



Corporate Presentation

February 2023

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

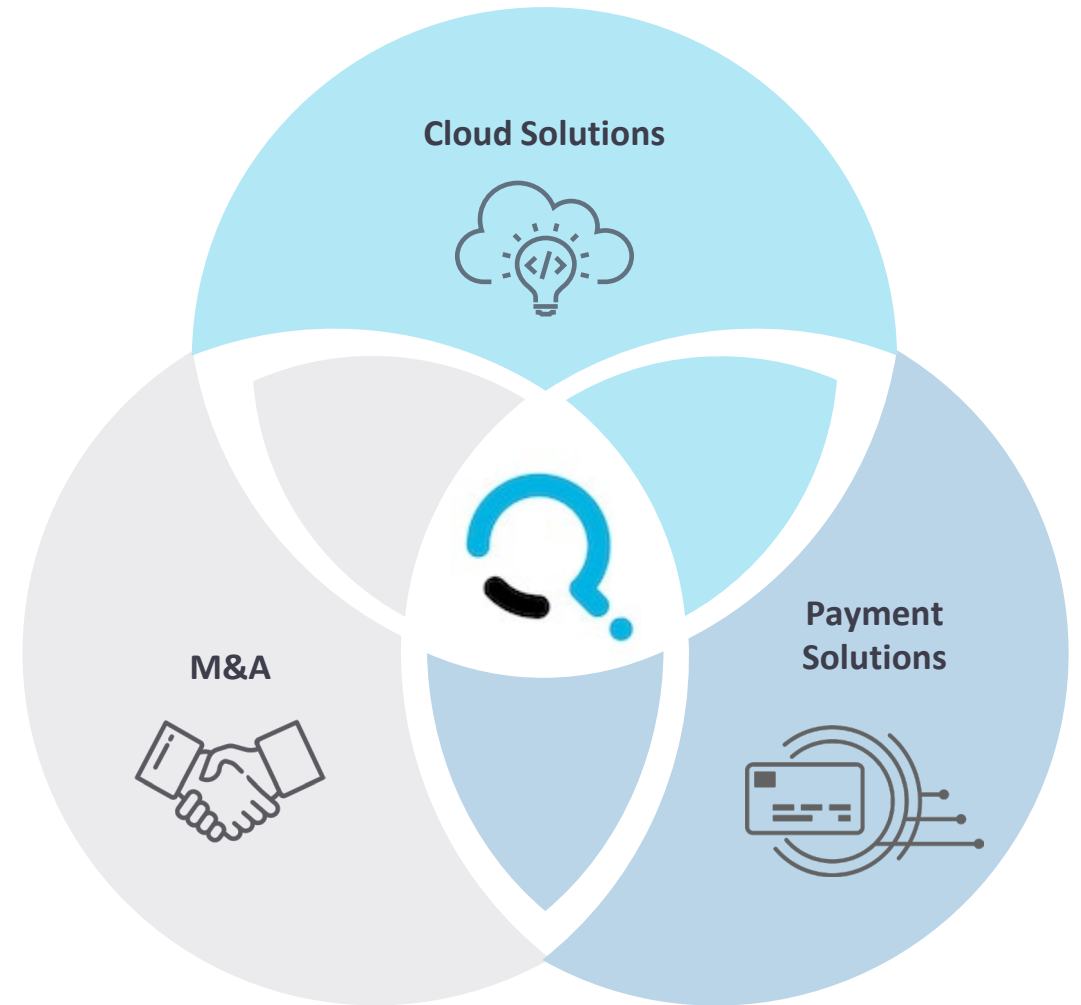
Payment Solutions

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

2022 Financial Updates

- Q3 Revenue up 76% to \$48.8M
- Q3 Gross Profit up 87% to \$20.3M
- Q3 Adj EBITDA increased to \$7.6M
- Q3 Global Cloud Solutions Revenue increased to \$36.0M
- Q3 Global Payments Revenue increased to \$12.8M
- Q3 Global Payments volume exceeded \$1.1B

Key 2022 Accomplishments

- ***Received Mastercard and Visa certifications to process credit and debit payments through the PayiQ platform***
- Executed a bank sponsorship agreement with Peoples Trust Company, which will allow PayiQ to process payments in Canada
- Graduated to the OTCQX® Best Market (“QTCQX”)
- Announced we have earned a spot on the Globe and Mail’s 2022 Report on Business Women Lead Here list
- Achieved two new Microsoft advanced specializations which bring our total to 12 advanced specializations
- Recognized as Microsoft’s United States Health and Life Sciences Partner of the Year
- Elected Amy Brandt to Board of Directors
- Awarded the 2022/2023 Microsoft Inner Circle Award for Business Applications
- Rebranded LedgerPay as PayiQ
- Announced partnership with Cybersource, a Visa solution, to expand payments acceptance model for PayiQ

Quisitive at a Glance

Run rate based on H1 2022 results

\$185M

Annual Run Rate
Revenue

48%

Recurring/Transaction
Revenue

15%

Adjusted EBITDA Margin

40%

Gross Margin

\$4B

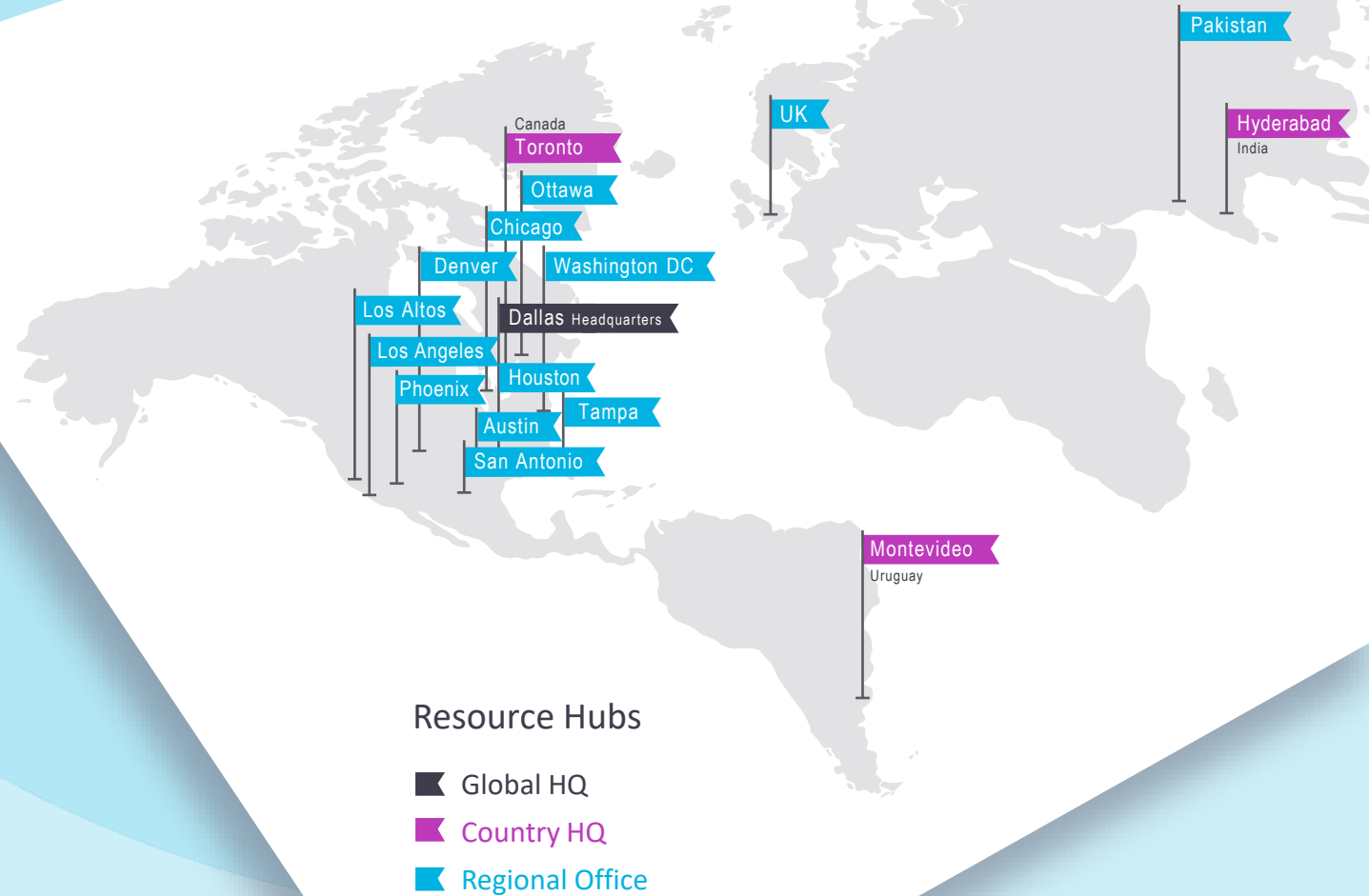
Annual Run Rate Payment
Processing Volume

17

Resource Hubs

≈900

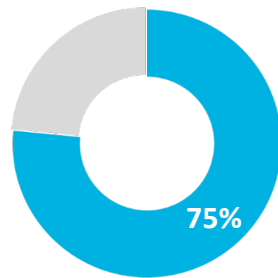
Team Members



Business Model

Business Segment

Cloud Solutions*



- \$139M annual run rate revenue
- 40% gross margin
- Top tier Microsoft partner
- Organic growth of 20% Y/Y
- 31% recurring revenue with 49% gross margin

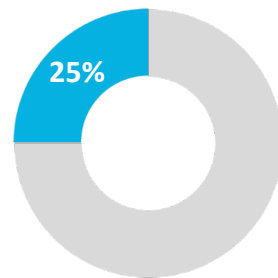
Strategic Partners



Competitors



Payments Solutions*



- \$46M annual run rate revenue
- 42% gross margin
- 100% recurring/transaction revenue
- \$4B+ annual run rate payments volume
- Organic growth of 20% Y/Y
- Significant organic growth upside potential with PayiQ payments processing and data insights with gross margin expansion



*Based on H1 2022 Revenue

Combined Power of Payments and Cloud Solutions

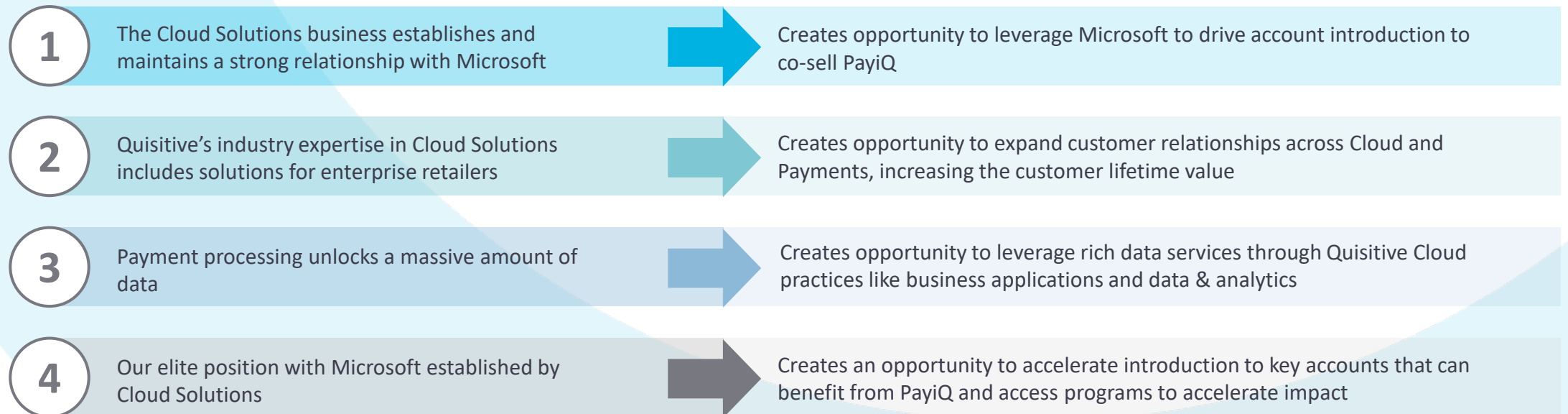
Shared Foundations

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 and partnership with Microsoft enables unique value to customers.

Capitalizing on Synergies

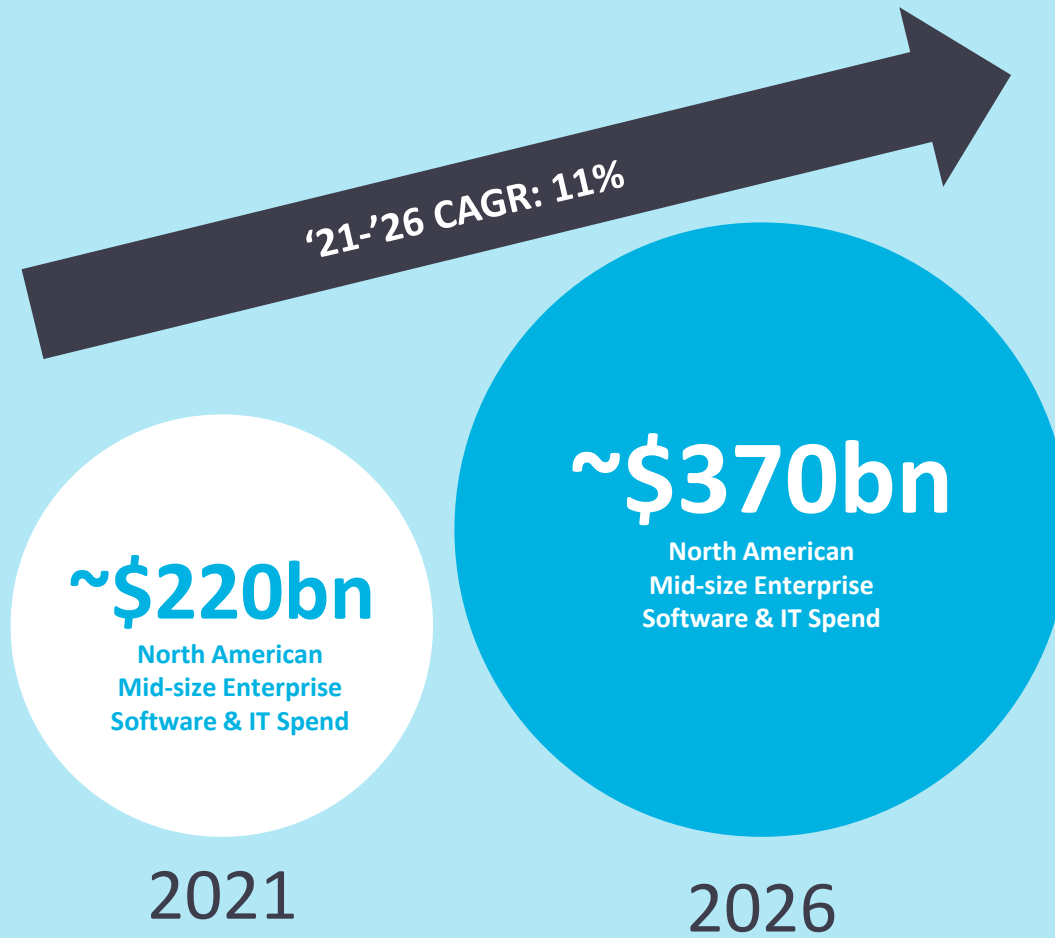




BUSINESS AT A GLANCE

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



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

2022 Microsoft US Health & Life Sciences Partner of the Year

2022 Microsoft Healthcare Partner of the Year Finalist

2022 Microsoft Inner Circle for Business Applications

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

12 Microsoft Advanced Specializations

Global Cloud Solutions

Revenue Model

Company Targets 15-20% Organic Growth



69% Professional Services

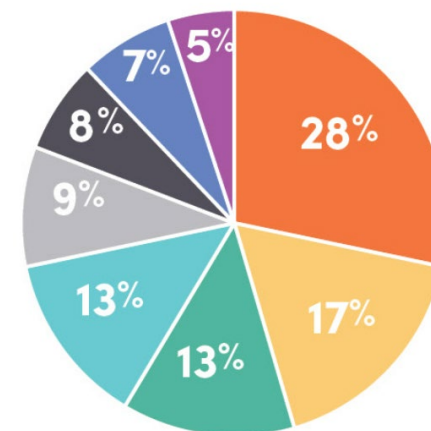
35% Gross Margin

- Infrastructure Services
- Modern Work Services
- Security Services
- Application Development Services
- Data & AI Services
- Business Applications

31% Recurring Revenue

49% Gross Margin

- Quisitive 1st Party IP SaaS Subscriptions
- Cloud Managed Services
- Cloud License Resale



Revenue by Industry

- Mix
- Manufacturing
- Healthcare
- Public Sector
- Software
- Financial Services
- Retail
- Education

Global Cloud Solutions

Intellectual Property

Recurring Revenue and Industry IP Portfolio

MazikCare

Delivering a **digital bridge** between patients, providers, and payers

SaaS

emPerform

Aligning performance year-round to **build a winning workforce.**

SaaS

Spyglass Security

Optimizing your security environment with a proactive, continuous approach

Managed Services

Velocity Insights

Monitoring, diagnosing, and **prioritizing errors efficiently** with the help of AI and Machine Learning

Solution Services

PowerGov

Empowering citizens with intuitive and omni channel experience

SaaS

ShopFloor

Transforming organizations to create **connected manufacturing** and resilient supply chain

SaaS

Azure Management Services

Accelerating innovation by continuously **improving your Azure infrastructure**

Managed Services

Global Cloud Solutions

Go-To-Market Approach



CUSTOMER CASE STUDY

Digital Transformation and a Solid Relationship Provide Foundation for Innovation

Operate in the Cloud

- Dynamics 365 Finance & Operations License, Implementation
- Azure and Microsoft 365 License
- Data & Analytics Platform Design and Development
- Native Cloud Development Services
- MazikCare License

Innovate in the Cloud

Custom Application Development

- Provide real-time case status regarding specimens sent to its labs
- Improve the accuracy of patient information, reducing billing and insurance errors
- Facilitate direct messaging and escalation from physicians and clinical staff to sales reps and customer service

Manage Cloud Environment

• **Cloud Managed Services** — Infrastructure, Security, Data and Business Applications



DIGITAL MARKETING

15%

of net-new customer acquisitions comes via digital and in-bound marketing

DIRECT SALES & PRESALES

50

full-time employees on our dedicated pre-sales and direct sales teams

CHANNEL SALES

400+

customers acquired via Microsoft Channel referral within last 24 months.

Global Cloud Solutions

Acquisition Summary



June 2019
Acquisition of CRG



Jan 2020
Acquisition of Menlo Technologies



April 2021
Acquisition of Mazik Global



November 2021
Acquisition of Catapult Systems

Total Revenue Acquired – \$85.5M
Total EBITDA Acquired – \$12M
Average Multiple Paid pre synergies – 8.7x

Mazik Global Acquisition Case Study



**Completed Full
Integration in 6
months**



Industry Solutions

- Healthcare SaaS Solution
- Manufacturing SaaS Solution
- Public Sector SaaS Solution
- Expanding Recurring Revenue



Revenue Synergies

- Strategic Enterprise Wins
- Expanding Gross Margin

Enables Industry Cross selling in Dynamics, Data, Security, Application Development and Managed Services

Quisitive's vision for M&A includes complete integration across brand, teams, and systems to generate value.



Brand Integration
Fuels Customer Growth



Team Integration
Drives Synergies



Systems Integration
Optimizes Costs

Cloud Solutions Segment

Acquisition Opportunity

Quisitive targets the multiple paid to range between 7-12x TTM EBITDA before synergies.

Quisitive has the opportunity to add \$150-200M in revenue and \$20-35M in EBITDA in the next 3-5 years.

Target Profile



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



- Microsoft Specialization
- Geographic Location



- Industry Expertise
- 1st Party IP and SaaS Solutions

Future Market Opportunity

- 90,000 cloud solution providers in Microsoft ecosystem ~ 1,000 meet target profile
- Quisitive's executive team maintains strong relationships across the ecosystem
- Quisitive strong track record of integrating acquisitions

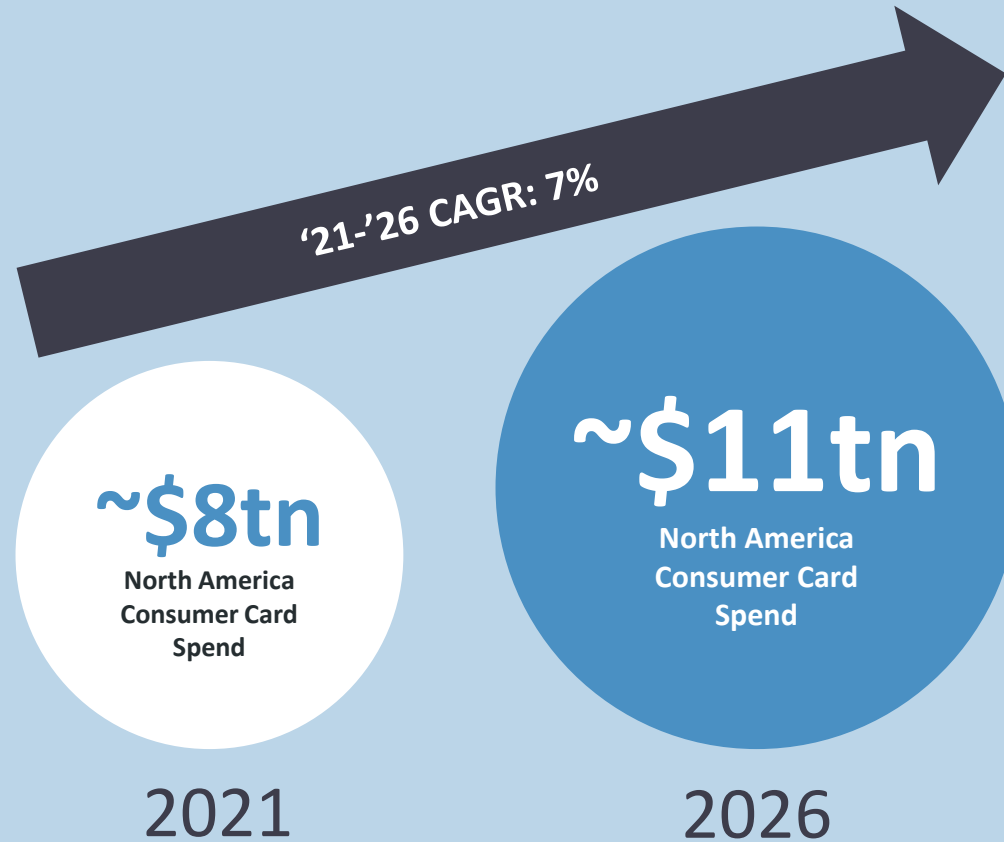
Representative Opportunities

- \$30M Revenue Dynamics Retail Services Partner
- \$8M Revenue Azure Security and Payments Consulting Partner
- \$25M Revenue Data and Analytics Services Partner



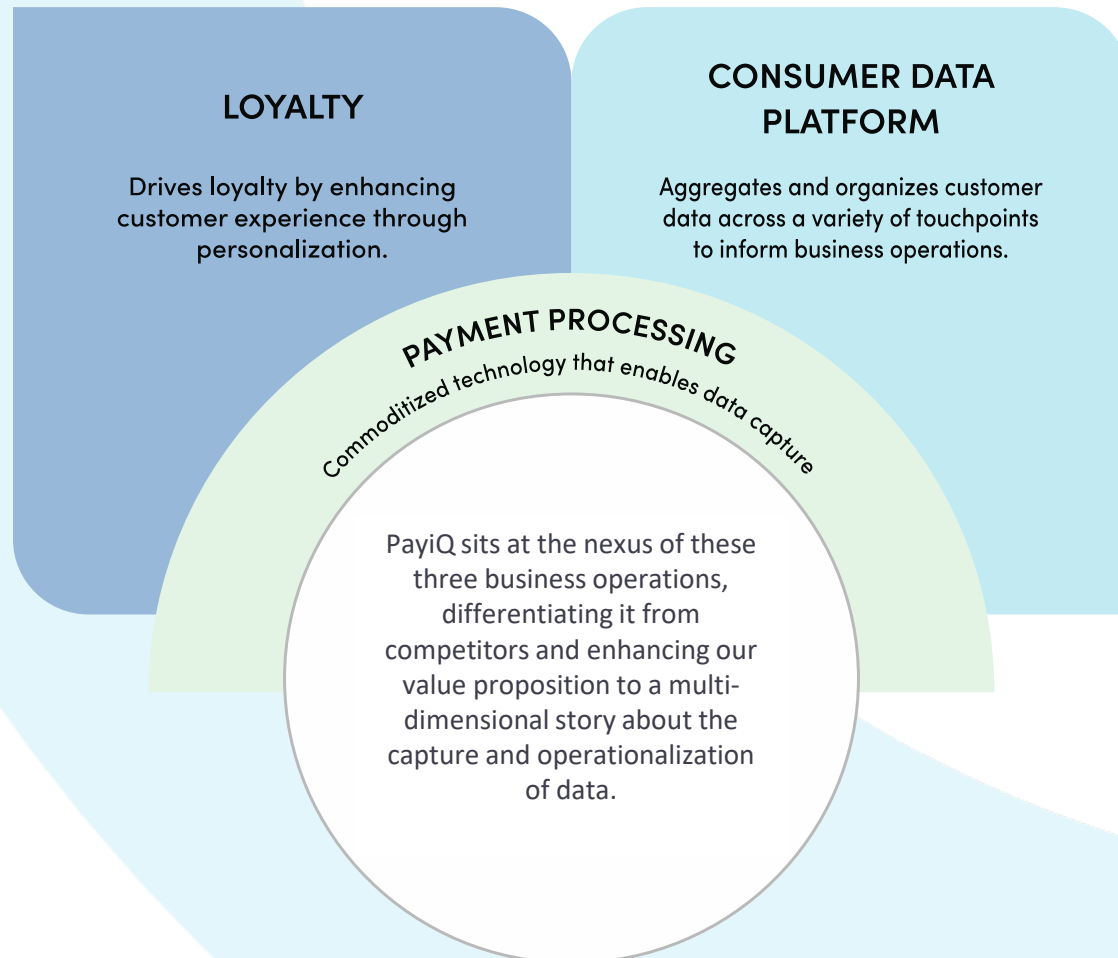
Payment Solutions

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



Payment Solutions

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**.

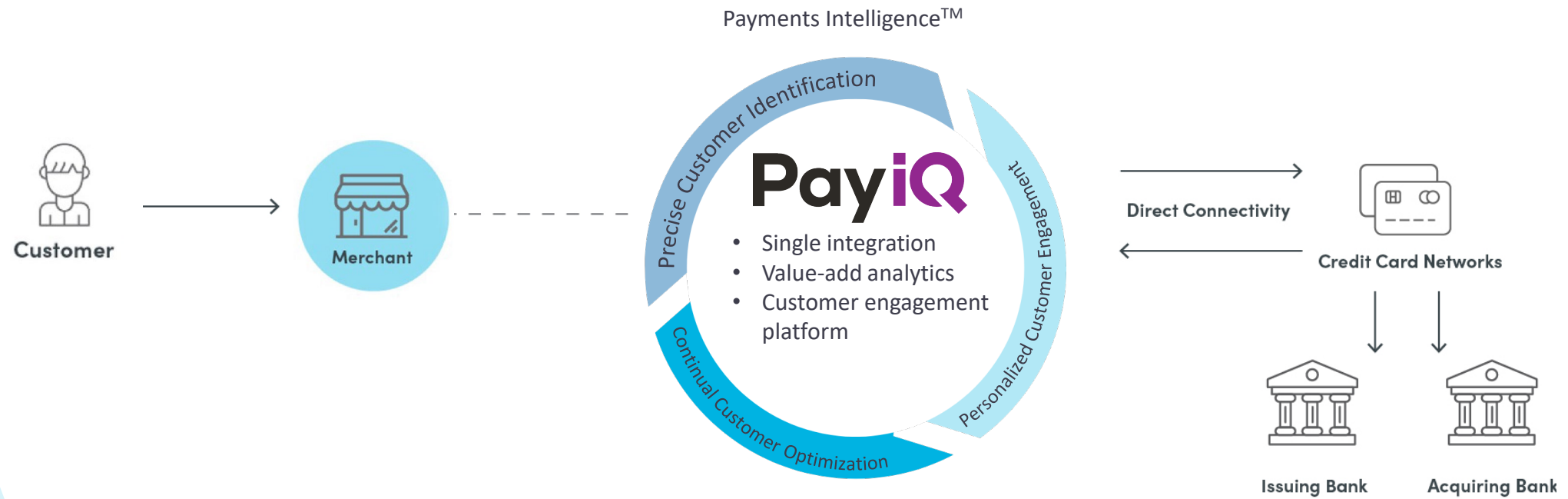


Quisitive began developing a cloud-enabled technology solution in collaboration with Microsoft to transform the payments industry into a source of value for merchant customers.

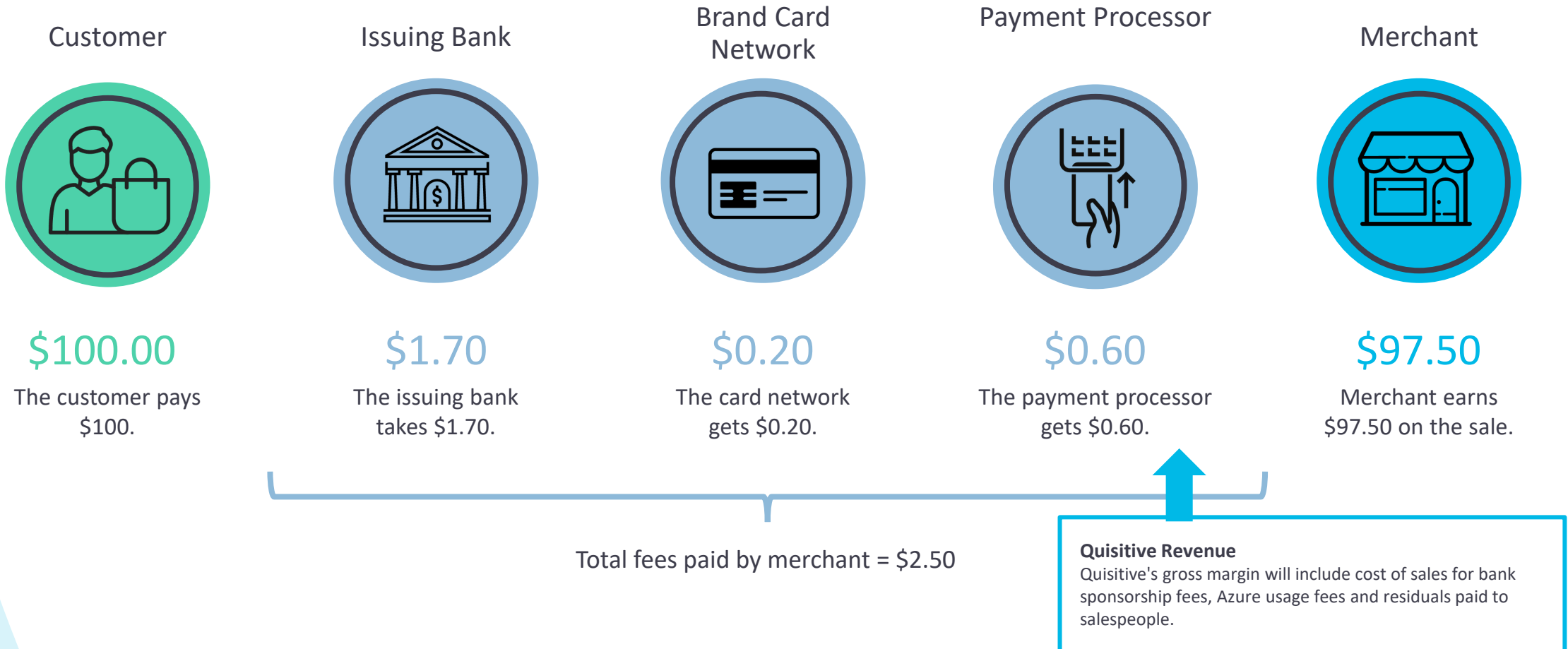
Payment to Value Chain

Quisitive's PayiQ platform is an advanced, cloud-enabled payment processing and payments data insights solution built to disrupt legacy processors by disintermediating the traditional payment value chain.

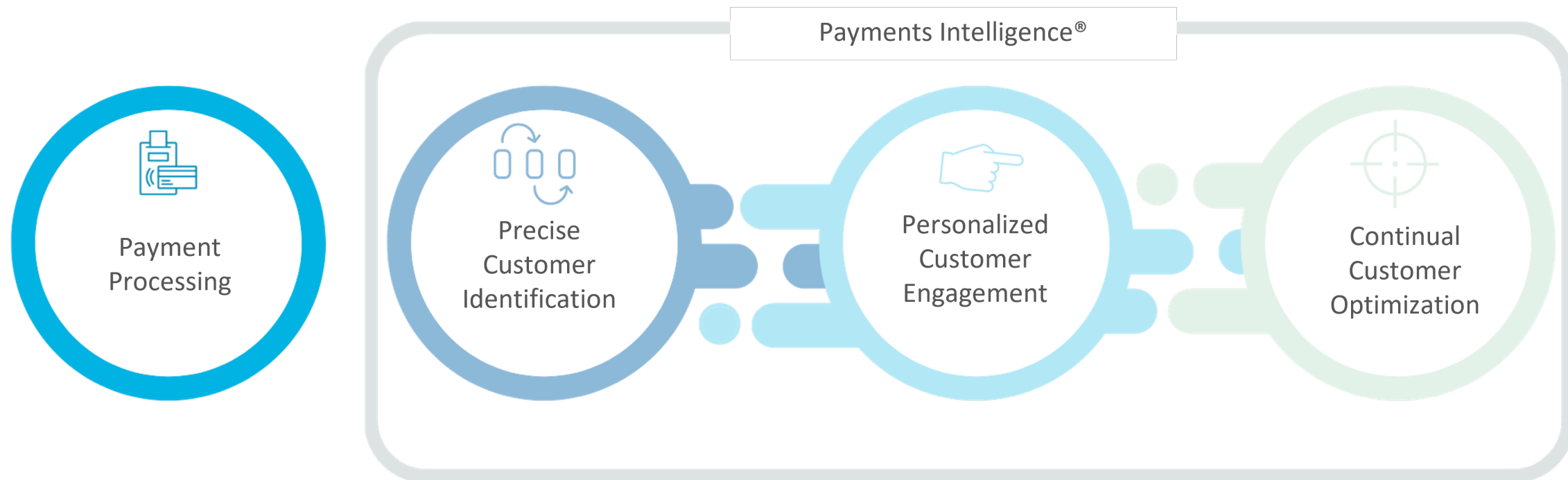
Its added value is a highly scalable, unique data capture technology that creates meaningful, personalized shopping experiences.



Revenue Model - Payment Processing (*Illustrative*)



Platform Overview



Processes non-cash payments from retail merchants



Advanced, cloud-enabled payment processing with full acquiring and issuing services



Identifies and captures customer based on visit behavior, in absence of loyalty identifier



Uses payment data to build detailed customer profile over time with segmentation into groups



Pushes designed offers to customer at point of sale in real time



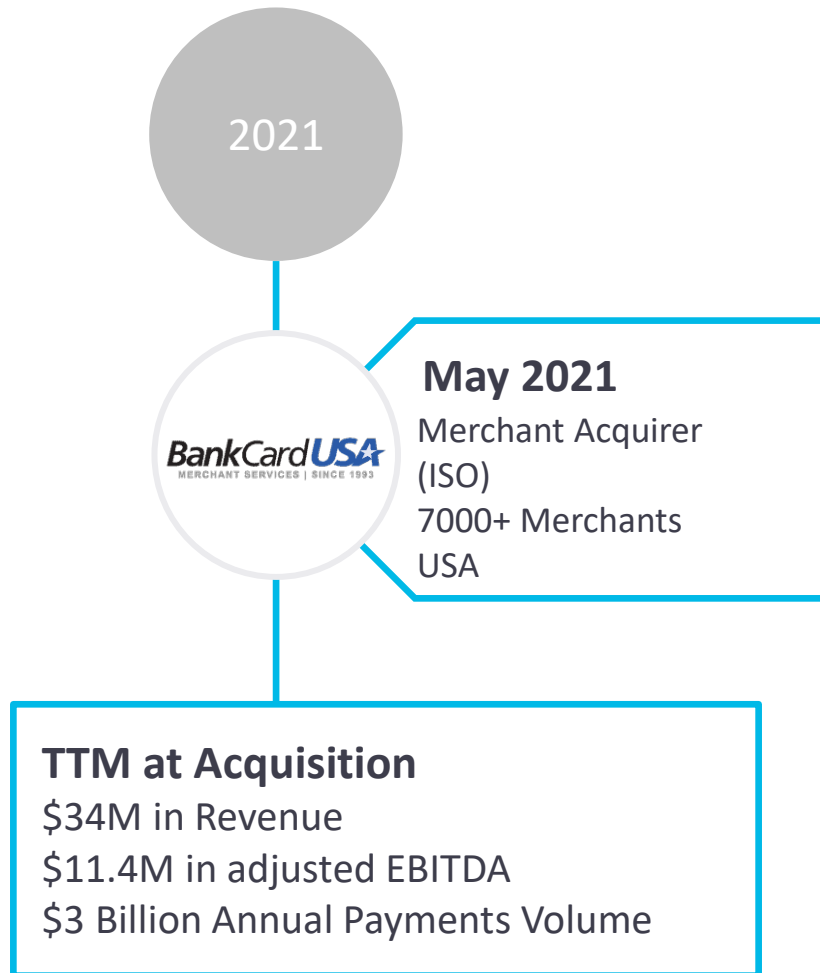
Analyzes return on marketing spend and overall program performance



Leverages machine learning and artificial intelligence to observe and learn from current offers to improve marketing performance

Payments Solutions Segment

Acquisition Summary



Recent Results

- 2021 Payments Volume \$3.8B - Up 27% YOY
- Q3 2022 Payments Volume - \$1.1B
- Q3 2022 Payments Revenue - \$12.8M

Accretive Value Driver

- Planned migration of BankCard merchants from First Data and TSYS to PayiQ payment processing beginning in Q3 2023
- *Capture Payment Processing Gross Margin Synergies of ~\$4M over subsequent 18-24 months*

Payment Solutions 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
Channel Partner Brand Permission to Play

- Microsoft
 - Retail, Financial Services, Healthcare
- Banks
 - The Bancorp
 - Westamerica
 - Peoples Trust
- VISA Partnership
- dunnhumby
- Equifax/Kount

Payment Solutions Segment

Acquisition Opportunity

Target Profile



- Independent Sales Organizations (ISO's)
- Industry Software Solutions



- \$10M-\$50M+ Annual Revenue
- Recurring/Transaction Revenue
- 20%+ EBITDA Margin



- Portability of Merchants
- Payment Technology

Future Market Opportunity

- Significant # of ISOs in US meeting our target profile
- Accretive revenue/margin synergies with PayiQ
- Drives scale for payments and Payments Intelligence™

Representative Opportunities

- \$12M Revenue ISO and Gateway Provider
- \$30M Revenue ISO
- \$29M Revenue ISO and Gateway Provider

Quisitive Growth Drivers

Ride the Digital Transformation Wave

- Growing IT spend particularly in Cloud Services
- Differentiated services with vertical IP
- Operating at the center of Microsoft's fastest growing business segment

Organic

PayiQ Commercialization

- Advanced cloud-enabled payment processing and Payments Intelligence™ platform
- Highly scalable unique data capture technology enabling more meaningful consumer engagement
- Migration of BankCard Merchants to PayiQ

Organic

Expand Upon Cross-Sell Opportunities

- Continue cross-sell from acquired companies
- Create opportunities between Cloud Data practice and Payments
- Expand existing customer lifetime value

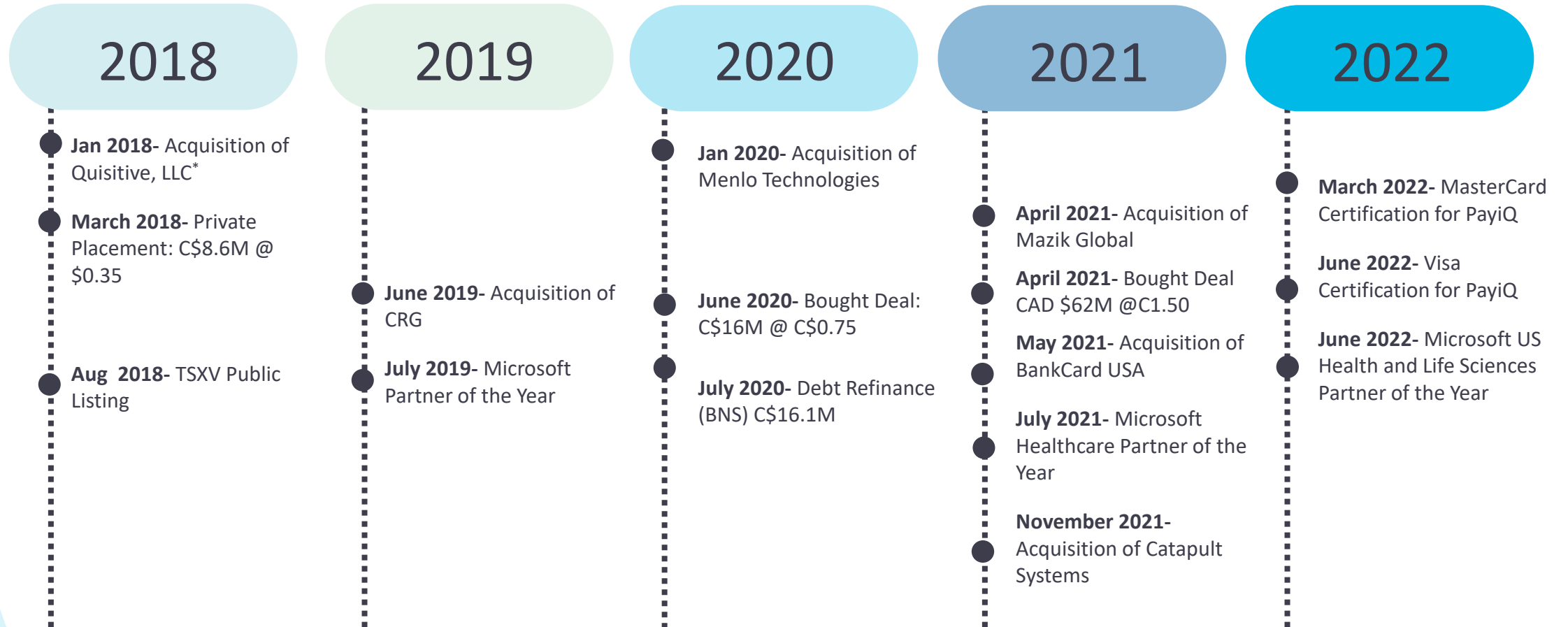
Organic

Strategic M&A Across Payments and Cloud

- Strong M&A pipeline across Cloud and Payments
- Targeted M&A playbook
- Seamless integration merging industry expertise and technical specializations
- Experienced management with track record to capture synergies

Inorganic

Company Timeline



Who we are

Executive Team & Board of Directors

EXECUTIVE TEAM



Mike Reinhart
CEO



Tami Anders
Chief of Staff



Steven Balusek
SVP - IT & Innovation



Terri Burmeister
President Cloud Services



Scott Meriwether
CFO & Corporate Secretary



Jana Schmidt
President Payments



Lane Sorgen
SVP Business Applications



BOARD OF DIRECTORS



Mike Reinhart
Chairman



Amy Brandt
Independent Director



Laurie Goldberg
Independent Director



Dave Guebert
Independent Director



Phil Sorgen
Lead Independent Director

Quisitive Financials

76%
YOY

Q3 Company Revenue

\$48.8 Million



Member of TSX
Venture 50 2021

\$

Q3 Payments Revenue

\$12.8 Million



Common Shares
Outstanding*

367.2m

46%
YOY

Q3 Adjusted EBITDA

\$7.6 Million



Market Capitalization*

C\$238.6m

87%
YOY

Q3 Gross Profit

\$20.3 Million



Analysts Consensus Target
Price*

C\$1.56

49%

Q3 MRR/ Transaction
Revenue

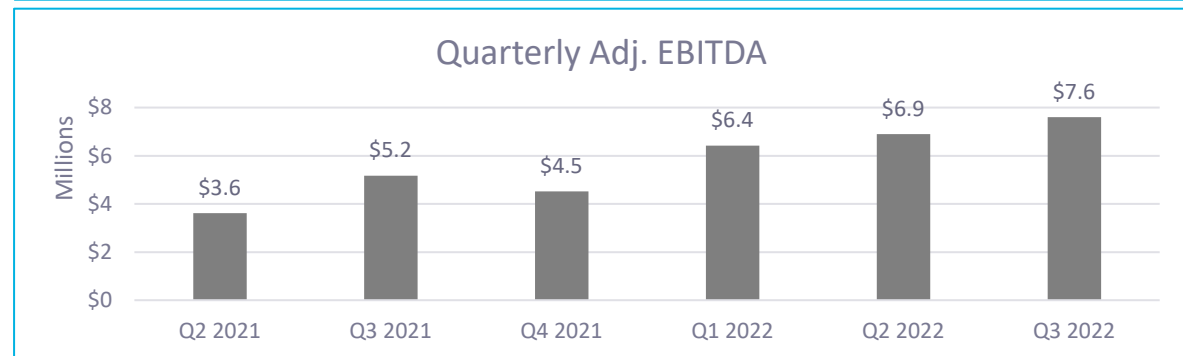
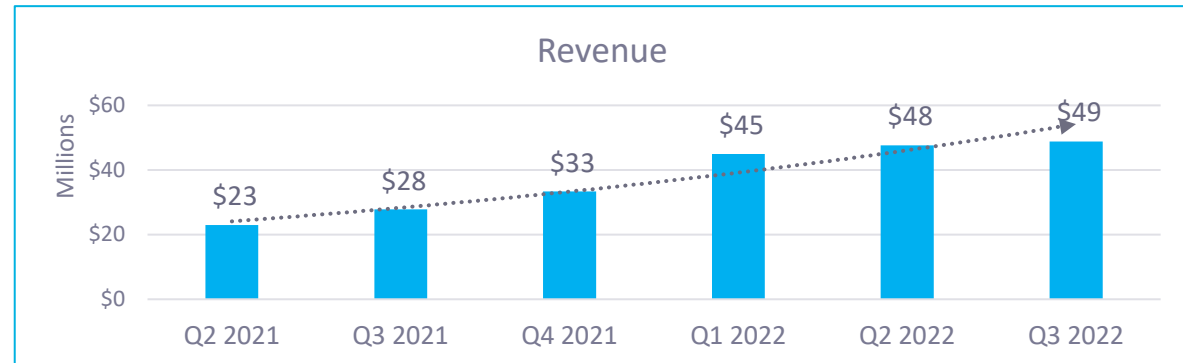
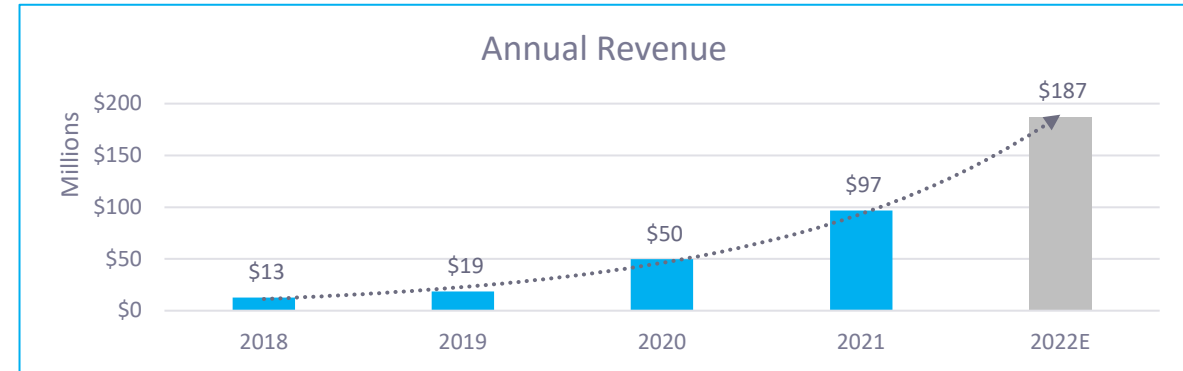
\$23.8 Million



Recent Share Price*

C\$0.65

Consistent and Robust Growth



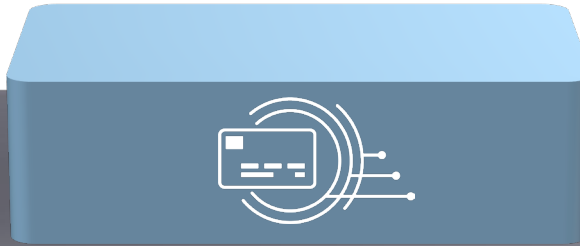
Who we are

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

Contact Us

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