



duostech
connected intelligence

**INVESTOR PRESENTATION
MAY 2022**

REV3.1

Nasdaq: DUOT

Safe Harbor Statement

This presentation, as well as other written or oral statements made from time to time, includes “forward-looking statements”. Forward-looking statements are not based on historical information and include, without limitation, statements regarding our future financial condition and future results of operations, business strategy and plans and objectives of management for future operations. This presentation includes statistical and other industry and market data that we obtained from industry publications and research, surveys and studies conducted by third parties or us. Industry publications and third-party research, surveys and studies generally indicate that their information has been obtained from sources believed to be reliable, although they do not guarantee the accuracy or completeness of such information. All of the market data used in this presentation involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. While we believe these industry publications and third-party research, surveys and studies are reliable, we have not independently verified such data. The industry in which we operate is subject to a high degree of uncertainty, change and risk due to a variety of factors, which could cause results to differ materially from those expressed in the estimates made by the independent parties and by us including statements regarding projected revenue and margins, new product developments, potential increases in our customer base and deployments, possible mergers and acquisitions activity, and our plans to expand into new markets, countries and categories.. Forward-looking statements reflect our current views with respect to future events. The words “may,” “will,” “expect,” “intend,” “anticipate,” “believe,” “project,” “estimate,” “plans,” “continuing,” or the negative of these words and similar expressions identify forward-looking statements. These forward-looking statements are based upon estimates and assumptions made by us or our officers that, although believed to be reasonable, are subject to certain known and unknown risks and uncertainties that could cause actual results to differ materially and adversely as compared to those contemplated or implied by such forward-looking statements.

All forward-looking statements involve risks, assumptions and uncertainties. You should not rely upon forward-looking statements as predictors of future events. The occurrence of the events described, and the achievement of the expected results, depend on many events, some or all of which are not predictable or within our control. Actual results may differ materially from expected results. These risks, assumptions and uncertainties are not all of the important factors that could cause actual results to differ materially from those expressed in any of our forward-looking statements. Other known as well as unknown or unpredictable factors also could harm our results. All of the forward-looking statements we have included in this presentation are based on information available to us on the date of this presentation. We undertake no obligation, and specifically decline any obligation, to update publicly or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this presentation might not occur.

Any reference to financial projections in this presentation, if any, are for illustrative purposes only and are based upon certain hypothetical assumptions, which we believe are reasonable as of the date of this presentation. The selection of assumptions requires the exercise of judgment and is subject to uncertainty due to the effect that economic or other changes may have on future events. The assumptions used for the projections in this presentation, if any, are those we believe to be most significant to the projections. This presentation includes statistical and other industry and market data that we obtained from industry publications and research, surveys and studies conducted by third parties or us. Industry publications and third-party research, surveys and studies generally indicate that their information has been obtained from sources believed to be reliable, although they do not guarantee the accuracy or completeness of such information. All of the market data used in this presentation involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates

Who We Are

Advanced Technology Solutions Company

Headquartered in Jacksonville, FL
Strong intellectual property portfolio
Founded in 2001
Listed on Nasdaq: DUOT

We don't move commerce; we help customers move their commerce safer and faster



Systems Design & Engineering, Software Development, Expert AI

Duos HQ



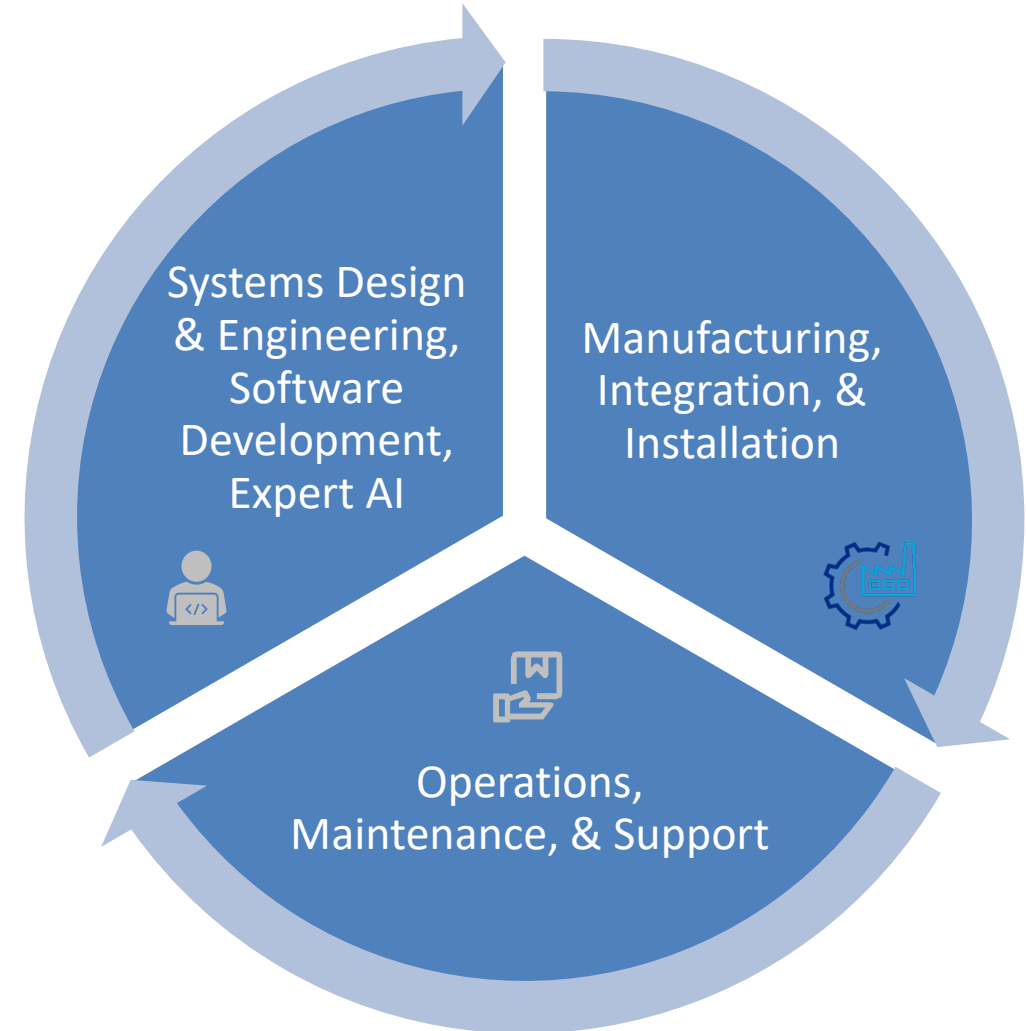
Manufacturing, Integration, & Installation

Duos HQ | Customer Location

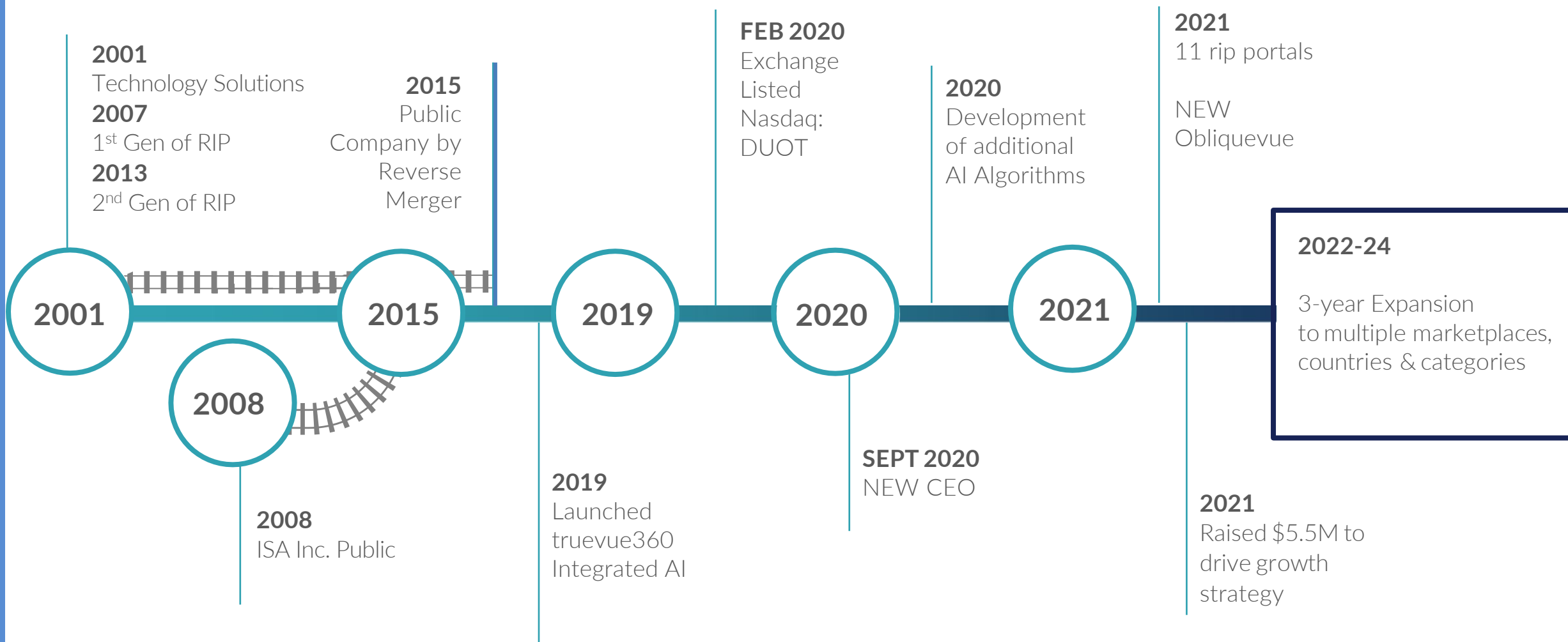


Operations, Maintenance, & Support

Duos HQ | Customer Location



Recent History



Management Team

Charles (Chuck) Ferry
Chief Executive Officer



- **Over 35 years of military and private-sector leadership**
 - *Previously CEO for APR Energy*
 - *Previously GM for ARMA Global*
- **26 years Army veteran**
 - *Infantry, ranger, and special operations commander*



Jeff Necciai
Chief Technology Officer

Over 25 years of experience in designing, developing, and delivering value-driven technology solutions across a wide range of industries



Ben Eiser
Chief Operating Officer

Global projects leadership to ensure on-time, under budget deployment
21 years Army veteran
Airborne Infantry and Ranger Unit Leader



Adrian Goldfarb
Chief Financial Officer

Over 40 years business experience in technology companies including over 12 years as CFO of public companies



Connie Weeks
Chief Accounting Officer

Key member of the Duos team for 35 years
Responsible for all aspects of financial reporting, internal controls, and auditing



Jeff Necciai

CHIEF TECHNOLOGY OFFICER

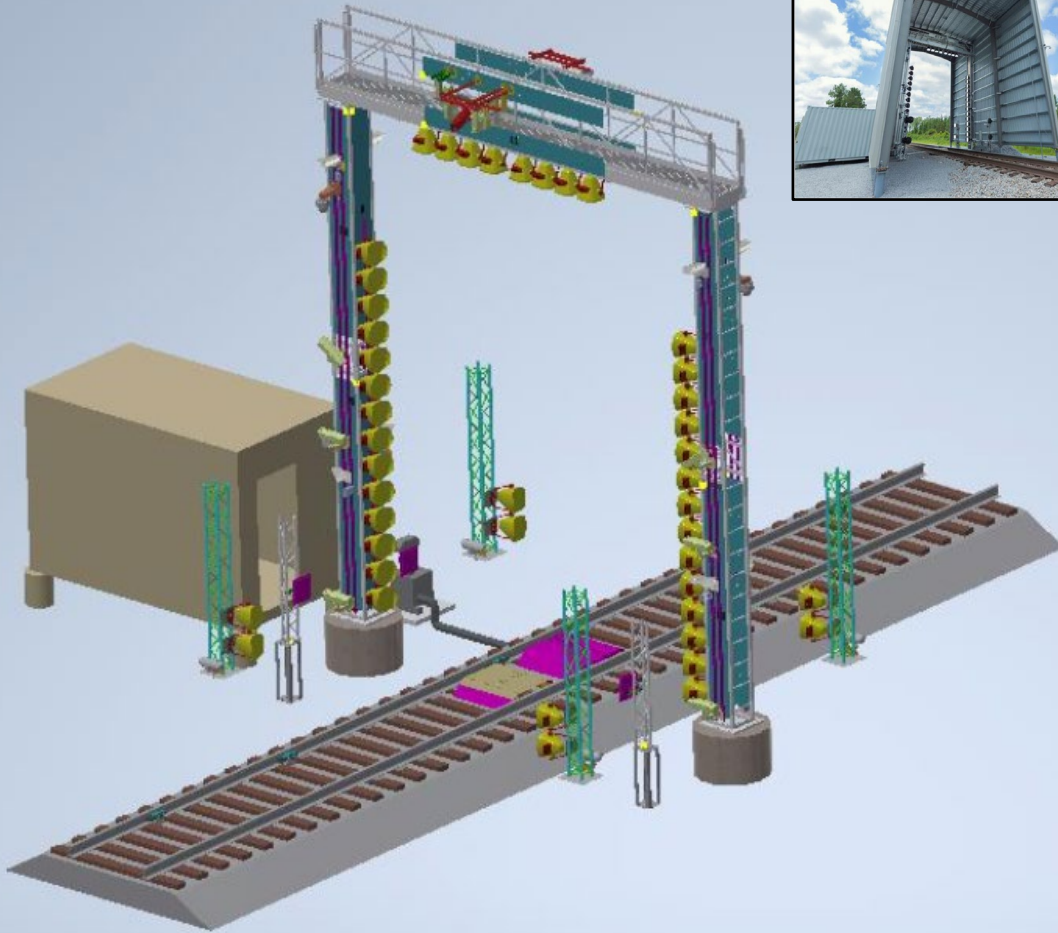


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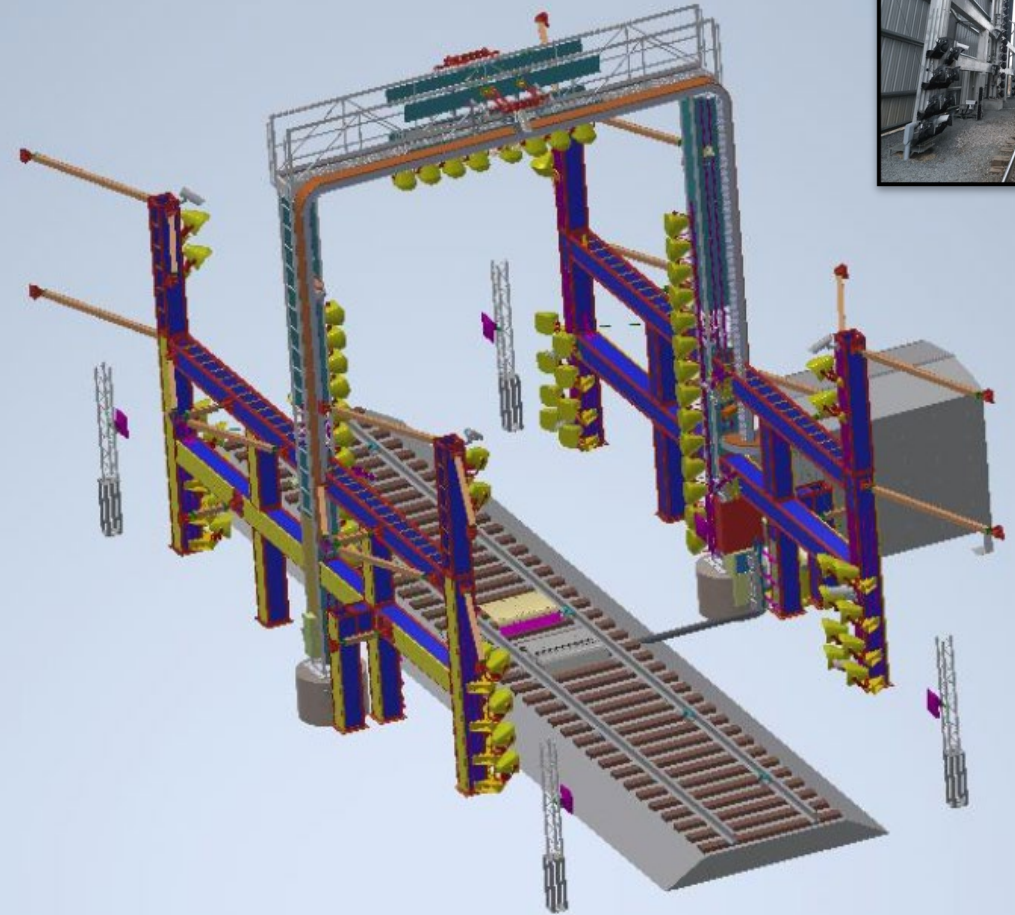


Rail Portfolio – Railcar Inspection Portal (rip®)

Gen 1 20 - 25 Inspection points

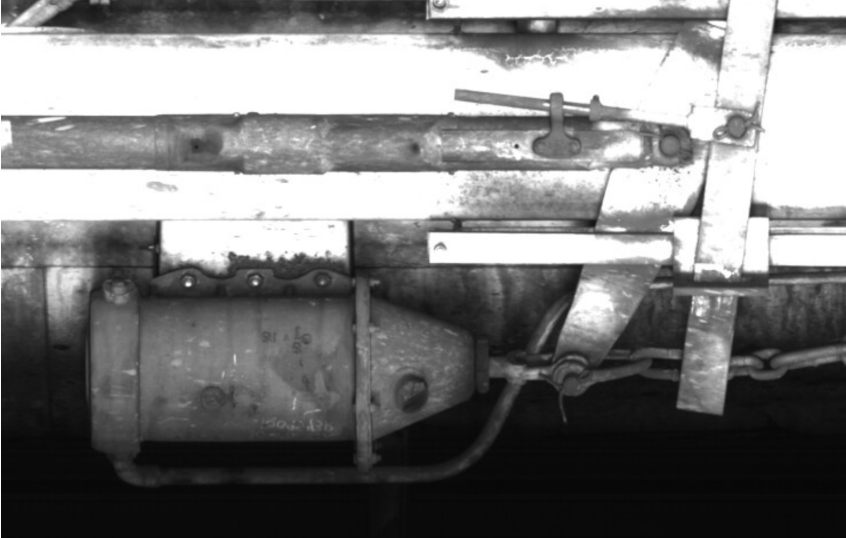
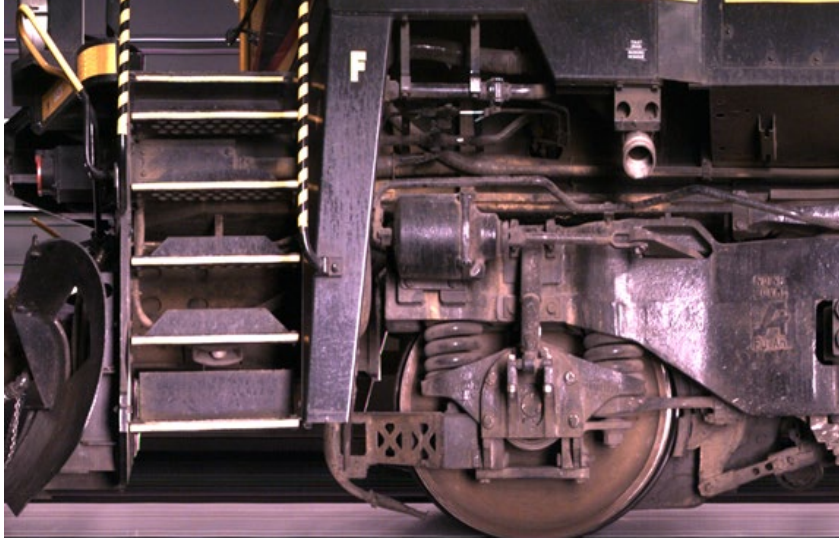
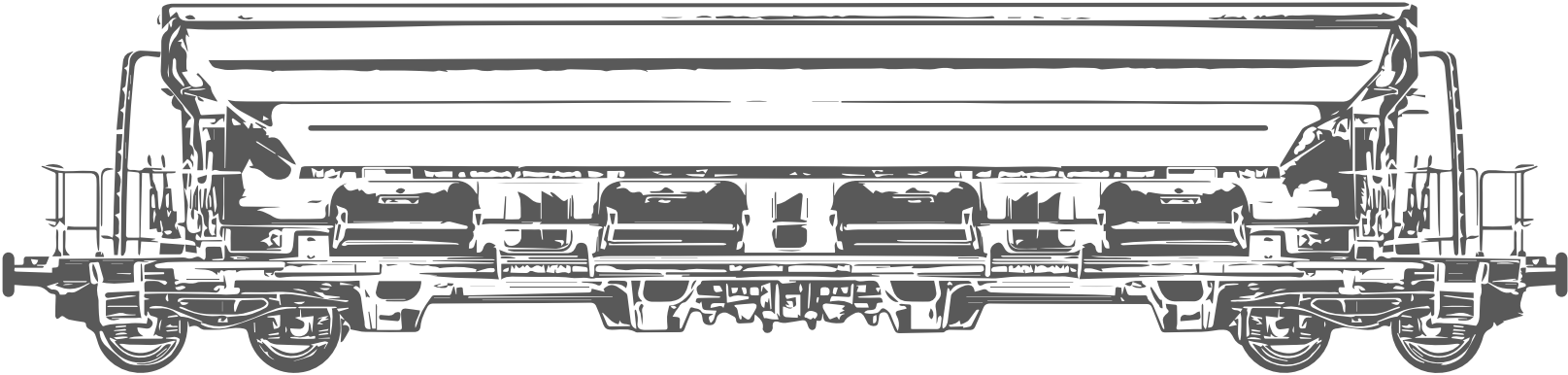


Gen 2 Up to 92 NEW Inspection points



High Resolution Images

Captured at 70mph



centraco[®] + AI | Data Analysis (Rail Sample)

Raw images from multiple sensors

Collected, processed, analyzed in centraco[®]

Presented to user to make a decision

NAVIGATION

- Home
- Video
- Alarms
- Reports
- Rip
- Algorithm Trending Graphs
- Car Reports
- Container OCR
- Detection Reports
- Detection Validation
- Hazmat Placards
- Reports
- Search Railcars
- Search Trains
- Help

Rivers 2021-10-19 06:55:58 Direction: East Car Count: 133 Avg Speed: 41.86 mph Detections: 4

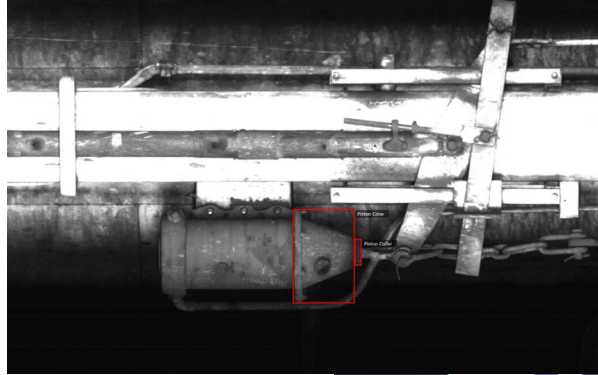
Search for Cars

- #66 SRY 9294
- #67 SRY 9256
- #68 SRY 9484
- #69 TBOX 670224
- #70 TILX 600185
- #71 TILX 112251
- #72 TILX 600342
- #73 TILX 600350
- #74 TILX 281092
- #75 CHVX 890326
- #76 CCBX 72763
- #77 UTLX 672535
- #78 CBTX 715933
- #79 SHPX 214245
- #80 SHPX 214281
- #81 HCBX 1327
- #82 WLPX 80306
- #83 TTGX 972504
- #84 TTGX 952921
- #85 TTGX 980524 (1/1)
- #86 TTGX 254042
- #87 TTGX 692896
- #88 CN 3197
- #89 TTGX 698150
- #90 TTGX 963750
- #91 TTGX 987156
- #92 TTGX 992087
- #93 SOO 516375
- #94 TTGX 705886
- #95 TTGX 978062
- #96 TTGX 698356
- #97 TTGX 698177
- #98 TTGX 981675
- #99 TTGX 160582
- #100 TTGX 698676
- #101 TTGX 696737
- #102 TTGX 992187
- #103 TTGX 973684
- #104 BNSF 302984
- #105 TTGX 941598
- #106 TTGX 977262
- #107 TTGX 693520
- #108 TTGX 160484
- #109 TTGX 942264

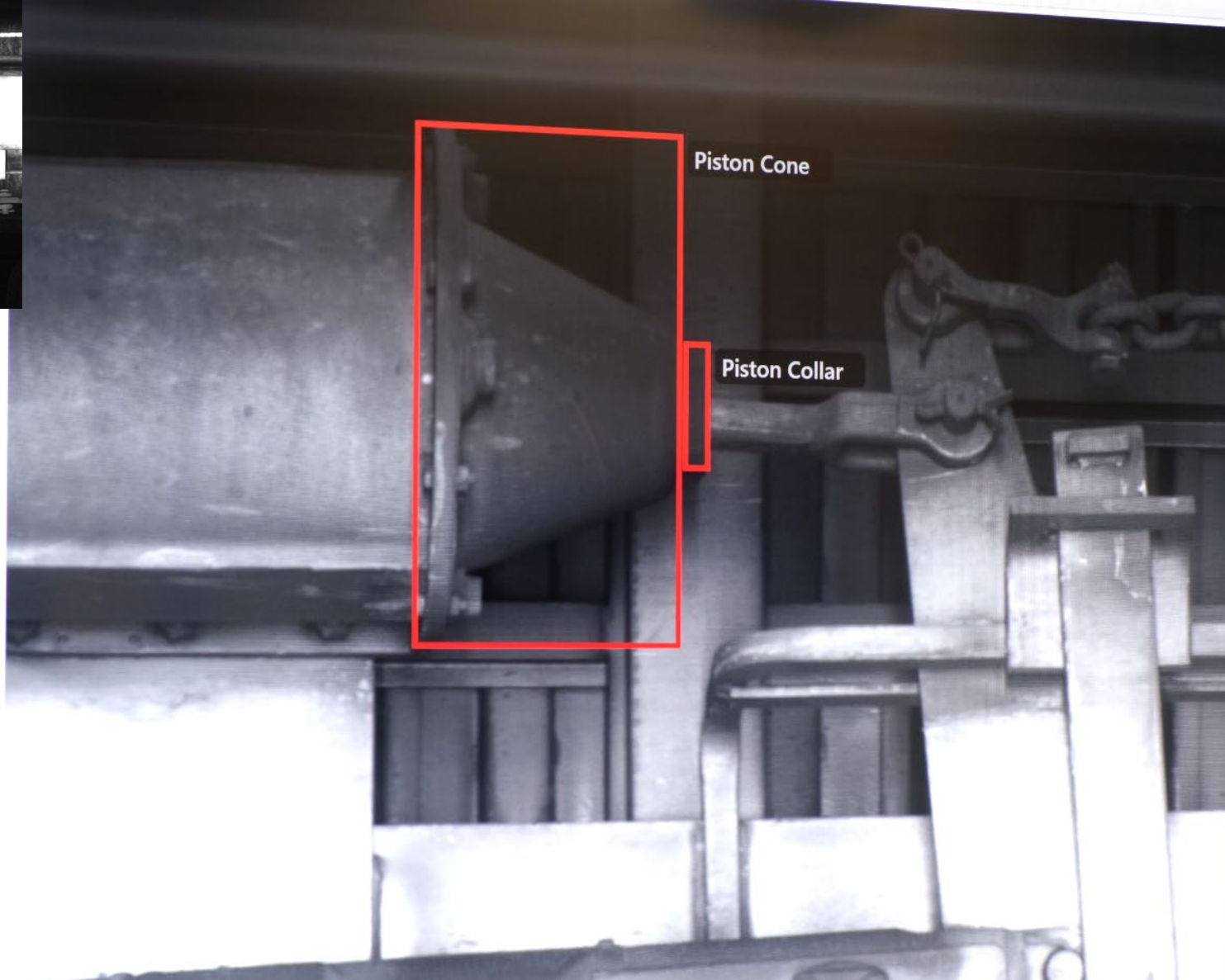
SELECTING RED CAR NUMBER REVEALS THE DETECTION VALIDATION WINDOW

Car #85	Priority	Type	Defect Code	Generated By	Comments	Valid Status	Detection Images
TTGX 980524	BO Inspect	Operator Detection	Cushioned underframe Devices - Missing	User	A end cotter key missing off of Y47 bolt	✓	

Expert AI Added to Training Models



Images translated into actionable data



Image

Media Id : 32601611
Date Uploaded : 11/2/2021 01:04
Size : 19500x2048px
Filename : 211015_115527
MIME Type : image/jpeg
Filesize : 4.34 MB
Common Id :
Stream : VUE B Panorama
Image : Download
XML Annotations : Download

Labels - refresh

Label : Piston Cone
User : Dan Smythe
Date : 11/30/2021 06:0
Manual : Yes
Probability : 100.00%
Consensus : Valid Reset

Label : Piston Collar
User : Dan Smythe
Date : 11/30/2021 06:0
Manual : Yes
Probability : 100.00%
Consensus : Valid Reset

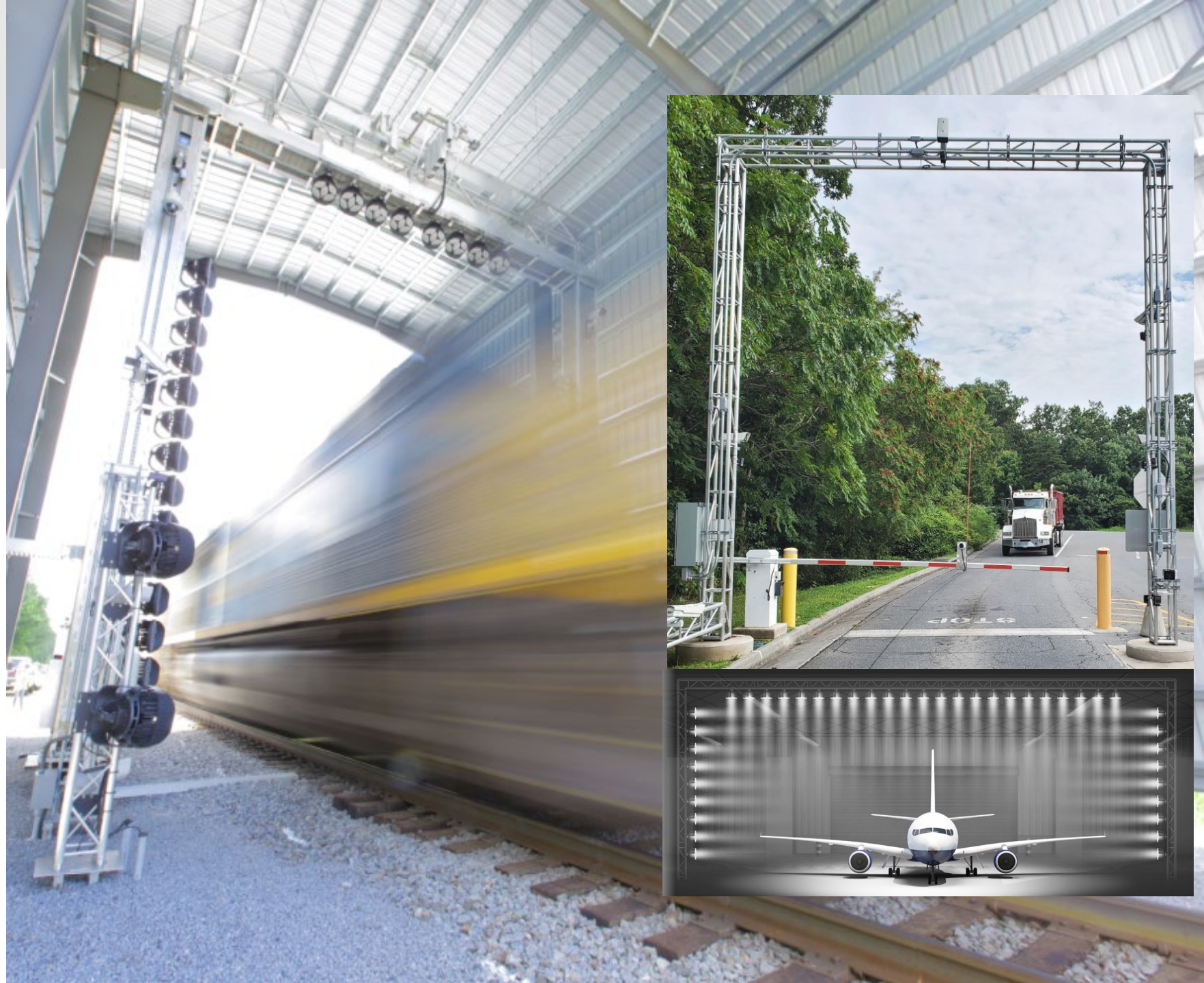
Market Applications

Our Products are Industry Agnostic with current focus on:

- Railcar Inspection Portal**
- Truck Inspection Portal**
- Aircraft Inspection Portal**

All supported by in house effort

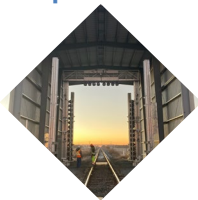
- Systems Design & Engineering, Software Development, Expert AI
- Manufacturing & Integration & Installation
- Operation & Maintenance & Support



Our Strategy

“Taking proven solutions and technologies, adding our expertise, and applying to other industries”

Railcar Inspection Portal



Truck Inspection Portal



Aircraft Inspection Portal



5G EDGE Data Centers



Rail Transportation
\$3.5 Billion by FY27¹

Aviation MRO to grow to
\$4.7 Billion by FY30²

Global Cargo Inspection to
reach \$2.3 Billion by FY26⁴

5G EDGE Data Centers
\$13.5 Billion by FY25³

2020-2021

BUSINESS TURNAROUND

Phase 1



2022

INITIAL GROWTH

Phase 2



2023-24

GROWTH EXPANSION

Phase 3



IMPROVED CUSTOMER EXPERIENCE

- Technical Delivery / QA&QC
- Operational
- Expand customer base / complete initial R&D phase
- Recurring Revenue

EXPAND RAIL CUSTOMER BASE

- Pivot into other sectors through Business Development
- Leverage R&D Architecture into new offerings
- M&A

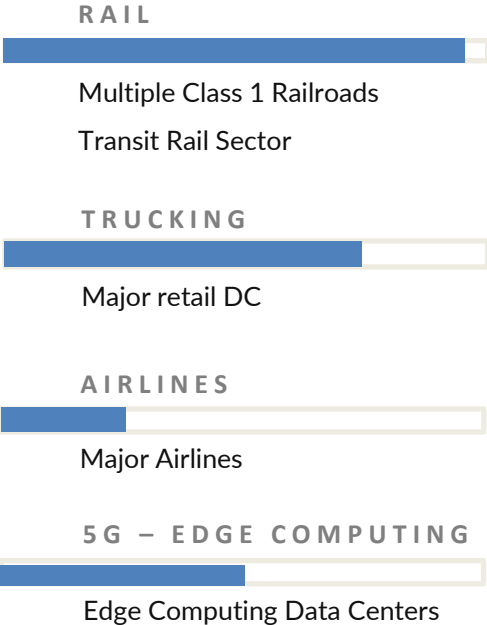
EXPAND GLOBAL MARKET OPPORTUNITY

- International Transportation Markets

Our Vision

We don't move commerce; we help customers move their commerce safer and faster

*GLOBAL MARKET OPPORTUNITY



*Growth Markets

- Current Markets
 - Phase 1 Markets
 - Phase 2 Markets
- * Expanded Geography & Vertical Markets
Growth within current Vertical Markets

Investment Highlights



Significant, **Global Market Opportunities***

- Combined North American markets exceed **\$24B**
 - **\$3.5B** Rail Transportation
 - **\$2.3B** Global Cargo Inspection
 - **\$4.7B** Aviation Maintenance and Repair Operations
 - **\$13.5B** 5G/Edge Data Centers
- Multiple sources previously cited



Strong Rail Industry **Tailwinds**

- Industry rapidly moving toward automation and optimization to reduce costs, increase safety and improve efficiency



Growing, **Large Cap Customer Base**

- Multiple, multi-million dollar deployments announced in 2022 with more expected in 2023



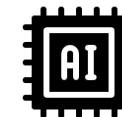
Superior, **Proprietary Technology**

- Spent majority of 2021 on further developing in-house technologies to enable exponential scaling in 2022 – 2024



Improving **Financial Position**

- 2021 revenue of **\$8.25 million**
- 2022 expected revenue of **\$16.5 - \$18 million with improved margins anticipated**
- Improved Balance sheet with sufficient working capital - **Strengthened cash position**
- Increasing Project Scopes
- Increasing recurring revenue base



Built for the **Future**

- Expanded AI and deep learning functionality
- Developed “Expert AI” concept
- Ongoing Focus on AI and Software Technology
 - Expected increased margins and recurring revenues

Consolidated Income Statement

(in '000s)	Q4 2021 (Unaudited)	Q1 2022 (Guidance) ¹	FY 2021 (Audited)	FY 2022 (Guidance) ¹
Revenues	\$3,716	\$1.3 - \$1.4M ²	\$8,260	\$16.5 - \$18M
Cost of Revenues	3,098		10,819	
Gross Margin	618		(2,559)	
Operating Expenses	858		4,898	
Income (Loss) from Operations	(240)		(7,457)	
Other Income (Expense)	40		1,448 ³	
Net Income (Loss)	(200)		(6,009)	
EPS (LPS)	(\$0.05)		(\$1.63)	
Weighted Average Shares Outstanding	3,694	6,094 ⁴	3,694	

- (1) Guidance for 2022 based on contracts in backlog
(2) Anticipated revenue range for Q1 2022
(3) Forgiveness of Cares Act/PPP Loan
(4) Current Common Stock Outstanding not including Series B Preferred Shares

Balance Sheet

Selected Data

<i>(in '000s)</i>	Dec 31, 2020, 10-K <i>(Audited)</i>	Dec 31, 2021, 10-K <i>(Audited)</i>
Current Assets	\$5,803	\$3,289
Cash, A/R, Contract Assets ⁽¹⁾	\$5,316	\$2,636
Current Liabilities	\$3,636	\$3,940
Deferred Revenue, Contract Liabilities ⁽²⁾	\$1,025	\$1,829
Debt (SBA Loan) ⁽³⁾	\$1,410	\$0
<i>Cash</i>	\$3,969	\$894
<i>Working Capital</i>	\$2,167	(\$651)
<i>Stockholders' Equity</i>	\$1,883	\$781

(1) Contract Assets become A/R as projects complete milestones

(2) Contract Liabilities reduce as project milestones completed

(3) SBA Loan was forgiven in Q1 2021

Capital Structure

	As of 04/22/22
Common Stock	6,096,541
Warrants	1,376,466 ⁽¹⁾
Options	1,096,266 ⁽²⁾
Series B Convertible Preferred	121,572 ⁽³⁾
Series C Convertible Preferred	0
Total Share Count Fully Diluted	8,699,417
Market Capitalization (April 25, 2022)/Fully Diluted	\$26M/\$27M ⁽⁴⁾

(1) Weighted Average Exercise Price: \$8.18/share

(2) Weighted Average Exercise Price: \$5.85/share

(3) Common Stock Equivalent as converted = 851 Preferred Shares (Series B)

(4) Note: Calculated by Intrinsic Value Method

Contact Us

Duos Technologies Corporate

Fei Kwong
Duos Technologies Group, Inc.
904-652-1625
fk@duostech.com

Investor Relations

Matt Glover or Tom Colton
Gateway Investor Relations
949-574-3860
DUOT@gatewayir.com

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