Q3 2024 Earnings

November 13, 2024



Disclaimer

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Forward-looking information is based on certain assumptions and analyses made by the Company in light of management's experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate, and are subject to risks and uncertainties. Although the Company believes that the assumptions underlying these statements are reasonable, they may prove to be incorrect and there can be no assurance that actual results will be consistent with these forward-looking information. Given these risks, uncertainties and assumptions, prospective purchasers of common shares should not place undue reliance on these forward-looking information. Whether actual results, performance or achievements will conform to the Company's expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those listed under "Risk Factors" in the prospectus.

Although the Company bases forward-looking information on assumptions that it believes are reasonable when made, the Company cautions investors that forward-looking information is not guarantees of future performance and that its actual results of operations, financial condition and liquidity and the development of the industry in which it operates may differ materially from those made in or suggested by the forward-looking information contained in this presentation. In addition, even if the Company's results of operations, financial condition and liquidity and the development of the industry in which it operates are consistent with the forward-looking information contained in this presentation, those results or developments may not be indicative of results or developments in subsequent periods. Given these risks and uncertainties, investors are cautioned not to place undue reliance on these forward looking statements. Any forward-looking information that is contained in this presentation speaks only as of the date of such statement, and the Company undertakes no obligation to update any forward-looking information or to publicly announce the results of any revisions to any of those statements to reflect future events or developments, except as required by applicable securities laws. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless specifically expressed as such, and should only be viewed as historical data.
See "Forward-Looking Information" and "Risk Factors" in the Prospectus dated October 23, 2020 available under our profile on SEDAR at www.sedar.com for more details.

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 Industry Metrics" in the Management Discussion and Analysis for the three months ended September 30, 2024.

Introductions



Bill DiNardo
Chief Executive Officer



Mo Ashoor
Chief Financial Officer

Cost Efficiency & Positive Bookings Trends Driving Future Cash Flow



Q3-24 Managed & IP Solutions Revenue

(14%) YoY

+28% TTM



Q3-24 Total TCV Bookings

+13% YoY

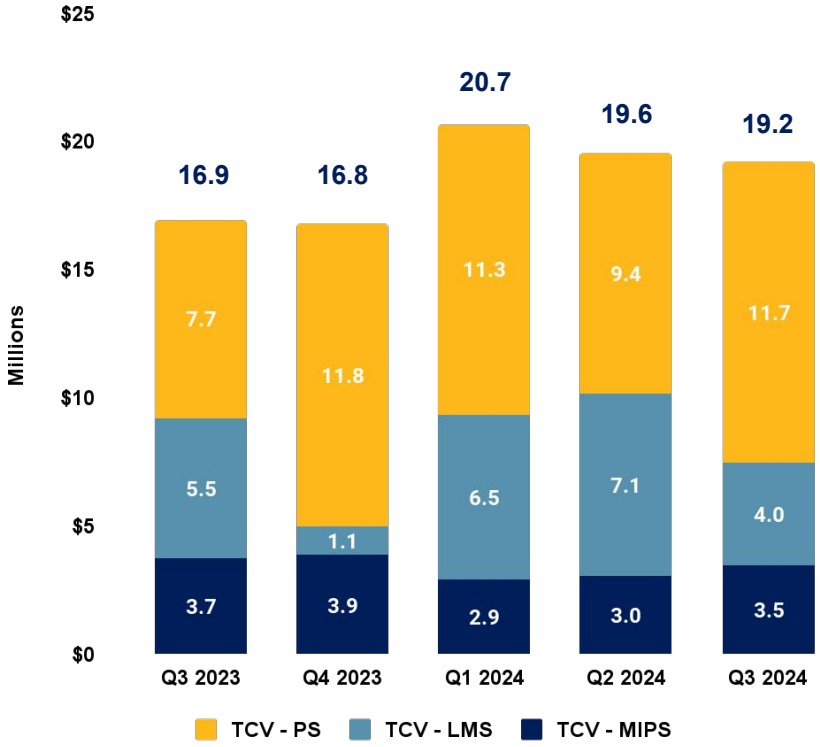
(7%) TTM



Annualized Cost Savings Identified

Q3 Restructuring Benefits Fully Realized by Q2-25

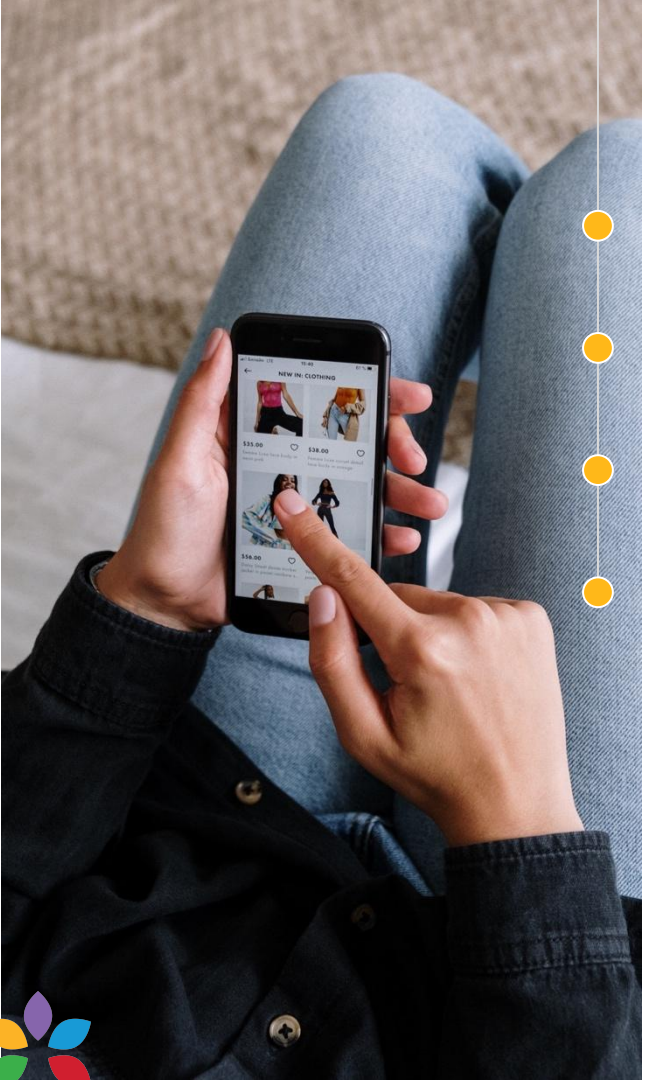
Strong Quarter of Bookings in the Growth Segments of The Business



$19.2M Q3 2024 TCV Bookings
+13% YoY | (2%) QoQ

$3.5M Q3 2024 TCV MIPS Bookings
(7%) YoY | +14% QoQ

$11.7M Q3 2024 TCV PS Bookings
+52% YoY | +24% QoQ



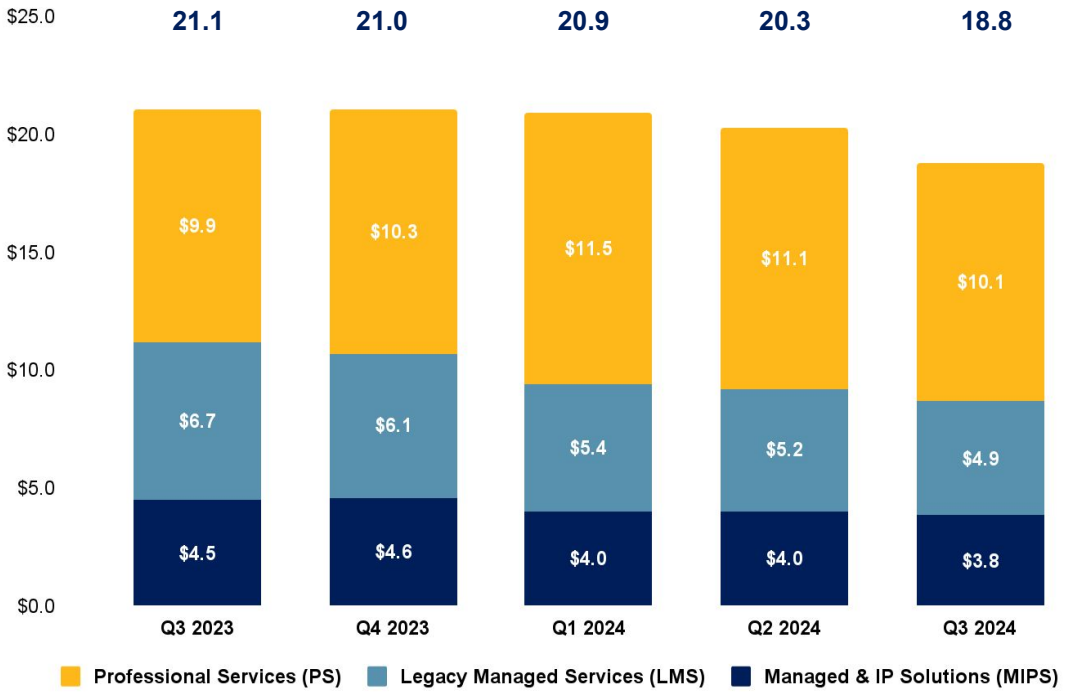
Q3 Business Update

- **Restructured to Increase Focus and Reduce Cost**
- **Offerings are Aligned with Customer Spending Trends**
- **Product Highlights**
- **Positive Pipeline Signals in Growth Areas**

Q3 2024 Review



Focus on Managed & IP Solutions Revenue



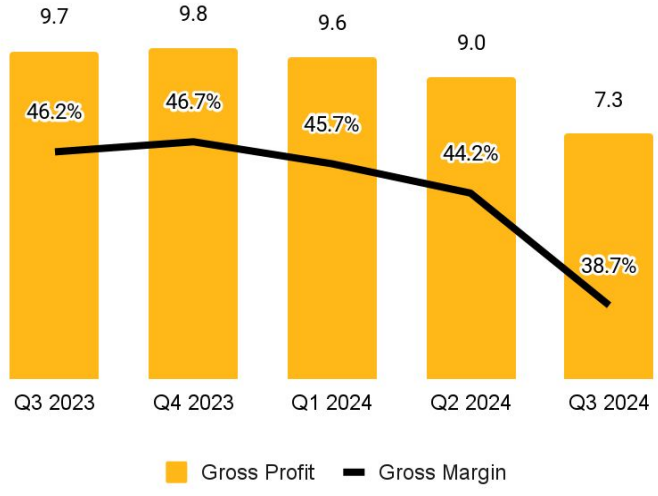
$3.8M Managed & IP Solutions Revenue
+28% TTM growth

$4.9M Legacy Managed Services Revenue
(31%) TTM growth

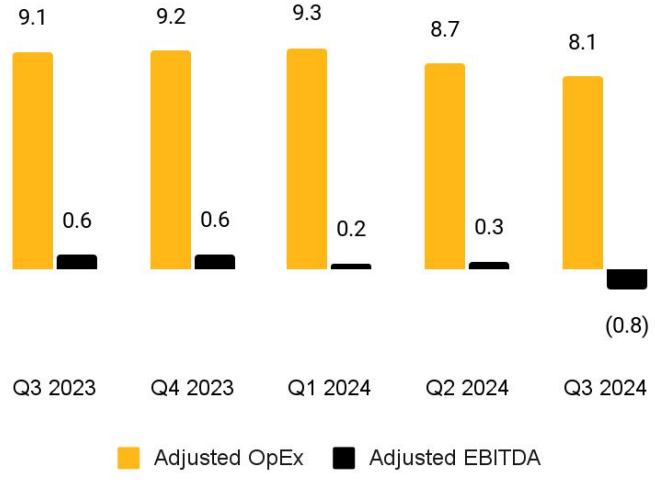
$10.1M Professional Services Revenue
(16%) TTM growth

Q3 Margins Impacted by One-Time Adjustments

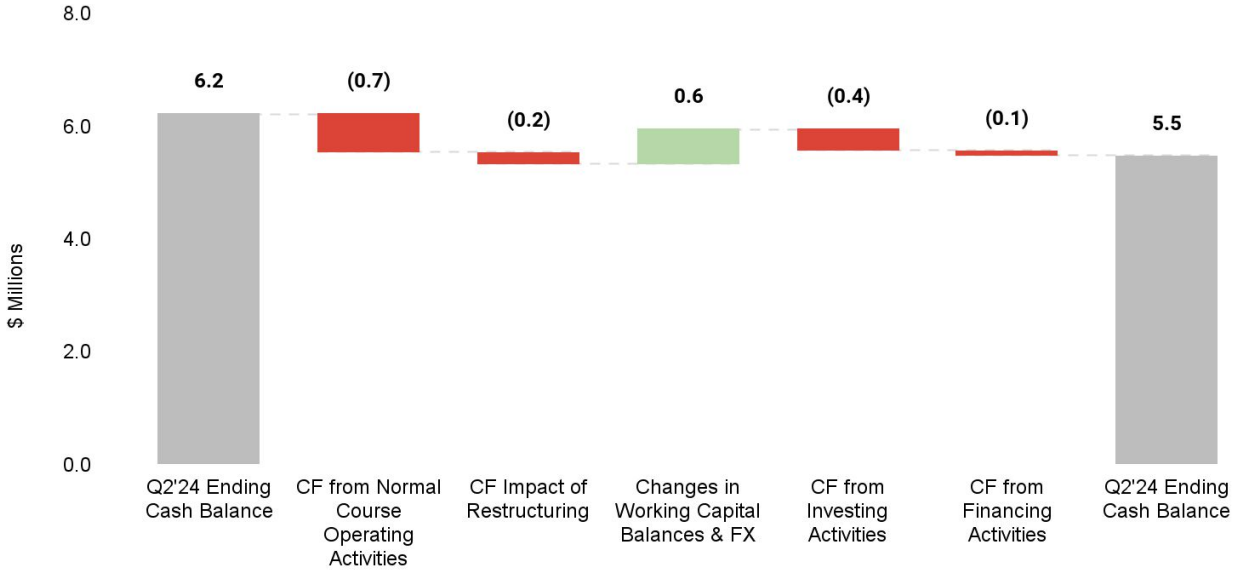
Gross Profit ($ Millions)

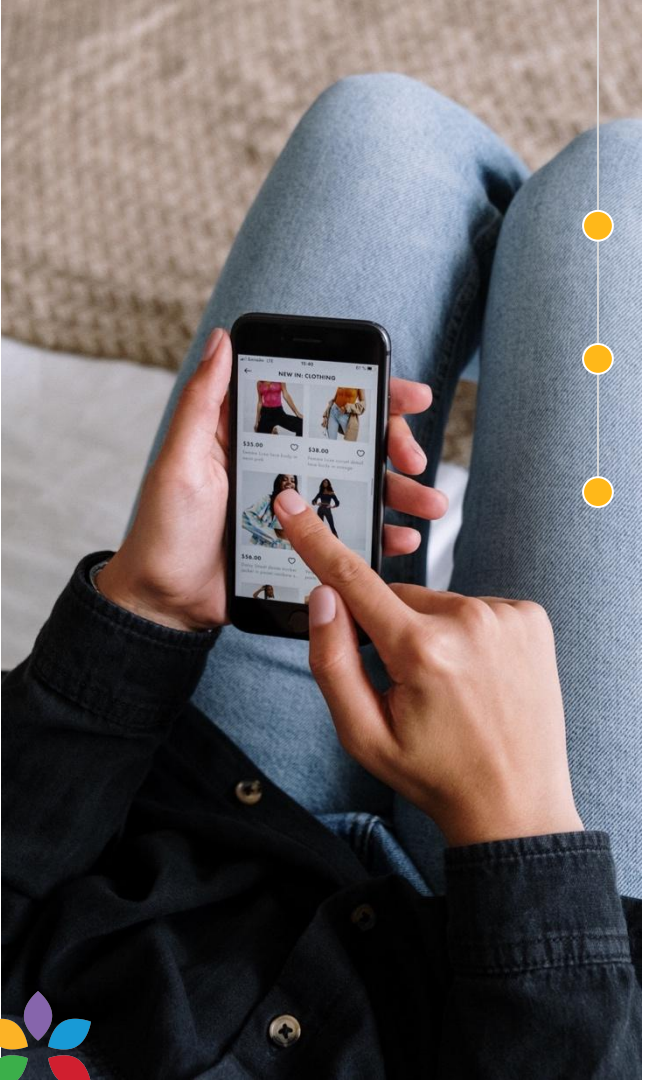


Opex and Adjusted EBITDA ($ Millions)



Focused on Building a Sustainable Cash Producing Model





Priorities in 2025

- **Continue to execute on and close our new logo pipeline initiatives**
- **Invest in the growth of Managed & IP Solutions revenue**
- **EBITDA and Cash growth**

Q&A

