



# Investor Presentation

Driving the future of transportation  
further, faster, smarter.

November 2025



# Important Cautionary Notes

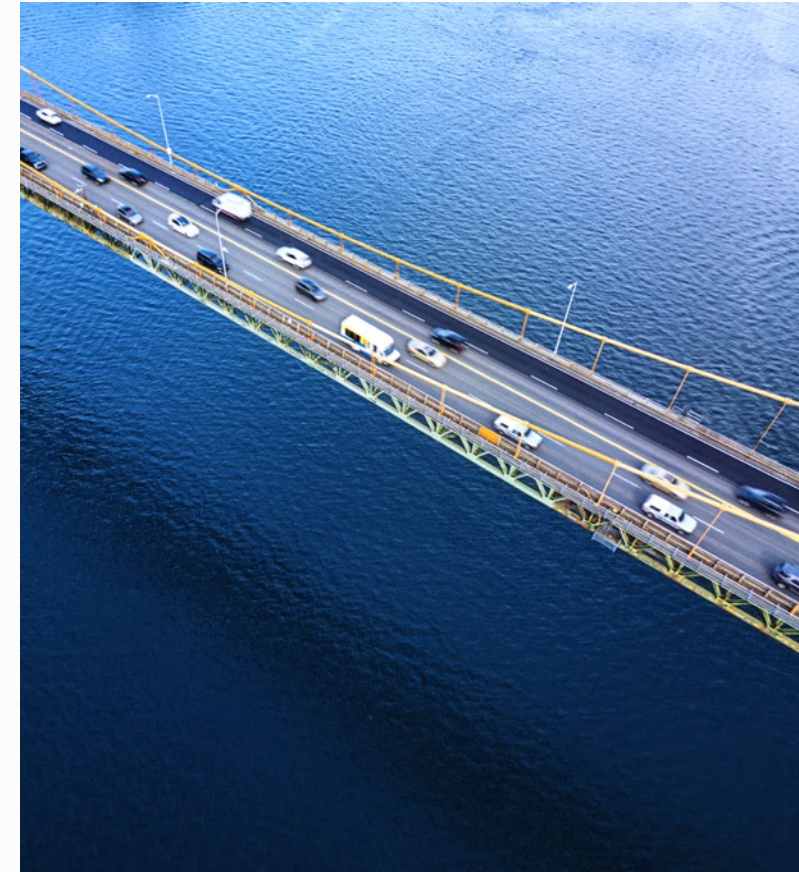


Certain statements in this discussion, other than statements of historical fact, may include forward-looking information that involves various risks and uncertainties that face the Company. Such statements may contain words and expressions based on management's current assumptions and expectations related to estimates and assumptions made by Quarterhill in light of its experience and its perception of historical trends, current conditions, expected future developments and the expected effects of new business strategies, as well as other factors.

There can be no assurance that any statements of forward-looking information contained in this discussion will prove to be accurate. Actual results and future events could differ materially from those anticipated in such statements. These and all subsequent written and oral statements containing forward-looking information are based on the estimates and opinions of management on the dates they are made and expressly qualified in their entirety by this notice. Except as required by applicable laws, the Company assumes no obligation to update forward-looking statements should circumstances or management's estimates or opinions change.

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This discussion may include references to adjusted Earnings Before Interest, Taxes, Depreciation and Amortization or "Adjusted EBITDA". adjusted for: (i) income taxes; (ii) finance expense or income; (iii) amortization and impairment of intangibles; (iv) special charges and other one-time items; (v) depreciation of right-of-use assets and property, plant and equipment; (vi) stock-based compensation; (vii) foreign exchange (gain) loss; and (viii) equity in earnings and dividends from joint ventures. Unless otherwise noted, all amounts are in U.S. dollars.



# Quarterhill: An AI-First Leader in Intelligent Transportation Systems



Transforming tolling, enforcement, and multi-modal transportation with AI-driven platforms.



## Technology Leader

Tolling  
Safety and Enforcement  
Multi-Modal Transportation

## Financial Snapshot (Q3 2025)

Revenue: \$39.7M  
Gross Margin: 26%  
Operating Cash Flow: \$6.4M  
Adj. EBITDA: \$1.4M  
Revenue Backlog: \$427M

## Operational Highlights

3B+ tolling transactions processed annually  
3B+ toll revenue processed annually  
Growing deployments of AI-enabled classification and detection systems

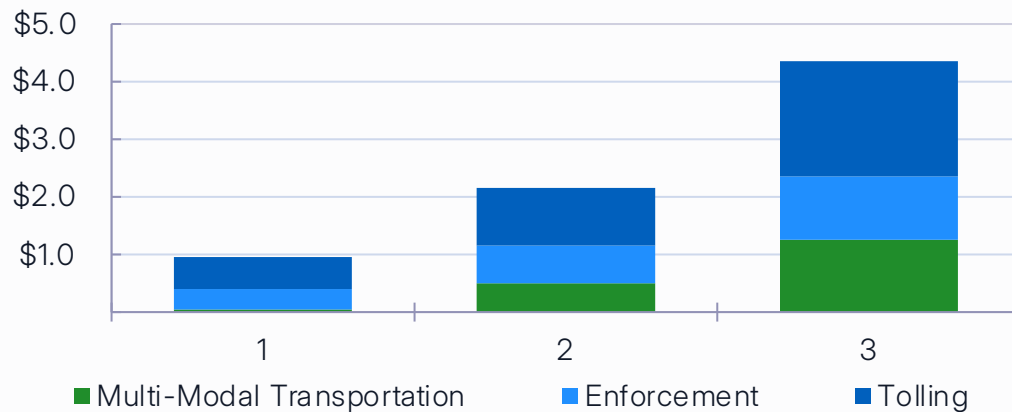
## Global Business

Supporting mission-critical transportation infrastructure worldwide  
Offices in Canada, U.S., U.K., Belgium, and Germany  
Customers in 50+ countries

# Legacy transportation systems are undergoing a necessary AI-enabled modernization cycle



Serviceable Addressable Market 2025 – 2027  
(\*USD Billion)



## Revenue Generation

Governments need revenue solutions to pay for infrastructure



## Safety

Road accidents result in 18.2 deaths per 100,000 and costs **3% of countries' GDP\*** on average



## Environment

Road vehicles produce 24 lbs of carbon dioxide per gallon and **1/5th of all emissions\***



## Congestion

Traffic congestion costs the US economy over \$120 billion per year\*

Multi-Modal Transportation: *Digital Logistics Market to Reach \$155.3 Billion Globally by 2032 at 20.4% CAGR: Allied Market Research*  
Toll: *MarketsandMarkets Report, page 111, CVE: MarketsandMarkets Report, page 114*

\* Source: *"Intelligent Transportation System Market with COVID-19 Impact Analysis: Global Forecast to 2025"* report.  
[www.marketsandmarkets.com](http://www.marketsandmarkets.com)

# Investment Highlights



- Market valuation does not fully reflect the strength of assets, backlog, or operational improvements
- Profitability inflection point: expanding margins and positive cash flow
- Durable growth supported by \$427M backlog and \$2B+ pipeline
- High-margin Safety & Enforcement business is a meaningful value driver
- Next-gen platform enables recurring, software-driven revenue expansion
- Positioned for scale, strategic M&A, and U.S. listing in 2026



# Changing the Industry through **Vision and Focus**



Quarterhill's portfolio of products, offerings and geographies positions the company for strategic growth.

## **Tolling**

Back Office and Roadside lines of business set to benefit from disruptive technologies

## **Safety & Enforcement**

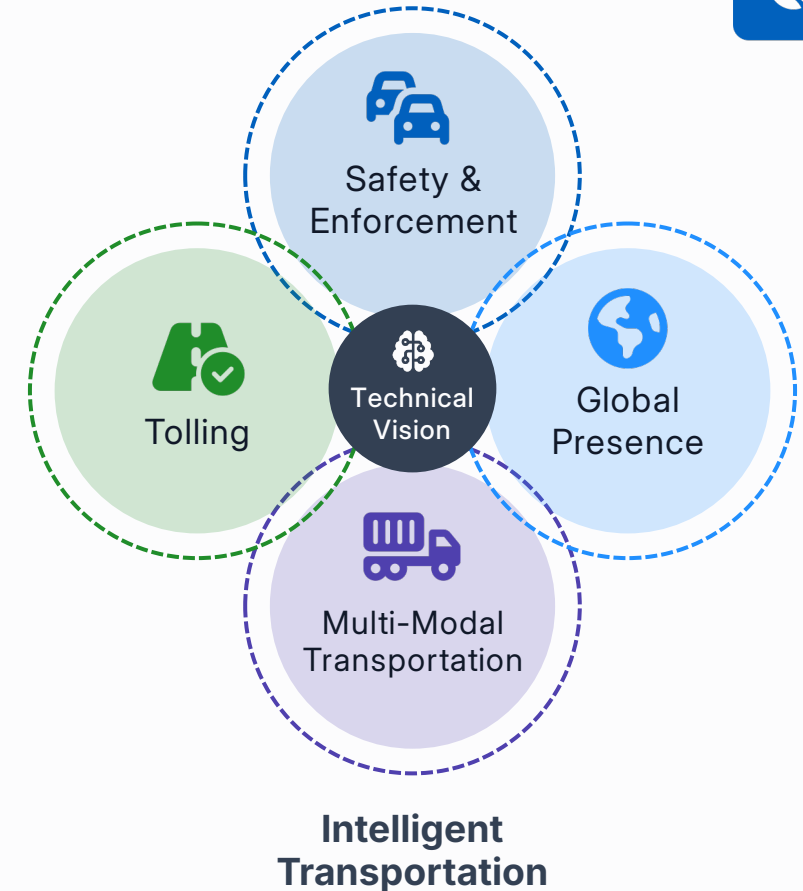
Substantial opportunity to convert legacy technologies and inputs into platforms

## **Global Presence**

Poised for geographic expansion due to strategic acquisitions, product offerings and market opportunities

## **Multi-Modal Transportation**

Strategic growth in multi-modal transportation planning with mobility data, analysis, and strategic intermodal connections, ensuring resilience across freight transportation systems



**Intelligent  
Transportation**

# Market-Leading Segments Driving Growth & Margin Expansion



Tolling	Safety & Enforcement	Multi-Modal Transportation
<ul style="list-style-type: none"><li>• AI-enhanced accuracy modernizing revenue collection</li><li>• Improved contract economics and stronger margins post-restructuring</li><li>• Growing global pipeline with multi-year recurring maintenance</li></ul>	<ul style="list-style-type: none"><li>• 40%+ gross margins with long-tenured government customers</li><li>• Strong growth in weigh-in-motion, classification &amp; non-intrusive sensing</li><li>• Expanding presence across the U.S., Asia &amp; Africa</li></ul>	<ul style="list-style-type: none"><li>• AI-powered vehicle &amp; cargo classification for compliance and safety</li><li>• Expansion into ports, borders &amp; asset-management applications</li><li>• High customer ROI via improved throughput &amp; operational efficiency</li></ul>

# Technology Advantage Enabling Scalable, High-Margin Growth



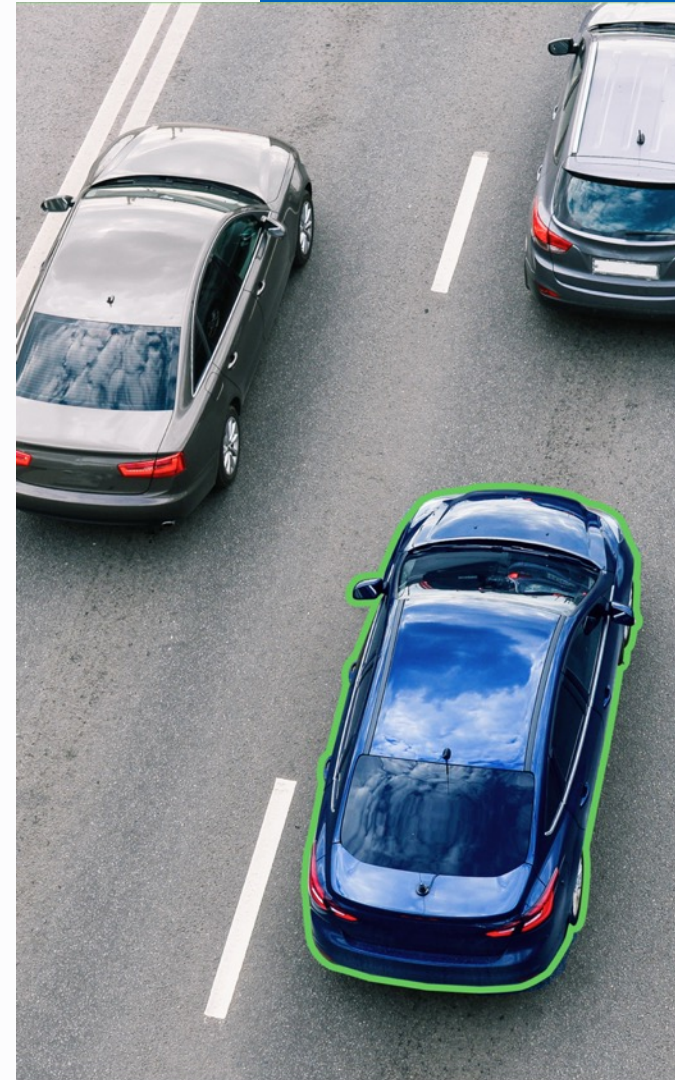
<b>AI-Driven Intelligence</b>	<b>Cloud-Native, Modular Platform</b>	<b>Domain Expertise &amp; Proven Delivery</b>
<ul style="list-style-type: none"><li>• ML-based vehicle identification</li><li>• Automated image review &amp; anomaly detection</li><li>• Predictive analytics to reduce leakage</li></ul>	<ul style="list-style-type: none"><li>• Scalable microservices architecture</li><li>• Seamless integration into customer systems</li><li>• Unified data layer for accuracy &amp; insight</li></ul>	<ul style="list-style-type: none"><li>• Global leader in WIM &amp; enforcement</li><li>• End-to-end project delivery at scale</li><li>• Long-standing government customer trust</li></ul>

# AI-First Capabilities

## Delivering Accuracy, Efficiency & Performance

**Intelligence is at the core of everything we're building.**

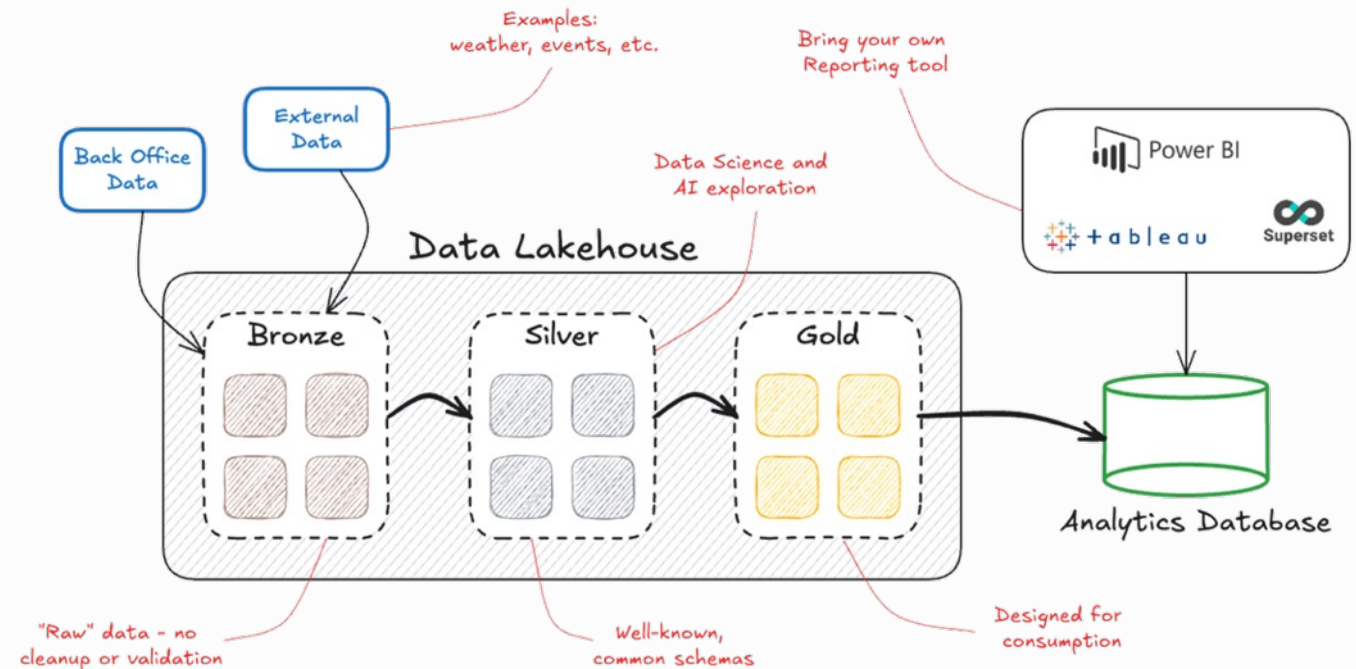
- AI vehicle fingerprinting and automated image review enhance accuracy and reduce manual intervention.
- Predictive analytics, anomaly detection, and violation risk scoring support faster, more reliable decision-making.
- Modular AI components plug directly into tolling, enforcement, and multi-modal transportation workflows.
- Each capability increases accuracy, reduces revenue leakage, and accelerates issue resolution.



# Unified Data Platform Enabling Speed, Automation & Continuous Optimization



- Centralized data lakehouse architecture streamlines ingestion, processing, and analysis.
- Integrated AI and analytics improve decision-making, service quality, and operational efficiency.
- Easily onboard customer data and push results directly into internal systems or third-party platforms.
- New AI modules plug into the same unified foundation for faster deployment and scale.





# Transformation Journey

# Executing Multi-Year Transformation to Drive High-Margin Growth and Scalable Expansion



Phase 1 (2024–2025) Reset & Stabilize	Phase 2 (2025–2026) Scale High-Margin, AI-Driven Growth	Phase 3 (2026+) AI-First ITS Platform Leader
<ul style="list-style-type: none"> <li>✓ Right-sized cost structure and streamlined operations</li> <li>✓ Resolved &amp; renegotiated legacy tolling contracts (problem contracts)</li> <li>✓ Strengthened bidding discipline to ensure profitable delivery</li> <li>✓ Upgraded technology, finance &amp; operations leadership</li> </ul>	<ul style="list-style-type: none"> <li>• Winning higher-margin business and securing better-structured contracts</li> <li>• Growing recurring software &amp; maintenance revenue</li> <li>• Expanding Safety &amp; Enforcement, the highest-margin segment</li> <li>• Deploying AI to improve accuracy, throughput, and cost efficiency</li> <li>• Elevating the Company’s profile in U.S. capital markets</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic M&amp;A to accelerate scale and deepen platform capabilities</li> <li>• List common stock on a major U.S. exchange</li> <li>• Continued investment in next-gen cloud-native platform</li> <li>• Recurring, high-margin revenue at scale</li> <li>• AI-first workflows across tolling, safety &amp; enforcement, and multi-modal transportation</li> </ul>



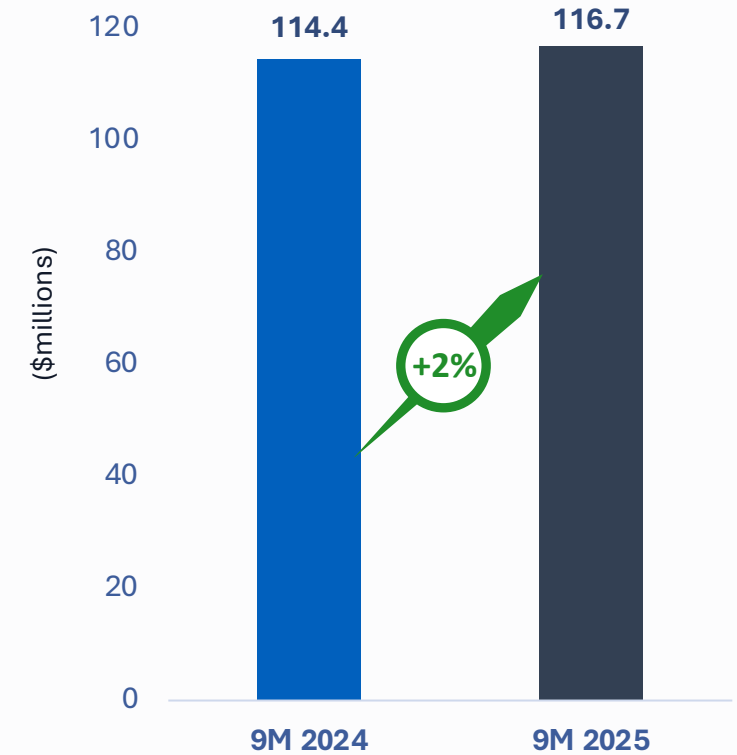
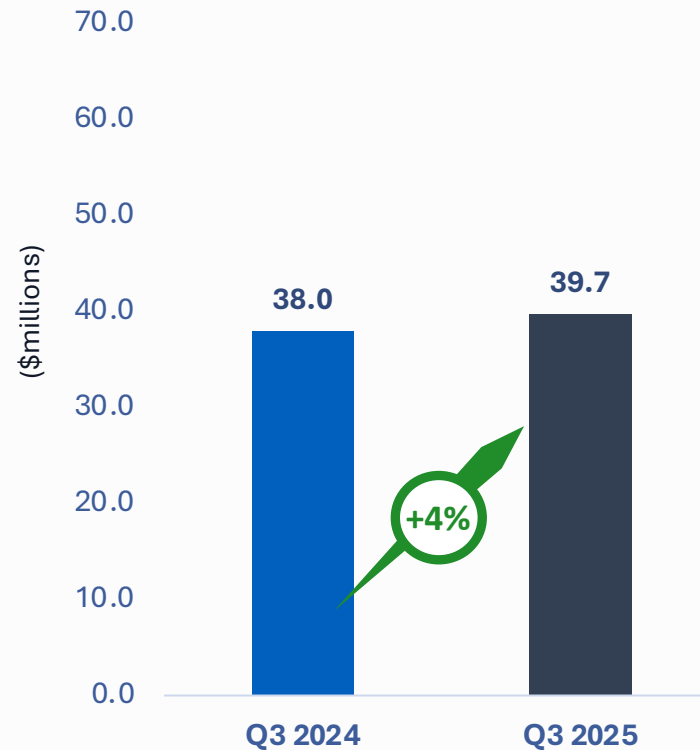
# Financials: Clear Progress on the Path Forward

# Revenue: Improving Performance in 2H25



## Commentary:

- Contracted order backlog of \$427M at quarter end

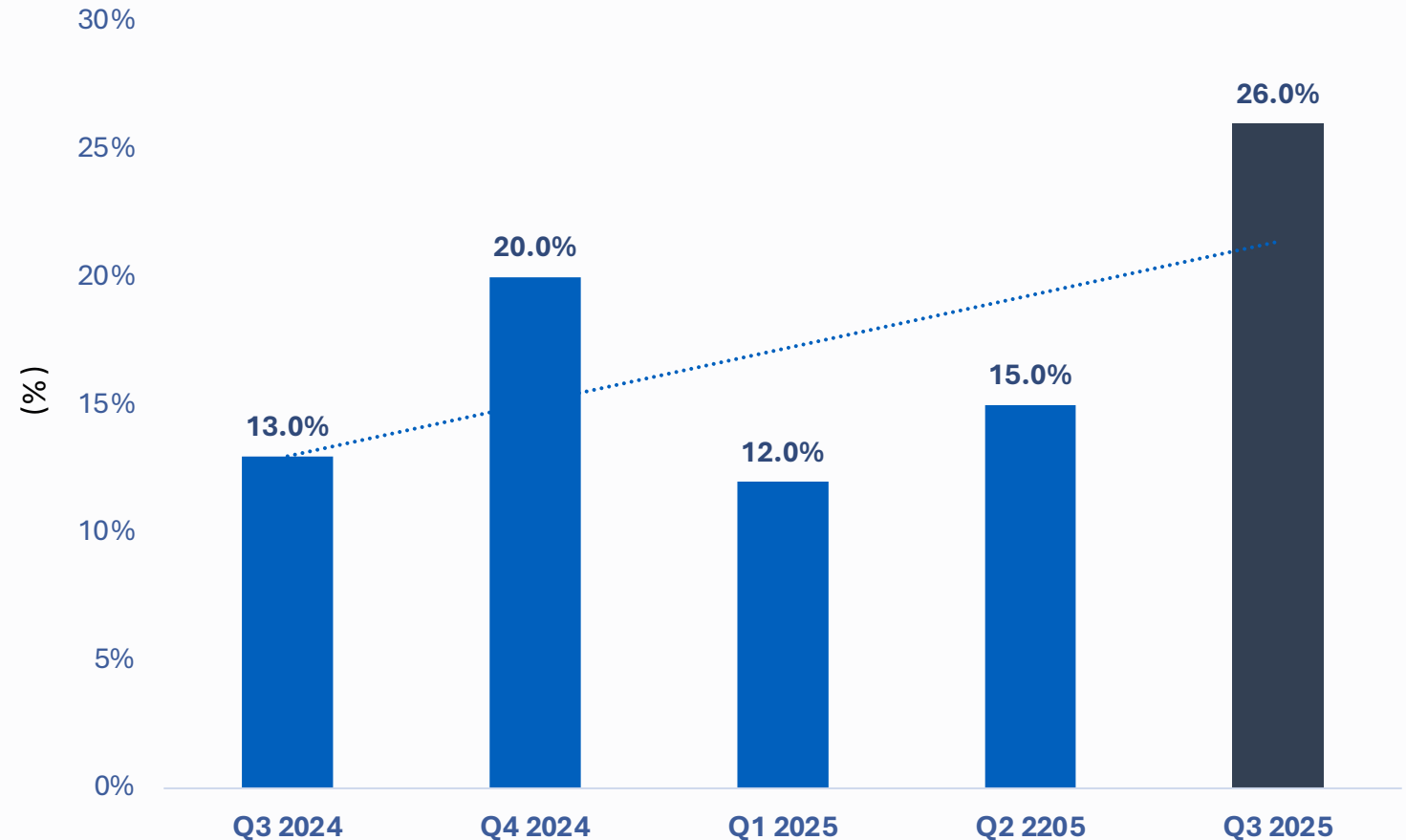


# Gross Margin: Q3 2025 Marked a Clear Inflection Point



## Commentary:

- Legacy contract issues resolved, reducing cost pressure
- Restructuring actions improving margin performance
- Safety & Enforcement delivering strong, high-margin results
- Backlog conversion shifting to higher-margin work

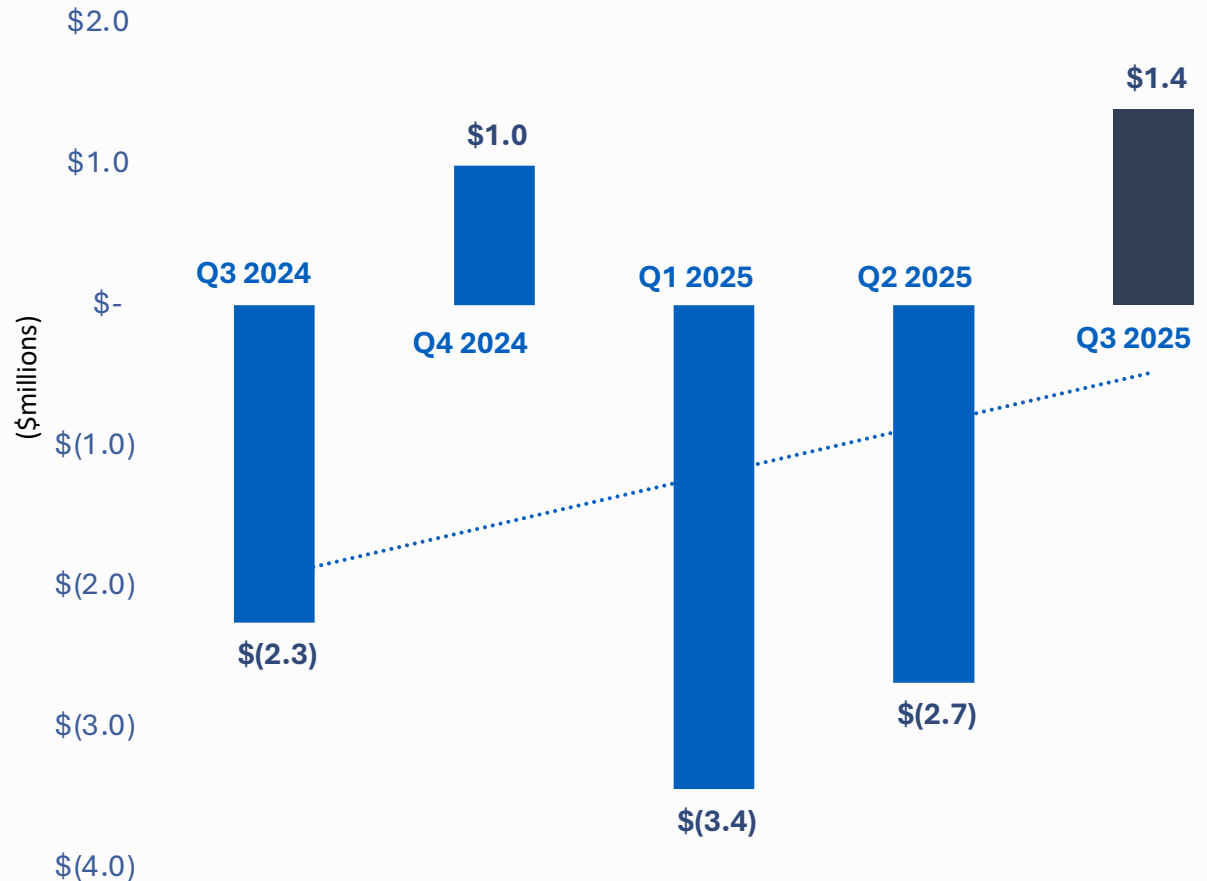


# Adj. EBITDA: Restructuring Benefits Taking Hold



## Commentary:

- Q3 2025 marked first positive quarter since Q4 2024
- Significant improvement year-over-year, reflecting resolved legacy contract issues
- Restructuring actions and tighter cost control are driving sequential margin gains
- New contracts signed under improved economics further support 2H 2025 margin expansion
- Double-digit Adjusted EBITDA margin achievable in 2026



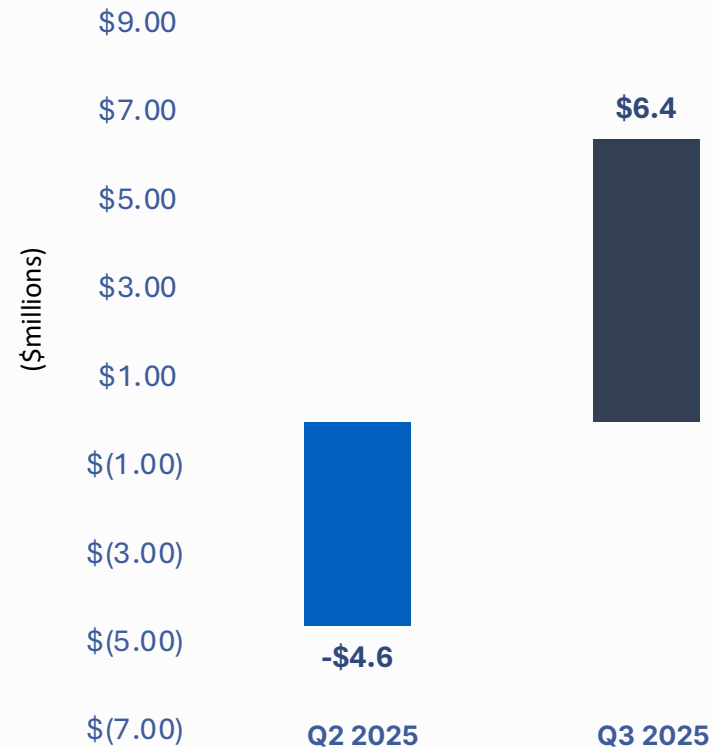
# Improving Liquidity: Positive Operating Cash Flow and Growing Cash Balance



### Cash and cash equivalents



### Cash Flow from Operations



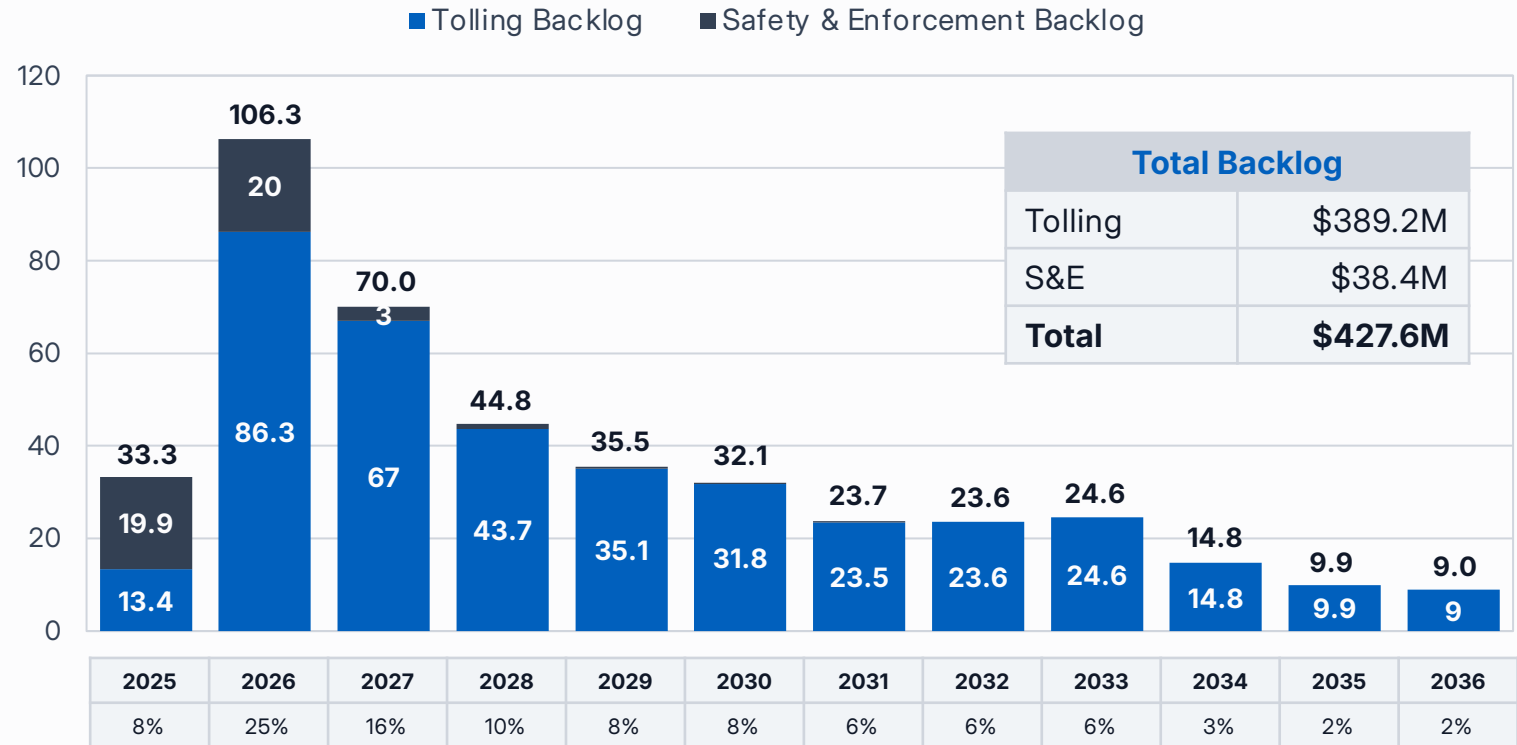
# Contracted Backlog: ~\$118M Net Present Value



## Commentary:

- \$427M contracted backlog as of Q3 2025
- Provides multi-year revenue visibility and cash-flow stability
- Backlog NPV estimated at \$118M

North America Backlog (Revenues, USD Millions)



# Illustrative Sum-of-the-Parts Highlights Significant Undervaluation



Assets	Illustrative Valuation Range (\$M)
Safety & Enforcement	\$100 - \$150
Tolling	\$60 - \$90
Contracted Backlog NPV	\$110 - \$120
Wi-Lan Assets (Equity Stake, Cash Earn-Out, Promissory Note)	\$20 - \$40
<b>Quarterhill Illustrative Value</b>	<b>\$290 - \$400</b>

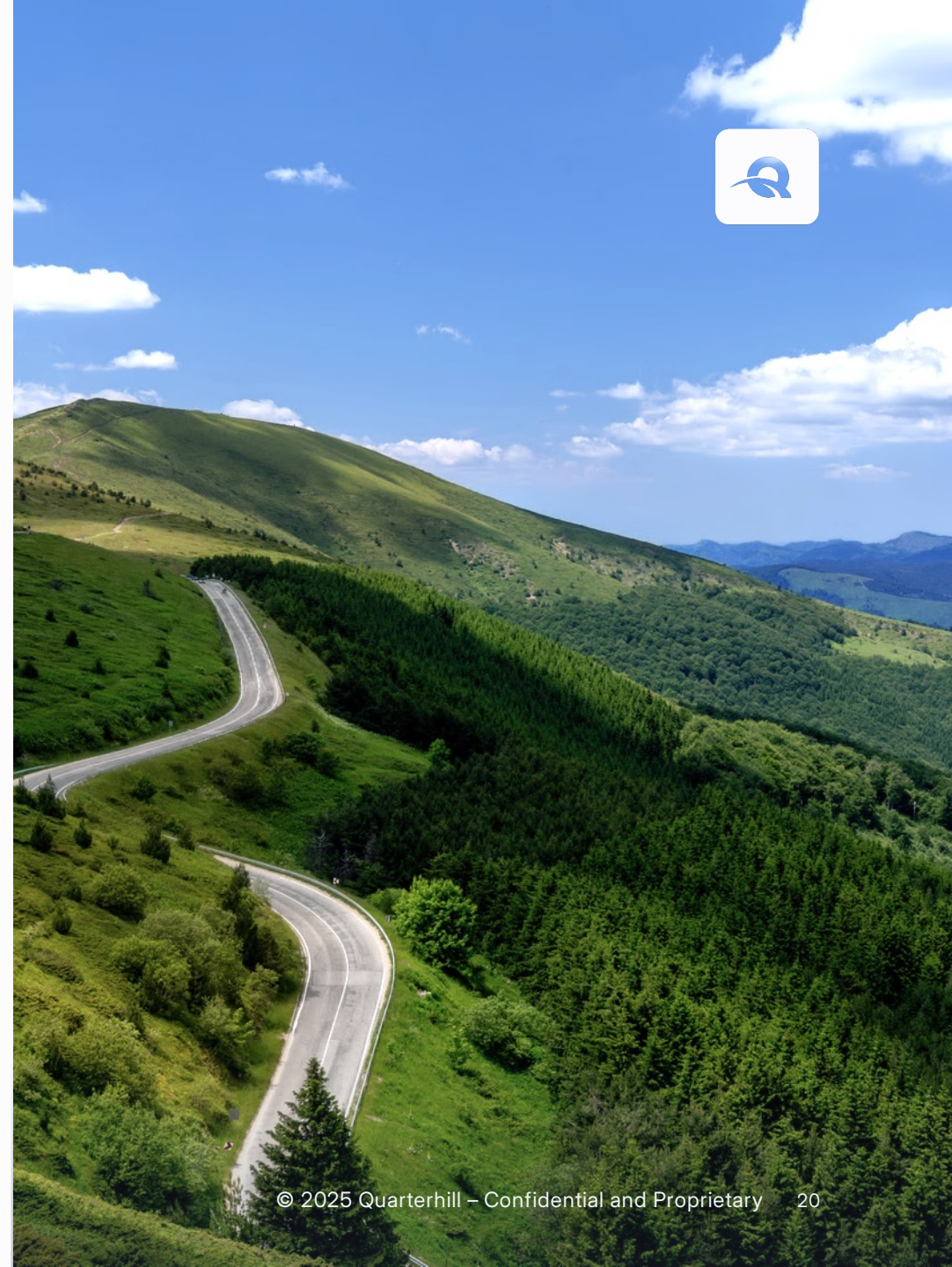
*Sum-of-the-parts analysis is for illustrative purposes only and does not represent a formal valuation of Quarterhill or any business unit. Estimated ranges reflect management's judgment using publicly available market data, industry benchmarks, and internal assumptions. These estimates are subject to significant uncertainties—including contract execution, market conditions, technology adoption, and timing of non-operating asset monetization. Actual results and realizable values may differ materially. This analysis should not be viewed as guidance or a prediction of future performance.*

TTM revenue, net cash and diluted shares outstanding as of Sept. 30, 2025

# Key Takeaways

Leading ITS platform at a clear **inflection point** for scalable, high-margin growth

- AI-first platform transforming Tolling, Safety & Enforcement, and Multi-Modal Transportation operations
- Profitability inflection underway with expanding margins and positive operating cash flow
- High-visibility growth supported by \$427M+ backlog and long-duration government contracts
- Safety & Enforcement segment is a high-margin, high-growth value driver
- Next-gen platform enables recurring software revenue and long-term scale
- Current valuation does not reflect the strength of the business or significant opportunity ahead



A close-up, low-angle shot of a futuristic blue and white car driving on a road. The car is moving from left to right, and the background is blurred to indicate speed. The car's body is sleek and aerodynamic, with a prominent blue section on the side. The road is light-colored with a green line marking. The overall scene is dynamic and modern.

**Quarterhill**

Driving the future  
of transportation  
**further, faster,  
smarter.**

Thank you!

# Case Study: Harris County Toll Road Authority - HCTRA

Our solutions advance toll road management and customer service.

## Key Benefits Include:

- **Enhanced Efficiency:** Modernized toll collection system reduced processing times and operational costs.
- **Increased Revenue:** Improved system efficiency led to increased toll collection and revenue. HCTRA reported annual revenues of \$740.2 million in 2018, \$808.9 million in 2022 and \$896.3M in 2023.
- **Improved Customer Satisfaction:** A comprehensive customer service center improved user experience, reducing complaints and enhancing public perception of HCTRA.
- **Future-Readiness:** Positioned HCTRA for future growth and innovation, enabling easy updates to accommodate new technologies and increasing traffic volumes.

## Key Achievements:

- **Interoperability:** Seamless integration with other Texas toll agencies
- **Maintenance Excellence:** 24/7 maintenance protocol with excellent response times
- **Vast Reporting Capabilities:** Enhancing operational oversight and decision-making

