



FOR IMMEDIATE RELEASE

## **AirIQ Announces June 30, 2023 Quarterly Results Company Reports Record Recurring Revenue and Net Income**

**Toronto, Ontario – August 24, 2023** – AirIQ Inc. (“AirIQ”) (TSXV:IQ), a leader in IoT based asset management solutions for over 25 years, today announced its financial results for the three months ended June 30, 2023, reporting increases in revenues, gross profit, net income and working capital.

*First Quarter Highlights (for the three months ended June 30, 2023 compared to June 30, 2022)*

- Record recurring revenue of \$1,100,050 increased by 16% or \$149,144 compared to \$950,906.
- Total revenue of \$1,754,946 increased by 42% or \$523,360 compared to \$1,231,586.
- Gross profit of \$971,849 increased by 31% or \$229,029 compared to \$742,820.
- Record net income of \$349,399 increased 34% or \$87,689 compared to \$261,710.

“We are pleased to report record recurring revenue and net income for the quarter along with increases in all of our key metrics this quarter compared to the prior year”, said Mike Robb, President and Chief Executive Officer of AirIQ. “The Company’s continued focus on delivering recurring revenue growth has produced double digit growth leading to a strong base for future growth and profitability for our shareholders”, continued Mr. Robb.

All dollar amounts set out herein are in Canadian dollars.

### *Normal Course Issuer Bid*

On June 23, 2023, the Company announced the renewal of its normal course issuer bid to purchase up to 1,468,379 common shares representing 5% of the Company’s then current issued and outstanding common shares through the facilities of the TSXV during the period commencing June 23, 2023 and ending on June 22, 2024 (the “Renewal Bid”). As of August 23, 2023, the Company has not repurchased any shares for cancellation pursuant to the Renewal Bid.

### **Financial Statements & MDA**

The Company’s unaudited consolidated condensed interim financial statements include the accounts of AirIQ and its subsidiaries, AirIQ U.S. Holdings, Inc., AirIQ U.S., Inc., and AirIQ, LLC. All inter-company balances and transactions have been eliminated on consolidation.

The Company’s unaudited consolidated interim financial statements for the three months ended June 30, 2023 and 2022 including notes thereto, and Management’s Discussion and Analysis for the same period are being filed with the Canadian securities regulatory authorities on today’s date, and will be available on the Company’s website ([www.airiq.com](http://www.airiq.com)) and on the System for Electronic Document Analysis and Retrieval (“SEDAR”) website ([www.sedarplus.ca](http://www.sedarplus.ca)). The Company’s financial statements include the accounts of AirIQ and its subsidiaries, AirIQ U.S. Holdings, Inc., AirIQ U.S., Inc., and AirIQ, LLC. All inter-company balances and transactions have been eliminated on consolidation.

## **About AirIQ**

AirIQ (TSXV: IQ) is celebrating over 25 years of being a pioneer in IoT based asset management solutions since its founding in 1997. AirIQ's solutions allow commercial businesses to reliably, effectively, and efficiently monitor assets in near real time. The Company develops iOS and Android mobile and web-based applications, and cloud-based solutions that stand-alone or that can be readily integrated with existing software. AirIQ solutions are mixed fleet capable and provide fleet reporting, maintenance, compliance, safety and analytics utilizing multiple hardware options including a fully integrated video telematics camera solution and a battery powered solution for non-powered assets. For additional information on AirIQ please visit the Company's website at [www.airiq.com](http://www.airiq.com) or follow us on LinkedIn, Facebook, and Twitter and Instagram.

## **Forward-looking Statements**

This news release contains forward-looking information based on management's best estimates and the current operating environment. These forward-looking statements are related to, but not limited to, AirIQ's operations, anticipated financial performance, business prospects and strategies. Forward-looking information typically contains statements with words such as "hope", "goal", "anticipate", "believe", "expect", "plan" or similar words suggesting future outcomes. These statements are based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including AirIQ's perception of historical trends, current conditions and expected future developments as well as other factors management believes are appropriate in the circumstances. Such forward-looking statements are as of the date which such statement is made and are subject to a number of known and unknown risks, uncertainties and other factors, which could cause actual results or events to differ materially from future results expressed, anticipated or implied by such forward-looking statements. Such factors include, but are not limited to, changes in market and competition, technological and competitive developments and potential downturns in economic conditions generally. Therefore, actual outcomes may differ materially from those expressed in such forward-looking statements. Forward-looking statements are provided for the purpose of providing information about management's current expectations and plans relating to the future. Readers are cautioned that such information may not be appropriate for other purposes. Other than as may be required by law, AirIQ disclaims any intention or obligation to update or revise any such forward-looking statements, whether as a result of such information, future events or otherwise.

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*For more information please contact:*

### **AirIQ Inc.,**

Michael Robb, President and Chief Executive Officer,  
(905) 831-6444  
[mrobb@airiq.com](mailto:mrobb@airiq.com)

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