



Corporate Investor Presentation

May 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

38%

Recurring Revenue

14%

FY23 Pro Forma
Adjusted EBITDA
Margin¹

17

Advanced
Specializations

40%

Gross Margin

1200

Global Cloud Solutions
Customers

≈800

Team Members

Strategic Partners



Key Clients



Competitors



avanade



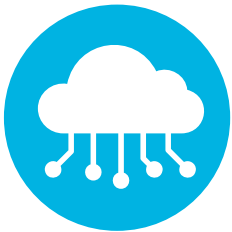
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1) Pro Forma Adjusted EBITDA is calculated as if the divestitures of both Bankcard USA and PayiQ closed on January 1, 2023. The pro forma Adjusted EBITDA run rate includes full year adjustments for headcount capacity savings made during fiscal 2023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

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

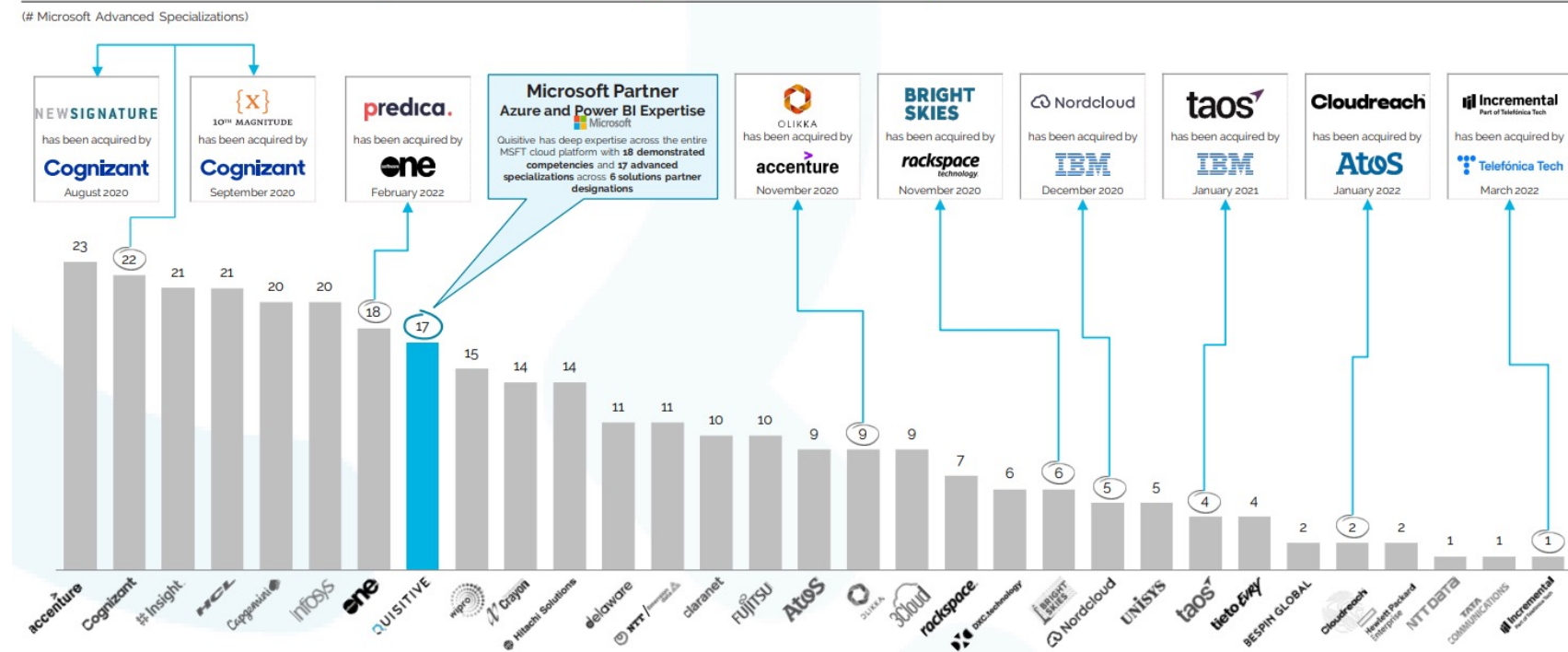
2019 Microsoft United States Partner of the Year Winner

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 Qusitive.AI to drive AI lead generation and align to Microsoft's 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

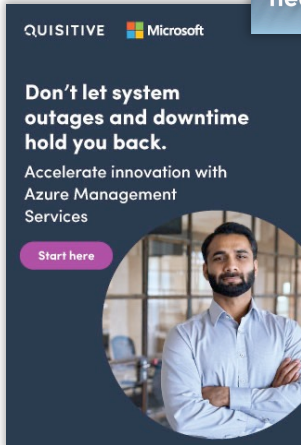
| Microsoft Solution Plays | | Quisitive Featured Solution Play |
|--------------------------|---|---|
| Infrastructure | Migrate and Secure windows Server and SQL Server | Azure Managed Migration (AMS+) |
| | Migrate SAP | On-Ramp to Azure Migration |
| | Innovation with HPC, AI Infrastructure | Azure 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.



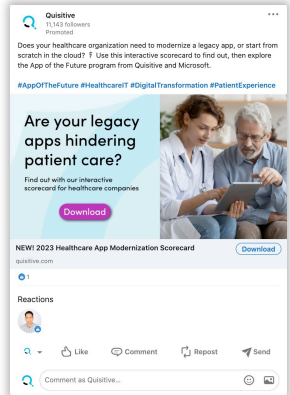
Time to modernize your healthcare apps?



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](#)

> \$2M

Annual MSFT Marketing Investment

+

75+

MSFT Co-sell Offers Live

+

340

Reported 2023 MSFT In-Bound Referrals

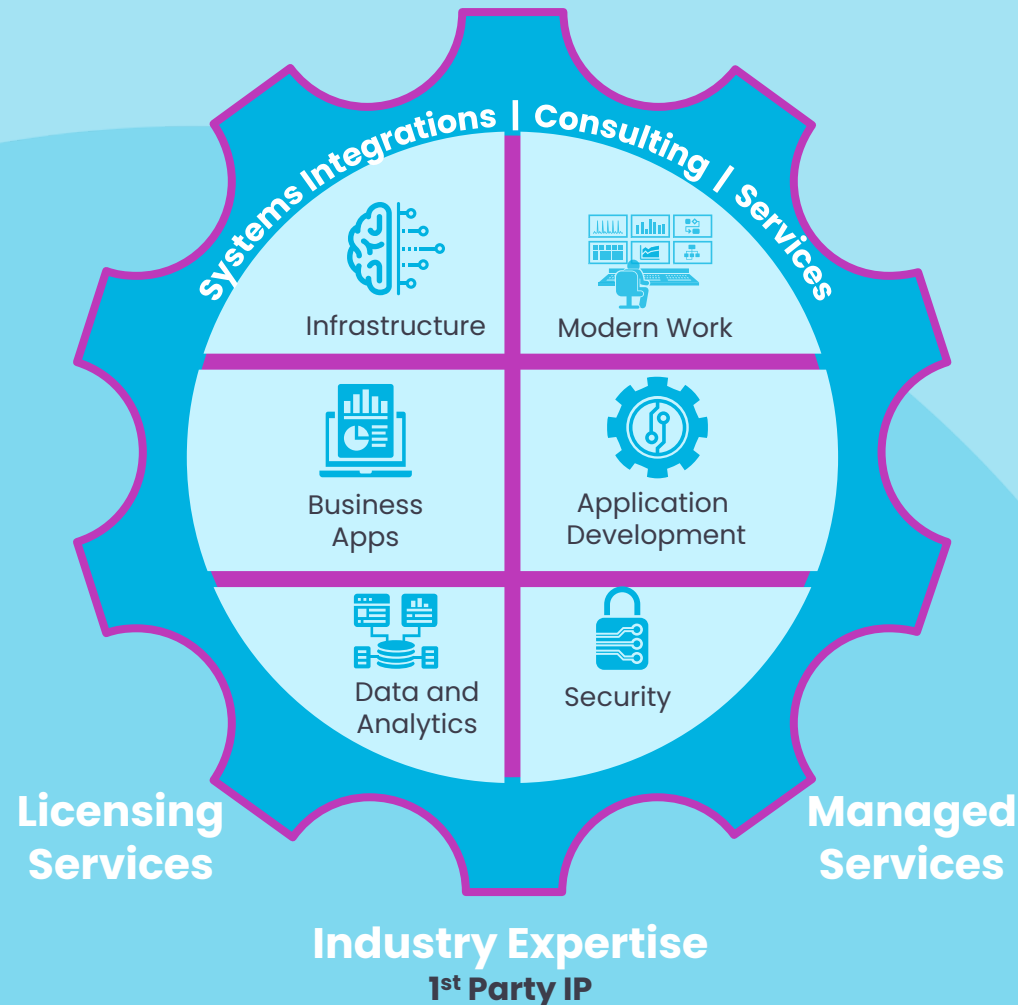
+

50 / 3,300

2023 Events / Registrants

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

AI Approach Infused Across Portfolio



~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

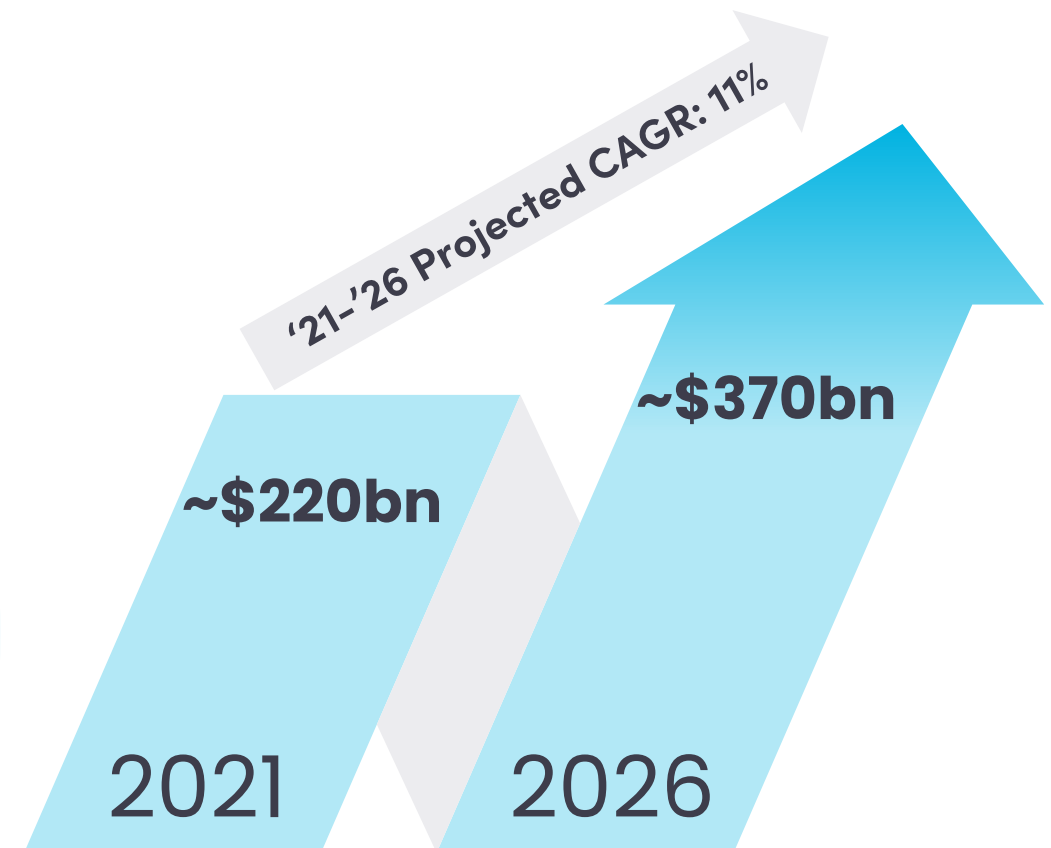
\$15.7tr

Potential contribution to the global economy by 2030 from AI

+14%

Potential global GDP boost as a result of AI

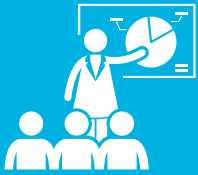
North American Mid-Size Enterprise Software & IT Spend



Source: Gartner, January 2022

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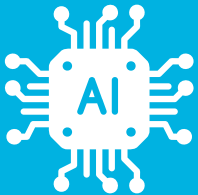
Quisitive's Partnership with Microsoft Amplifies Our AI Readiness



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



- Microsoft ranked 1st in global AI server market worldwide



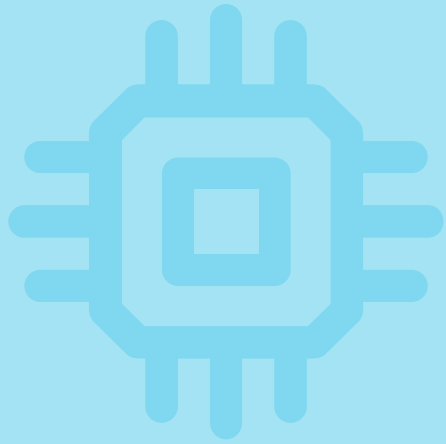
- AI is embedded in all Microsoft industry-leading business platforms



- Industry focus & use cases

Figure 1: Magic Quadrant for Cloud AI Developer Services





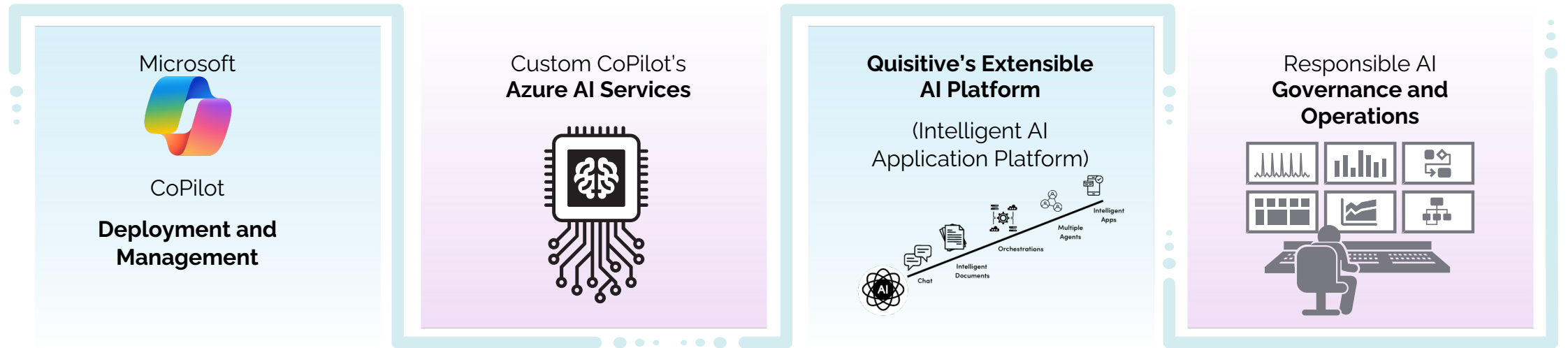
Generative AI is setting the stage for a new era of innovation

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

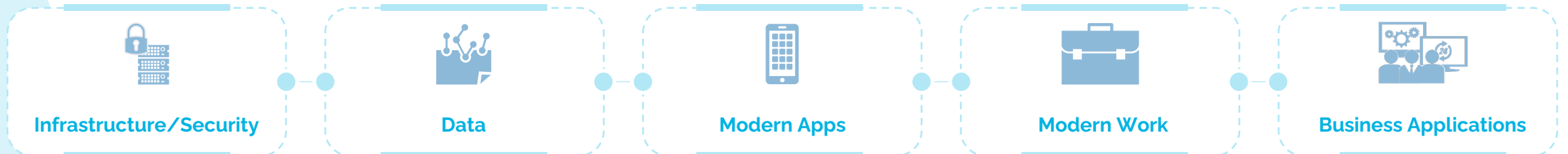
Anchoring in AI Offers Compounding Advantage

Quisitive seamlessly incorporates artificial intelligence across its entire range of solutions.

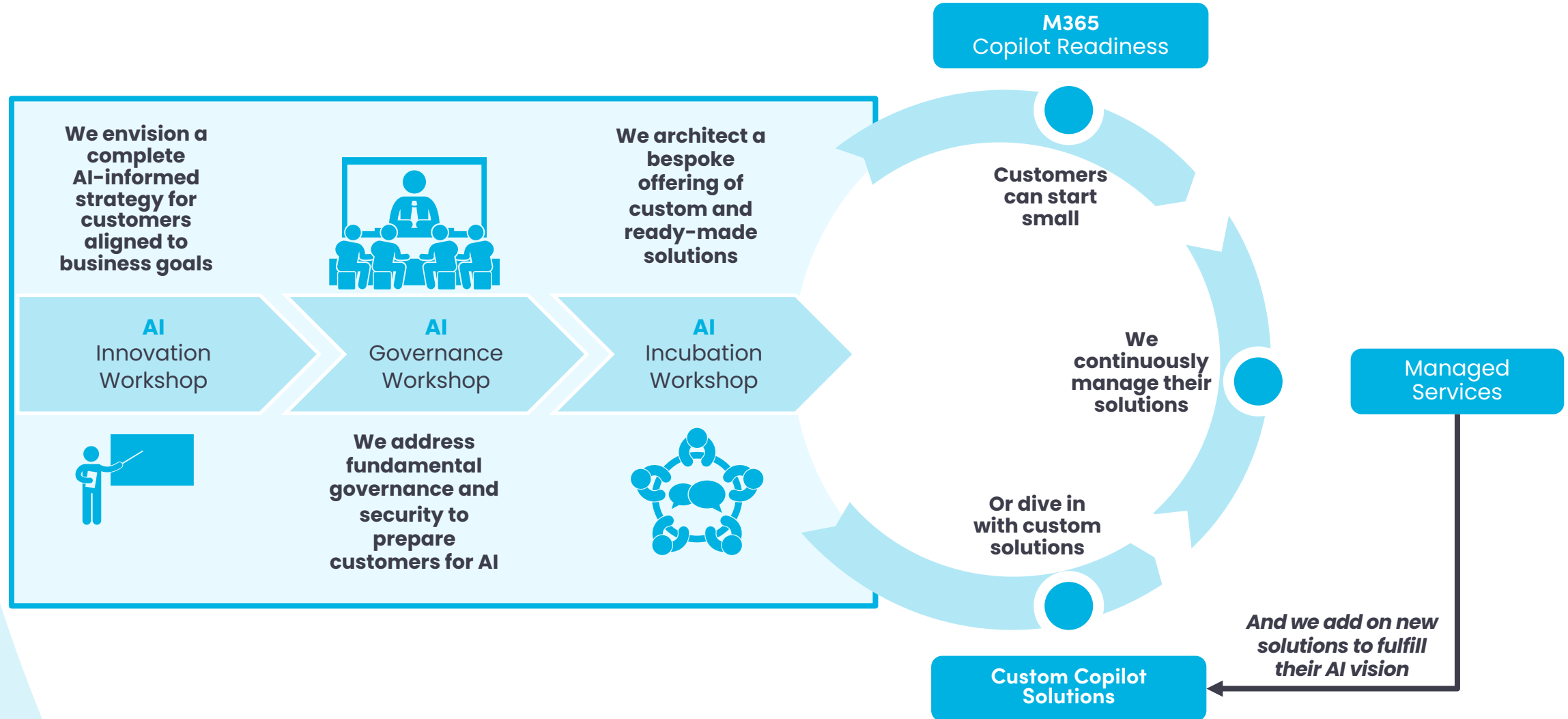
Quisitive.AI Market Strategy



Quisitive Microsoft Services and Solutions



Accelerating AI Adoption with Microsoft 365 CoPilot



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

- 275,924,122 Common Shares¹
- \$34.0 million (\$USD) Term Loan balance; total leverage of 2.1x 2023 Pro Forma Adj. EBITDA²
- \$6.2 million (\$USD) cash³
- \$27.0 million (\$USD) preferred investment in PayiQ⁴

2024 PF Revenue
\$120 – \$130 million (\$USD)

2024 PF Adj. EBITDA
\$15.0 – \$17.0 million (\$USD)
~13% Adj. EBITDA margin

Source: Share and balance sheet data as of May 21, 2024.

1) The Company will have ~295.6 million fully diluted shares outstanding including shares issued in connection to 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 as of May 21, 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

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

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



Dan Kunz
EVP – Delivery Services



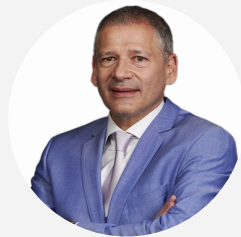
Board of Directors



Mike Reinhart
Director



Nick Lim
Chairman



Laurie Goldberg
Independent Director



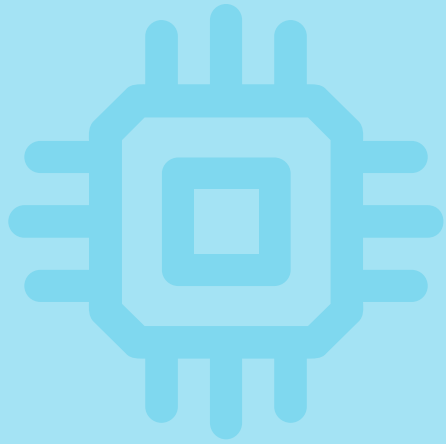
Dave Guebert
Independent Director



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