Investor Presentation – September 2025

Solinas Technologies — The Future of Locating

We leverage our unique knowledge and skills to advance technologies that solve **pressing problems in utility markets**.

We look for **large market opportunities waiting to be disrupted** by product innovation.

We have **generational opportunities** in two areas; the detection of non-metallic pipes, and the detection of lead water services, and a funnel of ideas for the future.

Proven management that has started, scaled and sold technology companies in the utility/infrastructure markets.
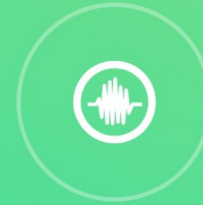
Excellence in Engineering

Innovative Product Designs

Solving Real Challenges

Customer Success Obsessed

Leadership Team Highlights

Marc Bracken:
- Serial entrepreneur with management expertise, founder of Echologics, acquired by Mueller Water Products in 2010.
- Remained at Mueller 7 Years post-acquisition, increased revenue 10x, worked in Hoshin performance management system
- One of the co-founders of the Smart Water Networks Forum (SWAN): Deep industry ties
- CEO of Mobiltex for 5 years (Private Equity owned), increased revenue 3x, implemented lean transformation
- Deep knowledge of, and contacts within the water and gas industries

David Witt:
- Co-founder and CFO of Riva Modelling, acquired by Power Plan in 2016
- Co-founder and CFO of Empathica, acquired by InMoment in 2010
- Led finance, legal, HR and capital activities

Tim Preager:
- Partner in Aercoustics Engineering Limited for 12 years
- Company revenue increase from $3M to $8M
- Led the Transit business, increasing revenue 10X over 9 years
- Led internal development of monitoring systems (hardware and software) to drive long-term growth and increase company recurring revenue

Brad Horton:
- Distribution Director with Mobiltex: Helped increase revenue 3X over 5 years 2019 to 2024
- Regional Sales Director with Mueller 2015-2019
- Director of Sales for Fisher Research Labs from 2005 to 2015
- Regional Sales Manager with Vivax Metrotech from 1998 to 2005
- Deep knowledge and contacts within the locating, gas and water industries

Our target markets are **massive opportunities**:

LEAD

PLASTIC

Lead Service Line Identification: North America (10M services) and UK (6M services) **TAM estimate $6B**

Plastic Pipe Locator opportunity is **$1B TAM in North America, UK and Australia.**
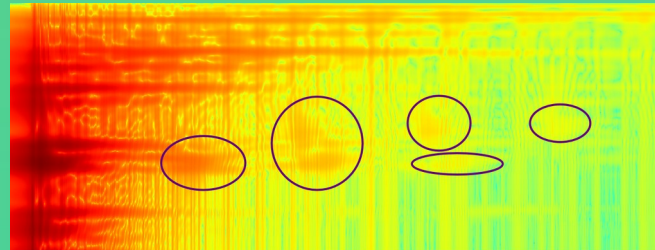
How we get there:
Lead Identification

1

Develop Hardware and Data Analysis Algorithms
R&D and pilots to determine optimum decision-making algorithms, optimize field hardware.

2

Build Cloud Platform
3rd party field service partners will collect field data which will be processed via our Cloud platform.

3

Recurring Revenue Model
All analysis and reporting will be automated and done in the cloud. Revenue will be generated for each service identification, with insights delivered by Solinas.

Unmarked plastic pipes create immense safety and operating challenges across the water and gas utility markets, and existing technologies have proven inadequate.

The SonicFinder1000 is the first new product released in the last decade that has gained market acceptance for _all non-metallic pipes._

Our Advantages

Patent-protected technology enables non-intrusive and accurate locating of unmarked buried plastic infrastructure.

SonicFinder1000

Differentiators

- Works in a broad variety of soils, making it much more versatile than the ground-penetrating radar carts

- Proven to be reliably accurate. Simply put, it works.

- Acoustic technology allows for process signal filtering and frequency targeting

- Advanced version of our technology will automatically create a virtual asset in a GIS platform (e.g. Esri)
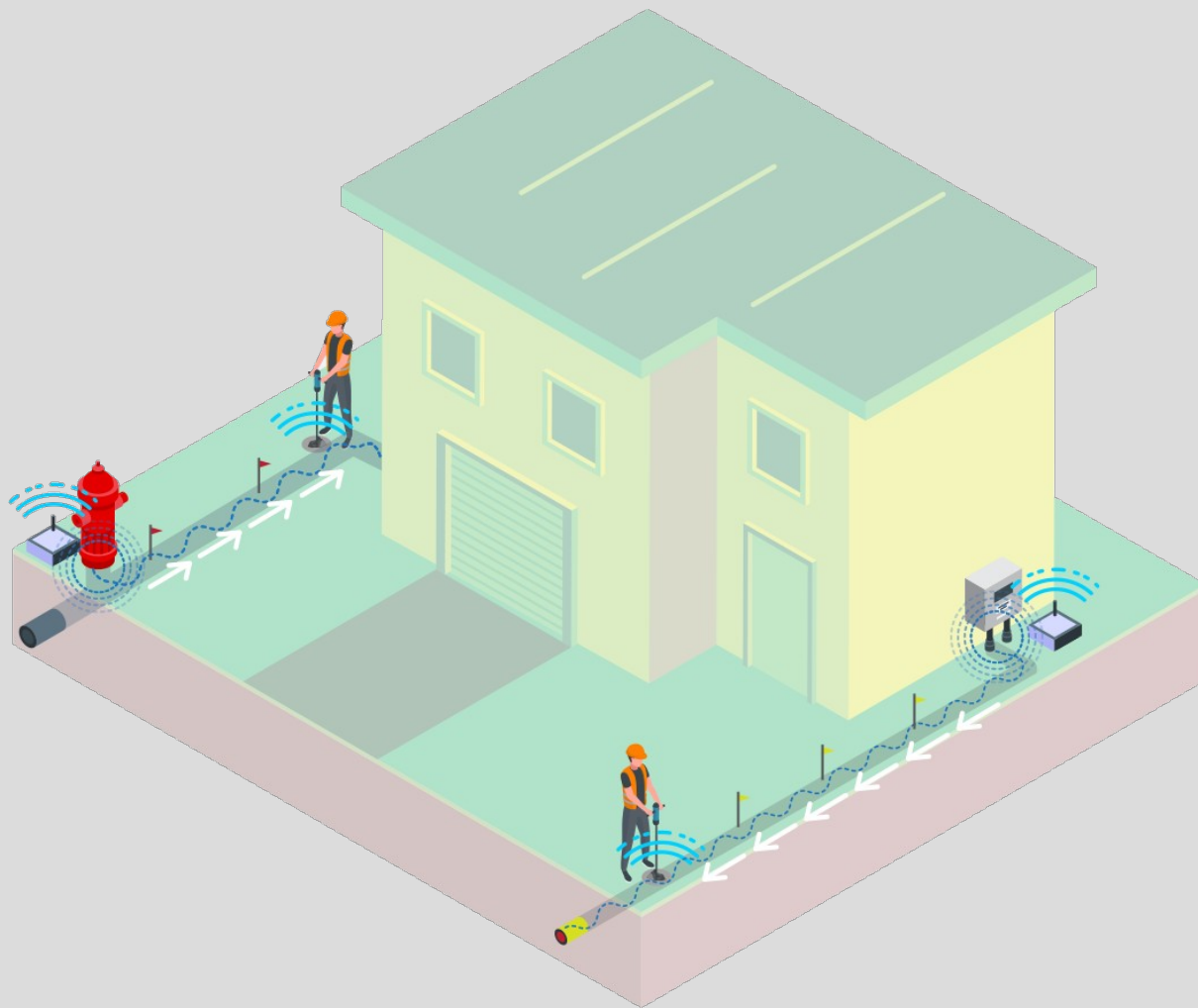
Our SonicFinder Customers Love Us

- We have built a best in market distribution network in North America led by Core and Main Damage Prevention

- Since the commercial launch in January 2025, we have been able to build solid momentum in a conservative market, and particularly in a tough product segment, for new technologies.

- Internationally, large opportunities to disrupt the Australian market and building market awareness in the UK

- Sales increasing as word spreads, ~$100K CDN revenue in August 2025

- Sales cycle is short: sales typically 3-4 months after a demo

- **Rapid conversion of early customers into product evangelists**

SonicFinder1000 Success Stories

Melinda Love • 2nd
--
4mo • 🌐
+ Follow ···

Are you struggling to locate plastic pipe without tracer wire? Stay tuned for updates or hit up Donald Love for details.

Melinda Love • 2nd
--
4mo • 🌐
+ Follow ···

Sonic Finder 1000 versus plastic pipe without tracer wire...SF1000 wins! Reach out to Donald Love to schedule a demonstration! ...more

plastic pipe without tracer wire...SF1000 wins!

Locating Dynamics
486 followers
1mo • 🌐
+ Follow ···

We are excited to receive our SOLINAS Technologies Sonic Finder 1000 today! This unit will be run through its paces starting next week and we're looking forward to showing you how acoustic technology fits in the locators toolbox as the perfect supplement to EM and GPR!

Acoustic Pipe Locator training classes here:

n/gk6CC3Rt

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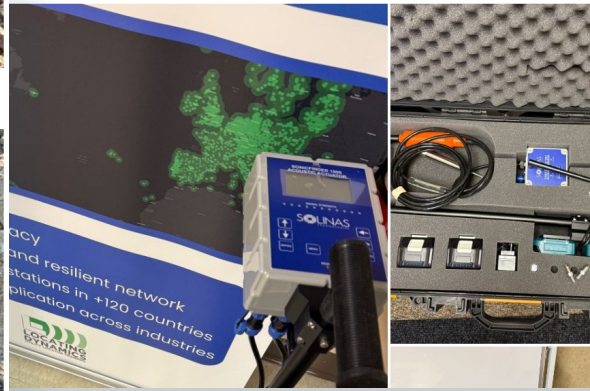
Locating Supplies Australia
180 followers
3mo • 🌐

The testing continues. Currently in Sydney and was able to "show off" the capabilities of the SonicFinder 1000 to a group of students doing our GPR course. The water pipe was easy, but what was really impressive was the way we located the Sewer. I placed the Acoustic Sensor on the top of a metal sewer lid, and was able to locate the sewer pipe which was 1.7m deep. We verified the location and the depth with a Mala and DS2000 GPR. This kit will change how locators locate services. It is definitely an industry step change.
#SonicFinder1000 #AcousticLocator #PVCPipeFinder #LocatingSalesAustralia #LocatingUnlimited #UtilityDamagePrevention #LocatorSafety #BYDA

It is definitely an industry step change.

How we get there:
SonicFinder

3

Add mapping capability, integration with ESRI, recurring revenue

2

Develop V2 product: more refined mechanical design. Add RTK mapping ability and a smartphone app to send data to the cloud

1

We have built a product that customers need and they are responding to. Have proved the market with V1 product, plan for V2 version developed

We're raising $2M to **drive sales,** **provide working capital** for production, continue **lead development,** deepen **SonicFinder product,** and **build out** the team.

$5M Revenue

2026 Goal

Build out NA Distribution Channels

International Expansion (UK and AUS) for SonicFinder

Product Release

2026 Goal

Magnetic locator to Production

V1 lead detection to market

2X the Team

2026 Goal

Hire for direct sales

Increase engineering for lead and electronic design

Market-leading Prod[...] for $7B+ Markets

Growing Revenue: 2026 Increasing revenue 5x

Strong and Experienced Team

Questions?