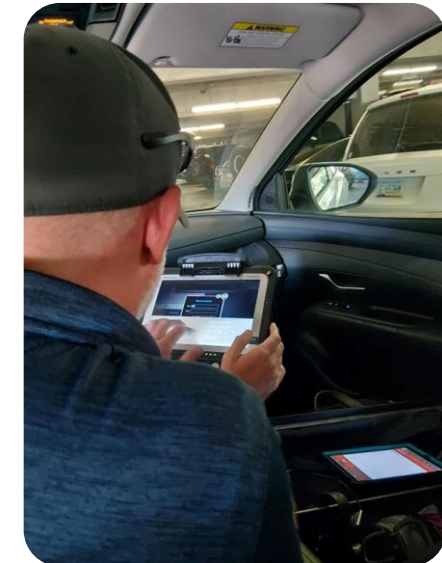
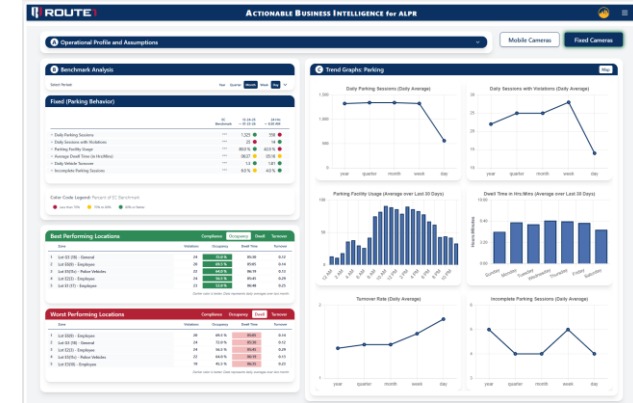
## What Q1 Demonstrated

### 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 did not complete the transition, but it showed the operating foundation is forming.**

# Route1 is Evolving Beyond Infrastructure Deployment

## What Route1 is Becoming:

Infrastructure Deployment



Lifecycle Support



**Operational Intelligence**



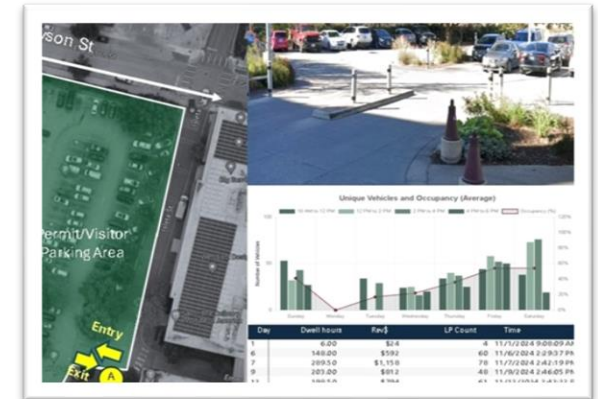
Workflow Orchestration



**Recurring Operational Engagement**

## What This Creates:

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



**Route1 is moving from one-time deployment activity toward recurring operational engagement, workflow intelligence, and AI-assisted operations.**

# The Route1 Growth Engine

## Customer Demand is Moving Toward:

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

## Support Plan



## Route1 ABI



## Mr. Parking



## Recurring Operational Engagement

## How Route1 Creates Value:

- Recurring support revenue
- ABI-driven operational visibility
- AI-assisted workflow support
- Long-term customer retention
- Land-and-expand opportunities within existing accounts

# Mr. Parking: AI-Assisted Operational Support

## What Mr. Parking is Designed to Do

- Help operators make better decisions
- Improve enforcement efficiency
- Identify operational gaps
- Recommend workflow improvements
- Support measurable operational outcomes

## Prediction

→ Recommendation

→ Action

→ Measurement

→ Retraining

## Why Route1 Has an Advantage

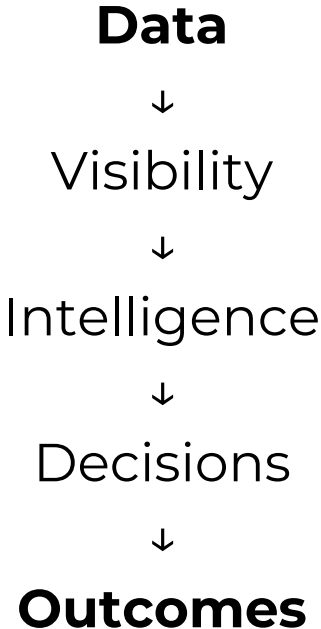
- Proprietary operational parking data
- Real-world operational environments
- ABI integration
- Lifecycle customer relationships
- Continuous operational learning

**Mr. Parking is designed to help convert Route1's operational data and field experience into AI-assisted workflow recommendations.**

# Route1 ABI: Turning Operations Into Intelligence

## Route1 ABI Assists Operators By:

- Measures enforcement activity
- Identifies operational gaps
- Supports performance analysis
- Enables dashboard-driven decision-making
- Helps operators understand where outcomes are being missed

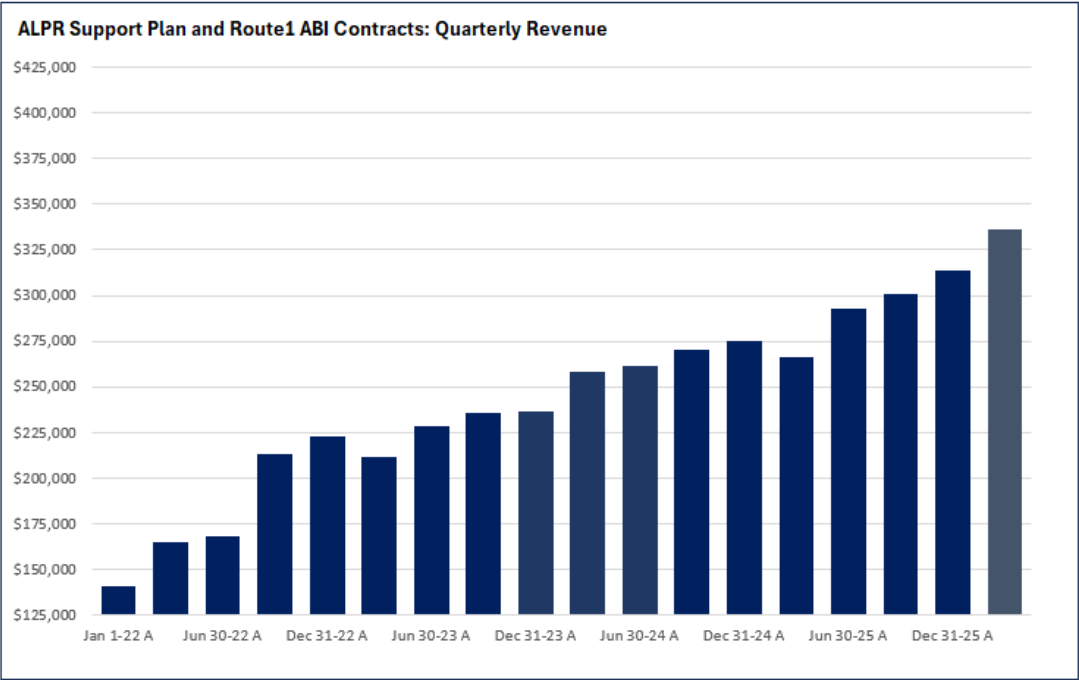


**Operational intelligence increasingly depends on measurable workflow visibility and decision-support capabilities.**

# Recurring Revenue Growth

## 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

**Existing customers are driving recurring revenue growth through Support Plans, Route1 ABI, and Mr. Parking.**

# Current Operating Signals

Multiple independent operating signals are supporting Route1's transition toward recurring operational engagement.

## Q2-26 Customer Expansions

- LAZ Parking / Aurora, CO
- Passport / Sarasota, FL
- Mercer Island, WA

## Comprehensive+ Program

- Support Plan modernization
- Lifecycle operational engagement
- Fort Collins, CO upsell

## State of Washington

- Compliance-driven demand
- Regional density opportunity

## EZ Park

- Revenue-share operating model
- Commercial property enforcement
- Live since April 2026

## Route1 ABI Activity

- CSU Fullerton (latest ABI client)
- University discussions
- Workflow intelligence evaluations

## Strategic

- Alternative LPR OEM technology
- Autonomous enforcement / patent activity

# Why Route1's Model Matters

Market Need	Route1 Response
<ul style="list-style-type: none"><li>• Accountability</li></ul>	<ul style="list-style-type: none"><li>• Comprehensive+ Program</li></ul>
<ul style="list-style-type: none"><li>• Visibility</li></ul>	<ul style="list-style-type: none"><li>• Route1 ABI</li></ul>
<ul style="list-style-type: none"><li>• Workflow Support</li></ul>	<ul style="list-style-type: none"><li>• Mr. Parking</li></ul>
<ul style="list-style-type: none"><li>• Operational Efficiency</li></ul>	<ul style="list-style-type: none"><li>• Lifecycle Engagement</li></ul>
<ul style="list-style-type: none"><li>• Recurring Performance Management</li></ul>	<ul style="list-style-type: none"><li>• Comprehensive+ Program</li></ul>

**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 Highlights:

- Revenue increased 15% year-over-year
- Positive operating cash flow generated
- Operating loss improved from (\$0.40M) to (\$0.05M)

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

# Intellectual Property Supporting Route1's Operating Model

## Current Development Focus

- Workflow orchestration
- Route1 ABI expansion
- Operational automation
- AI-assisted operational support

## Intellectual Property Strategy

- Two AI-related patent filings
- Workflow intelligence
- Operational automation
- AI-assisted parking operations

**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.**

# What Investors Should Watch During 2026



**The Company's focus during 2026 is executing against the opportunities presented by Support Plans, Route1 ABI, and Mr. Parking.**

# Questions & Answers

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**Support Plans. Route1 ABI. Mr. Parking. Recurring Operational Engagement.**

June 11, 2026