



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

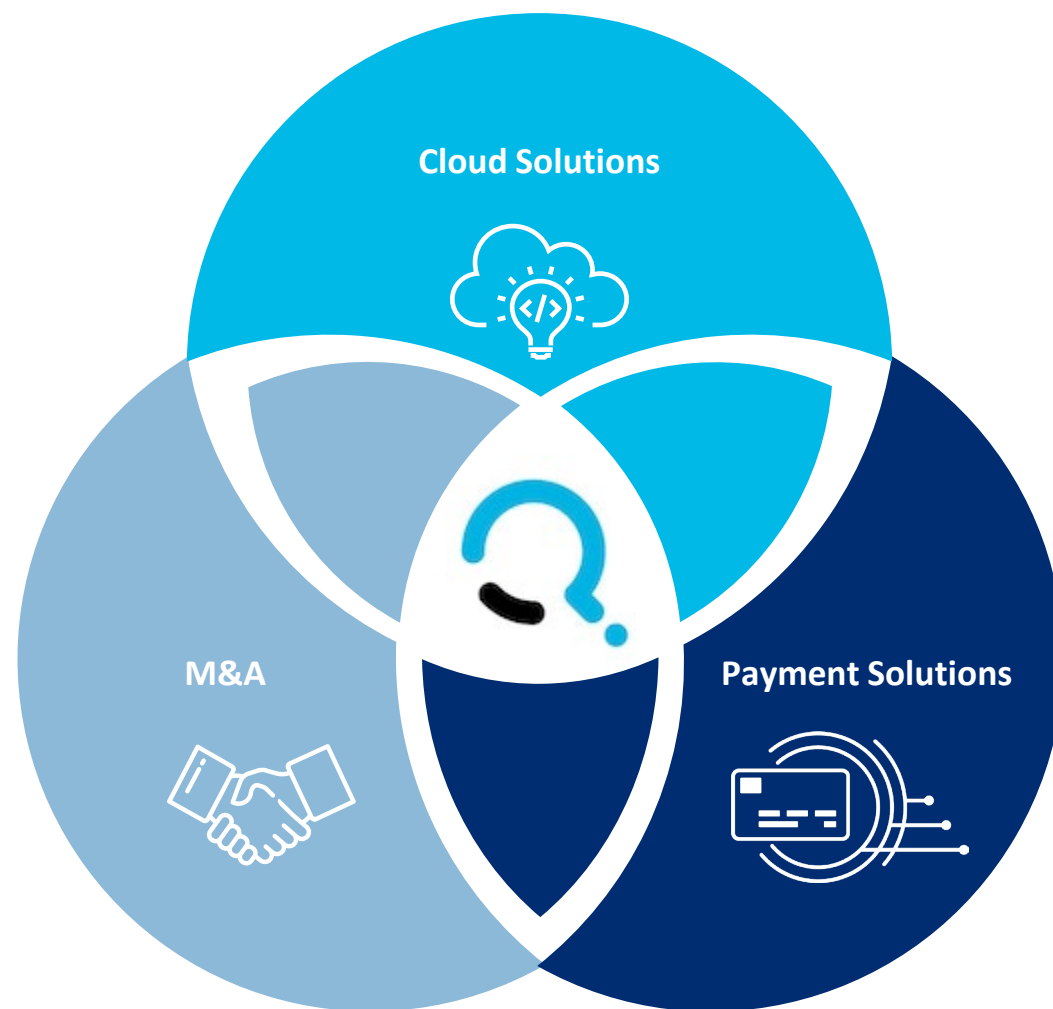
Payment Solutions

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

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

Team
Members



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

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

2022 Microsoft US Health & Life
Sciences Partner of the Year

2022 Microsoft Healthcare Partner of
the Year Finalist

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

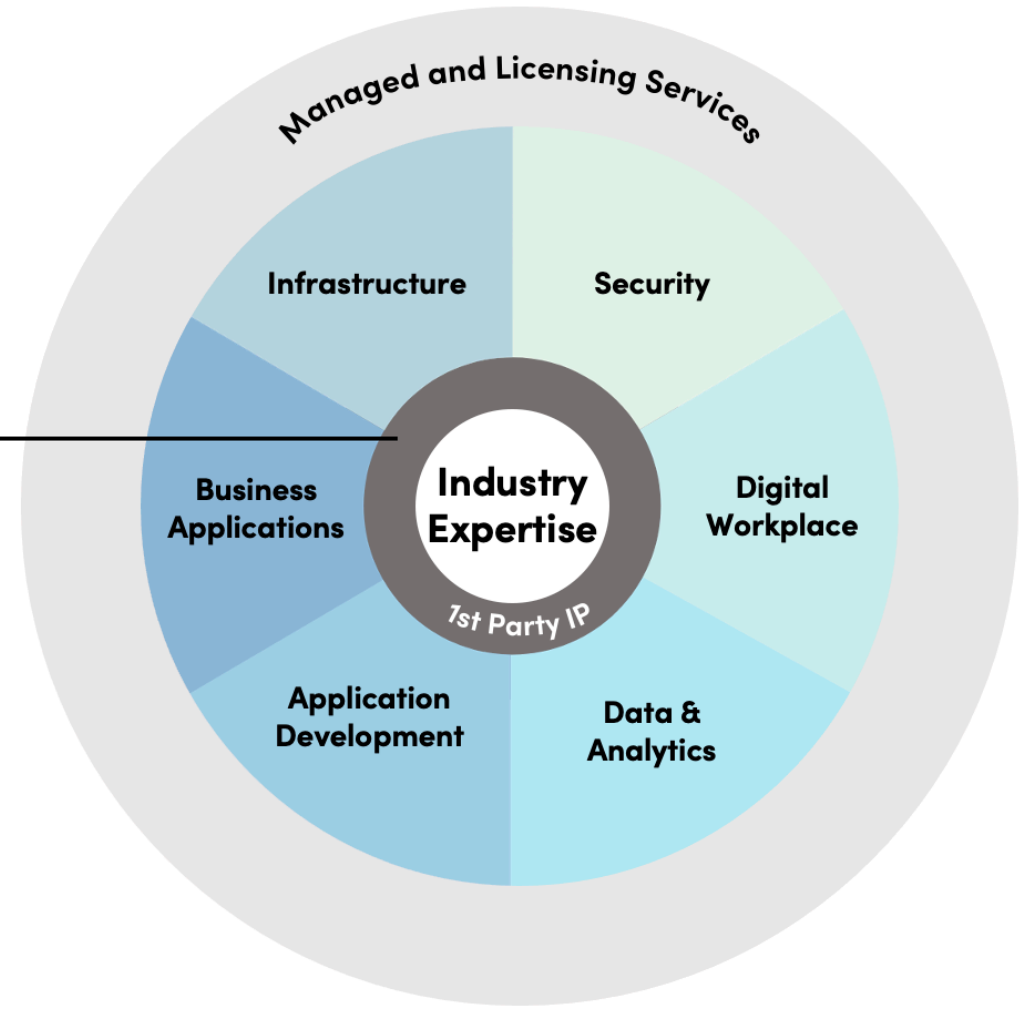
2018 Microsoft United States Partner
of the Year Finalist

11 Advanced Specializations

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

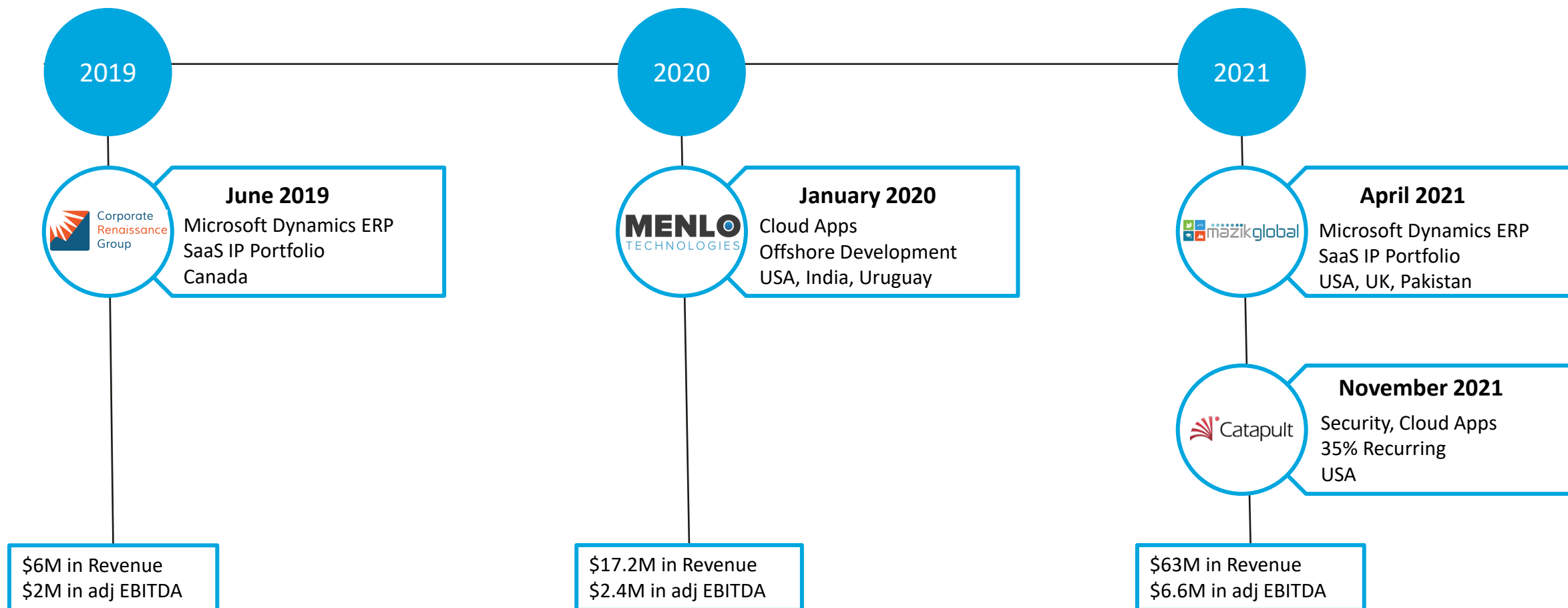
50

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

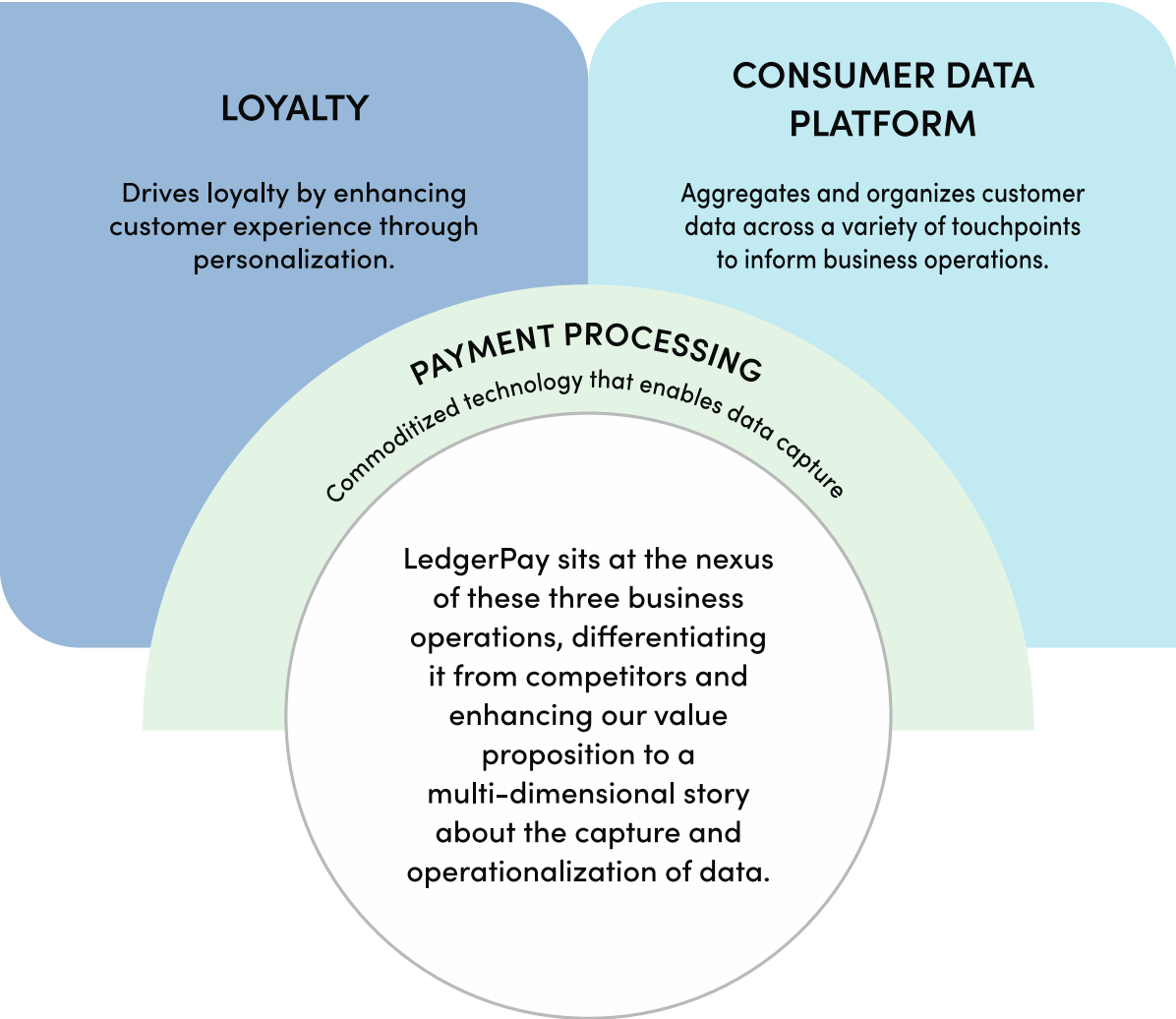
Payment Solutions

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

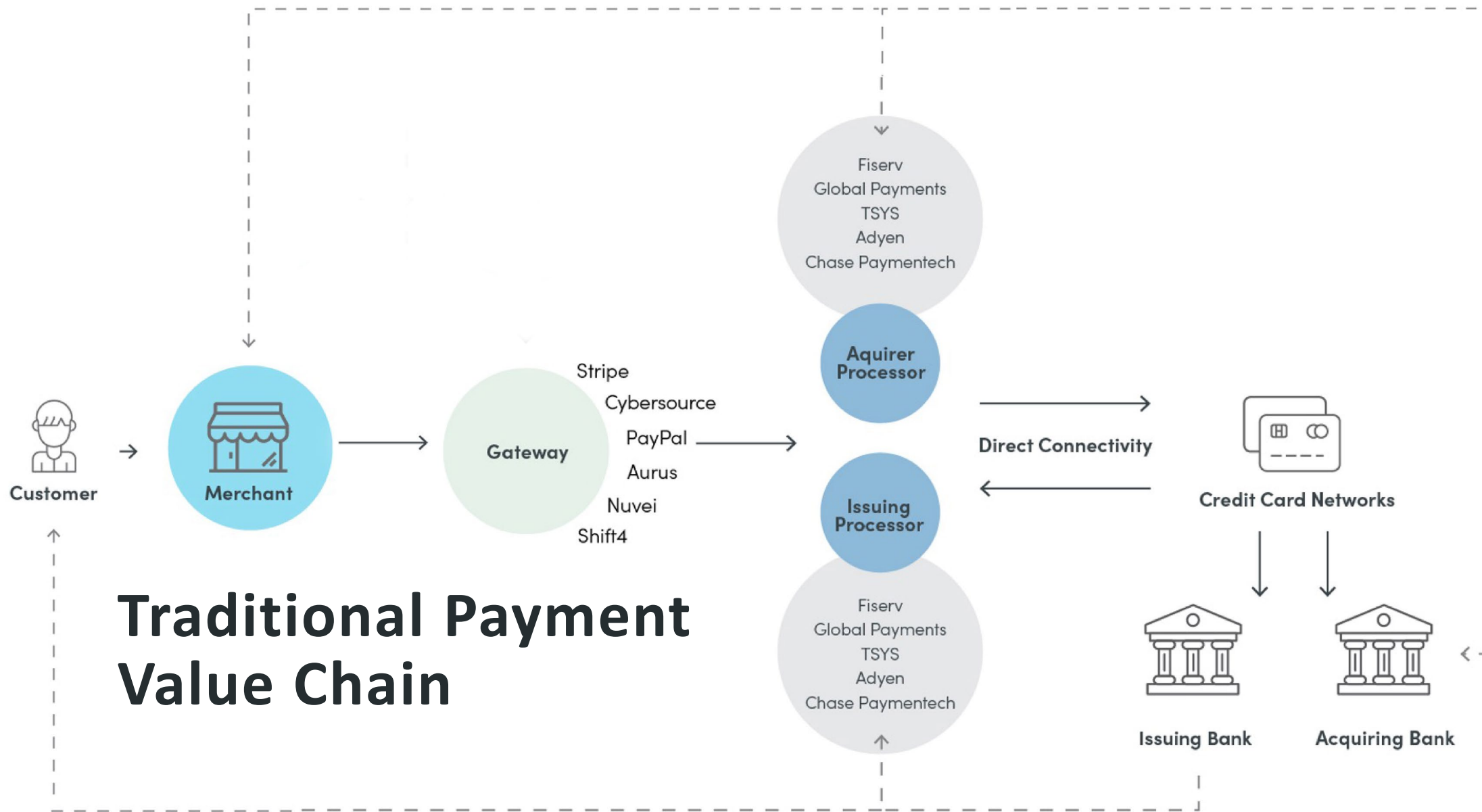


Payments is an extension of our mission- to provide transformative cloud solutions to customers. We recognized a hole in the industry and took the initiative to deliver a solution to the entire market.

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.

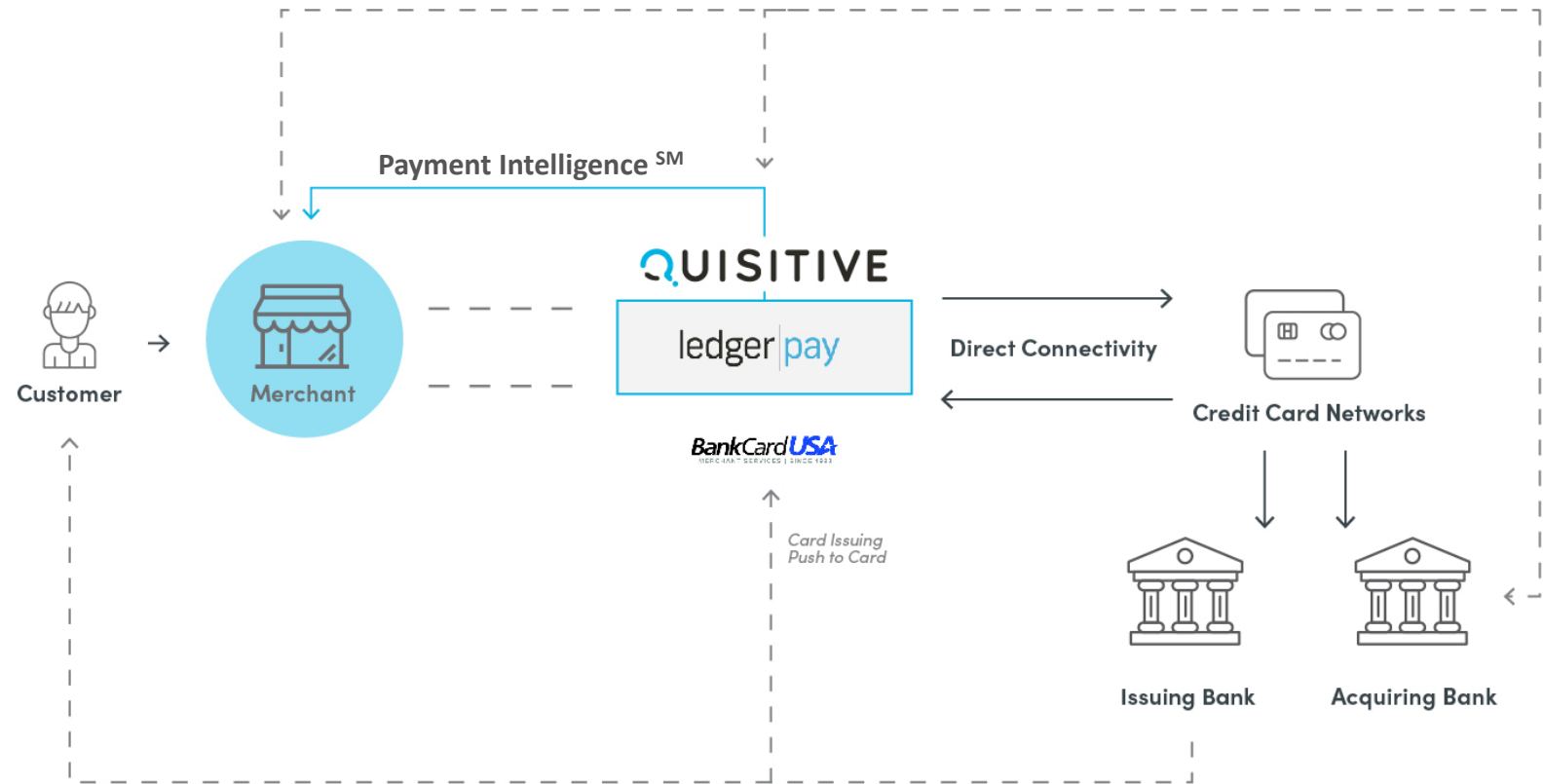
We identified that payments is a cost center for merchants that fails to provide the real-time data needed to **improve payment processing and to drive customer engagement.**

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.

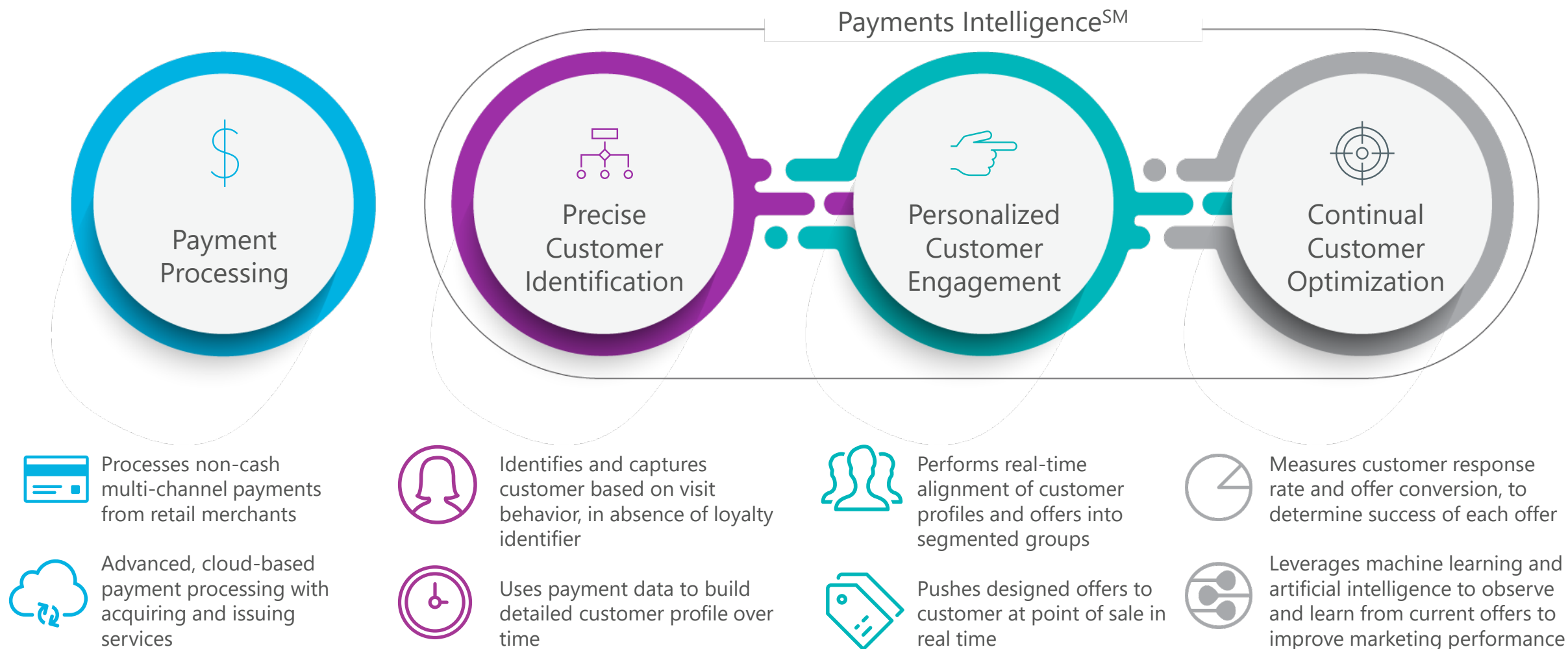


LedgerPay Value Chain

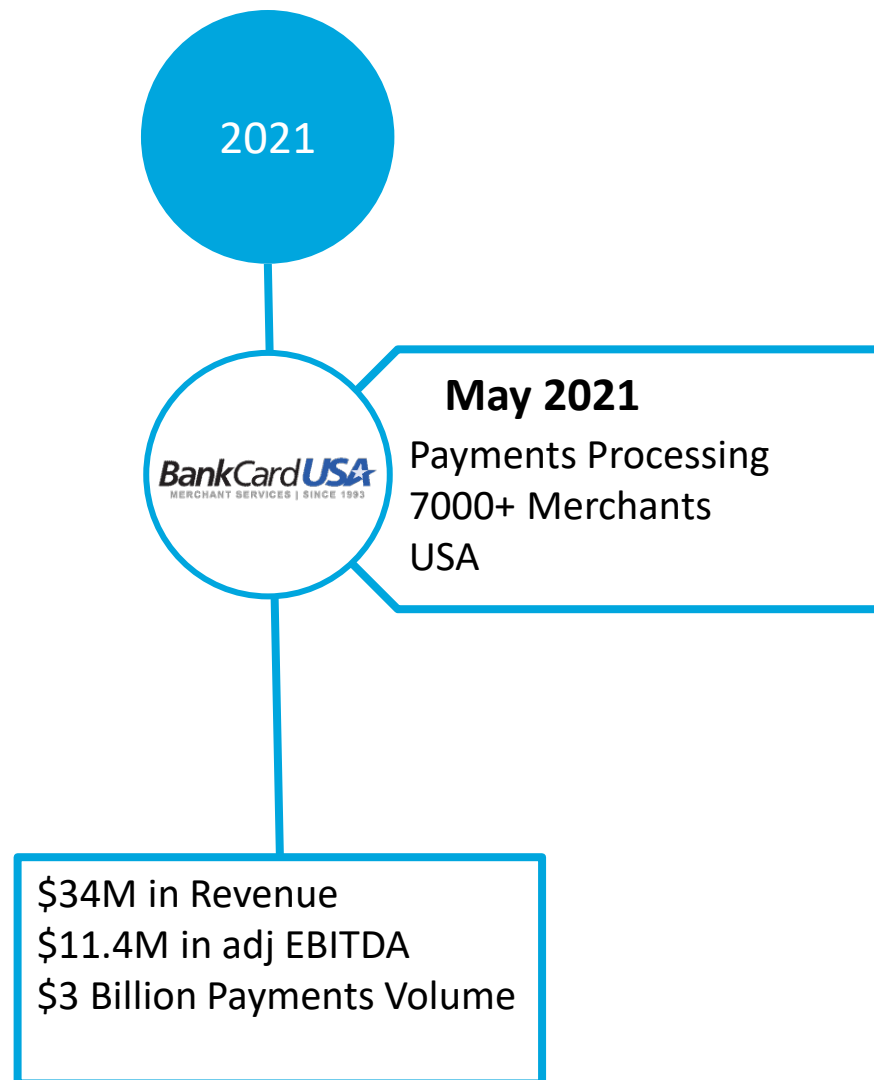
LedgerPay set to disrupt the payment processing value chain by cutting out “middle men” and connecting merchants with every customer, creating more meaningful shopping experiences.



The LedgerPay Value



Acquisition Summary – Payments Solutions Segment



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

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

**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)

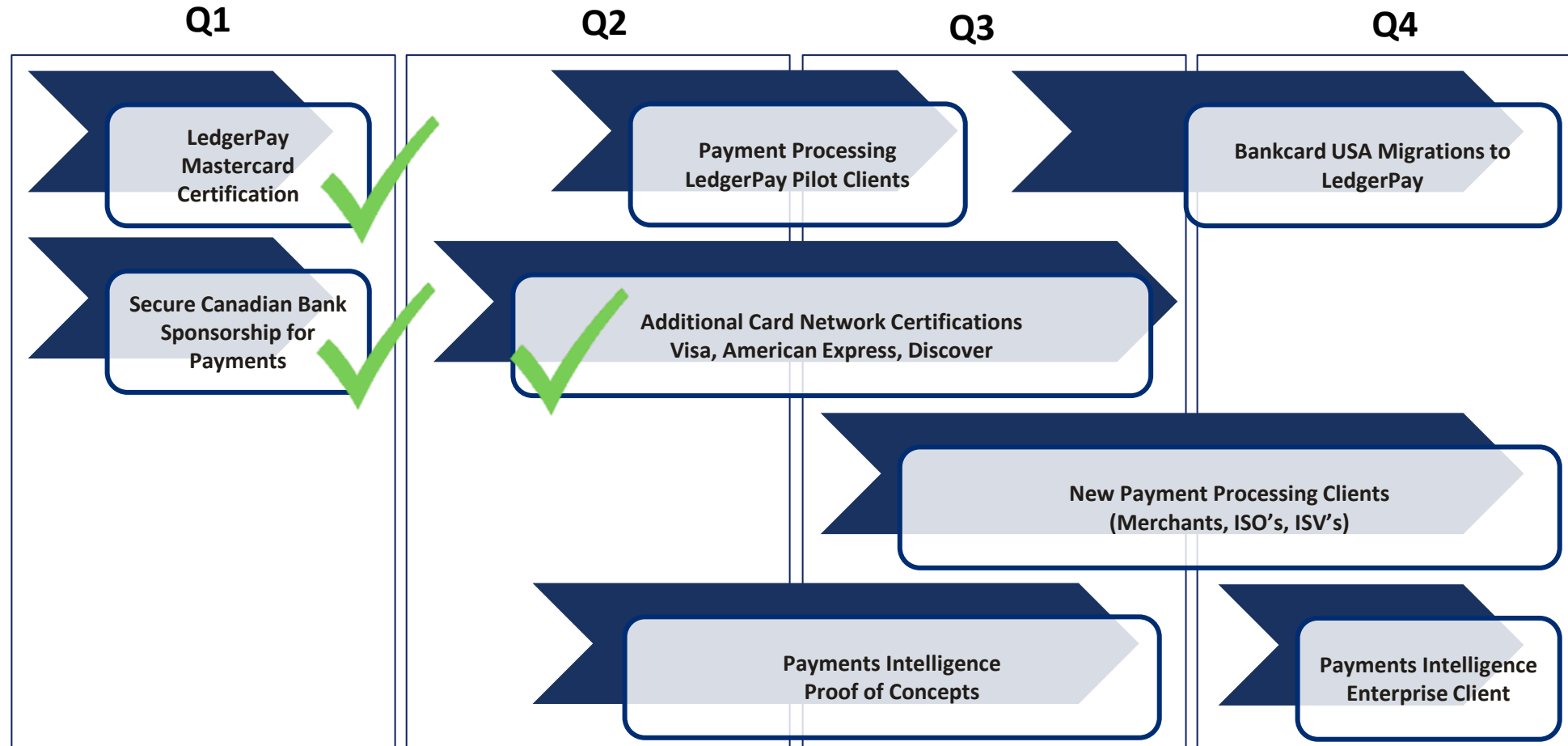


Channel Sales

Creating Scale and leveraging
brand permission to play

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

2022 Key Milestones– Payments Solutions



Combined Power of Payments and Cloud Solutions

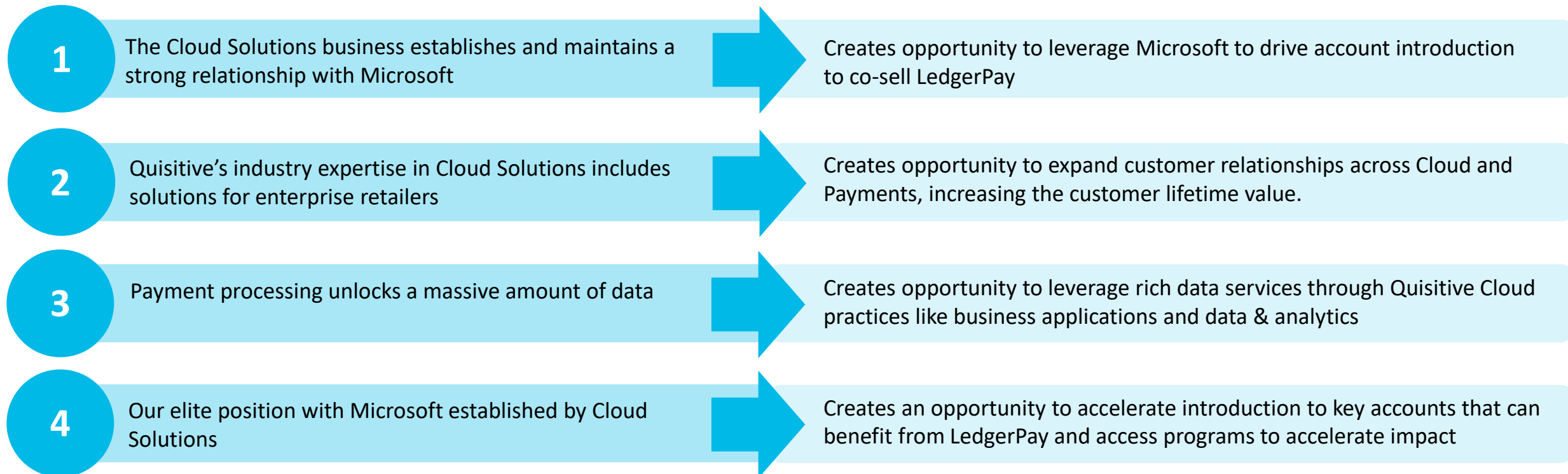
Shared Foundations

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
1st 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



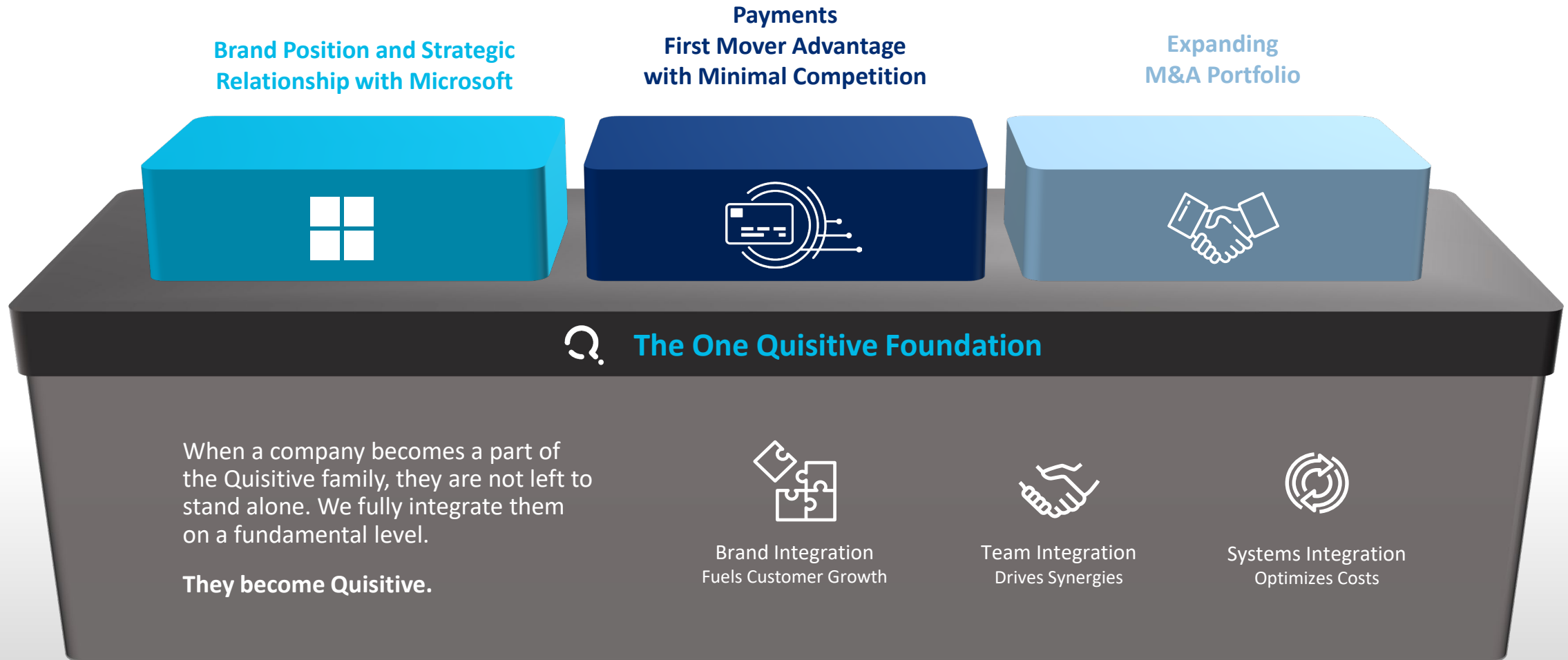
Acquired May 2021

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

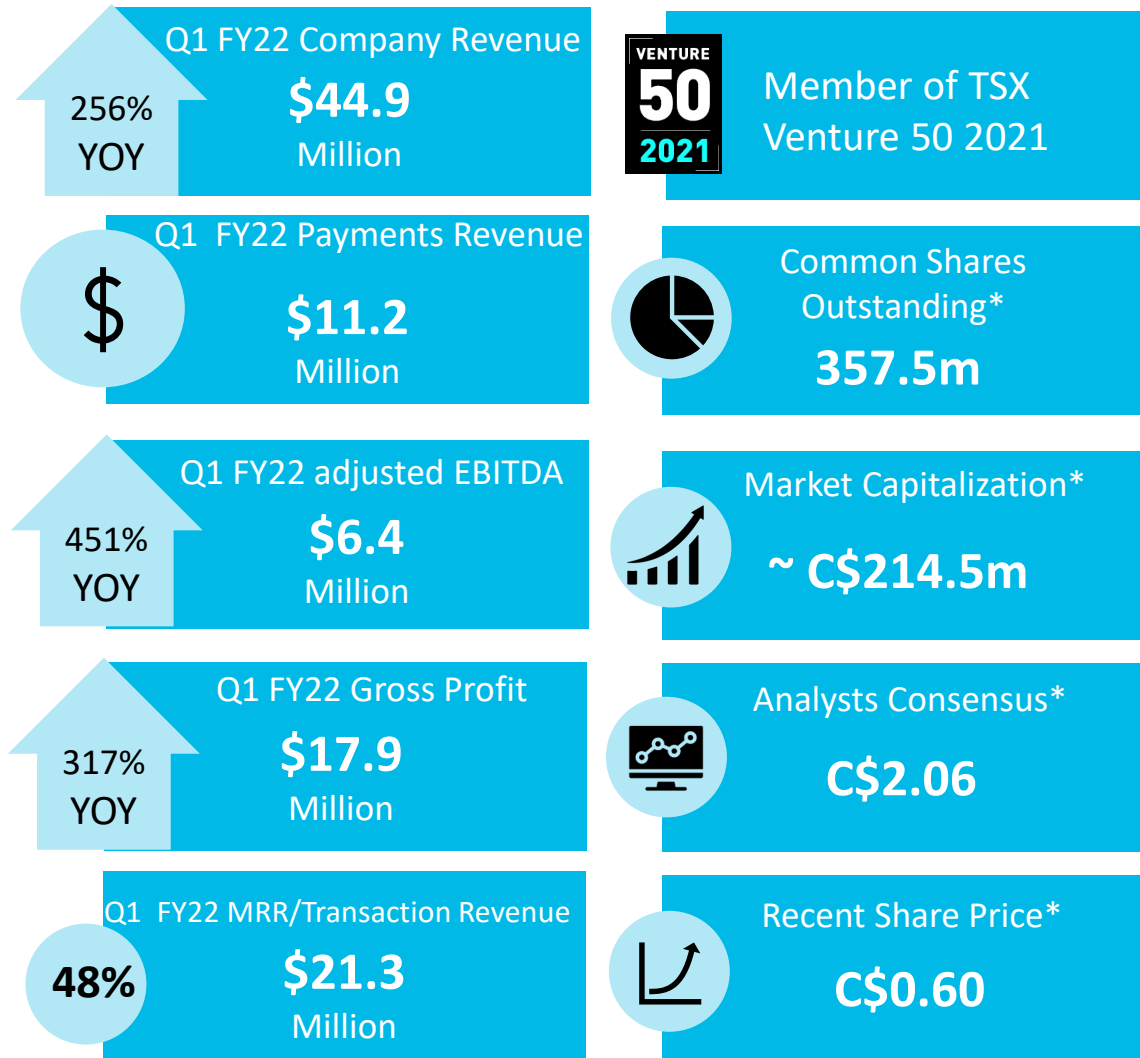


Why Quisitive?

Investment Thesis



Quisitive Financials

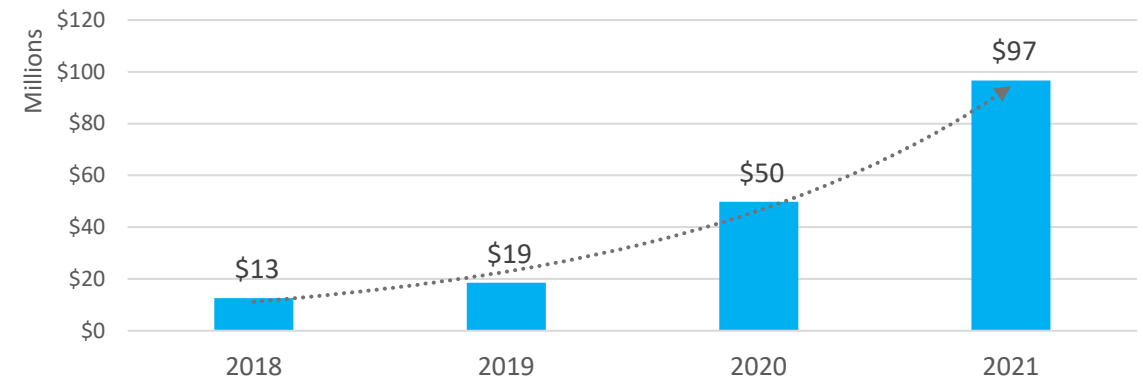


* As of July 2022

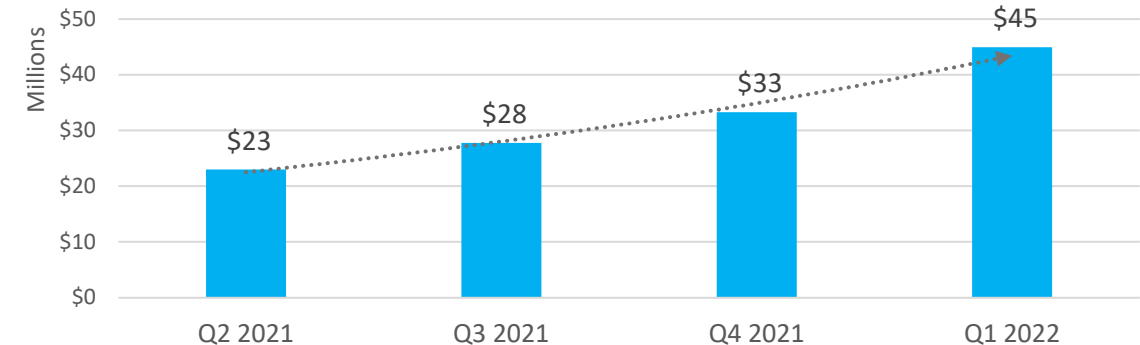
Total Revenue Growth

Consistent and Robust Revenue Growth

Annual Revenue



Quarterly Revenue



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