pivotree™

Q4 2024 Earnings

March 27, 2025



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 letter, 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 Industry Metrics” in the Management Discussion and Analysis for the three months ended December 31, 2024.

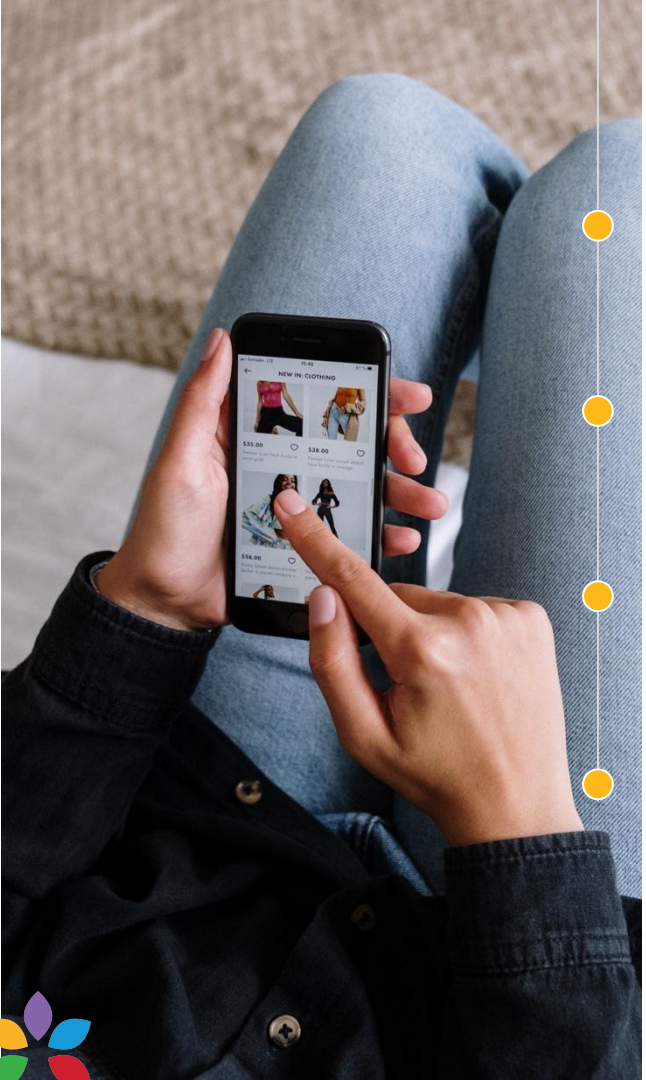
Introductions



Bill DiNardo
Chief Executive Officer



Mo Ashoor
Chief Financial Officer



2024 Year in Review

Executed $8.5M in Cost Savings
- Delivered $1.7M Adj. EBITDA (9% margin) in Q4-24
- Continued Investment in S&M and R&D

Product Highlights
- Added 1.4M SKUs to the SKU Build Repository
- Control Tower Integrations for Fluent OMS , VTEX, Big Commerce, Precisely

LMS Revenue Continues to Runoff
- $8.6M YoY Decline (30%) as Customers Continue to Re-Platform
- Additional Churn Expected in Q1/Q2-25

Strengthened Leadership Team to Accelerate Growth
- Chief Revenue Officer (CRO)
- Chief Product Officer (CPO)

Cost Efficiency Driving Adjusted EBITDA with a Positive Bookings Mix



Q4-24
Total TCV Bookings
+8% YoY

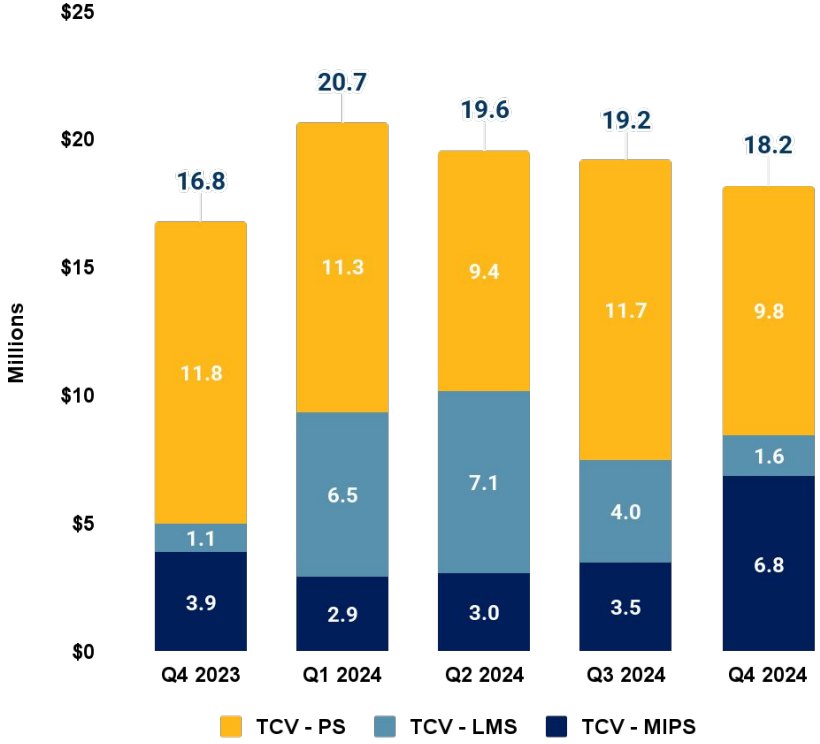


Q4-24 Managed & IP
Solutions TCV Bookings
+77% YoY



Q4-24
Adjusted EBITDA
+177% YoY
9% Margin

Stronger TCV Bookings Mix Driven by Managed & IP Solutions Growth



$18.2M Q4 2024 TCV Bookings
+8% YoY | (5%) QoQ

$6.8M Q4 2024 TCV MIPS Bookings
77% YoY | +96% QoQ

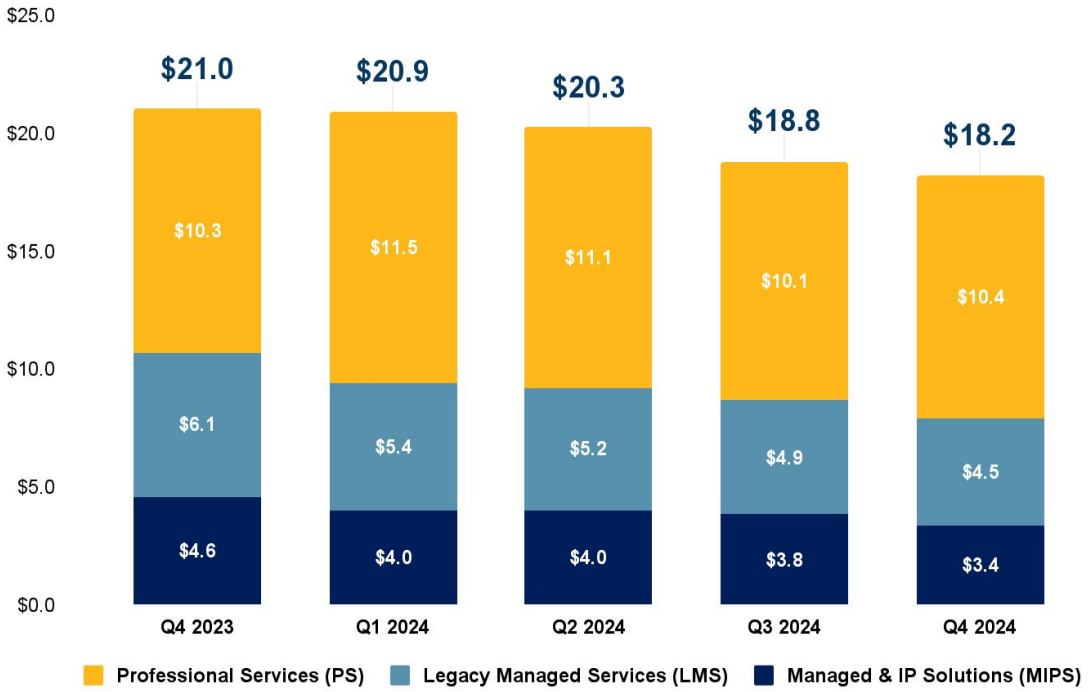
$9.8M Q4 2024 TCV PS Bookings
(17%) YoY | (17%) QoQ

Q4 2024 Review



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Focus on Future Managed & IP Solutions Revenue Growth



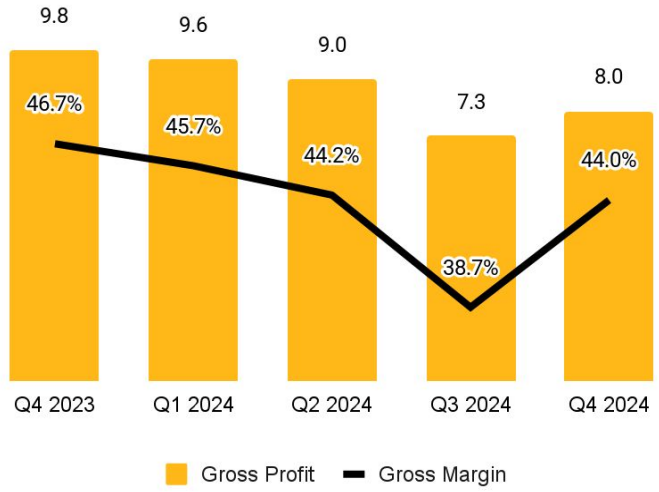
$3.4M Managed & IP Solutions Revenue
+1% TTM growth

$4.5M Legacy Managed Services Revenue
(30%) TTM growth

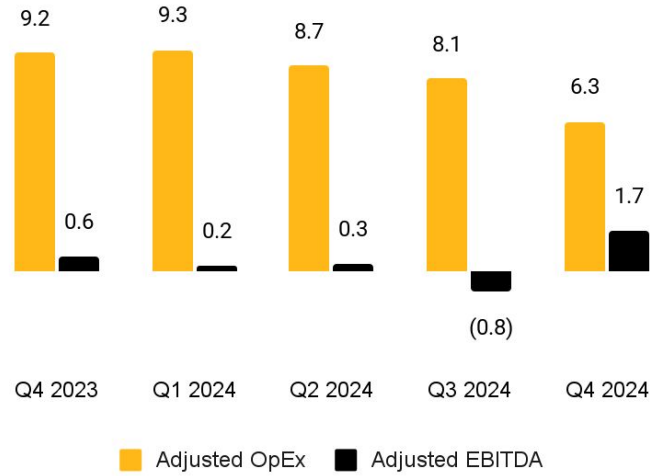
$10.4M Professional Services Revenue
(7%) TTM growth

Gross Margin Recovery and OpEx Savings Drive $1.7M of Adjusted EBITDA

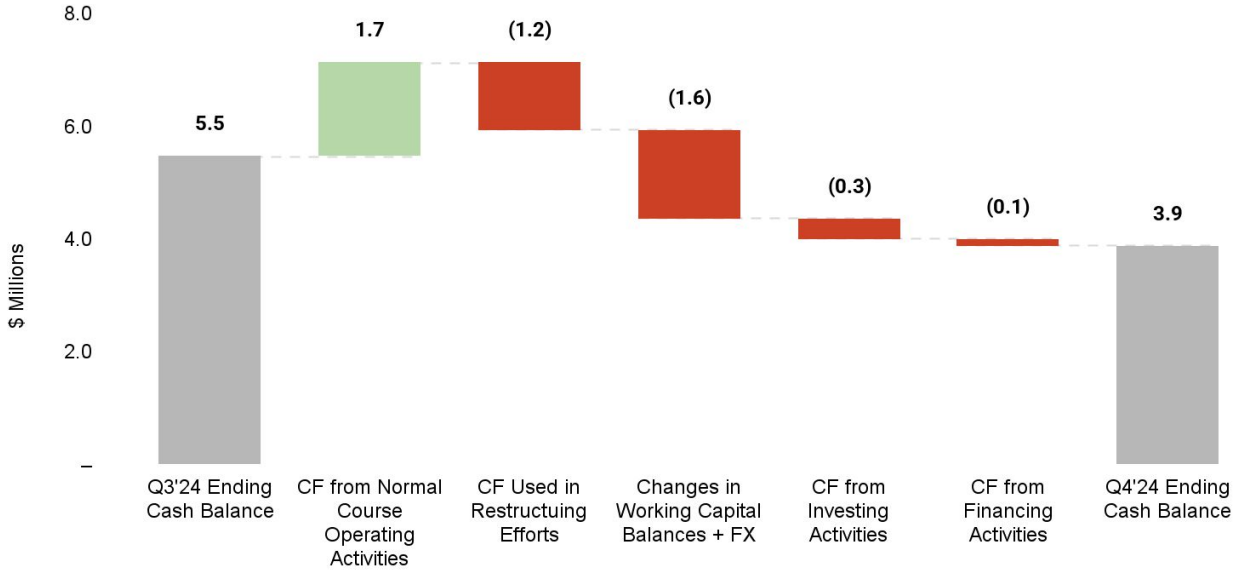
Gross Profit ($ Millions)

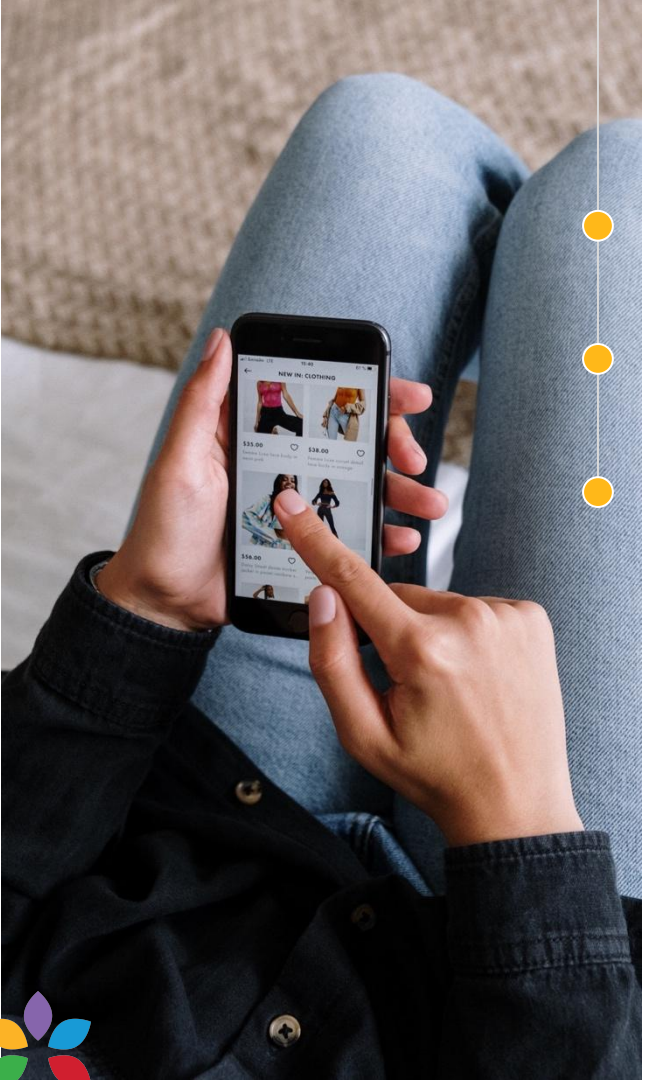


Opex and Adjusted EBITDA ($ Millions)



Cash Generated from Core Operations Trending Towards Positive Net Cashflow





Priorities in 2025

Continue to Execute On and Close Our New Logo Pipeline Initiatives

Invest in the Growth of Managed & IP Solutions Revenue

Generate EBITDA and Cash Flow

Q&A

