

A dark, grayscale image of a city skyline at night, with numerous skyscrapers. Overlaid on the skyline is a complex network of white lines connecting various points, resembling a data network or a constellation. The overall mood is technological and modern.

# QUISITIVE

CORPORATE  
PRESENTATION

**Quisitive Technology Solutions**

TSXV: QUIS

Corporate Investor Presentation

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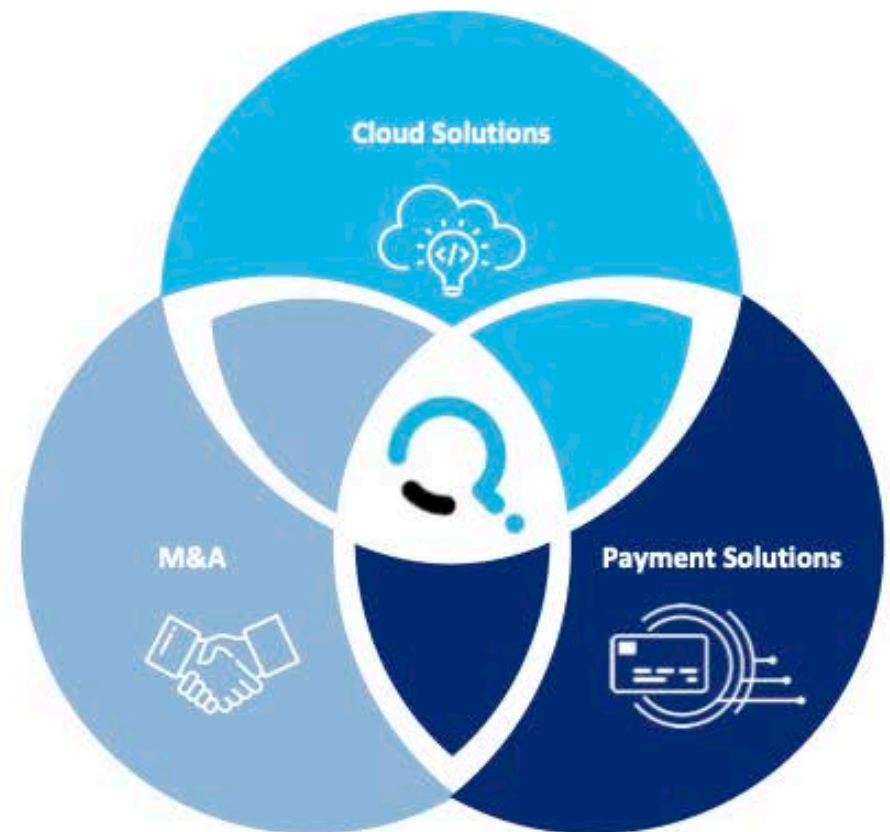
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## Quisitive

# 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



**\$165M**

USD Run Rate Revenue



**43%**

Run Rate Recurring/Transaction Revenue



**18%**

Run Rate Adj EBITDA



**39%**

Run Rate Gross Margin



**7,500+**

Global Customers



**15**

Employee Hubs



**700**

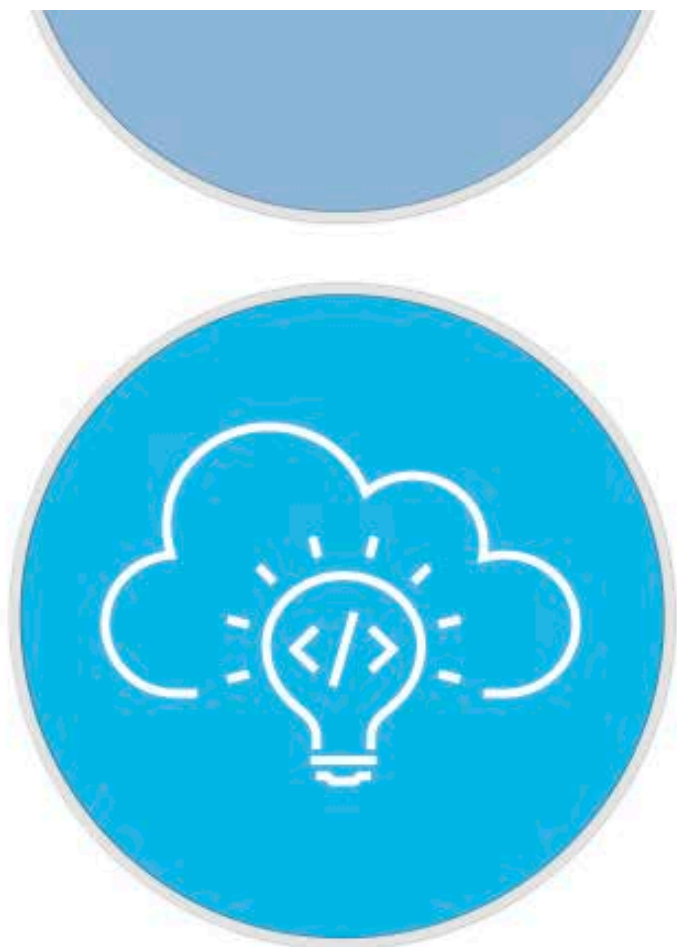
Employees



**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

## Global Cloud Solutions

# 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

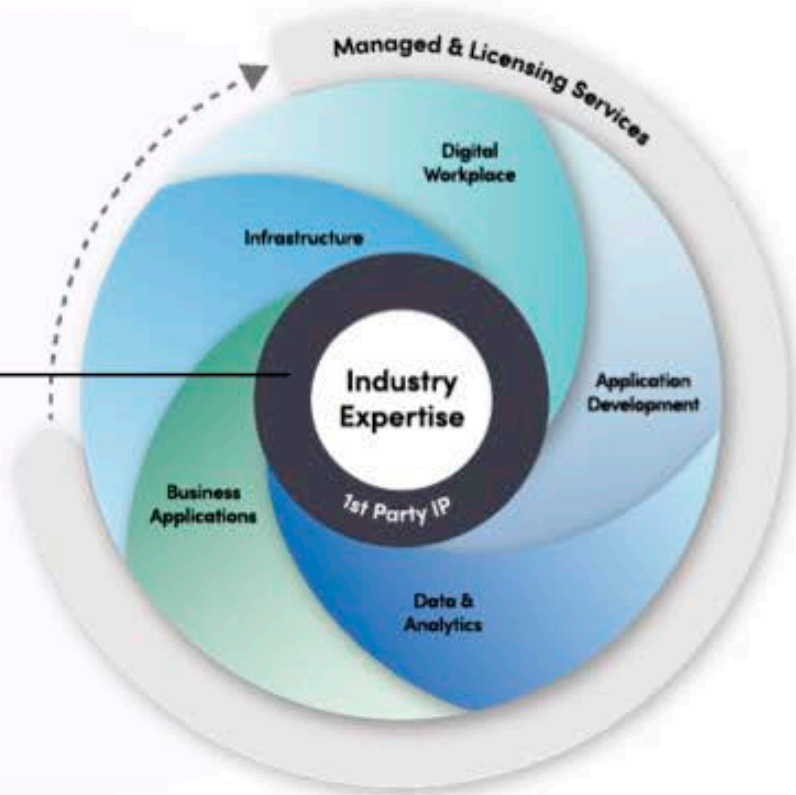
Microsoft Cloud Native Accelerate Program Member

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

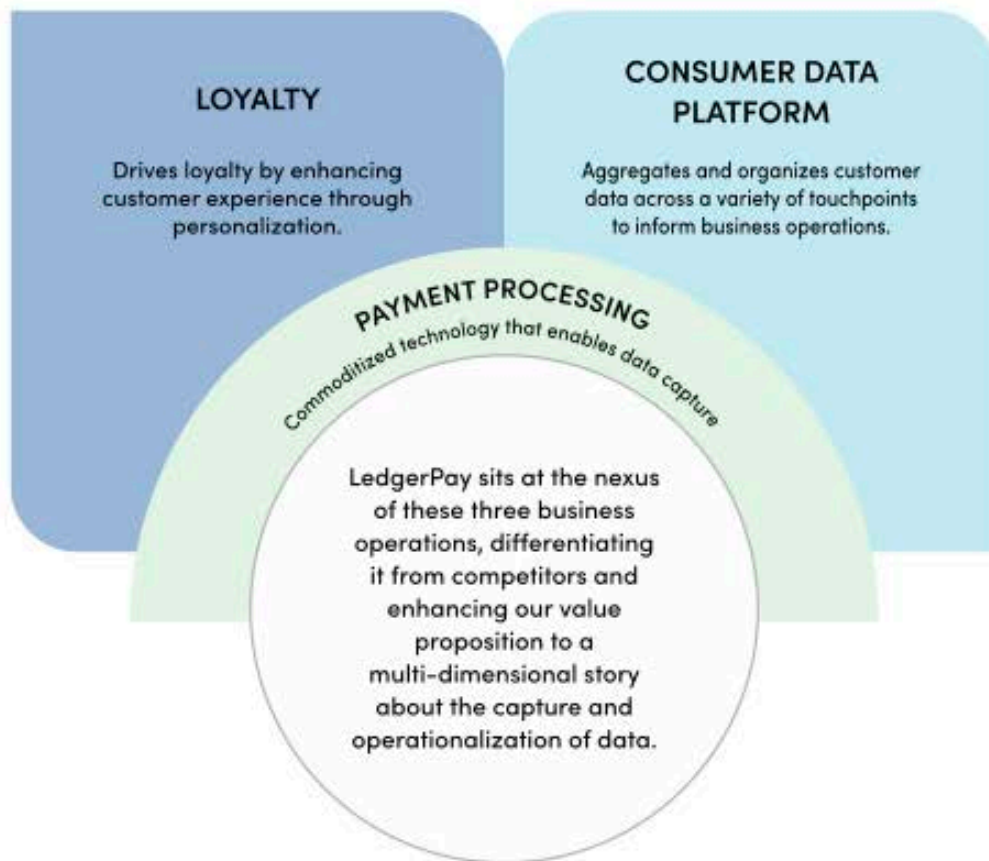
**US Payment Processing Market Size: \$98 Billion by 2027  
CAGR 14.5% (2020-2027)**

Source: Grandview Research 2020



## Global Payments Solutions

# 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





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  
1<sup>st</sup> Party IP

## Target Profile Global Payment Solutions

 ISO/PAYFAC-Merchant Portfolios  
Payments Solution ISVs

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

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

*Most recent acquisition*



**Acquired November 2021**

\$52.5M LTM Revenue  
35% Recurring Revenue  
Microsoft Focused

*Most recent acquisition*



**Acquired May 2021**

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

 AgeChecker.Net  
Age verification IP

## Why Qusitive?

# Investment Thesis

Brand Position and Strategic Relationship with Microsoft



Payments  
First Mover Advantage with Minimal Competition



Expanding M&A Portfolio



## The One Qusitive Foundation

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

**They become Qusitive.**



Brand Integration  
Fuels Customer Growth

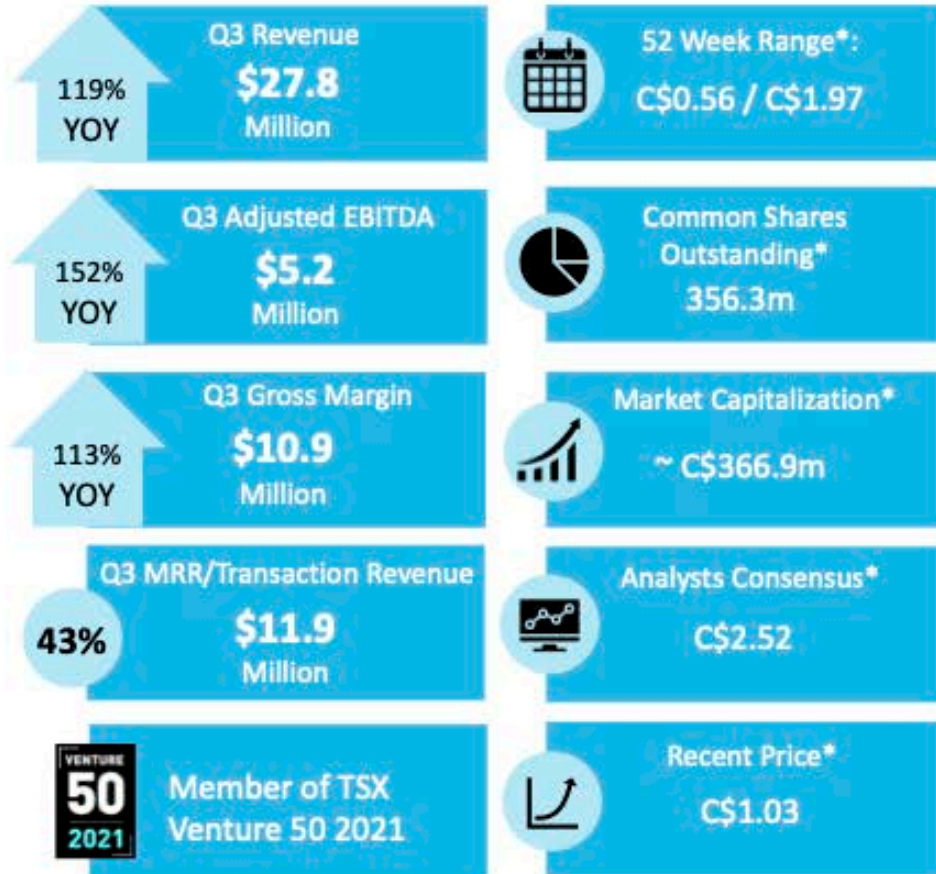


Team Integration  
Drives Synergies



Systems Integration  
Optimizes Costs

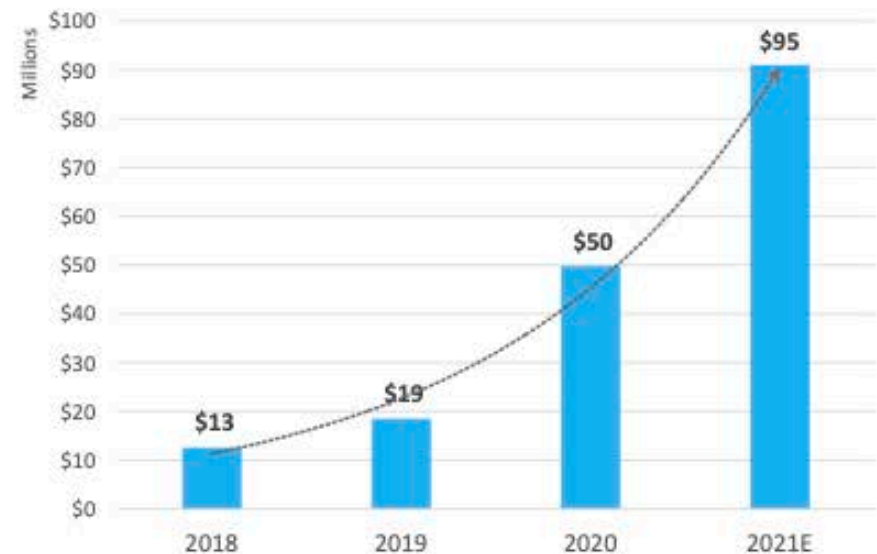
# Quisitive Financials



\* As of November 26, 2021

## Total Revenue Growth

Consistent and Robust Revenue Growth



# Contact Us

## Investor Relations

**Gateway IR**  
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[QUIS@gatewayir.com](mailto:QUIS@gatewayir.com)



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