



# QUISITIVE

CORPORATE  
PRESENTATION

**Quisitive Technology Solutions**

TSXV: QUIS

OTCQX: QUISF

Corporate Investor Presentation

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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

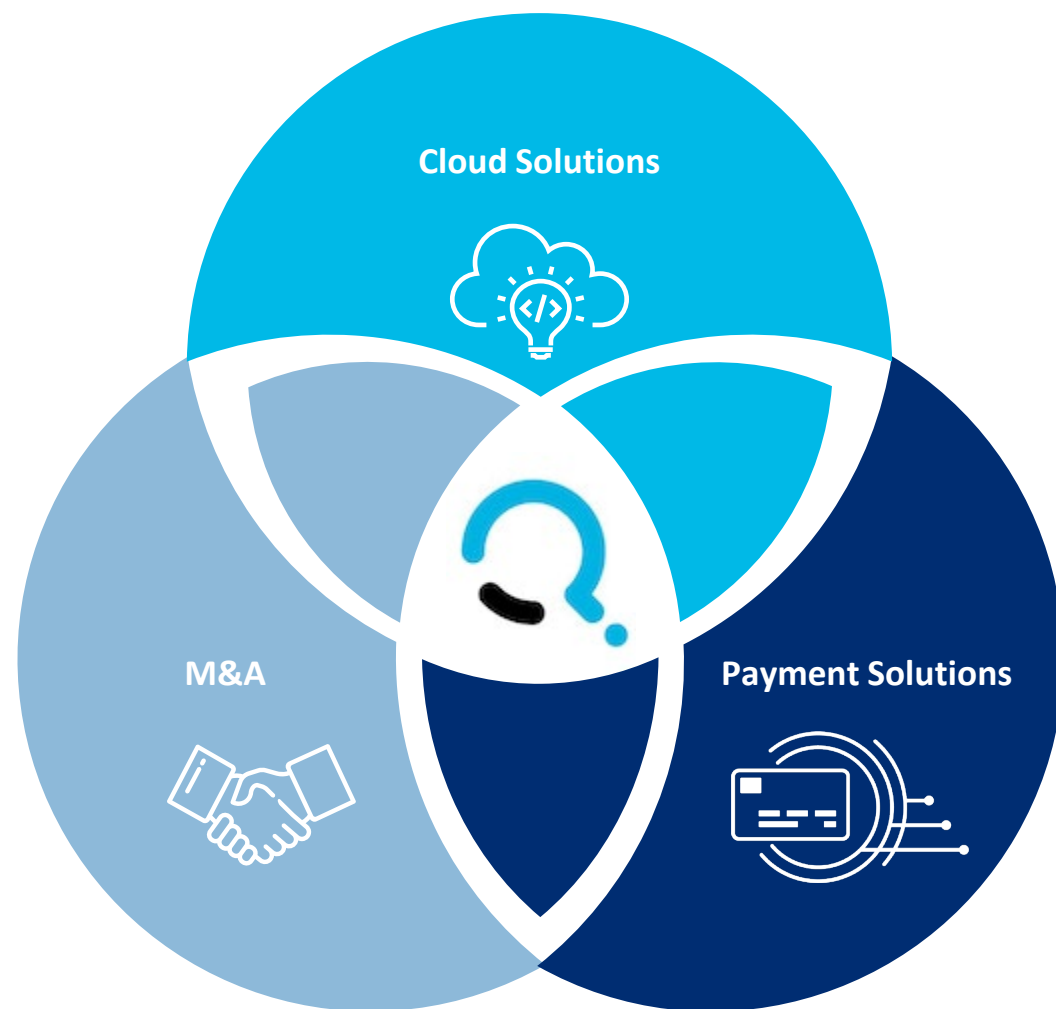
## Payment Solutions

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.



# Recent Highlights

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## Financial Updates

- Q1 Revenue up 256% to \$44.9M
- Q1 Gross Profit up 317% to \$13.1M
- Q1 Adj EBITDA up 450% to \$6.4M
- Q1 Global Cloud Solutions Revenue up 175% to \$33.8M
- Q1 Global Payments Revenue \$11.2M
- Q1 Global Payments volume exceeded \$1B

## Key Q1 2022 Accomplishments

- Graduated to the OTCQX® Best Market (“QTCQX”)
- Appointed Jana Schmidt to the newly created position of President of Global Payment Solutions
- Appointed Scott Meriwether as Chief Financial Officer and Corporate Secretary
- ***Received Mastercard certification to process credit and debit payments through its LedgerPay platform***
- Executed a bank sponsorship agreement with Peoples Trust Company, which will allow LedgerPay to process payments in Canada
- Announced it has earned a spot on the Globe and Mail’s 2022 Report on Business Women Lead Here list
- Achieved the Microsoft Cloud Security Advanced Specialization, the 11th and final advanced specialization in the security solutions area.

# Quisitive at a Glance



**\$180M**

USD Run Rate  
Revenue



**48%**

Run Rate  
Recurring/Transaction  
Revenue



**14%**

Run Rate  
Adj EBITDA



**40%**

Run Rate  
Gross Margin



**7,500+**

Global  
Customers



**17**

Resource  
Hubs



**~800**

FTE's



Microsoft

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

2021 Microsoft Inner Circle for Business Applications

2020 Microsoft Azure-DevOps Partner of the Year Winner

2020 Microsoft Data Analytics Partner of the Year Finalist

2019 Microsoft United States Partner of the Year Winner

2018 Microsoft United States Partner of the Year Finalist

11 Advanced Specializations

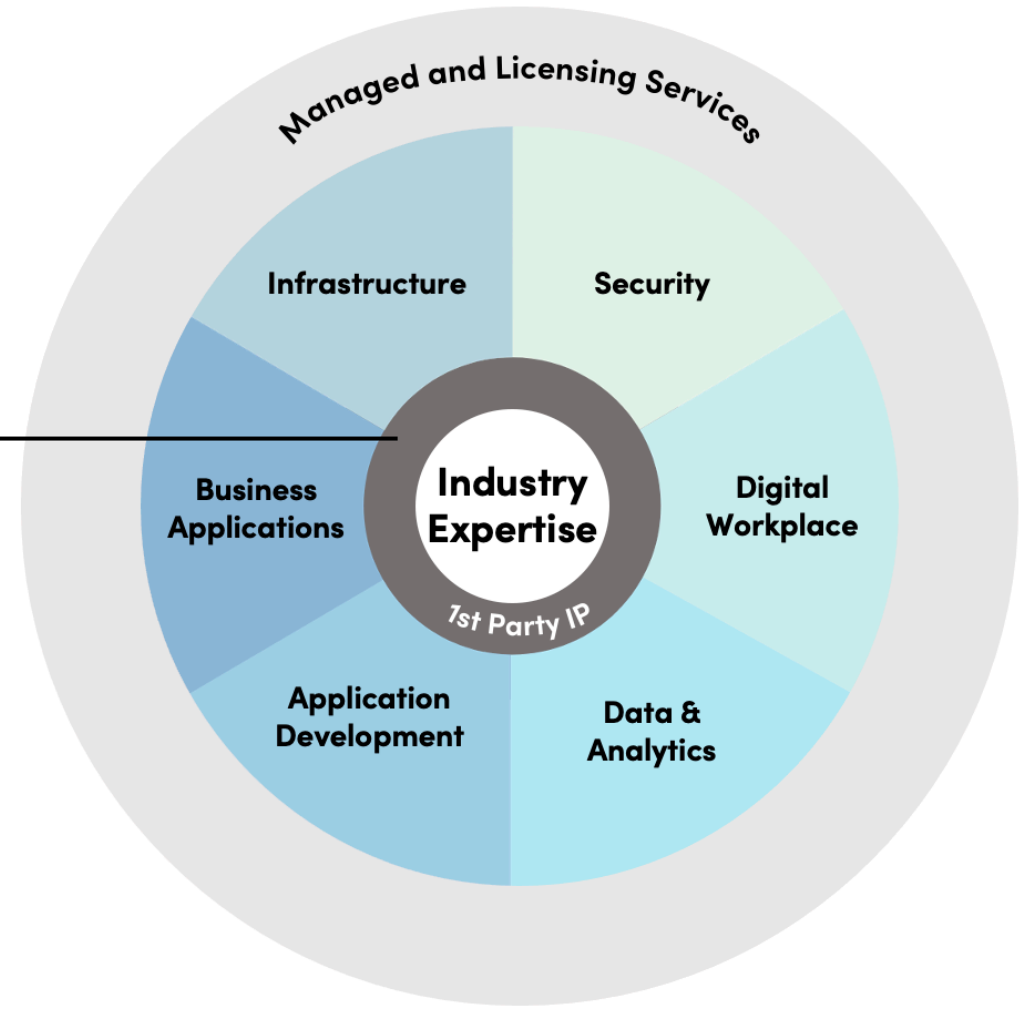
17 Microsoft Competencies

3 Presidents Club Awards

# Global Cloud Solutions

## Customer Strategy

### Quisitive Cloud Solutions IP



**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

50

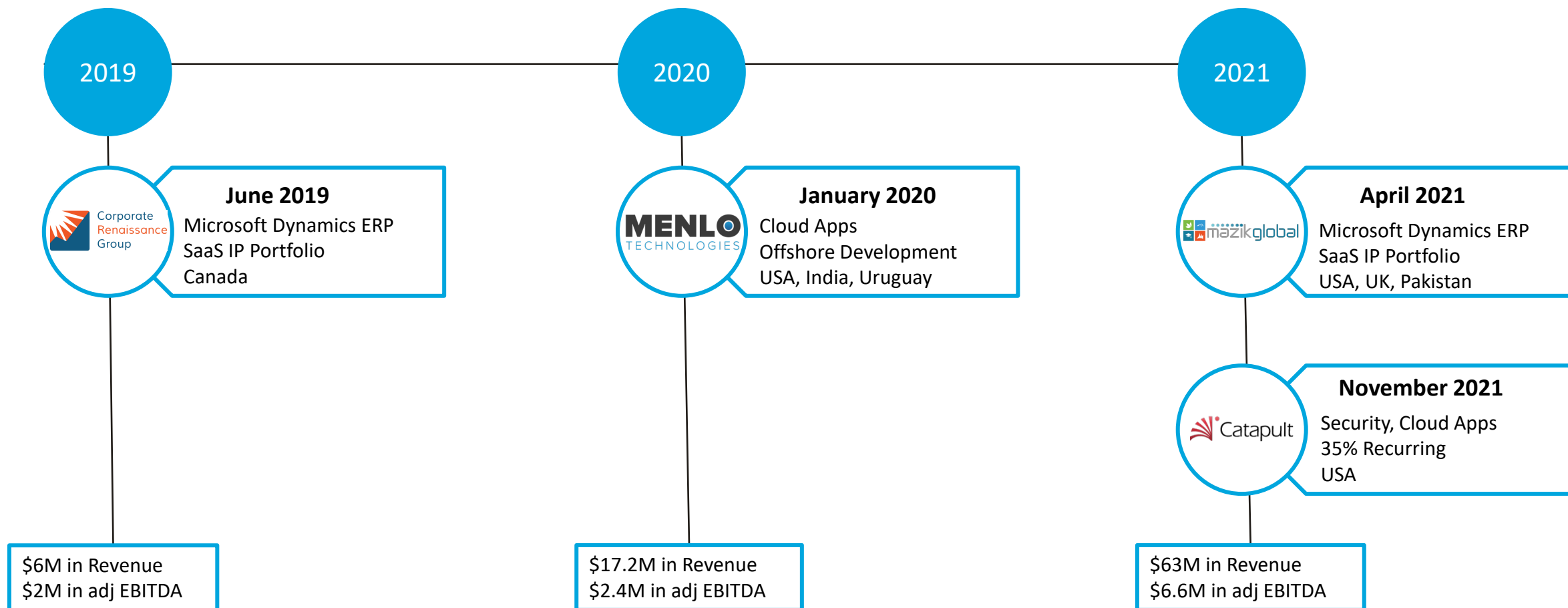
**Direct Sales and Presales**  
Number of full-time employees on our dedicated pre-sales and direct sales team

400+

**Channel Sales**  
Number of customers acquired via Microsoft Channel within last 24 months.



# Acquisition Summary – Cloud Solutions Segment





BUSINESS AT A GLANCE

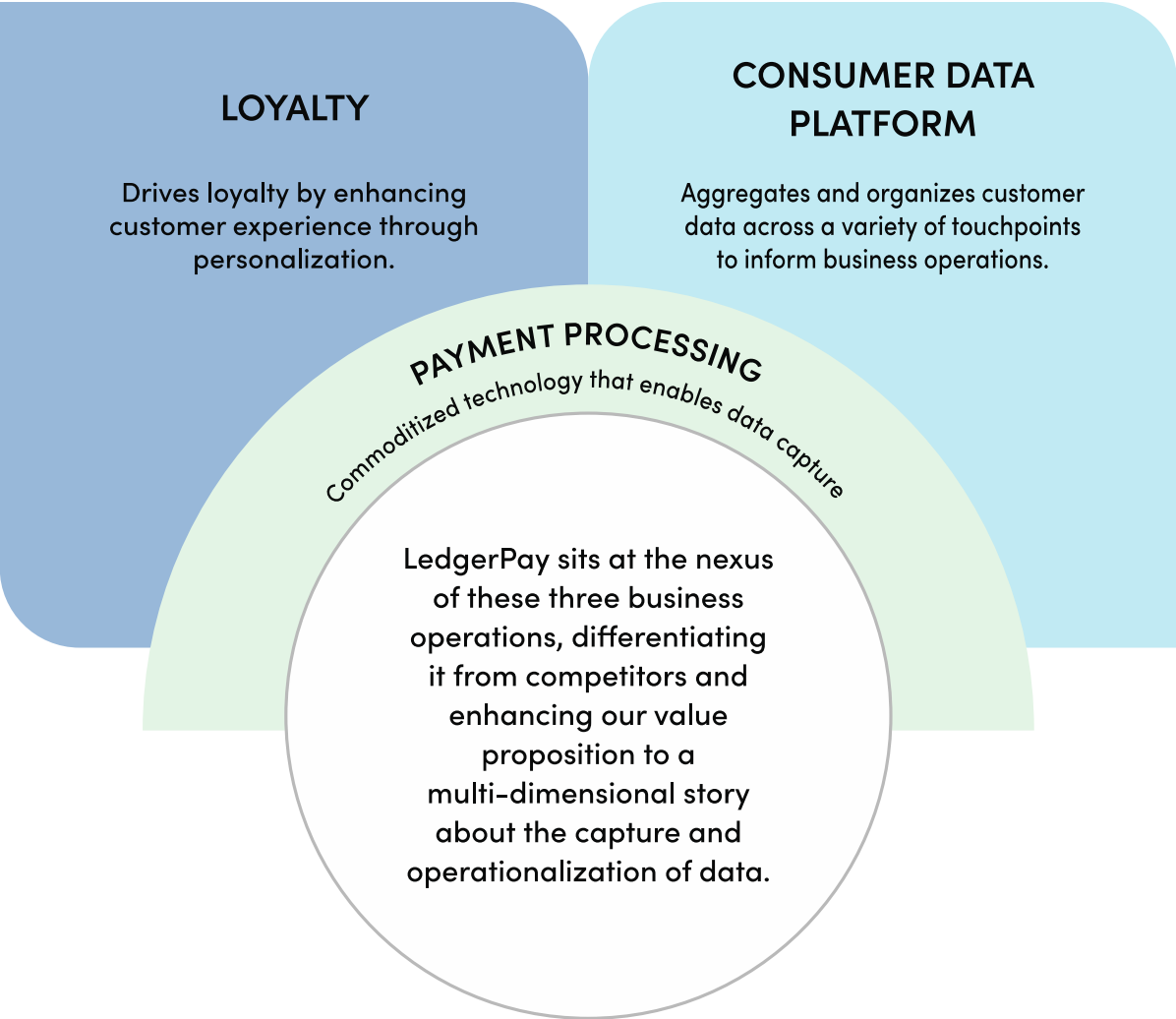
# Payment Solutions

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

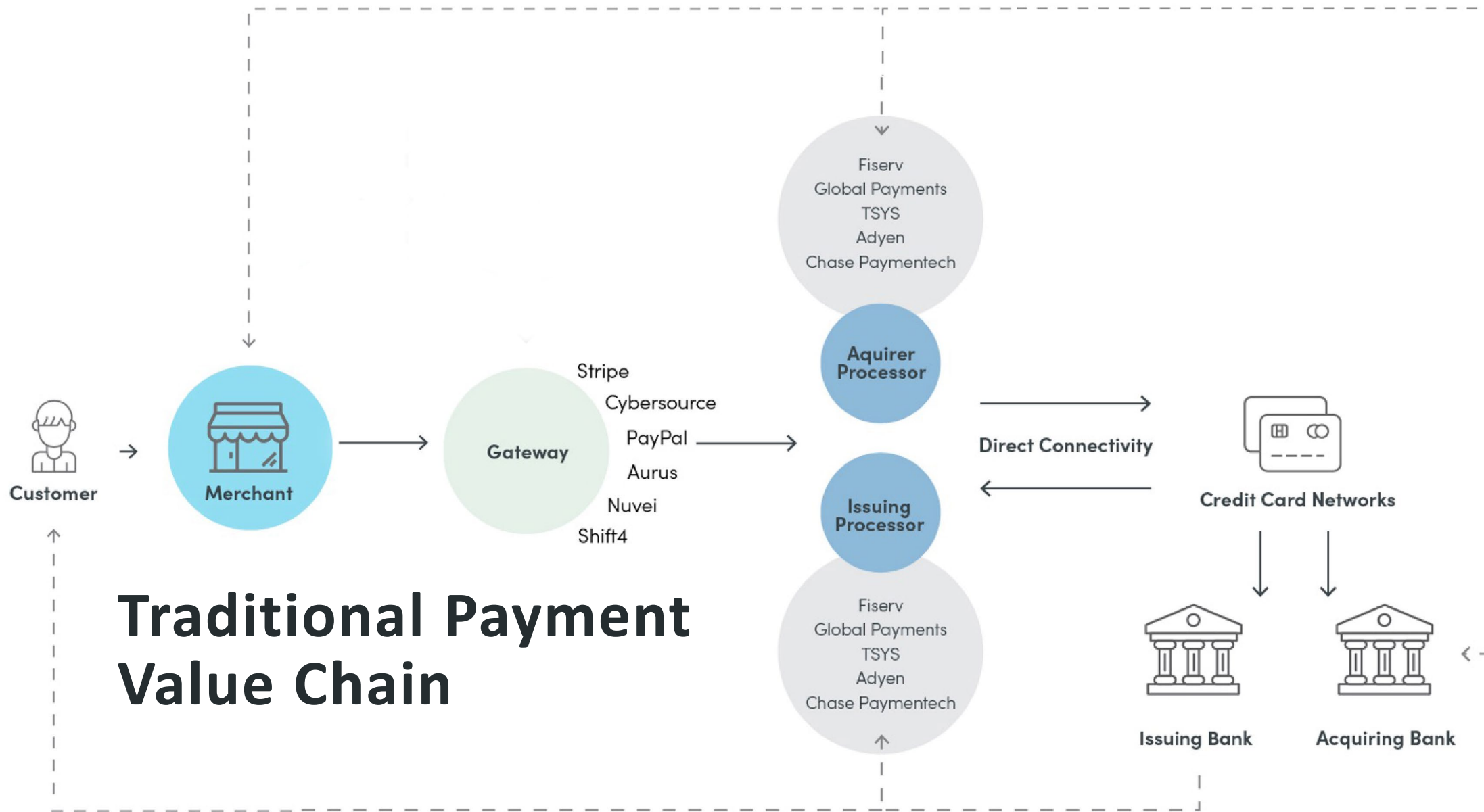


Payments is an extension of our mission- to provide transformative cloud solutions to customers. We recognized a hole in the industry and took the initiative to deliver a solution to the entire market.

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.

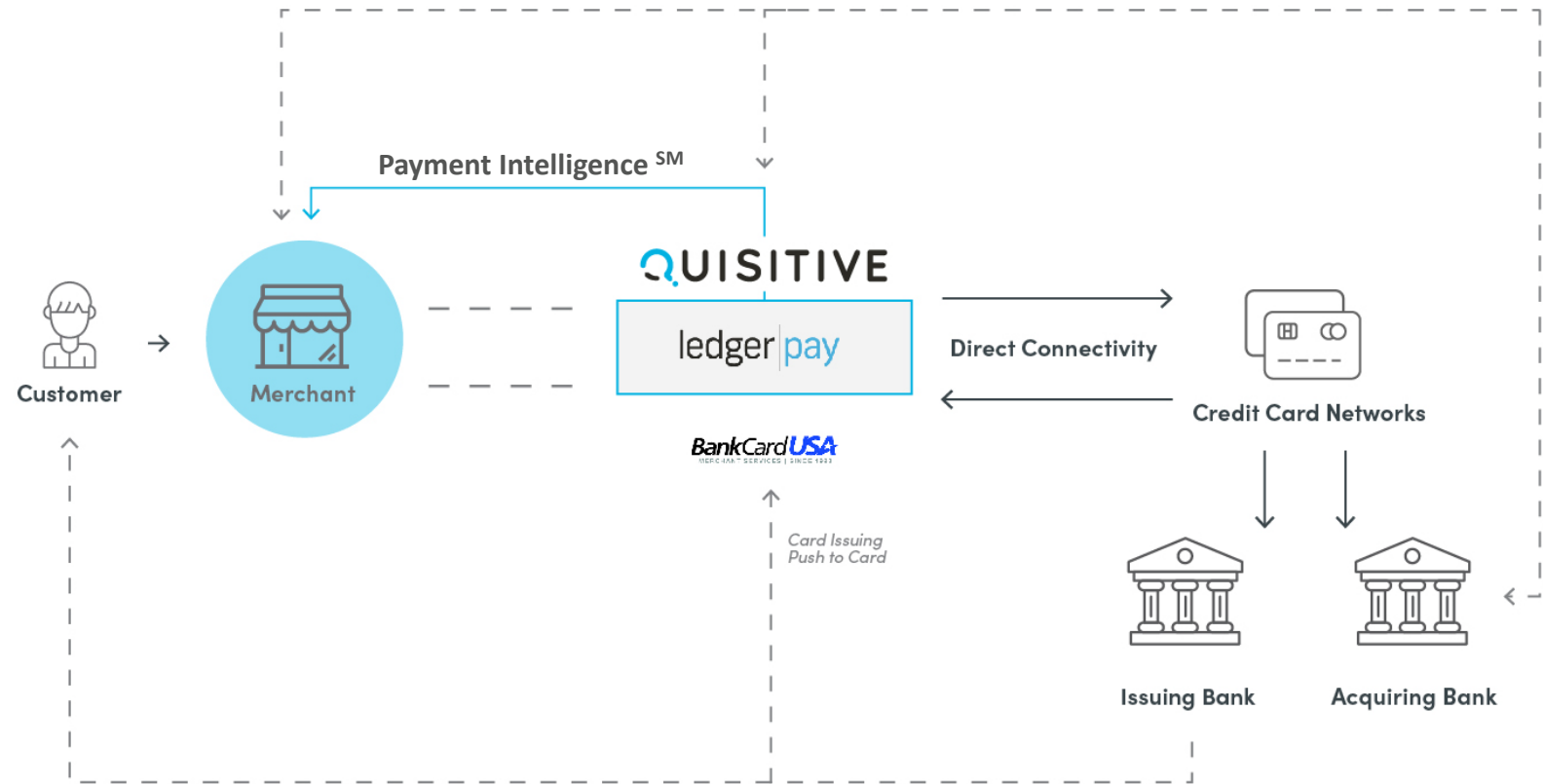
We identified that payments is a cost center for merchants that fails to provide the real-time data needed to **improve payment processing and to drive customer engagement.**

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.

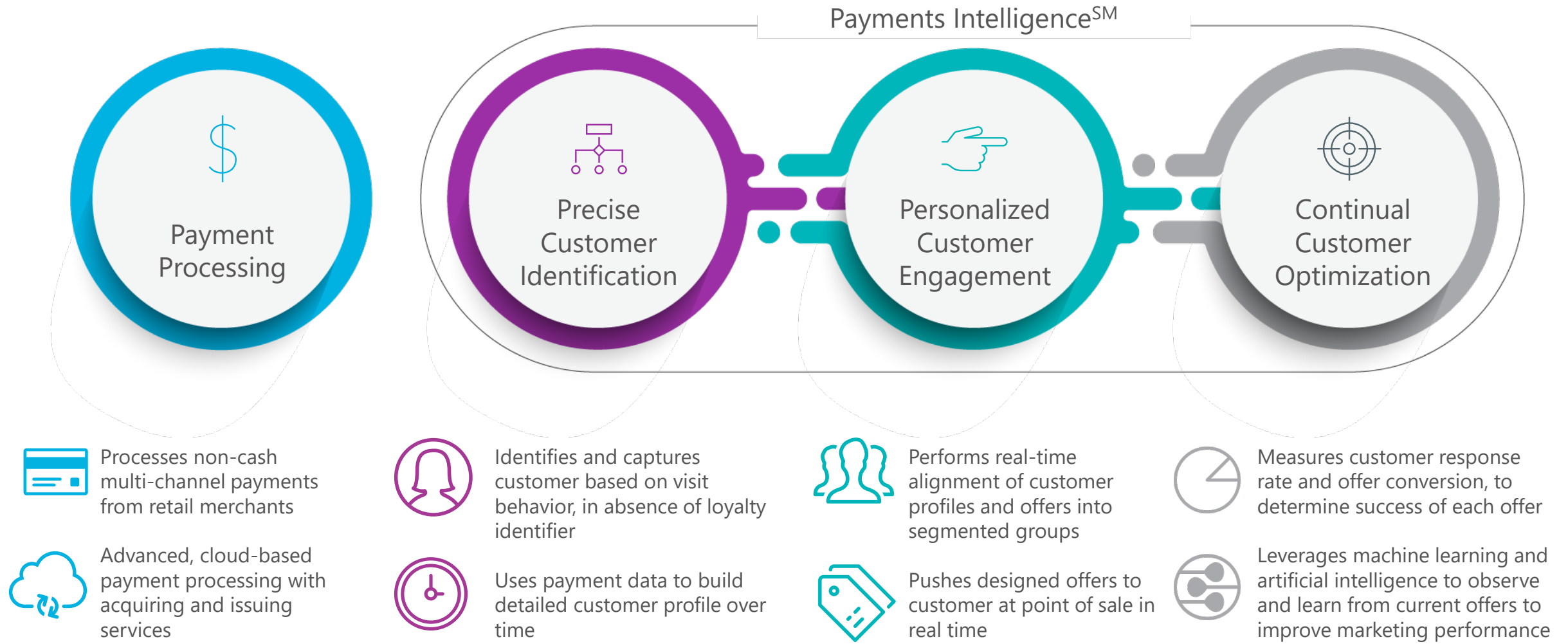


# LedgerPay Value Chain

LedgerPay set to disrupt the payment processing value chain by cutting out “middle men” and connecting merchants with every customer, creating more meaningful shopping experiences.

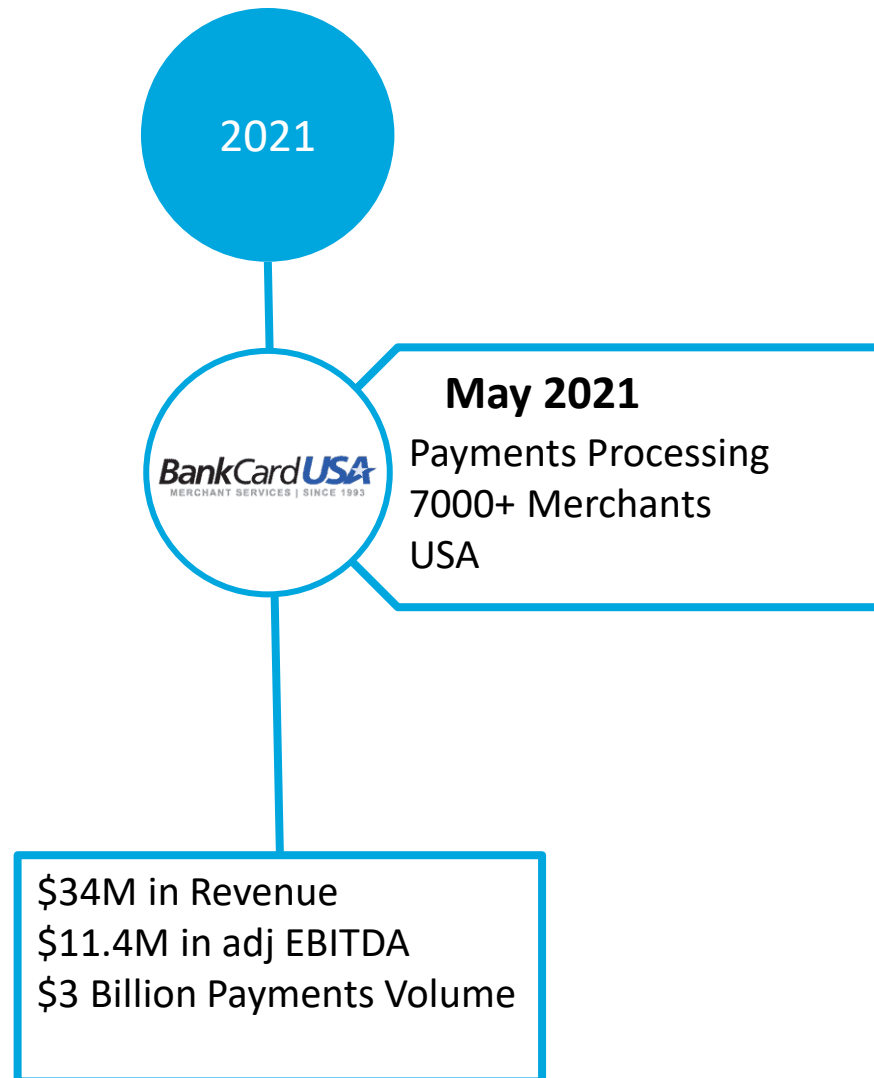


# The LedgerPay Value





# Acquisition Summary – Payments Solutions Segment



**Q1 2022 Payments Volume  
\$1B**

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**Q1 2022 Payments Revenue  
\$11.2M**

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**2021 Total Volume \$3.8B  
Up 27% YOY**

# Product Activation | LedgerPay Sales Strategy



## Direct Sales

30 Dedicated Payment Sales Representatives  
50 Cloud Solutions Sales Representatives

- SMB & Mid-Market Retail Merchants
- Enterprise Retail Merchants
- Independent Sales Organizations (ISO)
- Independent Software Vendors (ISV)



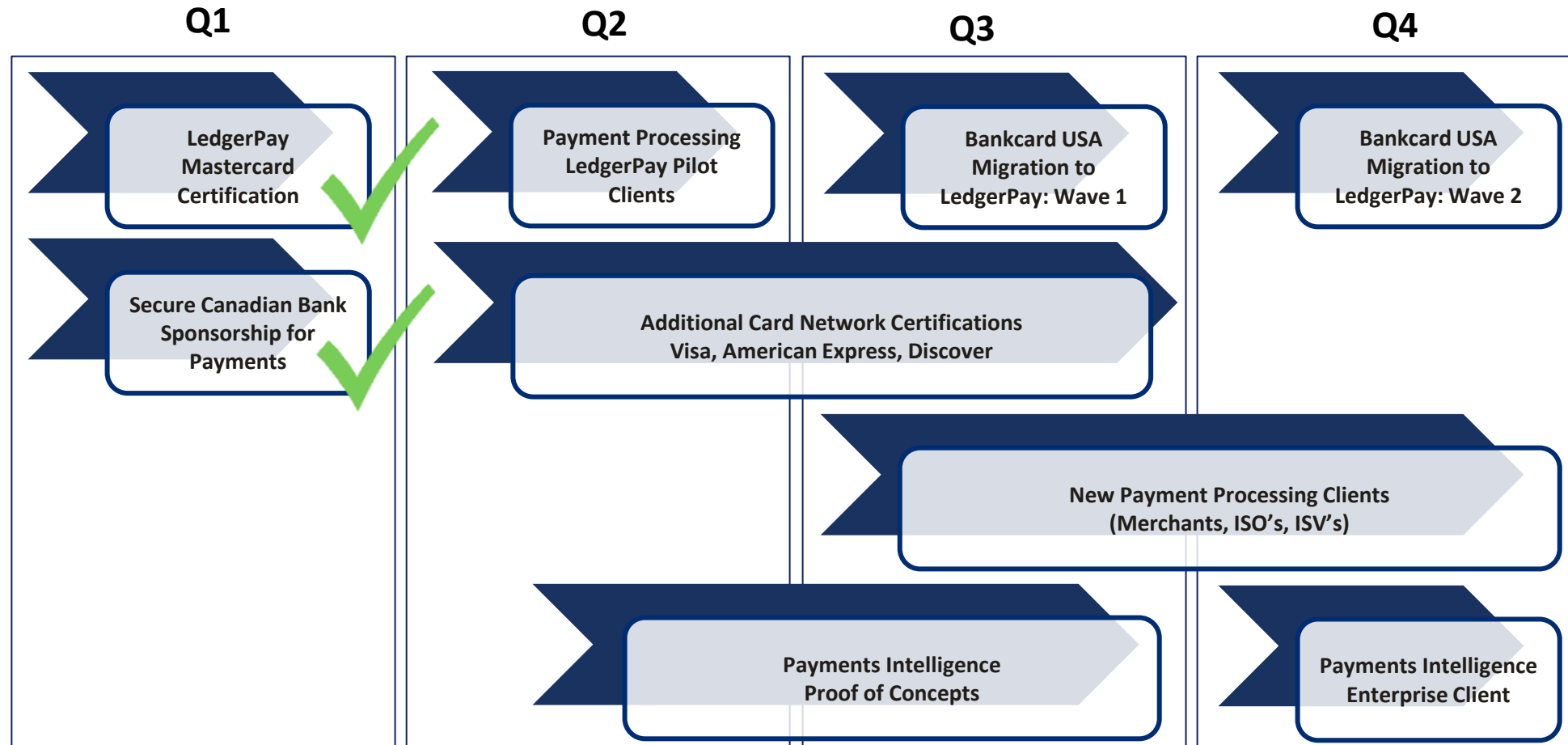
## Channel Sales

Creating Scale and leveraging  
brand permission to play

- Microsoft
  - Retail
  - Financial Services
  - Healthcare
- Banks
  - The Bancorp
  - Westamerica
- dunnhumby

# 2022 Key Milestones– Payments Solutions

Goal of 3 million LedgerPay transactions by Year End



# Combined Power of Payments and Cloud Solutions

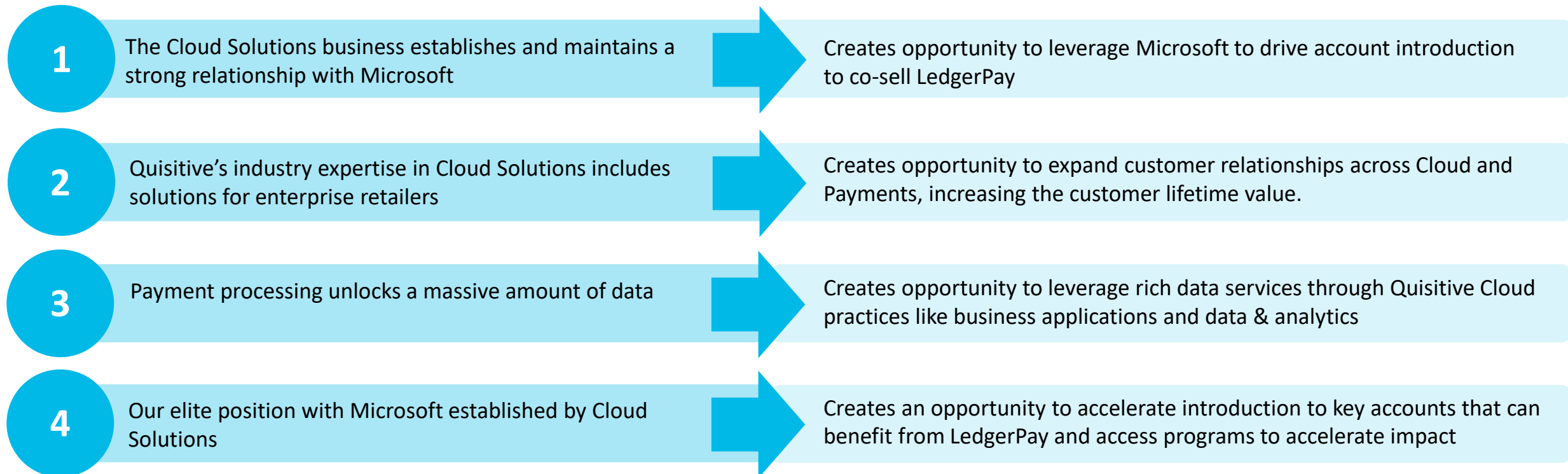
## Shared Foundations

Our Payments Solutions business originated when Quisitive identified a technology gap in the payments market and filled it with Microsoft Azure cloud backed solutions.

## Separate Operations

Our two businesses are managed separately to ensure focus on distinct goals and go-to-markets, but shared executive leadership allows for collaboration when valuable.

## Capitalizing on Synergies





BUSINESS AT A GLANCE

# M&A

Acquiring key businesses that  
augment and complement  
Quisitive core offerings

# 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

*Most recent acquisition*



**Acquired November 2021**

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

## 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 May 2021**

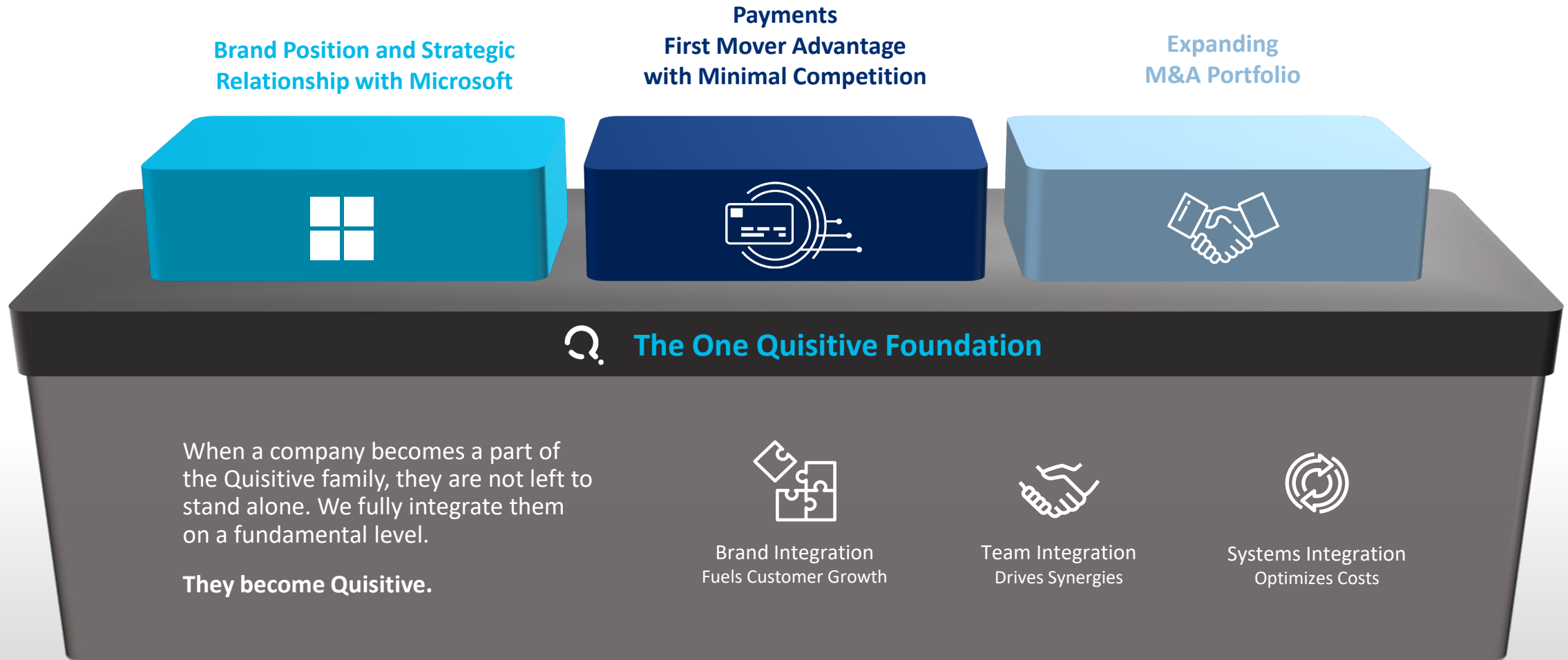
\$34M LTM Revenue  
Payments Processing  
7,000+ Merchants



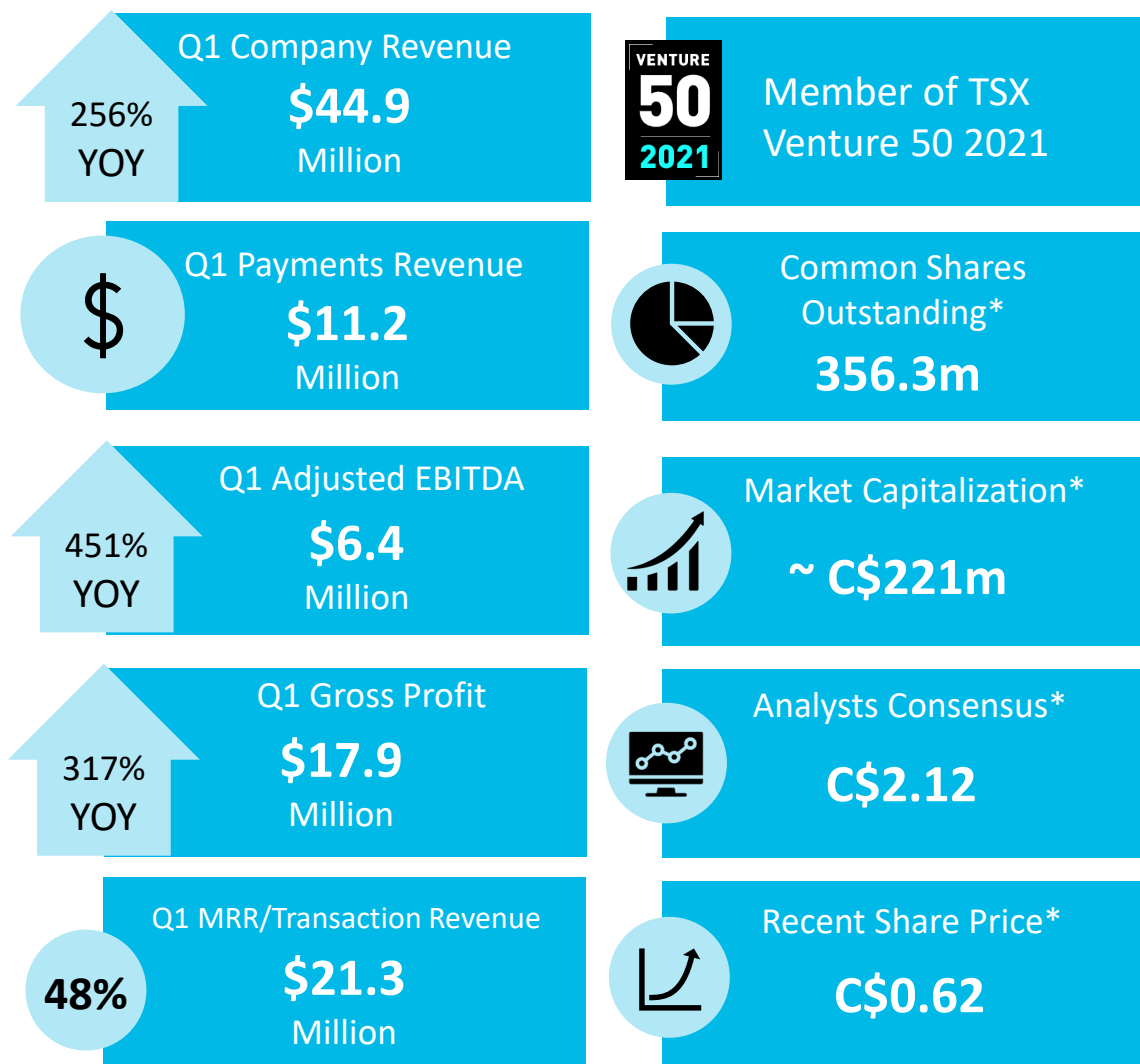


## Why Quisitive?

# Investment Thesis



# Quisitive Financials

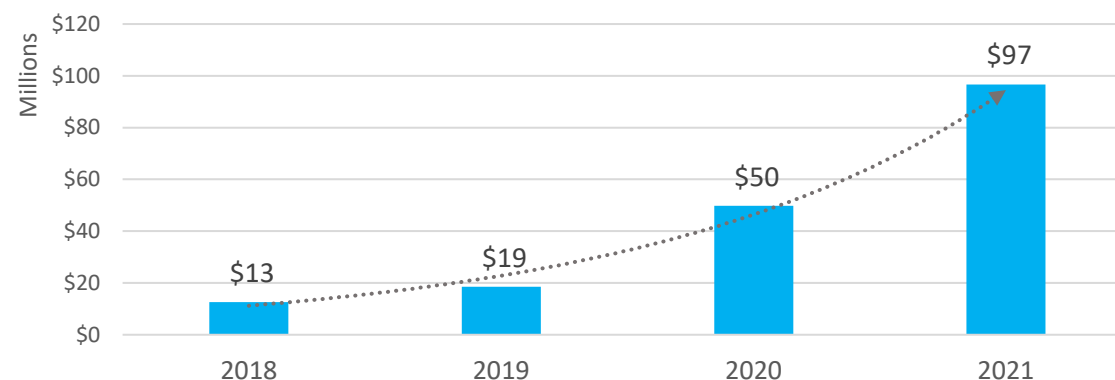


\* As of May 2022

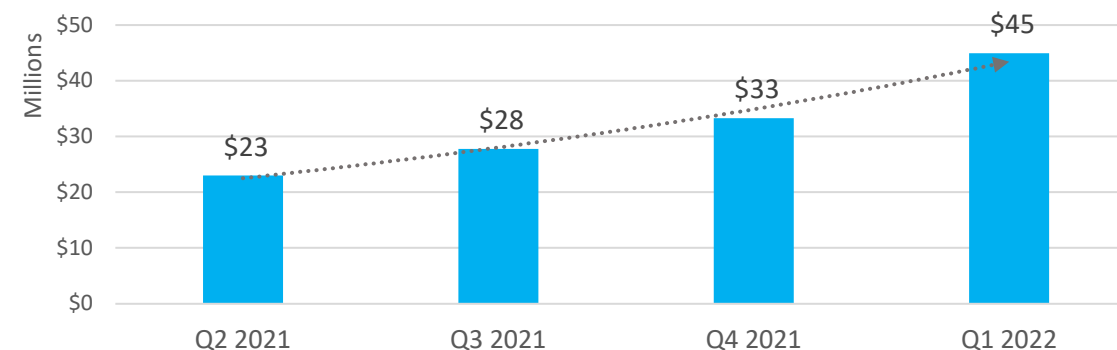
## Total Revenue Growth

### Consistent and Robust Revenue Growth

Annual Revenue



Quarterly Revenue



# Contact Us

## Investor Relations

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



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