



ROUTE1 ANNOUNCES LAUNCH OF “MR. PARKING” AND PROVIDES UPDATE ON UPCOMING FINANCIAL REPORTING

TORONTO, CANADA – April 21, 2026 - [Route1 Inc.](#) (“Route1” or the “Company”) (TSXV: ROI), a provider of technology-enabled services focused on parking operations, public safety, and mobility, today announced the commercial launch of “Mr. Parking,” a new operational capability designed to improve performance across live parking environments while expanding recurring revenue within existing customer relationships.

The Company also confirmed that it will announce the release date for its fiscal year ended December 31, 2025 financial statements on the morning of Tuesday, April 28, 2026. The Company does not intend to host a shareholder call in connection with its year-end results and expects to host a call in mid-May 2026 following the release of its first quarter 2026 results.

“Mr. Parking” and Route1’s Recurring Revenue Model

“Mr. Parking” has been introduced as part of Route1’s ongoing lifecycle engagement with its customers, where the Company is responsible not only for deployment and support of ALPR environments but also for improving how those environments perform over time.

The capability is deployed within existing customer relationships and is not positioned as a standalone system. Instead, it is integrated into Route1’s support and operational model, where the Company maintains continuous involvement in client environments.

Across the parking technology market, much of the discussion remains focused on deployment, system features and data access. Route1’s view is that this framing misses the core issue. In most live environments, the challenge is not whether technology has been installed but whether performance is being measured, managed and improved over time. The Company believes this distinction shifts the basis of customer value from deployment activity to ongoing operational outcomes, which better supports long-term customer relationships and Route1’s recurring revenue. The introduction of Mr. Parking is expected to expand recurring revenue within existing customer relationships.

This approach is designed to:

- Expand recurring revenue within existing customer relationships
- Increase the operational scope of each customer engagement
- Improve customer retention through deeper operational integration
- Shift value delivery from system support to performance outcomes

As “Mr. Parking” is introduced into additional accounts, the Company expects it to expand recurring revenue within the Company’s existing customer base.

Embedded in the Lifecycle, Not Sold as Software

Route1’s model is based on long-term lifecycle engagement rather than one-time system deployment.

Within this model, the Company:

- Deploys and integrates ALPR infrastructure
- Provides ongoing system support, monitoring, and maintenance
- Works directly with operators in live environments
- Continuously improves operational performance over time

“Mr. Parking” is deployed within this structure. It is configured to each client’s environment and operates using live data generated through existing systems and workflows. Route1 remains actively involved in how the capability is applied, including tuning outputs, aligning to policy and supporting operational decision-making.

“Mr. Parking” is not accessed as a standalone application. It is deployed as part of ongoing engagement, with outputs delivered into existing operational workflows used by supervisors, analysts and enforcement teams.

As a result, Route1’s role becomes more embedded in the client’s day-to-day operations, increasing the durability of the customer relationship over time.

Expanding Across the Operation

Initial deployment of “Mr. Parking” is focused on enforcement and patrol operations where variability in performance and missed revenue opportunities are most visible.

However, the underlying framework is designed to extend across additional operational areas including:

- Violation processing workflows
- Customer communication and response management
- Other back-office and administrative functions where consistency and responsiveness impact outcomes

As these applications are introduced, the capability is expanded within the same customer relationship, further embedding Route1 within the client’s operating environment. Each additional application expands the scope of the Company’s engagement within the account and increases recurring revenue over time.

Market Context: From Deployment to Performance

Across North America, ALPR deployment is largely complete. The challenge is now operational performance.

Route1’s direct engagement in live environments continues to show:

- Variability in enforcement output
- Missed revenue opportunities within existing operations
- Limited ability to measure and defend outcomes

These conditions reinforce a consistent conclusion: deployment alone does not improve operations. “Mr. Parking” is designed to address this gap by enabling continuous performance management within existing environments.

CEO Commentary

“Most systems are already deployed. That’s not where the value is created,” said Tony Busseri, Chief Executive Officer of Route1. “The value comes from how those systems perform over time, and most organizations still lack the ability to manage that consistently.”

“Our model is based on staying engaged with our customers over the lifecycle of their environment and being accountable for how those systems perform. ‘Mr. Parking’ expands that role. It allows us to move beyond supporting infrastructure and directly influence operational outcomes, which increases both the value of the relationship and its durability.”

“As we expand its use across enforcement, processing, and customer-facing functions, we are increasing both the value we deliver and the depth of our customer relationships, which directly drive retention, expansion within accounts and recurring revenue.”

Financial Reporting Update

Route1 confirmed that it will announce the release date for its fiscal year 2025 financial statements on the morning of Tuesday, April 28, 2026.

The Company does not intend to host a shareholder call in connection with its year-end results.

Route1 expects to host a shareholder call in mid-May 2026 following the release of its first quarter 2026 financial results. Management expects to provide additional commentary at that time regarding operational progress and early observations following the launch of “Mr. Parking.”

About Route1 Inc.

Route1 provides operational intelligence and secure data solutions for public sector and critical infrastructure operators. The Company’s ABI platform supports structured intelligence and operational improvement initiatives across mobility, parking enforcement, public safety and smart infrastructure environments. Route1 trades on the TSX Venture Exchange under the symbol ROI.

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