

A blurred background image showing two business professionals, a man and a woman, standing in a modern office environment. They appear to be in a meeting or discussion, with the man on the left and the woman on the right. The background is bright and out of focus, suggesting a large window or glass wall.

# QUISITIVE

## Corporate Investor Presentation

March 2024

Quisitive Technology Solutions  
TSXV: QUIS OTCQX: QUISF

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This news release also contains future-oriented financial information and financial outlook information (together, “FOFI”) about the Company’s prospective results of operations, including statements regarding expected pro-forma Adjusted EBITDA following the completion of the Transaction. FOFI is subject to the same assumptions, risk factors, limitations and qualifications as set forth in the above paragraph. The Company has included the FOFI to provide an outlook of management’s expectations regarding the Company on a post-Transaction basis and other anticipated activities and results, and such information may not be appropriate for other purposes. The Company and management believe that the FOFI has been prepared on a reasonable basis, reflecting management’s reasonable estimates and judgements; however, actual results of operations and the resulting financial results may vary from the amounts set forth herein. Any financial outlook information speaks only as of the date on which it is made and the Company undertakes no obligation to publicly update or revise any financial outlook information except as required by applicable securities laws.

Quisitive is at the forefront of leveraging Microsoft cloud technologies to drive industry-focused business transformation and enable the secure adoption of AI, delivering unparalleled business value

**\$121.2M**

Global Cloud Solutions  
FY23 Revenue<sup>1</sup>

**38%**

Recurring Revenue

**13.5%**

FY23 Pro Forma  
Adjusted EBITDA  
Margin<sup>2</sup>

**17**

Advanced  
Specializations

**40%**

Gross Margin

**1200**

Global Cloud Solutions  
Customers

**≈800**

Team Members

### Strategic Partners



### Key Clients



### Competitors



avanade

cognizant



Hitachi Solutions

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1) Midpoint of published FY23 guidance.

2) Pro Forma Adjusted EBITDA is calculated as if the divestitures of both Bankcard USA and PayiQ closed on January 1, 2023. The pro forma Adjusted EBITDA run rate includes full year adjustments for headcount capacity savings made during fiscal 2023 as well as corporate cost savings that will be realized after the completion of both divestitures.

# Investment Highlights



Brand Position and Strategic Relationship with Microsoft



Tenured AI Expertise Backed by Complete Cloud Solutions



Industry Expertise to Drive Customer Transformation

## Quisitive Accolades

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2023 Microsoft US Health and Life Sciences Partner of the Year

2023 Microsoft US Solution Assessments Partner of the Year

2022 Microsoft US Health & Life Sciences Partner of the Year

2022 Microsoft Inner Circle for Business Applications

2021 Microsoft Healthcare Partner of the Year

2021 Microsoft Inner Circle for Business Applications

2020 Microsoft Azure-DevOps Partner of the Year Winner

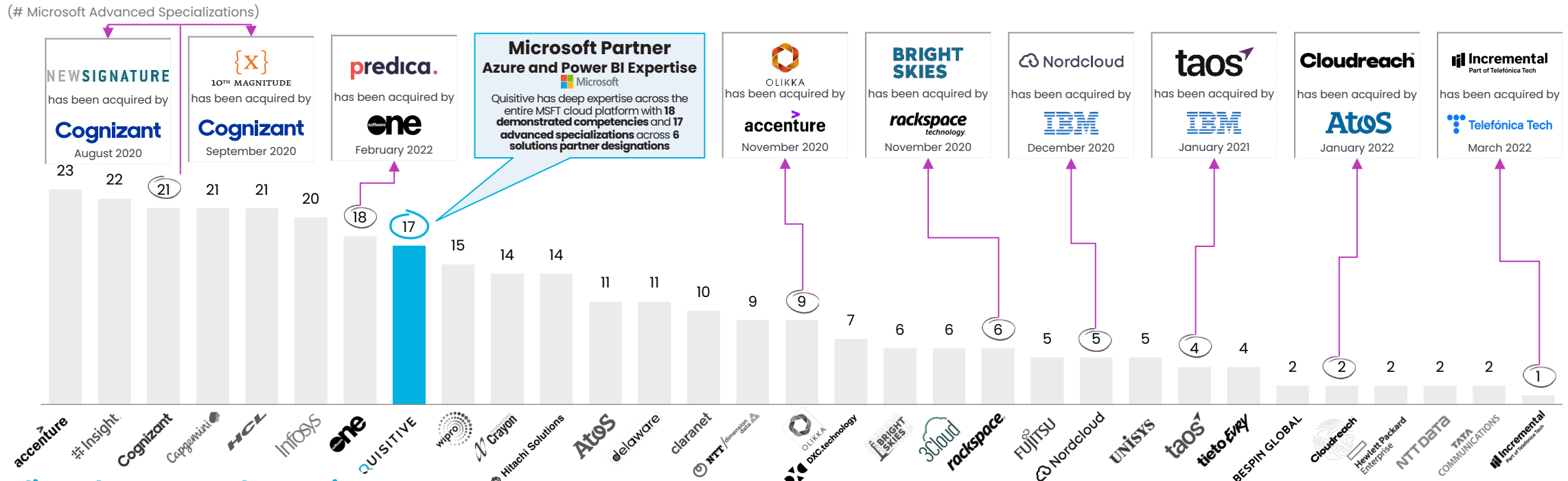
2019 Microsoft United States Partner of the Year Winner

# Microsoft Partnership

## Quisitive Aligns and Amplifies with Award Winning Microsoft Partnership

- One of the few remaining independent, pure-play Microsoft players left with such extensive expertise

### Selected Cloud Leaders Holding Microsoft Advanced Specializations with Enterprise Scale



### Aligned Go-to-Market Motion on AI

#### Thought Leadership

Quisitive forms AI Global Black Belt (“GBB”) team aligned to Microsoft’s GBB and leads with technical expertise, strategic advisory services, and industry acumen across various fields

#### Quisitive.AI Go-to-Market Motion

Initiated a concentrated AI marketing motion at Quisitive.AI to drive AI lead generation and align to Microsoft go-to-market motions

#### Shared Generative AI Architecture

Marketable AI architecture is aligned to Microsoft’s revenue generation engine and best practices for customer implementations

#### Product Marketing

Adding custom copilot features to the existing IP portfolio, and product marketing engine will adopt AI value propositions and expand market share

# Microsoft Go-to-Market Alignment

Quisitive's acclaimed partnership with MSFT serves as a critical attribute for Azure-focused customers

## Solution Play Alignment

	Microsoft Solution Plays	Quisitive Featured Solution Play
Infrastructure	Migrate and Secure windows Server and SQL Server	Azure Managed Migration (AMS+)
	Migrate SAP	On-Ramp to Azure Migration
	Innovation with HPC, AI Infrastructure	Azure Management Services
	Migrate Linux Estate	On-Ramp to Azure Migration
	Migrate Oracle	On-Ramp to Azure Migration
Data & A.I.	Power Business Decisions with Cloud Scale Analytics	Microsoft Fabric Accelerator, On-Ramp to Azure Data (DPI30)
	Innovate with AI	AI Innovation Discovery Workshop; AI Accelerator
	Build Intelligent Apps	Data Analytics Pilot
Application Development	Migrate Enterprise Apps	On-Ramp to Application Modernization
	Accelerate Developer Productivity	High Gear for DevOps or GitHub Enterprise
	Accelerate Innovation with Integration Services	High Gear for Application Innovation
Security	Threat Protection with XDR and SIEM	Azure Security Assessment
	Data Security	Cloud Security Assessment
	Modern Sec Ops	Managed Detection Response
	Multicloud Security	Cloud Security Assessment
	Data Governance	Spyglass Security & Compliance Program
	Security Identity and Takeout Okta and Ping	Azure Security Assessment
Business Applications	Accelerate Revenue Generation	Dynamics On-Prem to Online, Salesforce to D365
	Modernize Service	Dynamics On-Prem to Online, Salesforce to D365
	Optimize Finance and Supply Chain	AX to F&O Migration
	Accelerate Innovation with Low Code	Power Platform Program
Digital Workplace	Secure Productivity	M365 Security Assessment
	Converged Communications	Teams Phone Assessment
	Cloud Endpoints	M365 Security Assessment
	Employee Experience	Digital Workplace Program, Viva Workshops

**Build a user-friendly healthcare app.**

**Time to modernize your healthcare apps?**

**Don't let system outages and downtime hold you back.**  
Accelerate innovation with Azure Management Services  
[Start here](#)

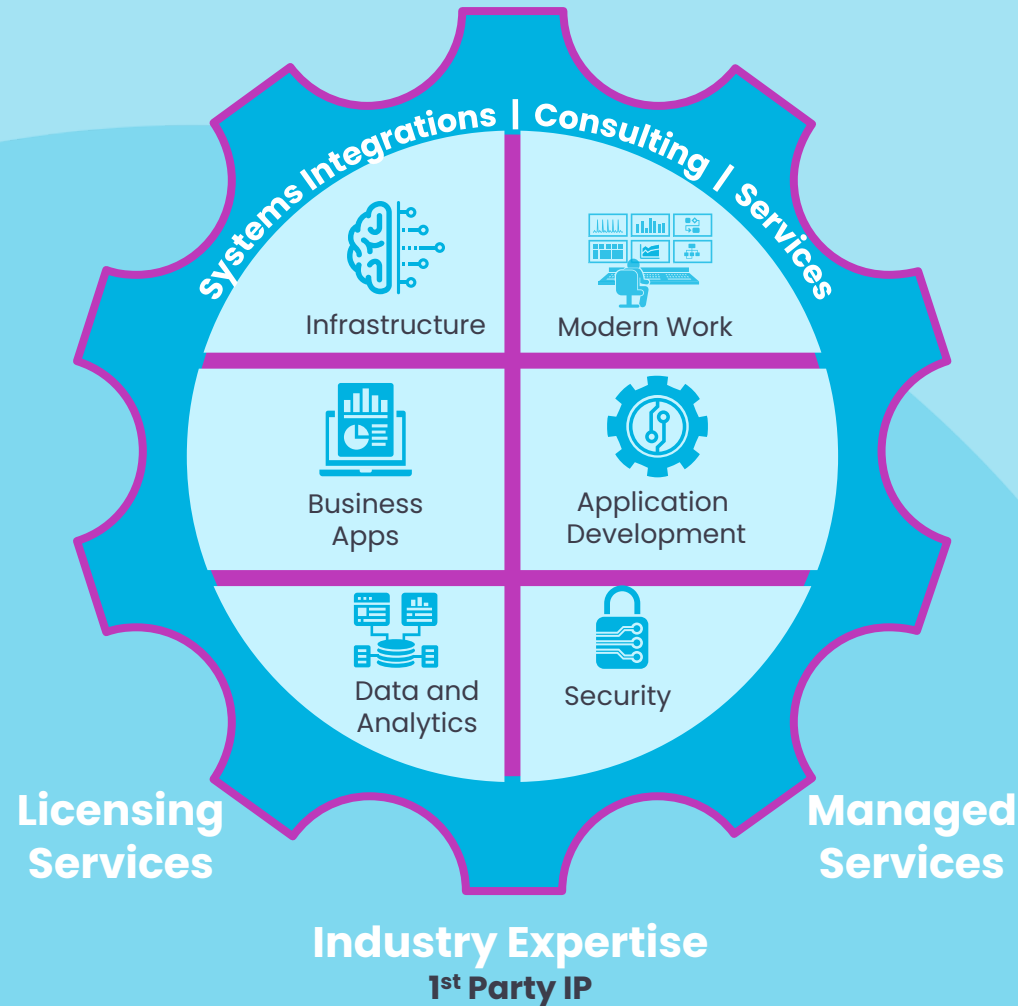
**Are your legacy apps hindering patient care?**  
Find out with our interactive scorecard for healthcare companies  
[Download](#)

**NEW! 2023 Healthcare App Modernization Scorecard**  
[Download](#)



## AI Approach Infused Across Portfolio

To harness the power of AI, enterprises must apply technologies securely, holistically, and with an eye to innovation.



**~60%** Project Services

### 35% Gross Margin

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

**~40%** Recurring Revenue

### 48% Gross Margin

- Cloud Managed Services
- Cloud License Resale
- Quisitive SaaS Subscriptions

Our complete cloud offerings accelerate the adoption and application of AI to deliver business value in the rapidly evolving marketplace.

# Market Opportunity

Generative AI will break the world out of its stagnant productivity cycle — and set the stage for **a new era of innovation**

This marks a novel market opportunity for Quisitive's core offerings, enhanced by leading edge AI solutions

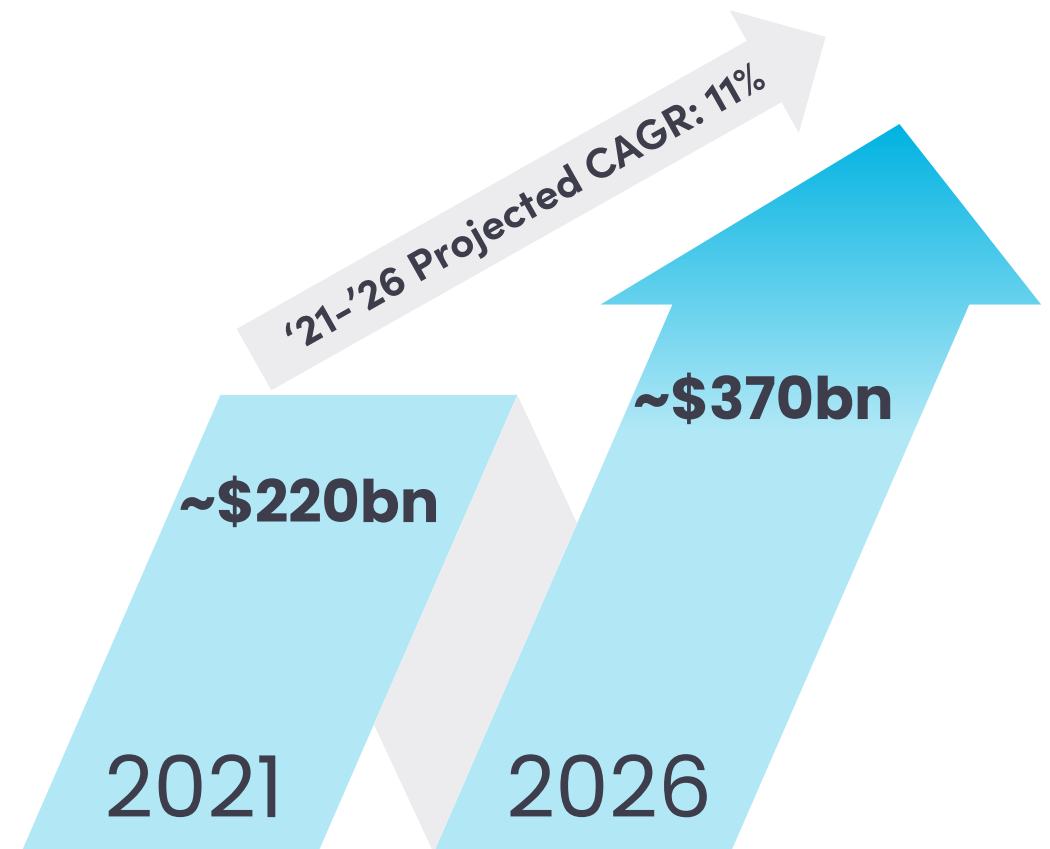
**\$15.7tr**

Potential contribution to the global economy by 2030 from AI

**+14%**

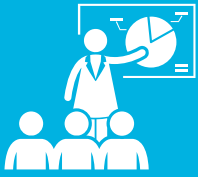
Potential global GDP boost as a result of AI

## North American Mid-Size Enterprise Software & IT Spend





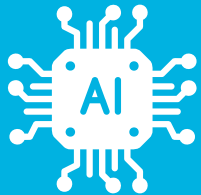
# Quisitive's Partnership with Microsoft Amplifies Our AI Readiness



- Microsoft invested \$13B in OpenAI
  - Largest shareholder & key partner



- Microsoft ranked 1st in global AI server market worldwide



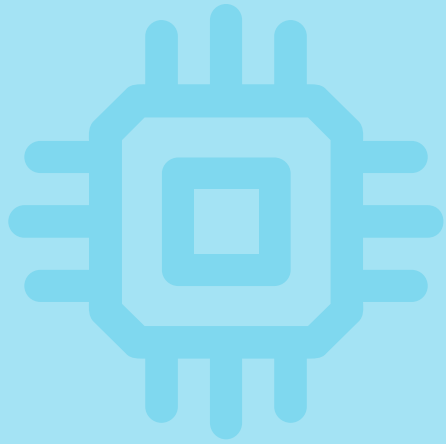
- AI is embedded in all Microsoft industry-leading business platforms



- Industry focus & use cases

Figure 1: Magic Quadrant for Cloud AI Developer Services

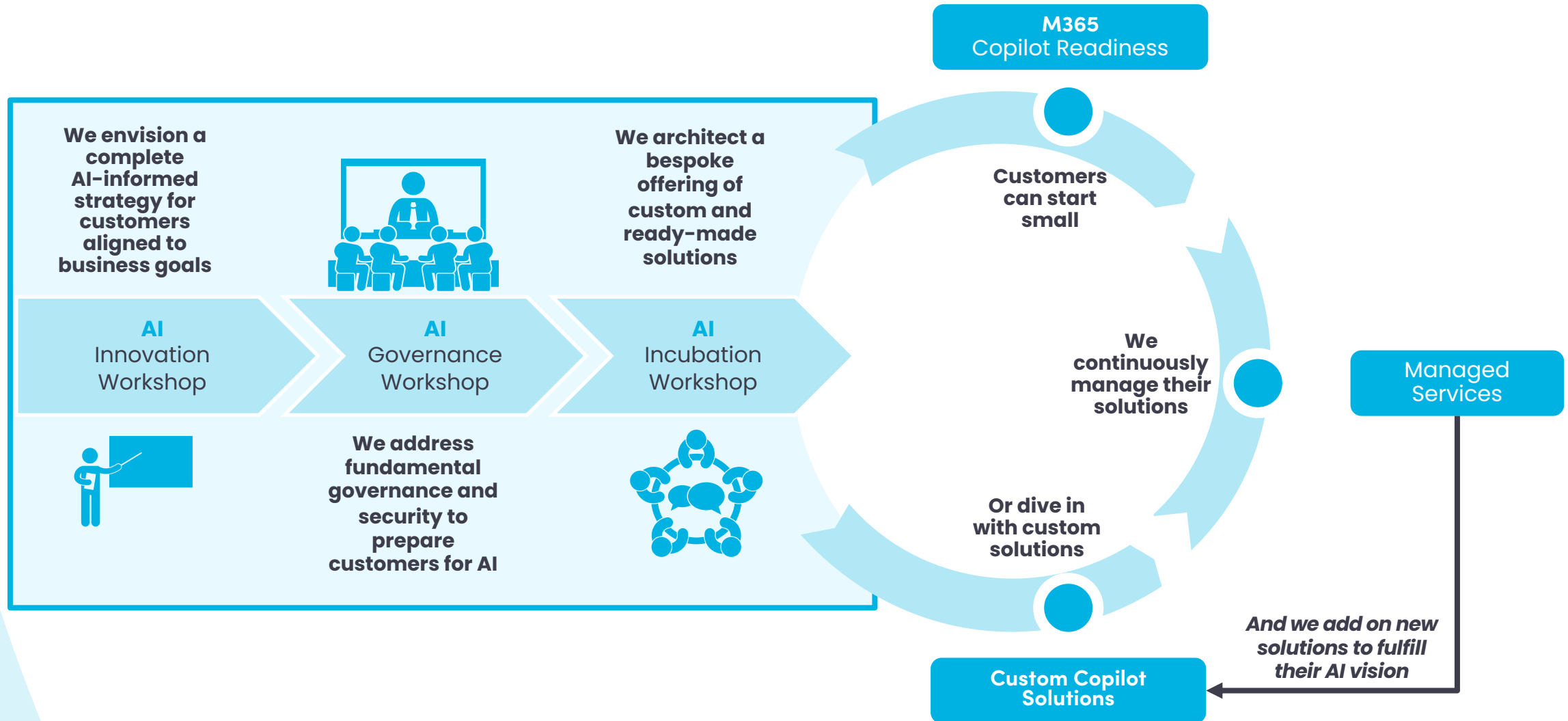




# Generative AI is setting the stage for a new era of innovation

- Quisitive unleashes the power of AI and the Microsoft platform to transform customers' businesses
- The time to begin is now

# Anchoring in AI Offers Compounding Advantage



# Industry Focus – IP Enabled Solutions

Combined, manufacturing and healthcare make-up ~30% of Quisitive's total revenue

## Healthcare

Quisitive's Value Proposition:

- Improve Staff Efficiency & Coordination



- Eliminate HIPAA Concerns



- Increase Patient Coordination



- Secure Access to Patient Data from Anywhere



- Enable Telehealth and Coordinate Care



- Reduce Operational Costs



## Manufacturing

Quisitive's Value Proposition:

- Build Designs Collaboratively



- IoT for Manufacturing

- Diagnose and Troubleshoot Equipment Remotely



- Reduce Operational Costs



- Gain Insights Constantly



# Sciensus Customer Case Study

Specialty prescription drug delivery organization

## Home Health, Pharma, & Payer Success Story

### Technologies

- Microsoft Dynamics 365
- Azure
- Power Platform
- MazikCare IP

### Impact

This full visibility approach for Rx management from the warehouse through patient dosage, increases accuracy of Rx delivery, eliminates Rx waste, and improves patient outcomes

### What

The MazikCare solution was implemented to deliver patient scheduling, call center services, advanced warehousing, materials management, talent management, and finance and operations

### Who

Sciensus provides home health treatment to over 250,000 patients across Europe and the UK

250K

PATIENTS  
ANNUALLY

4,000

RX DELIVERIES  
DAILY

\$15M

CUSTOMER  
LIFETIME  
VALUE

“MazikCare gave us the ready-made package we needed as a jumping off point to get to where we needed to be.”

-Carrey Ollerenshaw, Sciensus

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# Pro Forma Capitalization and 2024 Guidance

- 272,532,461 Common Shares<sup>1</sup>
- \$34.0 million (\$USD) Term Loan balance; total leverage of 2.1x 2023 Pro Forma Adj. EBITDA<sup>2</sup>
- \$4.8 million (\$USD) cash<sup>3</sup>
- \$27.0 million (\$USD) preferred investment in PayiQ<sup>4</sup>

**2024 PF Revenue**  
\$123 – \$137 million (\$USD)


**2024 PF Adj. EBITDA**  
\$15.0 – \$18.0 million (\$USD)  
*~13% Adj. EBITDA margin*

Source: Share and balance sheet data as of March 26, 2024.

- 1) On March 27, 2024, Qusitive announced the proposed sale of BankCard USA Merchant Services, Inc. to a group that includes current management of BankCard and certain shareholders of Qusitive. The sale is expected to close on or before April 30, 2024. The share count shown is after the cancellation of 133,095,158 shares related to that sale. The Company will have ~288.4 million fully diluted shares outstanding including 2.4 million shares issued in connection to the Mazik earn-out, RSUs and stock options.
- 2) Leverage is calculated using Pro Forma Adjusted EBITDA of \$16.4M, representing the Company's results as if the Transaction and the divestiture of PayiQ (which was completed in January 2024) closed on January 1, 2023. The pro forma Adjusted EBITDA run rate includes full year adjustments for headcount capacity savings made during fiscal 2023 as well as corporate cost savings that will be realized after the completion of both the Transaction and divestiture of PayiQ. Less than all of the savings were realized in fiscal 2023 (with the balance expected to be realized in fiscal 2024) which will result in the Company reporting fiscal 2023 results that will be lower than the pro forma Adjusted EBITDA of US\$16.4 million.
- 3) Cash is shown after various transaction and financing expenses related to the sale of BankCard USA Merchant Services, Inc.
- 4) Face value of the PayiQ investment is \$27.0 million and is subject to future adjustments of fair value.

# Pro Forma Capitalization and 2024 Guidance

- Quisitive historically traded at a discount to public Cloud peers
- IT Services and AI market opportunity remain a growth driver for Quisitive
- Divestitures of BankCard and PayiQ reduces complexity of combined business

	 <b>QUISITIVE</b>	<b>Peer Median</b>
<b>EV / '24E Revenue</b>	<b>0.47x</b>	<b>2.30x +</b>
<b>'24E Revenue Growth</b>	<b>7.1%</b>	<b>4.0% +</b>
<b>EV / '24E Adj. EBITDA</b>	<b>3.7x</b>	<b>13.0x +</b>

## Representative Publicly Traded Peers



# Executive Team & Board of Directors

## Executive Team



**Mike Reinhart**  
CEO



**Tami Anders**  
Chief of Staff  
EVP- People & Culture



**Steven Balusek**  
EVP - IT & Innovation



**Scott Meriwether**  
CFO & Corporate Secretary



**Lane Sorgen**  
EVP - Sales and Marketing



**Terri Burmeister**  
EVP - Delivery Services



## Board of Directors



**Mike Reinhart**  
Director



**Nick Lim**  
Chairman



**Laurie Goldberg**  
Independent Director



**Dave Guebert**  
Independent Director



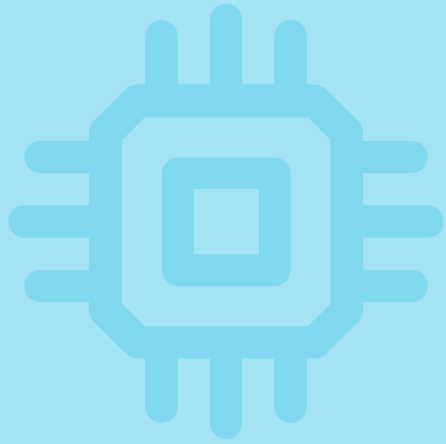
**Darcy Morris**  
Independent Director



**Amy Brandt**  
Independent Director







# AI isn't going to take your job—but someone using AI will

- Quisitive provides comprehensive cloud solutions to enable adoption and acceleration in customers' AI journey
- The time to begin is now