



QUISITIVE | CORPORATE PRESENTATION

Quisitive Technology Solutions
TSXV: QUIS

Corporate Investor Presentation

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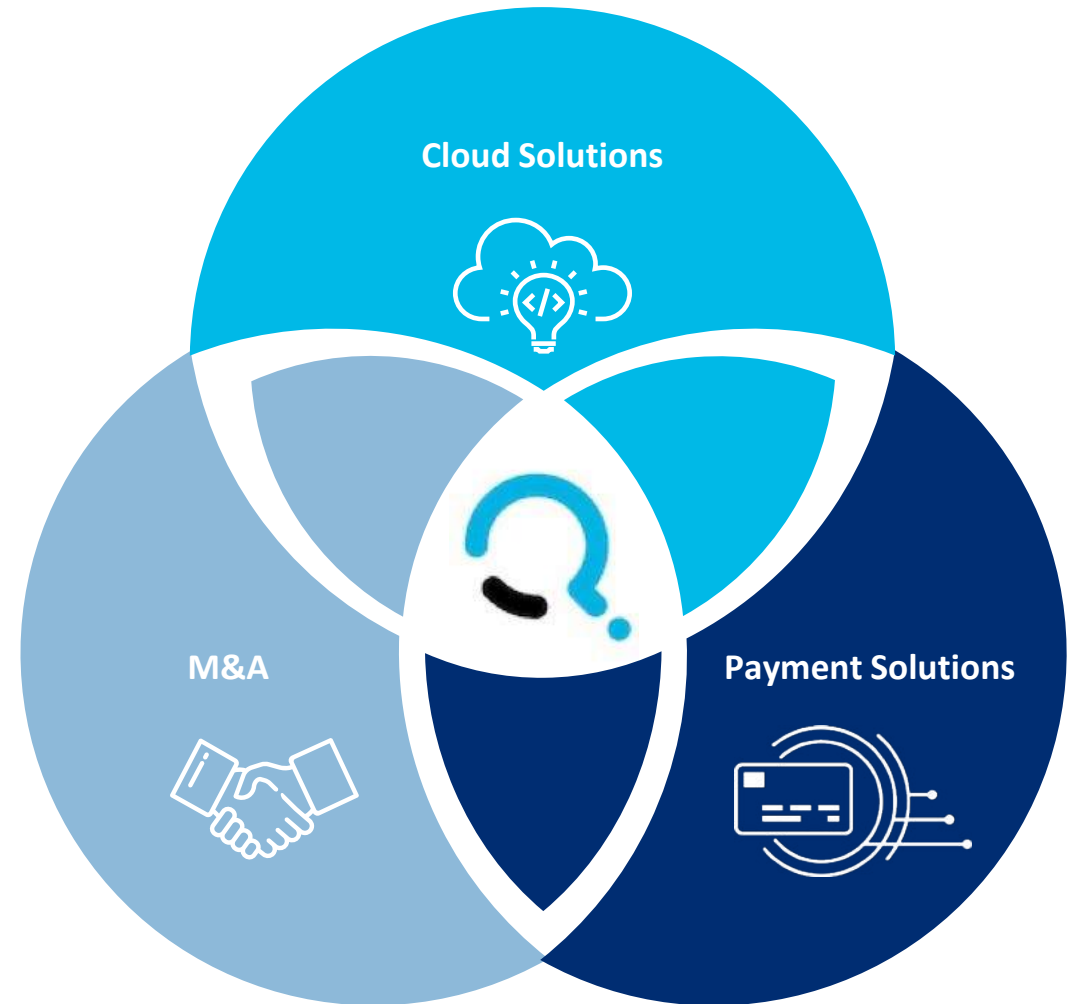
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Quisitive

Mission:

Generate transformational impact with immense value for customers through our business solutions and cloud innovations as a premier, global Microsoft partner.

- 1 Cloud Solutions**
Leveraging our foundation of Microsoft cloud technical expertise with focused industry acumen to deliver technology solutions to transform companies.
- 2 Payment Solutions**
Applying technology to transform the necessary-but-commoditized industry of payment processing into an entirely new source of customer engagement and operational efficiency
- 3 M&A**
Acquiring key businesses that augment and complement Quisitive core offerings



Quisitive at a Glance

Founded in 2016



\$110M

USD Run Rate Revenue



43%

Run Rate Recurring Revenue



20%

Run Rate Adj EBITDA



39%

Run Rate Gross Margin



7,500+

Global Customers



11

Employee Hubs



375

Employees



Channel Leader





BUSINESS AT A GLANCE

Cloud Solutions

Leveraging our foundation of Microsoft technical expertise and portfolio of industry-focused IP to deliver technology solutions to transform mid and enterprise sized companies

Digital Transformation Opportunity
\$6.8T Spend between 2020-2023
CAGR 15.5%

Source: IDC

Business Overview

Our Foundation

- Expert technologists with deep experience in Microsoft cloud technology
- Founded on the *Move, Operate, Innovate* model in the initial wave of public cloud migration
- Apply cloud technology to solve business challenges and rise above competition

Our Approach

- Customer acquisition through unique industry-led perspectives
- Enhancing our foundation to meet the increasingly complex cloud needs of modern businesses
- Leverage our robust IP portfolio and strong solution foundation to build sustainable partnerships with our customers



Quisitive Accolades

2021 Microsoft Healthcare Partner of the Year Winner

2019 Microsoft Country Partner of the Year Winner

Advanced Specialization of Modernization of Web Applications in Microsoft Azure

Advanced Specialization of Windows Server and SQL Migration to Microsoft Azure

Microsoft Cloud Native Accelerate Program Member

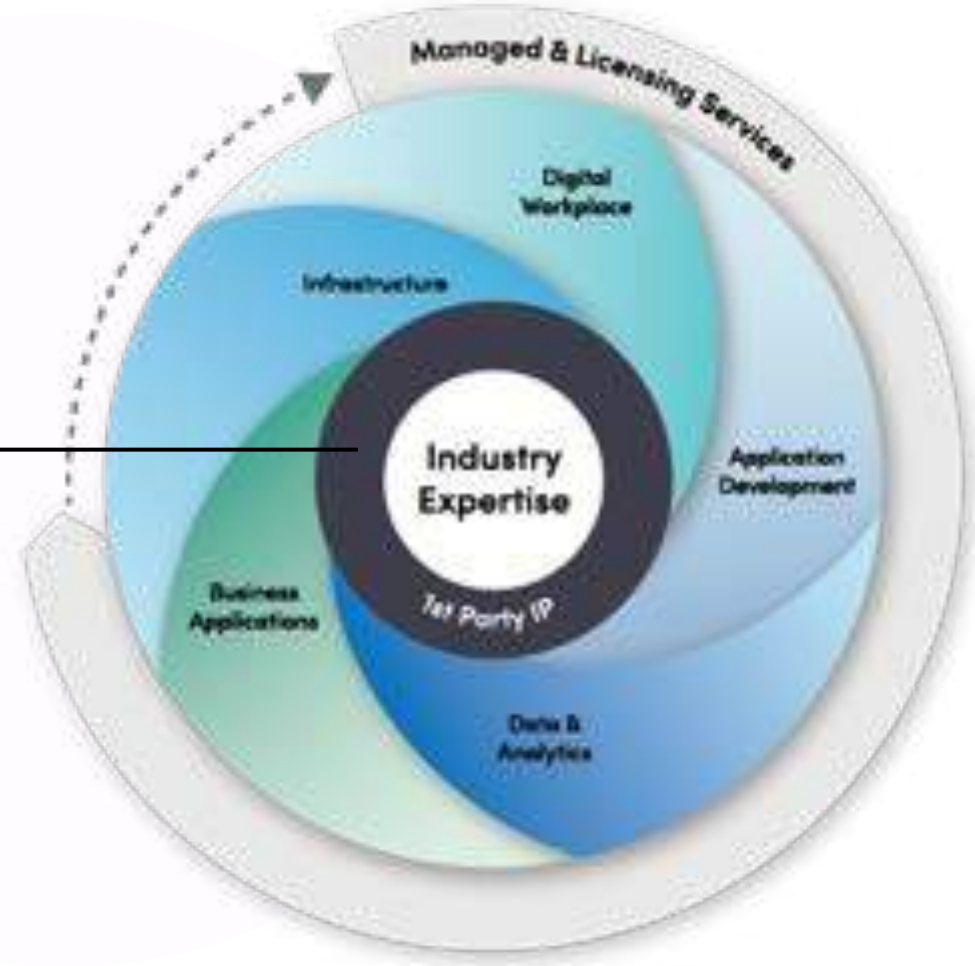
3X Presidents Club Awards

2020/2021 Inner Circle for Business Applications

Global Cloud Solutions

Customer Acquisition Strategy

-  **mazikcare**
Healthcare
-  **mazikcity**
Public Sector
-  **emPerform**
Talent Management
-  **mazikthings**
Manufacturing



Ideal Customer Profile
\$500M-\$5B Corporate Revenue
Target Persona: C-Suite

15% **Digital Marketing**
Of net-new customer acquisitions comes via digital marketing in-bound marketing

25 **Direct Sales**
Number of full-time employees on our dedicated pre-sales and direct sales team

200+ **Channel Sales**
Number of customers acquired via our Microsoft Channel position within last 24 months.



BUSINESS AT A GLANCE

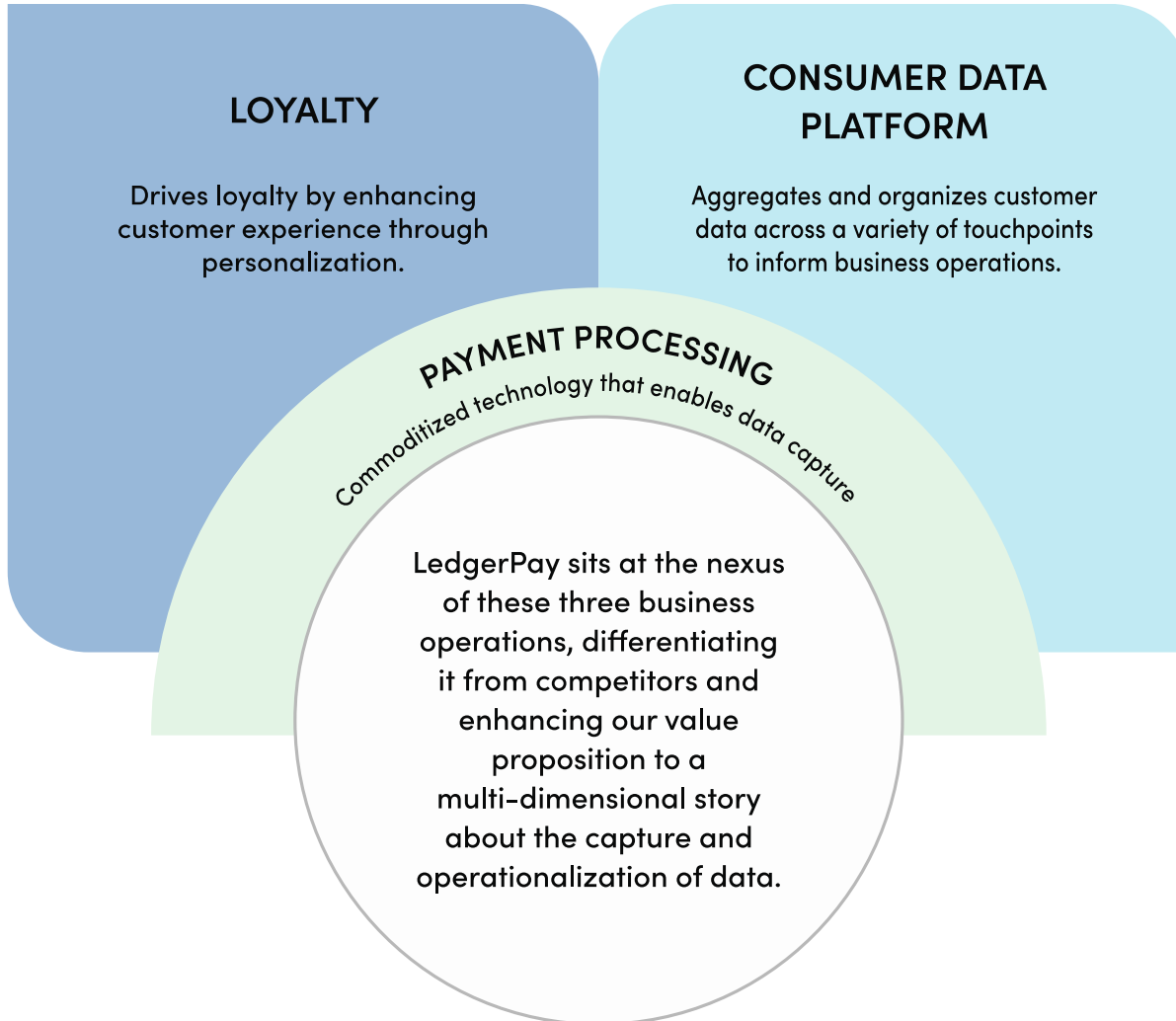
Payment Solutions

Transforming the necessary-but-commoditized industry of payment processing into an entirely new source of customer engagement

**US Payment Processing Market Size: \$98 Billion by 2027
CAGR 14.5% (2020-2027)**

Source: Grandview Research 2020

Our Journey to Payments



Payments is an extension of our mission- to provide transformative cloud solutions to customers. In the case of payments, we recognized a hole in the industry and took the initiative to deliver a solution to the entire market.

Through our work with the Merchant Customer Exchange (MCX), a consortium of U.S. retail companies, we learned of the gaping holes in the payments industry.

We identified that payments is a cost center for merchants that fails to provide the real-time data needed to drive loyalty

Quisitive began developing a cloud-based technology solution in collaboration with Microsoft to transform the payments industry into a source of value for merchant customers

Global Payments Solutions Business Overview

ledger | pay

LedgerPay is the technology platform that enables our Payments Solutions business.

Payments Intelligence™

Customers: Enterprise retail businesses

Solution: Uses payments data to generate powerful insights that enhance customer engagement and loyalty

Backed By: LedgerPay's robust data insights platform

Merchant Services

Customers: All merchants

Solution: Provides payment processing, bank settlement, and ISO onboarding services

Backed By: LedgerPay's cloud-based payment processing capabilities

Supported By: Age verification IP



2021 Highlights: Payments Solutions

Key Milestones



Achieved ISO
Certifications



Attained
Microsoft Co-Sell
Ready Status



Secured Bank
Sponsorship



Received
Patent for
AgeChecker IP
Identity
Verification



Attained PCI-DSS
Certification



Finalized Contract
with Paytron



**Q2 Payment Processing
Volume**

\$551 million

\$10m+ per day

(May 8 – Jun 30)

BankCard Impact



BUSINESS AT A GLANCE

M&A

Acquiring key businesses that
augment and complement
Quisitive core offerings

M&A Strategies



Cloud Solutions

Targeted Microsoft partner consolidation strategy to fuel the build of the premier global Microsoft partner for business solutions and cloud innovation.



Payments Solutions

Targeted payments technology strategy to accelerate Quisitive LedgerPay and create synergies that scale value.

Future Acquisition Strategy

Target Profile Global Cloud Solutions Business



\$10M-\$50M Annual Revenue
Strong EBITDA (10-15%)



Microsoft Specialization
Geographic Location



Industry Expertise
1st Party IP

Target Profile Global Payment Solutions



ISO/PAYFAC-Merchant Portfolios
Payments Solution ISVs



\$10M-\$50M Annual NET Revenue
90%+ Recurring Revenue
30%+ EBITDA



Merchant Portfolio Mix
Portability of Merchants, Banks, and Processors
Payment Technology

Most recent acquisition



Acquired April 2020

\$10.5M LTM Revenue
HealthCare Industry
Microsoft Focused



Award-winning
healthcare IP

Most recent acquisition



Acquired May 2020

\$34M LTM Revenue
Payments Processing
7,000+ Merchants



Age verification IP

Why Quisitive?

Investment Thesis

Brand Position and Strategic Relationship with Microsoft



Payments
First Mover Advantage with Minimal Competition



Expanding M&A Portfolio



The One Quisitive Foundation

When a company becomes a part of the Quisitive family, they are not left to stand alone. We fully integrate them on a fundamental level.

They become Quisitive.



Brand Integration
Fuels Customer Growth



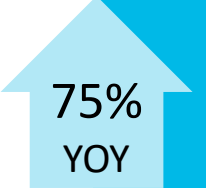

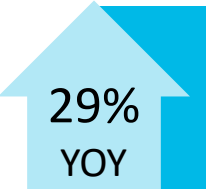

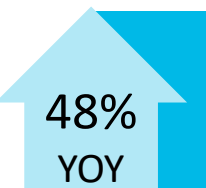

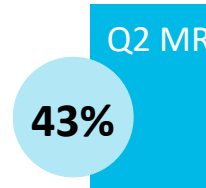



Team Integration
Drives Synergies



Systems Integration
Optimizes Costs

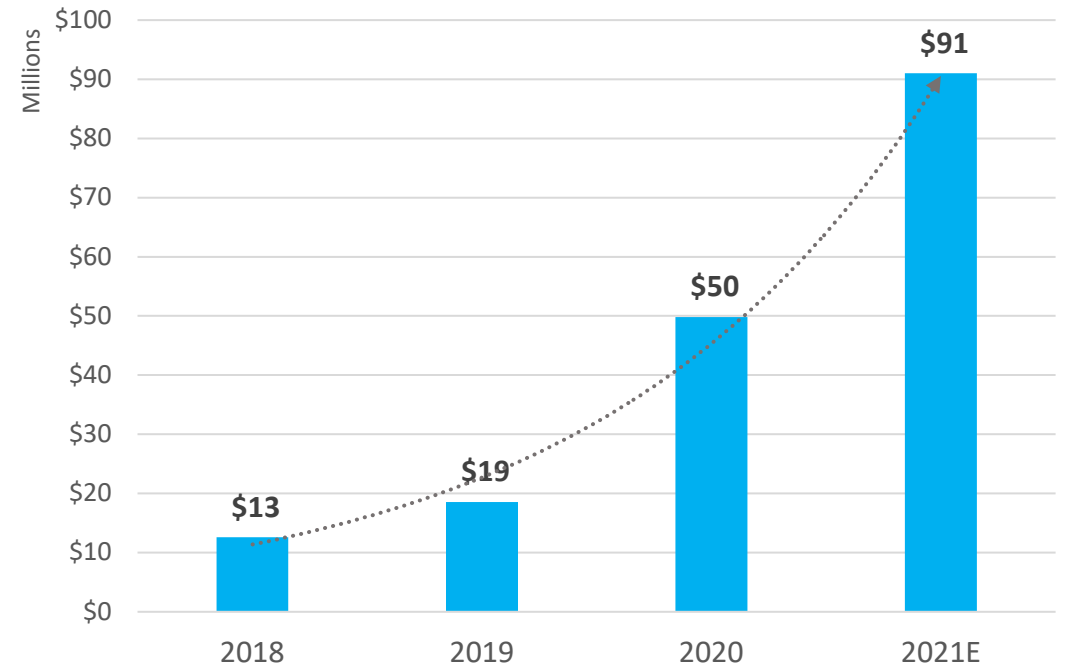
Long-Term Objective of Building a \$250 mm Revenue and \$100 mm Adjusted EBITDA Company

Quisitive Financials

 <p>75% YOY</p>	<p>Q2 Revenue \$23.0 Million</p>		<p>52 Week Range*: C\$0.56 / C\$1.97</p>
 <p>29% YOY</p>	<p>Q2 Adjusted EBITDA \$3.6 Million</p>		<p>Common Shares Outstanding* 322.3m</p>
 <p>48% YOY</p>	<p>Q2 Gross Margin \$8.3 Million</p>		<p>Market Capitalization* ~ C\$444.8m</p>
 <p>43%</p>	<p>Q2 MRR/Transaction Revenue \$9.8 Million</p>		<p>Analysts Consensus* C\$2.52</p>
	<p>Member of TSX Venture 50 2021</p>		<p>Recent Price* C\$1.38</p>

* As of September 3, 2021

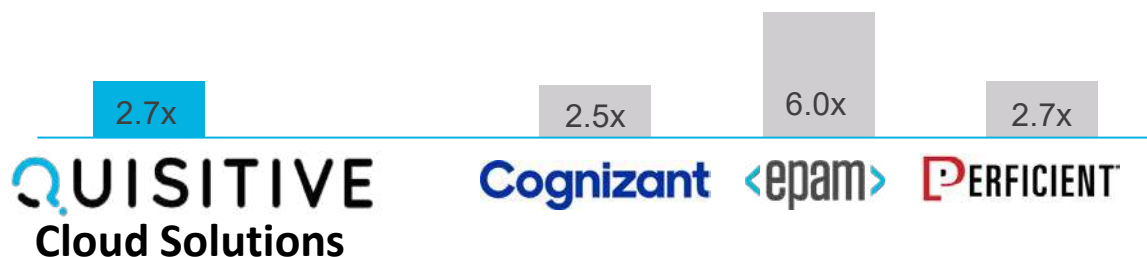
Total Revenue Growth Consistent and Robust Revenue Growth



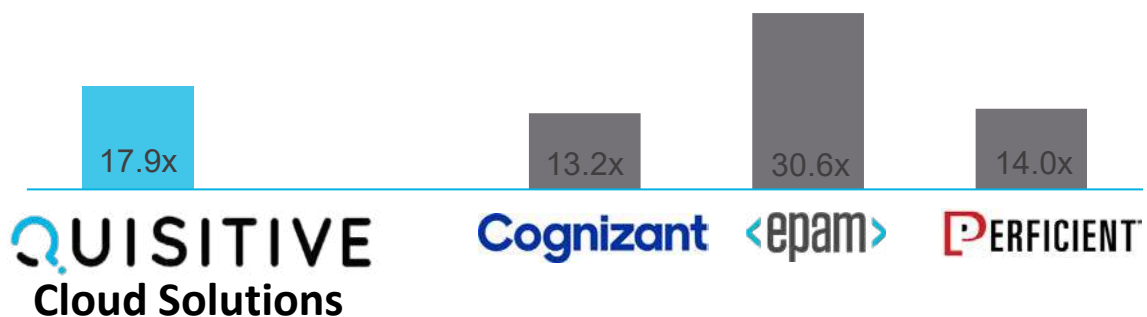
Quisitive Valuation Benchmarking

Cloud Solutions

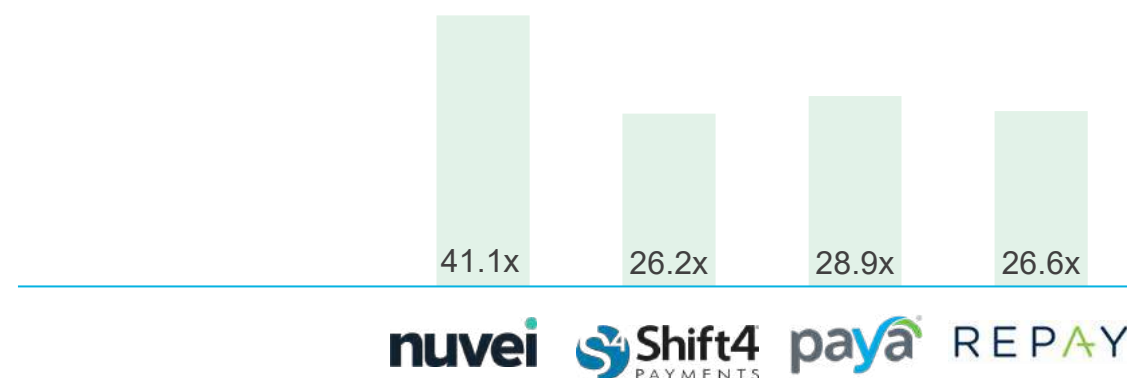
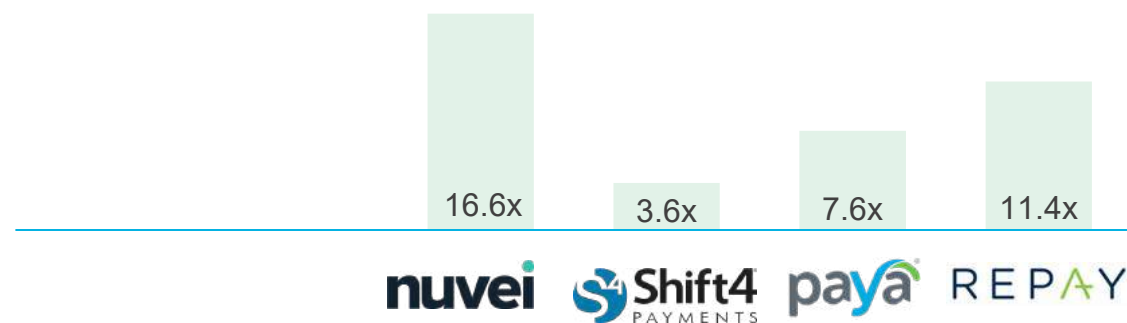
EV / 2021 E Revenue



EV / 2021 E EBITDA



Payment Technology



Source: S&P Capital IQ and Equity Analyst Research Reports.
 Note: Market data as of January 8, 2021.

Contact Us

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