



QUISITIVE

Building the Premier
Microsoft Partner in
North America for
Business Solutions and
Cloud Innovation.

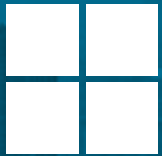
TSX-V: QUIS

Investor Presentation
December 2020

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Quisitive's mission is to build the premiere Microsoft partner in North America for Microsoft business solutions and cloud innovations.



Developing 1st Party Cloud Based Solutions and Products



Helping Customers Move and Innovate in the Microsoft Clouds



Building the Microsoft Partner of the Future



Quisitive Leadership Team

The Quisitive team is uniquely comprised of former Microsoft leaders and technologists who share a deep understanding of market needs and the appropriate application of Microsoft cloud technology.

Board of Directors



Mike Reinhart
Chairman



Phil Sorgen
Director



Dave Guebert
Director,



Gord McMillan
Director



Dr. Vijay Jog
Director

Management Team



Mike Reinhart
Founder | CEO



Michael Murphy
CFO



Scotty Perkins
LedgerPay



Tami Anders
Corporate Marketing
& IR



Sue Darrow
Human Resources
& Culture



Gary Prioste
President
Global Cloud Solutions



Steven Balusek
Global Solutions
Development



Dr. Vijay Jog
Global Business
Applications



Dave Hickman
Global Delivery



Kevin Castillo
Global Sales & Alliance

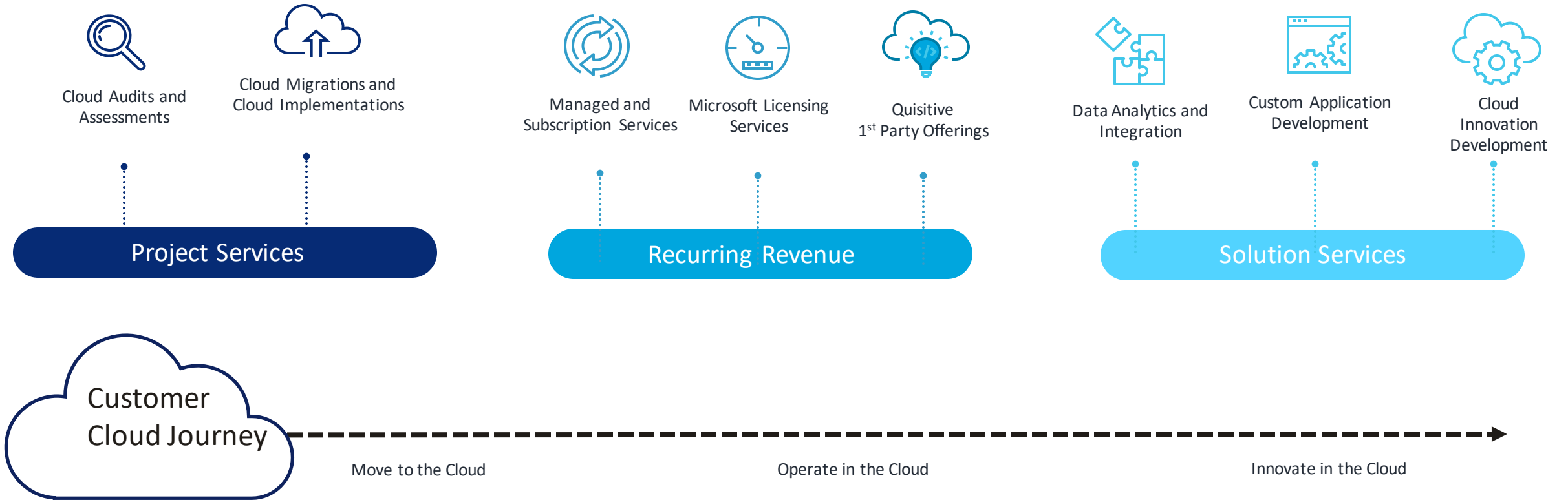
Reinvent The Present

Quisitive is an award-winning cloud expert that helps enterprise organizations move their business to the Microsoft cloud and benefit from the full breadth of technologies that the cloud offers.



2019 Partner of
the Year Winner
United States

Quisitive Business Model



Organic Growth

Integration Synergies

Infrastructure Services

Application Development Services

Modern Workplace Services

Data and Analytics Services

Business Applications

M&A Strategy

M&A Target Profile

 \$10M-\$50M Annual Revenue
Strong EBITDA (8-12%)

 Geographic Location
Regional US, Canada
Managed Services

 Microsoft Specialization
Microsoft Cloud Services
Industry Expertise

\$48M

USD Run Rate
Revenue

20%

Recurring
Revenue

17%

Adj EBITDA

300

Employees

500+

Global
Customers

8

North
American
Locations

QUISITIVE

Acquisition
of Qusitive, LLC

Jan 22
2018

Private Placement:
CAD \$8.6M @
\$0.35

Mar 18
2018

TSXV
Public Listing

Aug 8
2018

Acquisition of
CRG

Jun 1
2019

Acquisition of
Menlo

Jan 1
2020

LedgerPay Launch

Mar 1, 2020

Bought Deal:
CAD\$16M @ \$0.75

June 26
2020

Debt Refinance
(Scotia)
\$16.1M

August 8
2020

Invent The Future

Quisitive's proprietary Software as a Services (SaaS) solution portfolio:



Employee performance management software for small and medium-sized businesses.



Cloud-based payment processing and payment intelligence software platform.

THE PROBLEM(S)



PROBLEM 1



PAYMENT
PROCESSING

Arcane, difficult, and expensive for retailers to connect to intermediary payment processors, creating a non-value-added tax on already compressed profits.

PROBLEM 2



UNABLE TO
IDENTIFY
CUSTOMER AND
OFFER CUSTOM
PROMOS

Retailers have not been able to offer consumers the most relevant products and promotions because it's been very difficult to identify them at the point-of-sale without making them enroll in loyalty and coupon programs, which have historically low participation.

THE LEDGERPAY SOLUTION SET



SOLUTION 1: PAYMENT PROCESSING

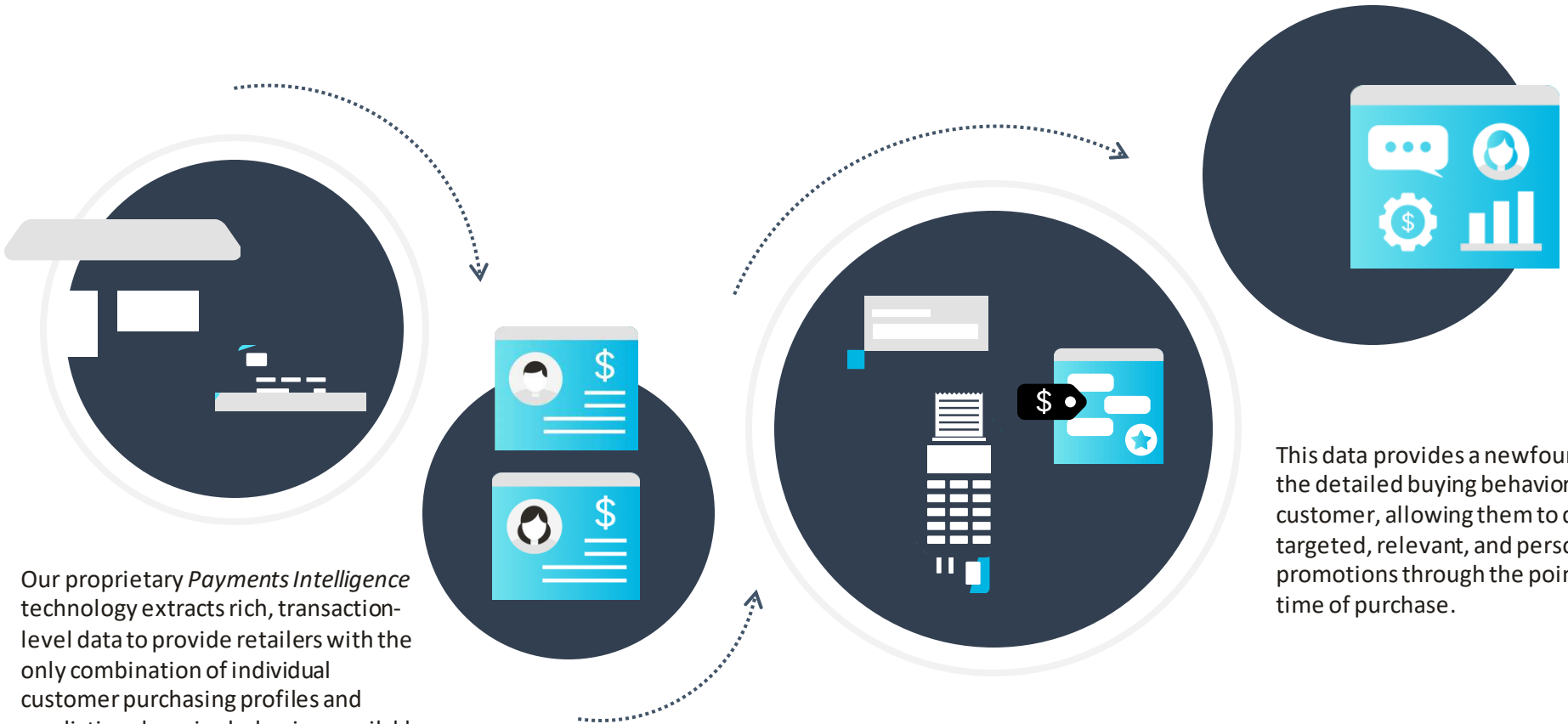
Traditional payment processing services on a modern cloud-enabled platform for a per-transaction fee that transforms a commoditized service into an entirely new source of scientifically accurate, data-driven marketing enablement.



SOLUTION 2: PAYMENTS INTELLIGENCE

Captures verifiable line-item purchase data from every card-based transaction, by every customer, in every channel. Enabling merchants to understand their individual customers' buying preferences and habits allows them to pro-actively segment and engage with them in real time at the point of purchase.

LEDGERPAY OVERVIEW



Our proprietary *Payments Intelligence* technology extracts rich, transaction-level data to provide retailers with the only combination of individual customer purchasing profiles and predictive shopping behaviors available today.

This data provides a newfound ability to track the detailed buying behaviors of every customer, allowing them to deliver highly targeted, relevant, and personalized promotions through the point-of-sale at the time of purchase.

The result: Lower OPEX and IT costs, dramatically improved customer loyalty, and increased sales and revenue.

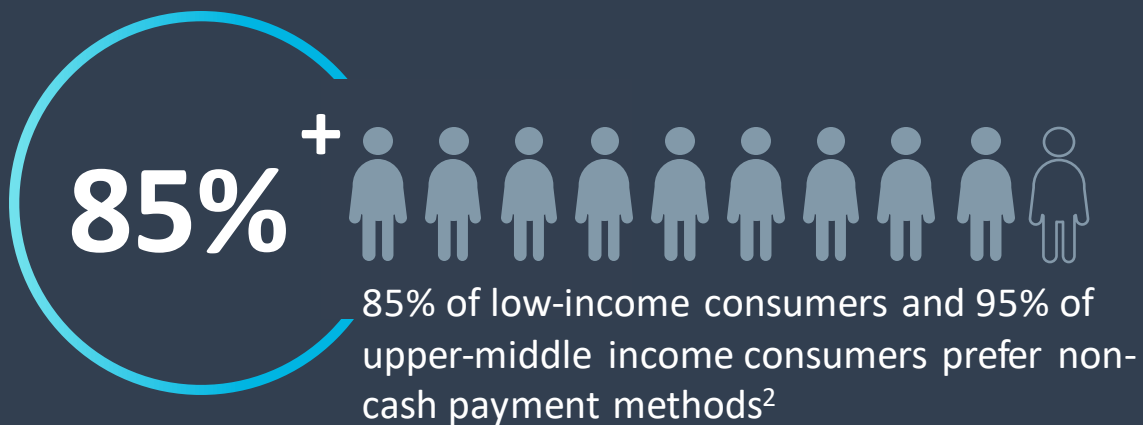
MARKET OPPORTUNITY: NON-CASH PAYMENTS

All merchants require payment processing.



The market for card-based payments is significant and growing.

\$144B Non-cash payments in the US; for \$178 trillion in payment value¹



90%
of purchase transactions in the United States are at brick and mortar merchant locations

8%+
Credit card payments up 8.0% and debit payments up 7.1% since 2012

¹Federal Reserve payments study 2016 ²TSYS consumer payments study 2016

OUR JOURNEY

Public Launch

Launched the LedgerPay platform
March 2020.

PHASE
01
.....
Q1 2020



Accomplishments



PHASE
02
.....
Q2 2020

First License Deal

Secured first license deal for the LedgerPay platform.

Microsoft Partnership

Began co-development with Microsoft

PHASE
03
.....
Q2 2020



PHASE
04
.....
Q3 2020

GTM with dunnhumby

Activated channel marketing motion in partnership with dunnhumby to create pipeline for LedgerPay payments intelligence solution.

Future Focus

PHASE
05
.....
Q4 2020

GTM with Microsoft

Channel marketing and sales motion in partnership with Microsoft for LedgerPay.

PHASE
06
.....
Q1 2021

Acquire Bank Sponsor

Partner with bank to launch scale direct processor in Microsoft Azure cloud

PHASE
07
.....
Q2 2021

Launch Merchant Model

PCI, ISO and ISA Certification
Visa/Mastercard Certification

The Investment Opportunity Market Differentiation



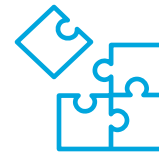
Experienced
Leadership
Team



Partnership
Philosophy &
Premier Status



Recurring
Revenue
Generating



Consolidation
M&A Strategy



Microsoft Cloud
Expertise: Azure,
Dynamics and
Office 365



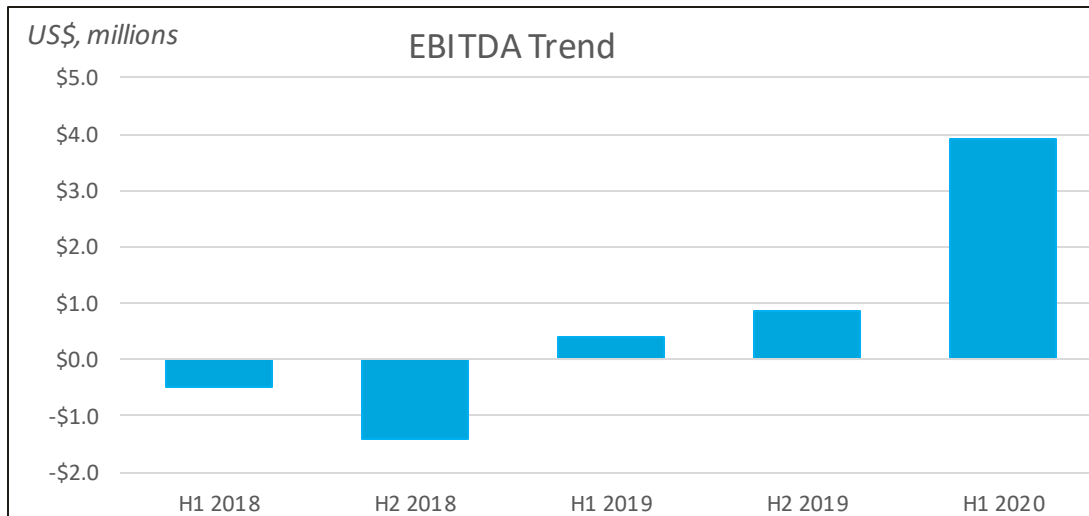
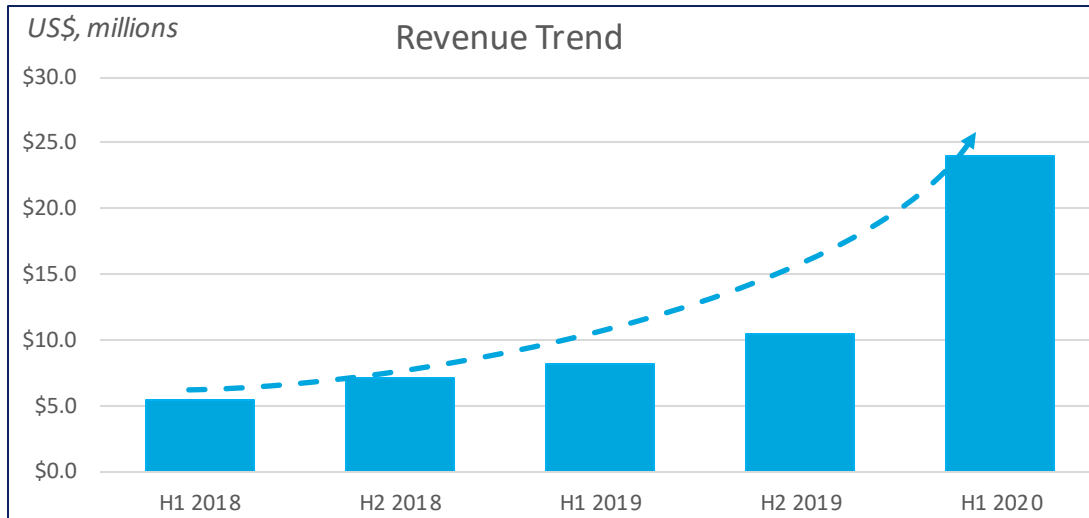
Product Solutions
Including
emPerform and
LedgerPay



QUISITIVE

Structure and
Financials

Financials | FY20 Q3



Capital Structure | As of December 1, 2020

Ticker Symbol:
 Share Price
 Shares Outstanding
 - Insider/Director/Officer/Mgmt. Shares
 Warrants Outstanding
 Stock Options/RSU's
 LedgerPay Shares Convertible
 Senior Secured Debt
 Market CAP

TSXV: QUIS
 C\$0.92
 193.5M
 ~40%
 12.8M
 9.5M
 4.2M
 US\$16.1M
 C\$208M

Warrants Outstanding

0.4M @ C\$0.35 expiry (Mar 2022)
 1.1M @ C\$0.75 expiry (Jun 2022)
 11.3M @ C\$1.10 expiry (Jun 2022)

Stock Options Outstanding

1.9M @ C\$0.35 expiry (Apr 2023)
 0.3M @ C\$0.15 expiry (Aug 2024)
 1.2M @ C\$0.20 expiry (Dec 2024)

Restricted Stock Units (RSU's)

6.2M

Contact Us

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