pivotree™

Q3 2026 Earnings

November 17, 2026



Disclaimer

In this presentation, all amounts are in Canadian dollars, unless otherwise indicated. Capitalized terms that are not defined in this presentation have the meanings ascribed to them in the prospectus. Any graphs, tables or other information in this presentation demonstrating the historical performance of Pivotree or of any other entity contained in this presentation are intended only to illustrate past performance and are not necessarily indicative of future performance of Pivotree or such entities.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION: This presentation contains **"forward-looking information"** and "forward-looking statements" (collectively, "forward-looking information") within the meaning of applicable securities laws. Forward-looking information may relate to the Company's future financial outlook and anticipated events or results and may include information regarding the Company's financial position, business strategy, growth strategies, addressable markets, budgets, operations, financial results, taxes, dividend policy, plans and objectives. Particularly, information regarding the Company's expectations of future results, performance, achievements, prospects or opportunities or the markets in which the Company operates is forward-looking information. In some cases, forward-looking information can be identified by the use of forward-looking terminology such as "plans", "targets", "expects", "budgets", "scheduled", "estimates", "outlook", "forecasts", "projects", "prospects", "strategy", "intends", "anticipates", "believes", or variations of such words and phrases or statements that certain actions, events or results "may", "could", "would", "might", or "will" occur. In addition, any statements that refer to expectations, intentions, projections or other characterizations of future events or circumstances contain forward-looking information. Statements containing forward-looking information are not historical facts but instead represent management's expectations, estimates and projections regarding future events or circumstances. The forward-looking information contained herein includes, but is not limited to, proposed expansion of the Company's market position, potential acquisitions, the conversion of sales pipelines to confirmed bookings, and the achievement and maintenance of profitability metrics, such as Gross Profit, Gross Margin, EBITDA, Adjusted EBITDA, Net Income, and Comprehensive Income.

Forward-looking information is necessarily based on a number of opinions, estimates and assumptions that, while considered by the Company to be appropriate and reasonable as of the date of this presentation, are subject to known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information, including but not limited to: risks and uncertainties associated with market conditions; our ability to execute on our growth strategies; our ability to create and protect unique intellectual property and enter new markets; the impact of changing conditions in the global e-commerce market, including increasing competition and changes in approach in the e-commerce software as a service solution or infrastructure market; our inability to achieve confirmed bookings from our sales pipeline and the risk that customers in our sales pipeline move their business to one of our competitors; changes in the expectations, financial condition and demand of our target markets; changes or increases in the difficulty of avoiding cyber or data security threats, or compliance with data security regulators that may impact our business; our ability to continue to execute accretive acquisitions; our ability to maintain and build our reputation with clients; fluctuations in currency exchange rates and volatility in financial markets; developments and changes in applicable laws and regulations; and such other factors discussed in greater detail under the "Risk Factors" section of the prospectus of the Company dated October 23, 2020 (the "Prospectus").

If any of these risks or uncertainties materialize, or if the opinions, estimates or assumptions underlying forward-looking information prove incorrect, actual results or future events might vary materially from those anticipated in forward-looking information. The opinions, estimates or assumptions referred to above and the risk factors described in the "Risk Factors" section of the prospectus of the Company dated October 23, 2020 should be considered carefully.

Although the Company has attempted to identify important risk factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other risk factors not presently known to the Company or that the Company presently believes is not material that could also cause actual results or future events to differ materially from those expressed in such forward-looking information. There can be no assurance that such information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information, which speaks only as of the date made. Forward-looking information contained in this presentation represents the Company's expectations as of the date of this presentation (or as of the date they are otherwise stated to be made), and are subject to change after such date. The Company disclaims any intention or obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except as required under applicable securities laws.

USE OF NON-IFRS MEASURES: **This presentation makes reference to "Total Contract Value (TCV) Booking", "Managed & IP Solutions (MIPS) Revenue", "Legacy Managed Services (LMS) Revenue", "Adjusted EBITDA", which are non-IFRS measures or operating metrics used in our industry.** For further details on these measures and metrics, including relevant reconciliations, when applicable, see "Non-IFRS Measures and and Reconciliation of Non-IFRS Measures" and "Key Performance Indicators" in the Management Discussion and Analysis for the three and nine months ended September 30, 2026.

Introductions



Bill DiNardo
Chief Executive Officer



Mo Ashoor
Chief Financial Officer

Leading the Drive to Frictionless Commerce

THE PROBLEM



Businesses lose millions to wrong specs, missing details, incompatible formats across systems or their inability to access the data they need in a timely fashion.

THE PIVOTREE SOLUTION



Pivotree ensures enterprise clients have the right data, in the right format, in the right systems to complete commercial transactions, at AI-powered speed and a fraction of traditional cost.



Our practical application of AI is automating and accelerating the processes we have years of experience with. Real Intelligence (RI) combined with AI is a force multiplier.



We are delivering better, cheaper and faster than ever before while preparing them for the inevitable Agentic Future of Commerce.

pivotree

AI prototypes are easy. Enterprise production needs roots.



Prototype

Fast AI demos - disposable without enterprise roots..

BELOW THE SURFACE

Powered by FORGE

01 Build

- Coding agents
- Reusable skills
- Code review
- Automated testing
- Security and coding best practices

02 Deploy

- CI/CD pipelines
- Staging and release
- Database provisioning
- Environment setup
- AI Cost Governance

03 Manage

- Access control
- Secrets management
- Security scanning
- Vulnerability remediation
- Governance reporting

04 Run

- Hosting
- High availability and observability
- Ongoing enhancements
- Incident response
- Performance management and optimization

CLIENT CASE STUDY

Faster delivery, bigger mandate: AI-assisted delivery grows a global fashion brand's bookings with Pivotree 20%+

CLIENT | Global fashion retail brand | Multi-continent DTC, retail and wholesale operations | Premium clothing, omnichannel

THE PARTNERSHIP
A multi-million-dollar client today, grown from a single advisory workshop in 2022 →

HOW WE DELIVER — AI-ASSISTED
AI now generates design, mapping & code, with human sign-off at every step →

WHAT IT EARNED — MORE SCOPE
Dedicated team renewed again, plus a new 3-year product data contract

BUILD EFFORT

56 days planned

↓ AI-assisted: 25 days

~55% faster

SERVICE FOOTPRINT

1 advisory project

↓ expanded to

5 service areas

PRODUCT DATA PLATFORM

On 2027 roadmap

↓ pulled into 2026, live

2 weeks early

BOOKINGS GROWTH

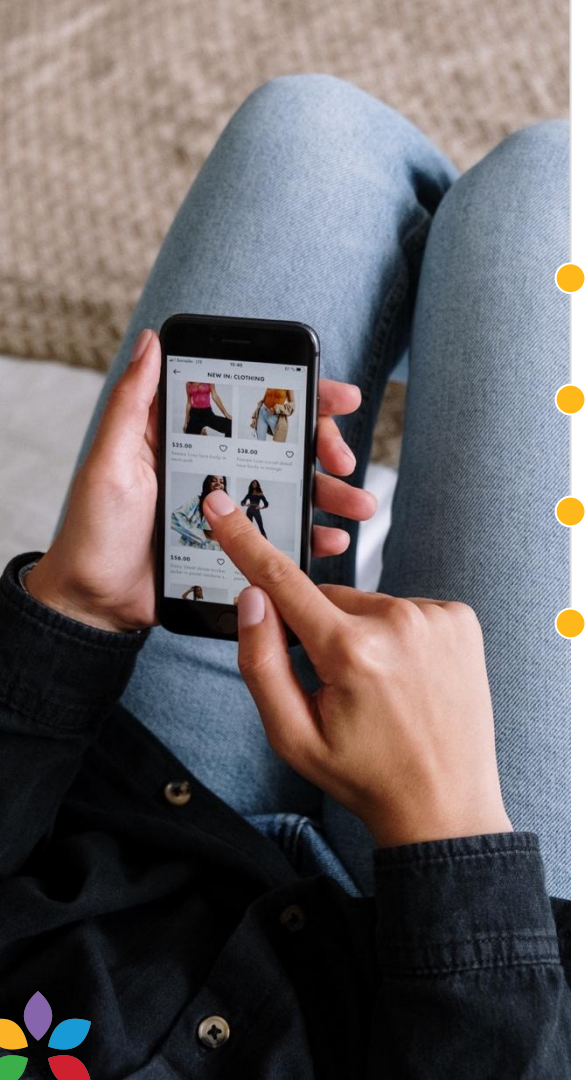
Bookings

↓ grew in 2026

+20% vs. FY25

constant currency, excl. renewal timing

Right data, right systems, AI-powered speed — faster delivery that earns a bigger share of the client's roadmap.



Transforming a Service Catalog

- **Enable the workforce:** Growing number of Pivoters certified through Anthropic's Claude certification program
- **Prove it internally:** R&D happening across delivery, sales and operations
- **Prove it with clients:** AI-enabled delivery producing faster go-lives and long-term IMS agreements. Global industrial manufacturer: PS engagement expanded into a 2-year, $1M+ IMS agreement.
- **Take it to market:** Showing clients how RI + AI accelerates their roadmaps, and building new channels, from GSIs to Inriver, to reach more of them

AI-Enabled Revenue Mix Nearly Doubles; Bookings and Cash Strengthen



Total TCV Bookings



Q3-26 AI-Enabled Revenue Mix



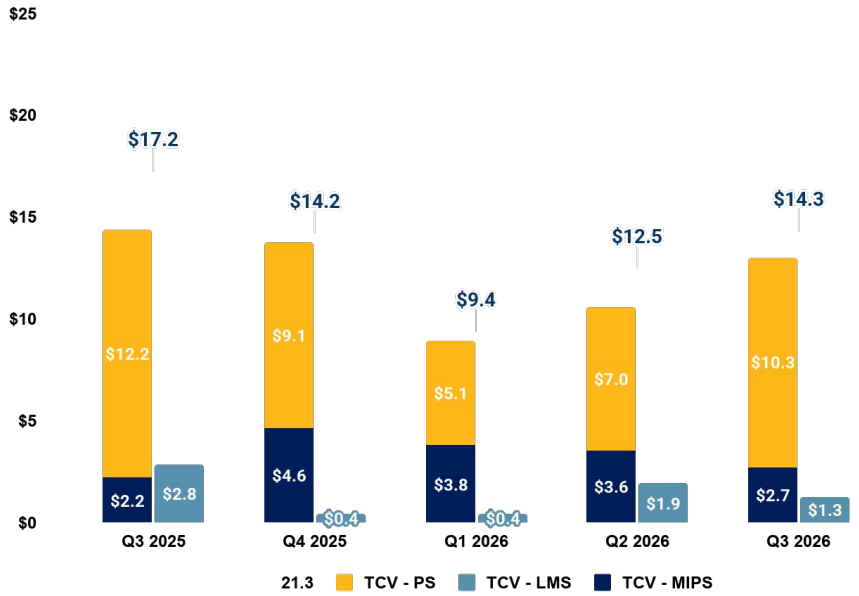
Q3-26 Cash Balance

Q3 2026 Review



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Strongest Bookings Quarter of 2026: MIPS + PS TCV Up 23% Sequentially

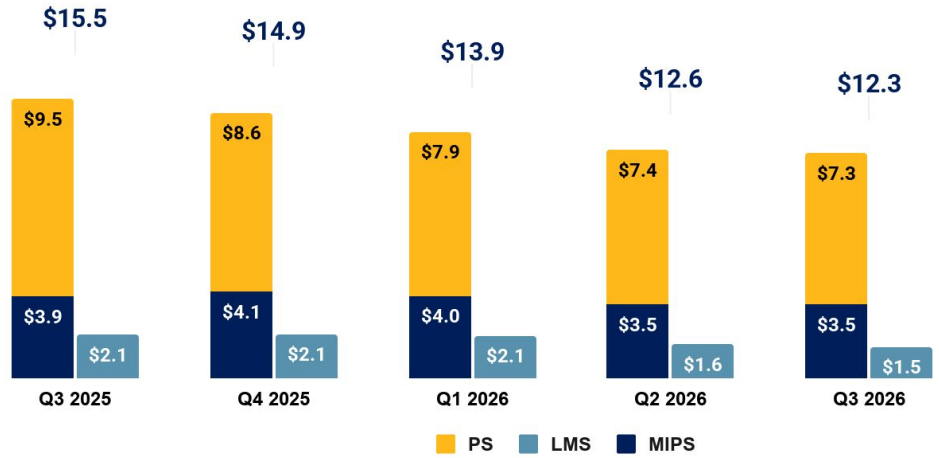


$13.0M Q3 2026 TCV MIPS + PS Bookings

$2.7M Q3 2026 TCV MIPS Bookings

$10.3M Q3 2026 PS Bookings

Revenue Stabilizing - Sequential Decline Narrows to 2%, MIPS Holds Steady



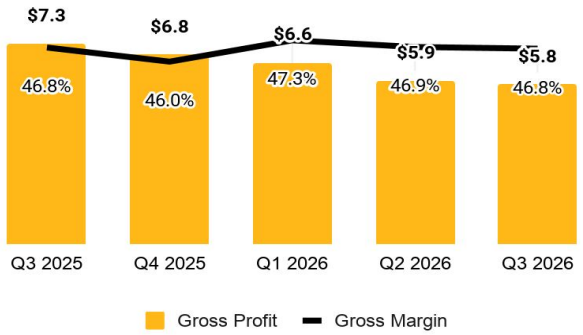
$12.3M Total Revenue

$3.5M Managed & IP Solutions

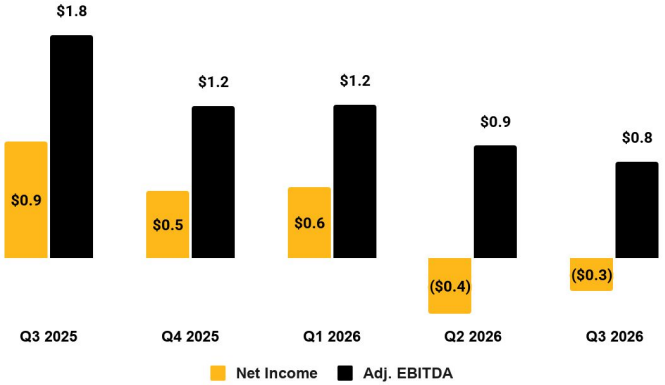
$10.8M PS + MIPS

Gross Margin Holds at 46.8%; 8th Straight Quarter of Positive Adj. EBITDA While Investing for Growth

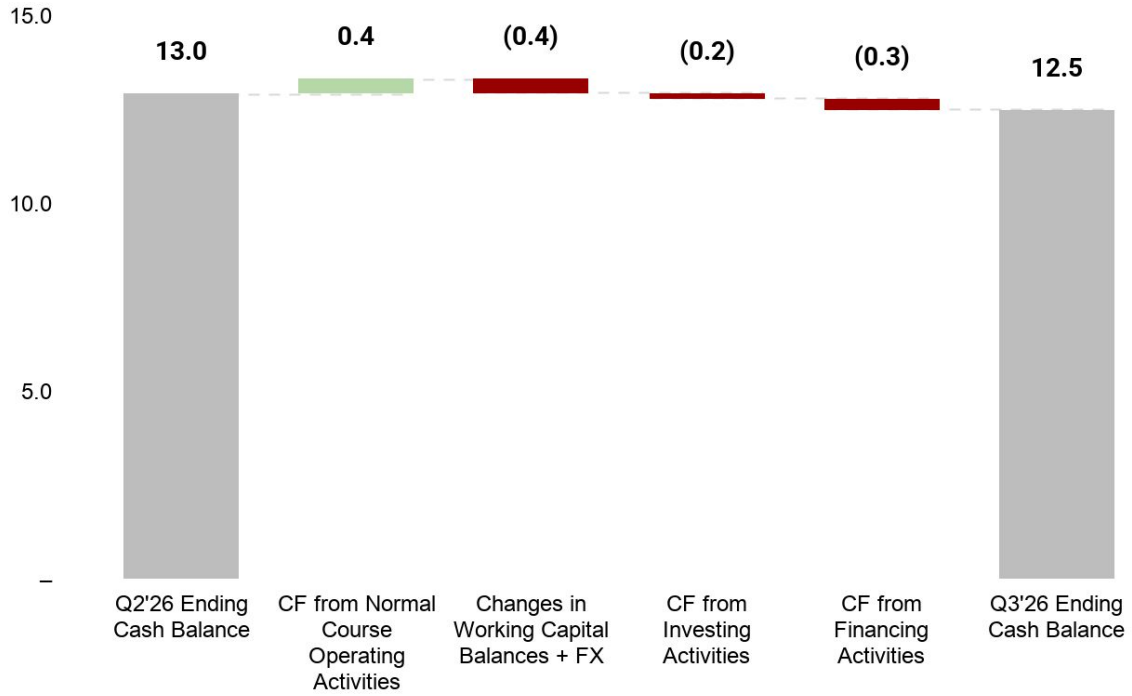
Gross Profit ($M) and Gross Margin

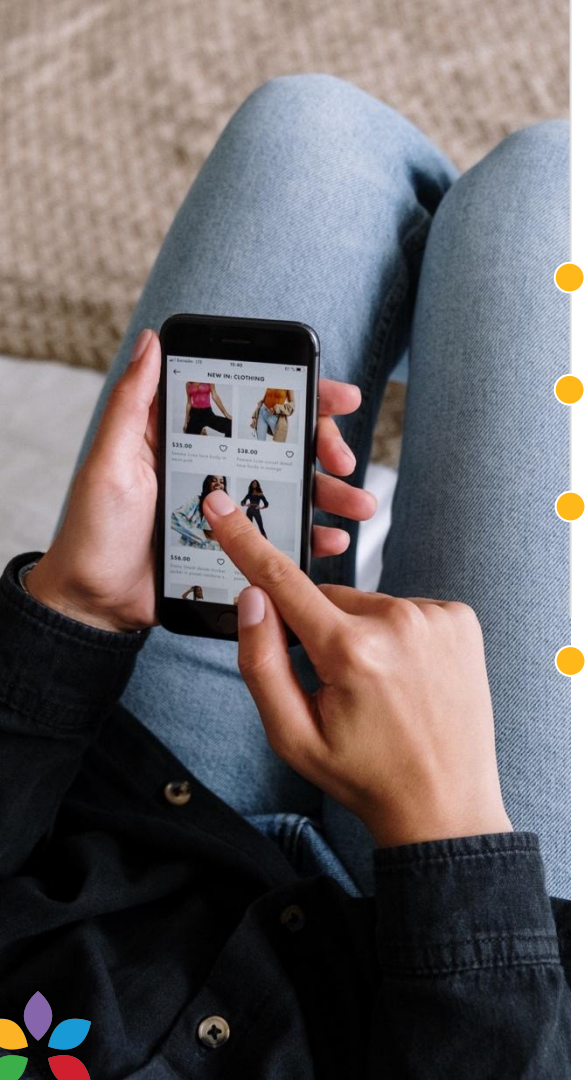


Adjusted EBITDA, and Net Income ($M)



Debt-Free Balance Sheet - $12.5M Cash, up 6% Year-over-Year





Building Momentum with Purpose and Discipline

- Revenue base stabilizing – sequential decline narrowed to 2%
- Strongest bookings quarter of 2026: $14.3M TCV, with MIPS + PS up 23% QoQ
- Higher-quality revenue: multi-year, AI-enabled, outcome-oriented work, with 40% of revenue now AI-enabled
- Debt-free – eighth straight positive Adjusted EBITDA quarter

Q&A

