

## FORM 7

### MONTHLY PROGRESS REPORT

Name of Listed Issuer: Carl Data Solutions Inc. (the "Issuer")

Trading Symbol: CRL

Number of Outstanding Listed Securities: 126,424,783

Date: May 3, 2022

This Monthly Progress Report must be posted before the opening of trading on the fifth trading day of each month. This report is not intended to replace the Issuer's obligation to separately report material information forthwith upon the information becoming known to management or to post the forms required by Exchange Policies. If material information became known and was reported during the preceding month to which this report relates, this report should refer to the material information, the news release date and the posting date on the Exchange website.

This report is intended to keep investors and the market informed of the Issuer's ongoing business and management activities that occurred during the preceding month. Do not discuss goals or future plans unless they have crystallized to the point that they are "material information" as defined in the Policies. The discussion in this report must be factual, balanced and non-promotional.

#### **General Instructions**

- (a) Prepare this Monthly Progress Report using the format set out below. The sequence of questions must not be altered nor should questions be omitted or left unanswered. The answers to the items must be in narrative form. State when the answer to any item is negative or not applicable to the Issuer. The title to each item must precede the answer.
- (b) The term "Issuer" includes the Issuer and any of its subsidiaries.
- (c) Terms used and not defined in this form are defined or interpreted in Policy 1 – Interpretation and General Provisions.

## Report on Business

1. Provide a general overview and discussion of the development of the Issuer's business and operations over the previous month. Where the Issuer was inactive disclose this fact.

In April the Issuer closed its second major sale of 2022 through engineering services partner, Core & Main Inc. Publicly traded on NASDAQ, Core & Main supplies local expertise, service and products nationwide to build innovative water, wastewater, energy and fire protection solutions for 60,000 customers across the United States.

Working closely with Core & Main, the Issuer sold a software license with recurring annual fees of its latest technology for use by a major smart infrastructure customer that will integrate more than a million data points. The customer will utilize the technology for force main monitoring, gas monitoring, gravity sewer monitoring, rainfall monitoring and sanitary sewer overflow monitoring. Furthermore, Carl Data Solution's technology is providing the data integration tools for a deeper level of engineering analysis, giving operations staff a better understanding of how inflow and infiltration (I&I) are affecting the capacity of the customer's collection system.

The sales contract with this new customer is based on a multi-year term agreement aligned with the Issuer's newest strategic go-to-market model that will see a significant increase in revenues over the following years. The multi-year licencing plan will secure the Issuer's standing against potential competitors and provide long term customer retention, while positioning the Issuer for increased revenues and profit growth.

This Core & Main sales contract with the Issuer's newest smart infrastructure customer follows on the announcement of the largest sale in the Issuer's history, to The Los Angeles County Sanitation Districts ("LACSD"). LACSD selected the Issuer's technology for real-time reporting and analytics on a wastewater system that services 5.6 million people. The LACSD awarded the Issuer a two-year contract after which it is renewable on an annual basis. In a March 9, 2022, press release by the Issuer, LACSD engineers stated that they look forward to exploring the Issuer's new generation of Artificial Intelligence (AI) and Machine Learning (ML) capabilities once data migration and standardization is complete, and that they "have a big push for this advanced technology."

The Issuer is continuing its collaboration with Beta-testing customers on in-field use of two new AI predictive analytics products announced at the Issuer's November 29, 2021, Annual General and Special Meeting ("AGSM") of shareholders. Please see section 3 for more detail.

Focused business development initiatives with engineering firms, technology services firms and product vendors continue to increase the Issuer's prospective pipeline with qualified leads. Please see section 5 for more detail.

2. Provide a general overview and discussion of the activities of management.

Please see above.

3. Describe and provide details of any new products or services developed or offered. For resource companies, provide details of new drilling, exploration or production programs and acquisitions of any new properties and attach any mineral or oil and gas or other reports required under Ontario securities law.

At its AGSM, the Issuer announced and demonstrated its new generation of AI predictive analytics products that build upon the Issuer's existing real-time reporting and analytics software for municipal and industrial infrastructure. These products are supplemented with intellectual property developed during the Issuer's two-year engagement leading the Fresh Water Data Commons project for Canada's Digital Technology Supercluster.

Currently being Beta-tested with select large enterprise infrastructure customers, the new products will be launched commercially over the course of 2022. They are:

**Auto I&I:** Auto I&I is the Issuer's newest technology for Inflow & Infiltration required by municipal water treatment plants. Auto I&I detects storm events that match defined rainfall criteria.

Auto I&I also capitalizes on Auto QA/QC to prevent bad sensor data from distorting results. By automating I&I data gathering and reports, municipal water treatment engineers will quickly see which areas of their systems are most impacted by a storm event and visualize real-time I&I metrics on a Geographic Information System ("GIS") map.

**Auto QA/QC:** Auto QA/QC is the Issuer's latest Machine Learning (ML) technology for automatically cleaning and performing Quality Assurance (QA) and Quality Control (QC) on time-series data derived from sensors.

The automation aspect of Auto QA/QC detects and prevents bad sensor data from generating results or triggering alerts. At the same time, Auto QA/QC flags legitimate data anomalies that may require further investigation by infrastructure engineers.

**EMaaS:** EMaaS is the Issuer's most advanced technology platform required by Smart City and industrial applications desiring the foresight of predictive analytics to protect compliance-driven infrastructure operations.

Driven by time-series data that is essential to understanding statistical anomalies, the Issuer's EMaaS solution will be deployed to monitor environmental changes that affect critical infrastructure. EMaaS fuses on-site sensor-driven data with a myriad of third-party atmospheric, seismic and geographic data streams.

4. Describe and provide details of any products or services that were discontinued. For resource companies, provide details of any drilling, exploration or production programs that have been amended or abandoned.

N/A

5. Describe any new business relationships entered into between the Issuer, the Issuer's affiliates or third parties including contracts to supply products or services, joint venture agreements and licensing agreements etc. State whether the relationship is with a Related Person of the Issuer and provide details of the relationship.

On February 23, 2022, the Issuer announced a strategic partnership agreement with Montreal-based K2 Geospatial. K2 Geospatial's customer base includes 500 organizations, including more than 350 cities and municipalities, seaports, airports, road authorities and utilities across North America and Europe.

K2 Geospatial customers rely on JMap, a spatial analysis mapping integration platform designed to connect silos within a fully integrated IT ecosystem. JMap provides executives, GIS analysts and non-technical users with the ability to collaborate, analyze, decide and act in real time.

The execution of this agreement has formalized the integration of the Issuer's latest technology. This makes it possible for K2 Geospatial users to collect time series data from multiple sources via Industrial Internet of Things (IIoT) sensors, cleanse and analyze data and perform Artificial Intelligence (AI)-driven predictive analytics using Machine Learning (ML) algorithms. In addition, the integration of technologies allows users of the Issuer's applications to access an agnostic and scalable mapping platform.

On April 27 and 28, 2022, the Issuer initiated English and French language joint webinars with K2 Geospatial. The webinars addressed and showcased via a live demo, the benefits of Carl Data Solution's AI predictive analytics integrated to K2's JMap GIS software. As a direct result of these webinars, the Issuer is pursuing qualified prospective sales opportunities.

6. Describe the expiry or termination of any contracts or agreements between the Issuer, the Issuer's affiliates or third parties or cancellation of any financing arrangements that have been previously announced.

N/A

7. Describe any acquisitions by the Issuer or dispositions of the Issuer's assets that occurred during the preceding month. Provide details of the nature of the assets acquired or disposed of and provide details of the consideration paid or payable together with a schedule of payments if applicable, and of any valuation. State how the consideration was determined and whether the acquisition was from or the disposition was to a Related Person of the Issuer and provide details of the relationship.

N/A

8. Describe the acquisition of new customers or loss of customers.

N/A

9. Describe any new developments or effects on intangible products such as brand names, circulation lists, copyrights, franchises, licenses, patents, software, subscription lists and trademarks.

N/A

10. Report on any employee hirings, terminations or lay-offs with details of anticipated length of lay-offs.

N/A

11. Report on any labour disputes and resolutions of those disputes if applicable.

N/A

12. Describe and provide details of legal proceedings to which the Issuer became a party, including the name of the court or agency, the date instituted, the principal parties to the proceedings, the nature of the claim, the amount claimed, if any, if the proceedings are being contested, and the present status of the proceedings.

N/A

13. Provide details of any indebtedness incurred or repaid by the Issuer together with the terms of such indebtedness.

N/A

14. Provide details of any securities issued and options or warrants granted.

N/A

15. Provide details of any loans to or by Related Persons.

N/A

16. Provide details of any changes in directors, officers or committee members.

N/A

17. Discuss any trends which are likely to impact the Issuer including trends in the Issuer's market(s) or political/regulatory trends.

N/A

## Certificate Of Compliance

The undersigned hereby certifies that:

1. The undersigned is a director and/or senior officer of the Issuer and has been duly authorized by a resolution of the board of directors of the Issuer to sign this Certificate of Compliance.
2. As of the date hereof there were no material information concerning the Issuer which has not been publicly disclosed.
3. The undersigned hereby certifies to the Exchange that the Issuer is in compliance with the requirements of applicable securities legislation (as such term is defined in National Instrument 14-101) and all Exchange Requirements (as defined in CNSX Policy 1).
4. All of the information in this Form 7 Monthly Progress Report is true.

Dated: May 3, 2022.

Jean Charles Phaneuf  
Name of Director or Senior Officer

"Jean Charles Phaneuf"  
Signature

CEO  
Official Capacity

Name of Issuer <u>Carl Data Solutions Inc.</u>	For Month Ended <u>April 30, 2022</u>	Date of Report <u>May 3, 2022</u>
Issuer Address <u>1090 West Georgia Street, Suite 488</u>		
City/Province/Postal Code <u>Vancouver, BC V6E 3V7</u>	Issuer Fax No. <u>N/A</u>	Issuer Telephone No. <u>(778) 379-0275</u>
Contact Name <u>Jean Charles Phaneuf</u>	Contact Position <u>CEO</u>	Contact Telephone No. <u>(778) 379-0275</u>
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