

## MARKET STATISTICS

Exchange / Symbol	OTCQX/MAPP.F
Price (USD):	\$0.20
Market Cap (USD mm):	\$22.9
Enterprise Value (USD mm):	\$18.6
Shares Outstanding (mm):	116.9
Float (%):	86.3%
Volume (3-month avg.):	37,175
52-week Range (USD):	\$0.09-\$0.44
Industry:	Application Software

## FINANCIAL SUMMARY

(USD \$mm, except per share data)

Balance Sheet Date:	06/30/2022
Cash:	\$4.4
Cash/Share:	\$0.04
Debt:	\$0.1
Equity (Book Value):	\$4.3
Equity/Share:	\$0.04

## CONDENSED INCOME STATEMENTS

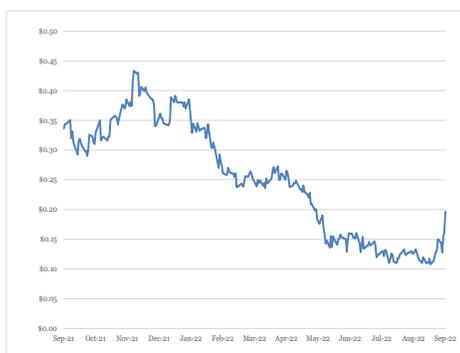
(USD \$mm, except per share data)

FY - 12/31	Revenue	Net Loss	EPS
FY21	\$0.8	\$(5.7)	\$(0.06)
FY22E	\$1.8	\$(5.5)	\$(0.05)
FY23E	\$5.2	\$(5.3)	\$(0.05)

## LARGEST SHAREHOLDERS

Page Tucker	10,173,472
Herbert McKim Jr.	2,852,884
Vasanthan Sivaganadason	1,250,000
Paul McKenzie	1,090,000
Johnathan Richards	700,000

## STOCK CHART



## COMPANY DESCRIPTION

ProStar® Holdings Inc is a digital mapping company that offers survey grade measurements in the field on a mobile phone/device. The Company enables Fortune 500 companies in construction, utilities, railways, engineering, and surveying firms to map out their underground (and above ground) assets with the goal of eliminating utility strikes (i.e. avoiding accidental damage to underground utility assets). The flagship product is PointMan®, a patented cloud and mobile data management system that saves customers costs, increases productivity, and leaves them with an asset: a survey grade digital map of assets below surface. Prostar is headquartered in Grand Junction, CO.

## SUMMARY

- Patented mapping software** - The Company's precision mapping solutions deliver the underground location with 1 cm accuracy of critical utility and infrastructure data. This prevents damage to critical underground infrastructure from accidental damage during construction and maintenance. The technology enables up to 1 cm accuracy and is seamlessly integrated with receivers and pipe locators including Trimble, 3M, Juniper, Bad Elf, Emlid, RadioDetection, and Vivax.
- Robust intellectual property rights portfolio** - The Company has built a solid patent portfolio with 21 patents issued so far in the U.S and Canada that cover system and method for integration, methods of collection, and calculation of geographical data, utility assets, digital identification, capture, mapping, and visualization of underground utilities on a mobile device.
- Significant market opportunity** - The passing of the \$1.2 trillion Infrastructure Investment and Jobs Act is likely to provide an impetus for growth in the construction industry. Per the September 2019 DIRT report, nearly 500,000 accidental strikes on critical sub-surface infrastructure like fiber optic cables cost the economy over \$61 billion in damages and repairs. ProStar® is positioned to capitalize on opportunities in the construction, oil and gas, and with regulators.
- Growing customer base** - ProStar®'s marquee customers include Colorado Department of Transportation, which mandated the use of ProStar®'s™ PointMan® software effective January 14, 2021. Prominent customers include Kiewit, T2, Water Works, Landmark, Utility Mapping, Kokosing, KCI, Scout Energy and numerous others with more to come as the company's sales force matures.
- Regulatory Environment** - The American Society of Civil Engineers published ASCE 38-22 which effectively says that surveyed paint marks are no longer acceptable as survey grade data. This paper was worked on for 3 years before being published a month ago and it outlines the guidelines for legislators to adopt with the goal of minimizing utility strikes to zero over the coming years. PointMan gives survey grade measurements in the field on a mobile phone. This drastically cuts down costs, increases productivity and eliminates waste. It is only a matter of time before local, state, and federal legislatures enact legislation similar to Colorado that mandates survey grade measurements on a digital platform.
- What's next?** Expect another state DOT to sign up in the next 12 months, significant expansion of the customer base, and more visibility of the product as Pointman gets adopted as the solution to map out infrastructure.
- Valuation** – We use a comparative analysis to frame valuation. Using an EV/Sales range of 2.0x to 4.0x with a midpoint of 3.0x, on the Company's F24 revenue projection, we arrive at our valuation range of US\$0.25 to US\$0.45 with a mid-point of US\$0.35.

## BUSINESS OVERVIEW

ProStar® is a leading Precision Mapping Solution provider leveraging the power of advanced GPS, Cloud, and Mobile technologies. The Company uses patented cloud and mobile precision mapping solutions to create software solutions for the critical infrastructure industry. PointMan®, the Company's flagship product, enables the lifecycle management of critical infrastructure assets.

ProStar®'s precision mapping technology improves workflow processes and business practices entailed in managing critical infrastructure assets. The Company's solutions are used by some of the leading Fortune 500 firms from numerous industries, such as construction firms, Subsurface Utilities Engineering (SUE) firms, utility providers, government entities, and municipalities.

Exhibit 1: PointMan®



Source: Company Reports

The Company's mobile underground utility mapping services enables capturing, recording, and visualization of critical infrastructure and utility data from a mobile phone. The software offers essential metadata with 1 cm accuracy of underground infrastructure that has the potential to prevent accidental damage to sub-surface infrastructure due to construction activities. Damage to underground utilities can cause electrical and communication outages. Worst-case scenarios can end up costing human lives due to the leaking of poisonous or harmful substances into water resources or even result in deadly explosions. PointMan® is designed to prevent these occurrences and improve the safety of employees, the public and the environment.

Exhibit 2: PointMan® – Precision Mapping Solutions



Source: Company Reports

## REGULATORY ENVIRONMENT

Recently, the American Society of Civil Engineers (ASCE) published ASCE 38-22 and ASCE 75-22 which establishes guidelines and also in the past month we have had a paper authored by the National Academies that has TxDOT data that suggests 3% of project cost can be saved with proper preparation (i.e. measuring accurately on a digital map where everything is prior to excavation, or said another way: using Pointman). We have also seen an article from North American Energy Pipelines outlining that the idea that the current system of Call 811 and surveying in paintlines on the ground costs upwards of \$61 bln.

And now we have the ASCE authoring a whitepaper outlining their new data collection guidelines. They have been working on this for over three years and the political will to drive the industry to digital mapping is now here, and we should expect this momentum to continue through the new few years.



PointMan provides professionals with the ability to assign Quality Level B or Quality Level A in accordance with ASCE 38-22 and accuracy levels (1, 2, 3, 4, 5, and 0).

ASCE 75-22: Standard Guideline for Recording and Exchanging Utility Infrastructure Data  
ASCE 38-22: Standard Guideline for Investigating and Documenting Existing Utilities

One of the main takeaways is that surveying paint marks no longer meets the standards of Quality A or B per the ASCE. It is reasonable to expect regulatory standards from states and federal agencies to follow the lead of ASCE.

The key to winning dominant market share is: **survey grade measurements in the field off a mobile phone.** One of ProStar's patents is a process patent for recording utility location on a mobile phone. Two notable highlights from the report are:

- Page 43 C2.2: this section discusses Utility Quality Level D (least accurate). It says: *Quality Level D represents the least amount of verification regarding utilities as compared to other Utility Quality Levels. A QLD Utility Segment generally depicts the most uncertain location because the information from Utility information sources may be incomplete, inaccurate, or not detailed or referenced sufficiently for engineering purposes and usually is not referenced to a Project Survey Datum. Even if this information was complete, accurate, detailed, and surveyed "as-built record" as provided by the Utility Owner, it cannot be classified as anything better than QLD because it is still information provided by others, was not verified by less uncertain means, and is not project-specific, that is, it was generated for other unrelated purposes and not specifically developed for the current project at hand.*
- Page 44 is where it gets interesting C2.2.2.2: *One-Call markings are markings placed by others. The Professional*

has no control or supervision over these marks or knowledge of their integrity. These marks can be recognized only as a source of second-party information. Survey of these marks leads only to QLD, or QLC information if visible Utility Features are identified, processed, and surveyed in accordance with Section 2.3. One-Call marks can never lead to QLB information without an independent Geophysical Search under the responsible charge of the Professional.

**PointMan® is at the center of it all: it is the ONLY software on the planet that can record survey grade measurements in the field on a mobile device.**

### THE FLAGSHIP PRODUCT – POINTMAN®

ProStar®’s flagship product, PointMan®, addresses the current, yet outdated method of identifying buried utility lines. Currently, utilities are often not mapped and if they are mapped, they are in paper form as drawings or sketches, which are often not accurate. The current method of identifying the location of buried utility lines includes using a utility locate device and using spray paint to mark the approximate location of where the utility line is buried.

Exhibit 3: Current Data Workflows



Source: Company Reports

ProStar®’s flagship product, PointMan® is a patented cloud and mobile mapping software solution that is offered as a Software-as-a-Service (SaaS). The application can capture, record, and visualize the precise location and provide metadata related to critical infrastructure data with extraordinary precision, quality, and accuracy of up to 1 cm. The information provided includes type, accuracy, depth, and geospatial location parameters.

Furthermore, PointMan® can create and bind forms, sketches, and photos to any point, line, or polygon, while integrating seamlessly with leading GPS/GNSS and cable & pipe locate equipment manufacturers such as Trimble, Juniper, Bad Elf, RadioDetection, Vivax, 3M, and Subsite Cable & Pipe Locator. In addition, the application can capture photos and digital sketches of project sites, customize data dictionaries and support export data formats like ML, KMZ, CSV, Shapefile, PDF, print, and GDB.

Exhibit 4: PointMan® Solution



Source: Company Reports

PointMan® Pro is a mobile field data collection and enterprise data management solution that can help organizations of diverse scales and size to maintain their critical infrastructure. The application offers cloud management, data accountability, data collection, data exchange, and data precision at an annual license fee of \$2,495.

The Company also provides additional user licenses, including Super User, that gives full system access, data collection, and data viewer options at \$2,495/each; Collector, which offers limited access and data viewer features at \$1,995/each; and a basic Viewer license that allows limited access to location data from a mobile device at \$995/each.

Interestingly, the company has raised the collector price by 33% without any pushback from customers, indicating that Prostar has the ability to raise prices.

### INCREASING CUSTOMER BASE

The Colorado Department of Transportation (CDOT) has mandated the use of ProStar®’s PointMan® software effective January 14, 2021. The mandate applies to 150 utility companies and more than 1,000 utility installation stakeholders that will use ProStar®’s PointMan® mobile software platform to capture and record the precise location of underground utilities. The idea is to improve the accuracy of existing utility records and ensure the use of PointMan® during installation, thereby reducing the damage from potential accidents.

**Significant market opportunity** - The passing of the \$1.2 trillion Infrastructure Investment and Jobs Act is likely to provide an impetus for growth in the construction industry. As per the September 2019 DIRT report, nearly 500,000 accidental strikes on critical sub-surface infrastructure like optic cables cost the economy over \$61 billion in damages and repairs. ProStar® is positioned to capitalize on the rising opportunities in the construction sector, but also counts oil and gas customers as clients, with mining not too far behind.

Exhibit 5: Focus on critical Infrastructure



Source: Company Reports

The mandate also helps CDOT comply with parts of the state of Colorado 811 One Call Law. The decision to select ProStar® was based on it being intuitive, easy to use, and available on standard mobile devices. The Company stated that the CDOT mandate led to similar interests being shown by other departments of transportation and government agencies.

The Company also serves one of the largest infrastructure construction companies in the U.S. who it has been working with for over 3 years perfecting the software prior to commercialization. It is adding more customers from diverse spheres such as construction, government agencies, and engineering and survey firms.

Other adopters of ProStar®’s technology include KCI Technologies, T2 utility engineers, Zayo, Kraemer, Kokosing Construction Company, Landmark, Compass Data, Water Works, the township of Aberdeen, Tulsa Zoo, and Grinnel College.

PointMan® is also being used by Landmark EPC, a Subsurface Utility Engineering (SUE) Services provider that uses state-of-the-art geophysical sensing equipment to map existing utility infrastructure. The company is using PointMan® to map buried infrastructure for the City of Boulder, and parlayed that into winning a multi-year contract to map out 75,000 miles of Xcel Energy’s pipeline network over multiple states. Landmark won the RFP committing to map 3.5 miles a day and though early days, is tracking 4 miles a day which should result in a 15%+ margin gain for Landmark if they can sustain the 4m rate over the life of the contract.

For Boulder, the solution was to map sewer mains and utility service systems that were difficult to locate, leading to damages and utility disruptions during the city’s fiber-optic infrastructure expansion. The companies used Vivax RTK Pro electromagnetic cable and pipe locating devices with ProStar®’s PointMan® cloud and mobile solution to collect precise location data up to 1 cm accuracy.

Exhibit 6: PointMan® Solution



Source: Company Reports

ProStar® will also see PointMan® being used to manage and maintain the critical infrastructure at Grinnell College on its over 150-year-old, 120-acre campus.

Adopting the company’s solutions by such a diverse customer base is a testimony to its broad applicability and relevance.

### And Company Projections

Given the Company’s confidence in its PointMan® software solution as a superior solution to current methods, coupled with its early stage, it has provided potential projections for its growth over the next couple of years through 2024.

Exhibit 7: Annual Recurring Revenue Projections



Source: Company Reports

### MARKET OPPORTUNITY

According to data from the Federal Highway Administration, over 35 million miles (56 million kilometers) of sub-surface utilities exist, with many more remaining unidentified in the U.S. These could be telephone lines, fiber optic cables, water, electric and gas lines, or sewage outlets, which are at risk every time any excavation or digging activity is undertaken.

*Exhibit 8: Underground Infrastructure Grid*



There are over 2.5 million miles of paved roads that we rely on to support our businesses and industries.

— Wikipedia, Transportation in the United States



There are over 35 million miles of underground pipelines and utilities that we rely on for our drinking water, to heat our homes, and waste removal.

— Federal Highway Administration Research and Technology 2012

Source: Company Reports

There is a significant unmet need to develop tools that enable transportation agencies to avoid accidental damage. This led to creating the Strategic Highway Research Program (SHRP2) through a partnership between Federal Highway Administration, the American Association of State Highway and Transportation Officials, and the Transportation Research Board.

In contrast, only 2.5 million miles of paved road form a part of the U.S infrastructure grid. Some underground utility networks were built centuries ago, making it extremely difficult to map or locate them with precision.

*Exhibit 9: Underground Infrastructure Grid*



New York City

Source: Company Reports

A report by Markets and Markets pegs the estimated market for underground utility mapping to reach US\$1.4 billion by 2024, growing at a CAGR of 11.0% from US\$842 million in 2019. The growth will primarily be driven by increasing government initiatives to protect underground assets, adoption of cutting-edge technology such as AI, availability of superior 3D viewing software, and improved returns on marketing expenditures.

Over \$10 billion is spent annually to locate underground infrastructure. Construction or excavation activity of any kind requires substantial efforts to precisely find utilities to avoid potential damages, risk of injury, and delays in project completion. In addition, this information is rarely shared, leading to repeated

efforts to map, capture, record, and retrieve the same information multiple times.

According to the DIRT Report, more than 500 thousand strikes a year cause a loss of more than \$30 billion annually in terms of outages, downtime, delays, and damages to life and the environment.

The passing of the \$1.2 trillion infrastructure bill in 2021 should provide the impetus for growth in the construction industry. The bill aims to rebuild roads, bridges, and rails, give access to drinking water, and high-speed internet, and includes a funding of \$40 billion to rebuild bridges, the most significant investment on bridges since the construction of the interstate highway system. Consequently, the construction industry is likely to grow by 5.0% during 2022-to 2026.

An increase in construction activity will increase the risks of more strikes and provide ample opportunities for growth and development for the company.

**COMPETITIVE LANDSCAPE**

The mapping software market is teeming with competition between companies claiming to have leading-edge solutions for utility mapping problems. But only PointMan can deliver survey grade measurements in the field on a mobile device. Technologies such as Ground-penetrating radar (GPR) that can be applied to map underground utilities, buried structures, and voids, maintenance holes, are set to see the highest growth. Regardless of the method of capture, PointMan will integrate virtually all data sets and seamlessly pass through to the customer’s BIM system.

Key players in the market include GSSI, US Radar and Esri Holdings, in the U.S and Hexagon Geosystems (Sweden), Plozman Craven (UK), ESI Holdings, and Cardno (Australia) internationally.

The Company faces competition from competitors such as TerraGo, that makes intelligent field software that can be used to locate front lines and utilities. Another competitor Geocarte uses Ground Penetrating Radar (GPR) to map underground utilities by generating a 3-D sub-surface profile of the region that includes information about metallic and non-metallic buried utilities, water and gas pipelines, and sewer lines, among others. ESRI Holdings develops and offers geographical information system (GIS) software. It’s GIS system helps users create, manage, analyze, and map all different types of data to help users understand patterns, relationships, and geographical context.

Similarly, companies like Proxix Solution, a market intelligence company, provide geospatial solutions to make business smarter decisions. We note that ProStar®’s management is not aware of any competitors mapping solution that is able to deliver the underground location with 1 cm accuracy of critical utility and infrastructure data that can prevent damage to critical underground infrastructure from accidental damage during construction projects. And in particular the company is not aware of any competitor that can deliver survey grade measurements taken in the field on a mobile device.

**RISKS**

**Inability to safeguard intellectual property** – The Company has 21 issued patents in the U.S and Canada. ProStar® depends on the patents to offer protection for methods that cover essential aspects of the technology, besides relying on trade secrets and the expertise of its key personnel. The Company may fail to enforce or prevent the violation of confidentiality agreements or adequately safeguard its patents against infringement.

**Loss of key customers** – The Company operates in a highly competitive market that has firms with competing technologies. There is a possibility of a new and better technologies emerging in the market, rendering the Company's technology obsolete. Competitors may have higher levels of financial, technical, and marketing abilities than ProStar®. Customers may opt to go with its competitors for their business needs, and the Company may fail to acquire new customers or not be able to achieve its targeted growth.

**Reliance on third party systems or infrastructure** – The efficiency of ProStar®'s software applications is dependent on third parties such as internet service providers and cloud service providers. These services can be unstable and unreliable with issues such as outages, downtimes, and or system failures. This may prove to impede delivering a satisfactory level of service to its customers leading to a negative impact on its operations and financial condition.

**Security breaches and compromised data integrity** – The Company's software applications depend heavily on its ability to safeguard data and equipment in the data centers against the threat of damage from fire, electric and system failures, telecommunication breakdown, and unauthorized access or computer virus. Any interruptions in the production system due to disasters could affect the Company's software services and expose it to potential loss of customers, revenues, and litigation that could adversely impact its operations.

**Software functionality** – ProStar® may face defects or mistakes in its software codes and applications that may cause delays in delivery to customers. Any application errors can potentially harm the company's reputation and lose essential customer relationships and revenues.

**Global positioning system failure**– The Company's software relies on the global positioning system to provide location data. ProStar®'s IFSAR data collection is heavily reliant on unrestricted access to satellite signals from the GPS. A loss or interruption in GPS would negatively impact the performance of ProStar®'s software applications and, consequently its business.

**Limited operating history and history of losses** – ProStar® has a limited operating history on which to assess the business. Since its inception, the Company has incurred losses and will likely continue to incur substantial losses for the foreseeable future. The Company may fail to achieve positive cash flows or profitability and may be unable to raise additional funds required to keep its operations running.

## VALUATION

We use a comparative analysis to frame our valuation. For our comps, we are using the other geospatial imagery analytics companies.

### Exhibit 10: Comparable Company Analysis

#### Comparative Analysis

(all figures in \$ USD M, except per share information)

Company Name	Symbol	Price (1)	Mrkt Cap	EV	EV/Sales (2)		
					2021	2022E	2023E
Hexagon AB (publ)	OM:HEXA B	\$ 10.05	\$ 27,069.9	\$ 30,677.4	7.5x	6.1x	5.7x
Trimble Inc.	TRMB	\$ 62.12	\$ 15,384.5	\$ 16,442.9	4.5x	4.3x	4.1x
Beijing SuperMap Software Co., Ltd.	SZSE: 300036	\$ 2.43	\$ 1,177.6	\$ 990.7	3.7x	3.3x	2.6x
MDA Ltd.	TSX: MDA	\$ 5.71	\$ 674.4	\$ 804.9	2.2x	1.7x	1.1x
FARO Technologies, Inc.	FARO	\$ 32.25	\$ 605.5	\$ 525.4	1.6x	1.5x	1.4x
Nearmap Ltd	ASX: NEA	\$ 1.41	\$ 706.7	\$ 645.4	6.5x	5.2x	4.3x
ION Geophysical Corporation	IO	N/A	\$ 1.1	\$ 152.8	1.2x	N/A	N/A
<b>Average</b>					<b>3.9x</b>	<b>3.7x</b>	<b>3.2x</b>
<b>Median</b>					<b>3.7x</b>	<b>3.8x</b>	<b>3.3x</b>
ProStar Holdings Inc.	MAPP.F	\$ 0.20	\$ 22.9	\$ 18.6	24.8x	10.2x	3.6x

(1) Previous day's closing price

(2) Estimates are from Capital IQ

Source: Capital IQ, Stonegate Capital Partners

Based on our FY22 and FY23 estimates, MAPP.F is trading at a 10.2x and a 3.6x EV/Sales multiple, respectively compared to median comps at 3.8x and 3.3x, especially. For our EV/Sales multiple range, we use a range of 2.5x to 4.5x with a mid-point of 3.5x. Given current comp multiples, combined with historical forward valuation multiples, we believe the range is reasonable. As such, applying our EV/Sales range to the Company's FY24 projected sales of US\$10.8M in annual recurring revenue, we arrive at a valuation range of \$0.25 to \$0.45 with a mid-point of \$0.35.

### Exhibit 11: Valuation Range

	EV/SALES		
EV/S Multiple	2.5x	3.5x	4.5x
F24E Sales	10.8	10.8	10.8
EV	27.0	37.7	48.5
Cash	4.4	4.4	4.4
Debt & Leases	0.1	0.1	0.1
Market Value	31.2	42.0	52.8
S/O	116.8	116.8	116.8
<b>Price</b>	<b>\$ 0.27</b>	<b>\$ 0.36</b>	<b>\$ 0.45</b>

Source: Stonegate Capital Partners

**BALANCE SHEET**

<b>ProStar Holdings, Inc.</b>			
<b>Consolidated Balance Sheets (in US\$ Ms)</b>			
<b>Fiscal Year: December</b>			
<b>ASSETS</b>	<b>FY 2021</b>	<b>Q1 Mar-22</b>	<b>Q2 Jun-22</b>
<b>Assets</b>			
Cash and Cash Equivalents	7.0	5.8	4.4
Receivables and prepayments	0.1	0.2	0.2
<b>Total Current Assets</b>	<b>7.1</b>	<b>6.0</b>	<b>4.6</b>
Equipment and right-of-use assets, net	0.2	0.2	0.1
Intangible assets, net	0.0	0.0	0.0
<b>Total Assets</b>	<b>7.3</b>	<b>6.2</b>	<b>4.7</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>Current Liabilities</b>			
Accounts payable and accrued liabilities	0.3	0.3	0.3
Deferred revenue	0.3	0.2	0.1
Lease liabilities	0.1	0.1	0.1
<b>Total Current Liabilities</b>	<b>0.7</b>	<b>0.6</b>	<b>0.4</b>
<b>Long Term Liabilities</b>			
Lease Liabilities	0.0	0.0	0.0
<b>Total Long Term Liabilities</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Shareholders' Equity</b>			
Share Capital	33.3	33.3	33.3
Reserves	2.6	2.7	2.7
Accumulated other comprehensive income	0.0	0.1	(0.0)
Deficit	(29.4)	(30.6)	(31.8)
<b>Total Stockholders Equity</b>	<b>6.6</b>	<b>5.6</b>	<b>4.3</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>7.3</b>	<b>6.2</b>	<b>4.7</b>

Source: Company Reports, Stonegate Capital Partners

**INCOME STATEMENT**

<b>ProStar Holdings, Inc.</b>			
<b>Consolidated Statements of Income (in US\$ Ms, except per share amounts)</b>			
<b>Fiscal Year: December</b>			
	<b>FY 2021</b>	<b>FY 2022E</b>	<b>FY 2023E</b>
<b>Revenue:</b>			
Sales	0.8	1.8	5.2
<b>Total Revenues</b>	<b>0.8</b>	<b>1.8</b>	<b>5.2</b>
<b>Costs &amp; Expenses:</b>			
Cost of Revenues	0.1	0.5	1.3
Sales and marketing	1.3	1.5	2.5
Depreciation & Amortization	0.1	0.1	0.1
Management	0.7	0.6	0.8
Information Technology	0.1	0.1	0.2
Product Development	1.2	1.2	1.5
Consulting	0.2	0.2	0.2
Foreign Exchange	(0.0)	0.1	-
Insurance	0.1	0.0	0.0
Investor Relations	0.1	0.3	0.4
Office & Miscellaneous	0.1	0.1	0.1
Professional fees	0.5	0.7	0.8
Rent	0.0	0.0	0.0
Salaries and wage	0.2	0.2	0.7
Share-based payments	1.3	1.2	1.3
Software support	0.2	0.2	0.2
Transfer agent and filing fees	0.1	0.1	0.1
Travel	0.1	0.1	0.1
<b>Operating Income (Loss)</b>	<b>(5.7)</b>	<b>(5.5)</b>	<b>(5.2)</b>
<b>Other Income (Expense):</b>			
Gain on forgiveness of loans	0.0	-	-
Interest income	0.0	0.0	0.0
Finance costs	(0.0)	(0.0)	(0.0)
<b>Earnings before Taxes</b>	<b>(5.7)</b>	<b>(5.5)</b>	<b>(5.3)</b>
Provision for Income Tax	-	-	-
<b>Net Income (Loss)</b>	<b>(5.7)</b>	<b>(5.5)</b>	<b>(5.3)</b>
<b>Basic EPS – Total</b>	<b>\$ (0.06)</b>	<b>\$ (0.05)</b>	<b>\$ (0.05)</b>
<b>Diluted EPS</b>	<b>\$ (0.06)</b>	<b>\$ (0.05)</b>	<b>\$ (0.05)</b>
Basic Wtd Avg Shares Outstanding	93.5	100.7	101.7
Diluted Wtd Avg Shares Outstanding	93.5	100.7	101.7
<b>EBITDA</b>	<b>(5.6)</b>	<b>(5.3)</b>	<b>(5.1)</b>

Source: Company Reports, Stonegate Capital Partners estimates

## IN THE NEWS

**September 6, 2022-** Water Works Engineers Applies ProStar's Solution to Map Water Distribution System Valves

**August 30, 2022** – Compass Data Inc Adopts PointMan, Enhancing Their Surveying Business Model

**August 23, 2022** – Landmark EPC Awarded Major Contract to Map Gas Distribution Services Using ProStar's Technology

**August 4, 2022-** Implementation of Subsurface Utilities Engineering for Highway Design and Construction Highlights CDOT's use of ProStar's PointMan

**July 29, 2022** – CGA's Technology Report Highlights How Leading SUE Firms are Adopting PointMan

**June 30, 2022** – User Case Study: KCI Technologies is Published

**June 20, 2022** – ProStar Expands into Australia with The Adoption of PointMan by Utility Mapping

**June 13, 2022-** ProStar Featured in the Summer 2022 Issue of Spoke + Blossom – Tech Boom in Western Colorado Article

**June 8, 2022** – Grinnell College – Making Locating Utilities Easier and with Better Accuracy

**June 2, 2022** – ProStar Featured in Award-Winning Documentary Series with Dennis Quaid

**May 24, 2022** – Scout Energy Partners Adopts ProStar's Solution

**May 4, 2022** – Water Tower Research: ProStar Update Report

**April 22, 2022** - ProStar CEO and Founder, Page Tucker Featured in GIS Café Interview

**Apr 12, 2022-** Initiation of Coverage Report Forecasts ProStar Doubling Revenue

**Mar 30, 2022-** ProStar Joins List of Innovative Companies – Business Times

**Mar 24, 2022** - One of America's Largest Heavy Highway Construction Companies Adopts PointMan

**Mar 23, 2022** - ProStar Announces Trimble Integration of PointMan for Apple iOS

**Mar 8, 2022-** ProStar atop Fast Company's 10 Most Innovative Companies in the World

**Mar 2, 2022-** ProStar Granted Another Major Patent for Utility Data Management

## CORPORATE GOVERNANCE

### Page Tucker – Chief Executive Officer & President

Page Tucker has an extensive background in technology start-ups, including development, marketing, recruiting, capital financing and executive management. He is known as a technology visionary in the automotive industry for combining data mining and predictive modeling with geographic information systems. He founded Impact Solutions, Inc., a Silicon Valley based company that provides state-of-the-art digital mapping and customer acquisition solutions to the automotive industry. Page reorganized Impact Solutions and formed e-autobusiness, the pioneer in the development of a web-based CRM solution that provided services to well over 900 dealerships throughout the United States before being acquired. He went on to author 13 patents based on geospatial, mobile and cloud technologies including the methods for capturing, recording, and displaying the precise location of buried infrastructure and in 2014 founded ProStar®. In 2016 the Colorado Technology Association named him Entrepreneur of the Year for his efforts and innovations in the development of ProStar's Precision Mapping Solutions®.

### Vasa Dasan – Chief Operating Officer

Vasa Dasan is a veteran of driving technical strategy and execution in cloud computing. Vasa joined ProStar from CU Boulder where he served as head of software development. Prior to that Vasa was the VP of Engineering at Symplified, a single sign-on startup acquired by RSA a division of EMC-DELL. Prior to Symplified, Vasa was the first engineering hire at Wayin, a mobile and web engagement platform founded by Scott McNealy. As CTO, Vasa built and led the team that developed Wayin's services for iPhone, iPad and Android devices, social media applications including Facebook and Twitter, and Java backend services operating on Amazon Web Services. Vasa spent more than 15 years of his career at Sun Microsystems. He served a chief technologist for the company's Cloud Computing Practice, and he spent more than a decade as Distinguished Engineer and CTO for Sun's \$5.1 billion SunService division. Vasa holds a BS. in Engineering Physics, a MA in Mathematics and Statistics and a MS in Computer Science from Bowling Green State University and did his PhD work in Computer Science at Colorado State University. Vasa served as adjunct faculty at Computer Science and Engineering Management at University of Colorado at Boulder. Vasa has several patents and publications to his credit including the highly referenced US patent 5,761,662 on personalization of Web, and the Prentice Hall book, Hands-on Intranet.

### Jonathan Richards CFO

Jonathan Richards has over a decade of public company-focused accounting and finance experience. He has accumulated extensive experience with Toronto Stock Exchange and venture-listed companies, as well as numerous private companies all over the world. His professional experience has included officer and director positions on the TSX and TSXV, experience in various debt and equity financings, implementation of ERP systems, managing domestic and international tax planning strategies, and implementation of corporate governance and internal control policies. Jonathan holds a bachelor's degree in management studies with first-class honors from the University of Waikato, New Zealand. He started his career at KPMG in the audit and assurance division and is a member of the Chartered Professional Accountants of British Columbia as well as Chartered Accountants of Australia and New Zealand.

### Joel Sutherland – VP Corporate Development and Investor Relations

Joel Sutherland CPA CFA has two decades of Wall Street experience including working at Merrill Lynch as both a Securities Analyst and an Institutional Sales role. Post Bank of America/Merrill Lynch Joel worked for almost 10 years at two Canadian Banks in the Institutional sales roles. Graduated from Queen's University with a degree in Economics and went on to pursue his CPA with PricewaterhouseCoopers.

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