



QUISITIVE

CORPORATE
PRESENTATION

Quisitive Technology Solutions
TSXV: QUIS

February 2021

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Quisitive Mission:

Generate transformational impact with immense value for customers through our business solutions and cloud innovations as a premiere, global Microsoft partner.

- 1 Cloud Solutions**
Helping customers efficiently move to and innovate within the three Microsoft public clouds
- 2 Payments Solutions**
Transforming the necessary-but-commoditized industry of payment processing into an entirely new source of customer engagement and consumer value.
- 3 M&A**
Acquiring key businesses that augment and compliment Quisitive core offerings



Quisitive at a Glance

Founded in 2016



\$50M

USD Run Rate
Revenue



20%

Recurring
Revenue



16%

Adj EBITDA



40%

Gross Margin



500+

Global
Customers



9

Employee
Hubs

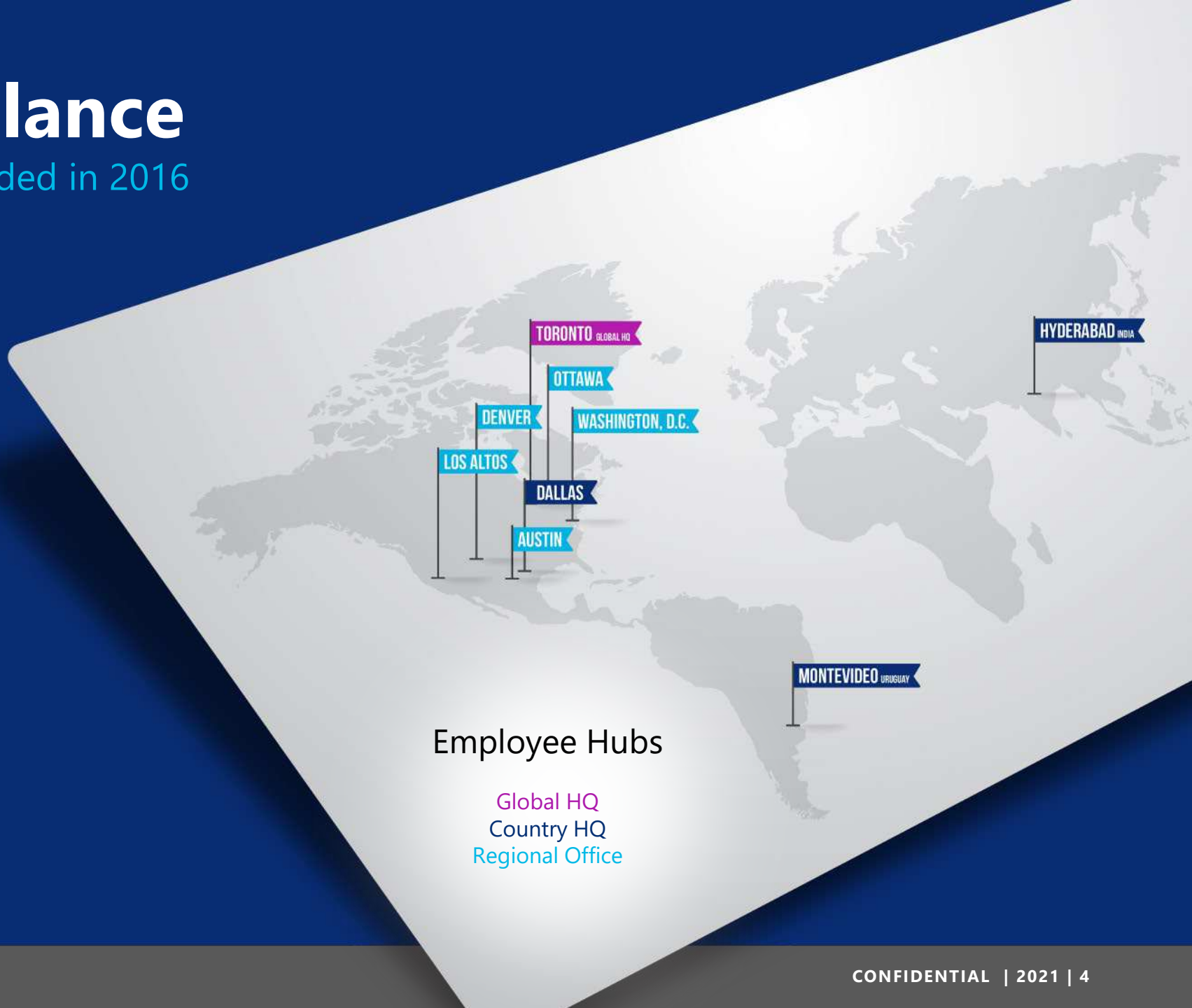


325

Employees



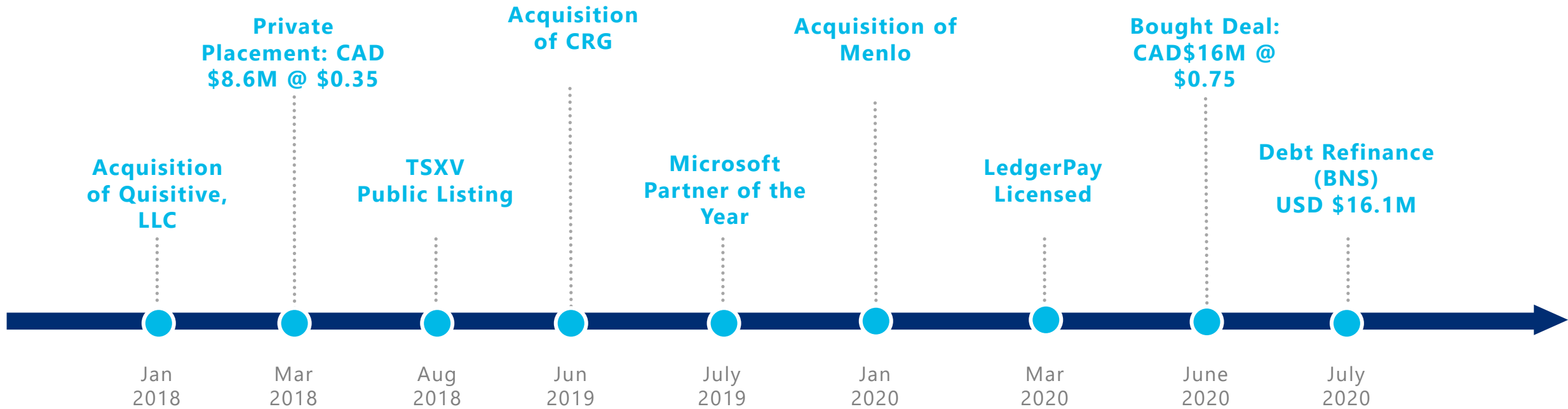
**Channel
Leader**



Employee Hubs

Global HQ
Country HQ
Regional Office

Quisitive Our History





The Global Leader
in Enterprise Cloud

The global public cloud
infrastructure will grow 35%
to \$120B in 2021*.

Why Microsoft?

Robust Toolkit

Microsoft's best-in-class toolkit relies on implementation partners to drive value for end-users.

Microsoft places Quisitive in a select 5% out of 40,000+ partners worldwide with full cloud capability.

Industry Expertise

Quisitive layers on IP and experience to develop tailored solutions using Microsoft tools.

Microsoft Advanced Specializations places Quisitive in the top **0.01%** of Microsoft partners worldwide.

Thriving Ecosystem

95% of Microsoft's business is generated through partnerships.

Microsoft introduced **250+** enterprise clients to Quisitive in the past 24 months



Quisitive Accolades

Microsoft Partner
of the Year Winner

Advanced Specialization
of Modernization of
Web Applications in
Microsoft Azure

Advanced Specialization of
Windows Server and SQL
Migration to Microsoft Azure

Microsoft Cloud Native
Accelerate Program Member

*Forrester 2021

Quisitive Leadership Team

The Quisitive team is uniquely comprised of experienced Microsoft leaders and industry technologists who share a deep understanding of market needs and the appropriate application of cloud technology.

Board of Directors



Mike Reinhart
Chairman



Phil Sorgen
Director



Dave Guebert
Director



Gord McMillan
Director



Dr. Vijay Jog
Director

Management Team



Mike Reinhart
Founder | CEO



Michael Murphy
CFO



Tami Anders
Chief of Staff



Sue Darrow
Human Resources
& Culture



Scotty Perkins
LedgerPay



Gary Prioste
Global Cloud Solutions



Steven Balusek
Global Solutions
Development



Dr. Vijay Jog
Global Business
Applications



Dave Hickman
Global Delivery



Kevin Castillo
Global Sales & Alliance

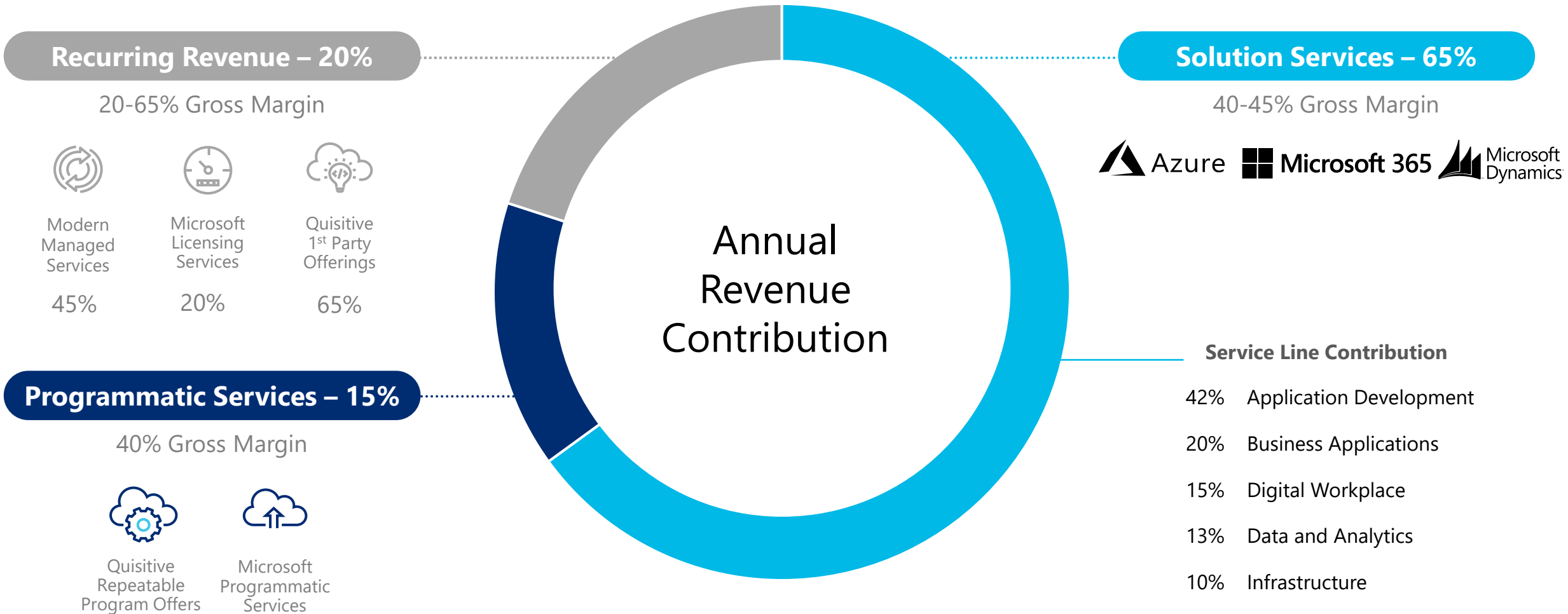


BUSINESS AT A GLANCE

Cloud Solutions

Helping customers efficiently
move to and innovate within the
three Microsoft public clouds

Global Cloud Solutions Business Overview



Global Cloud Solutions

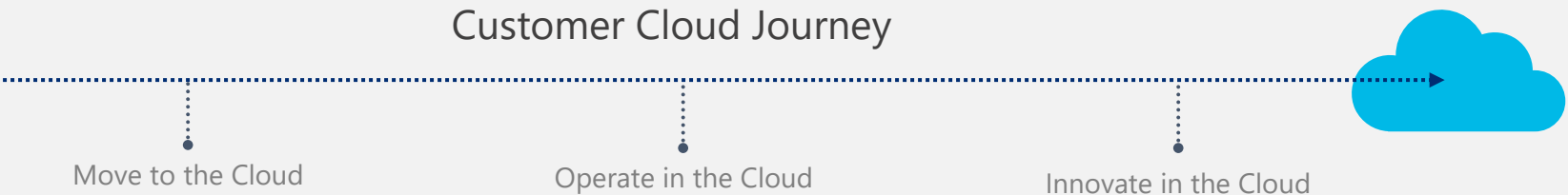
Customer Acquisition and Go-To-Market

Ideal Customer Profile

\$500M-\$5B Corporate Revenue
Target Persona: C-Suite



Customer Cloud Journey



Digital Marketing

15%

In-bound in direct sales through digital marketing

Direct Sales

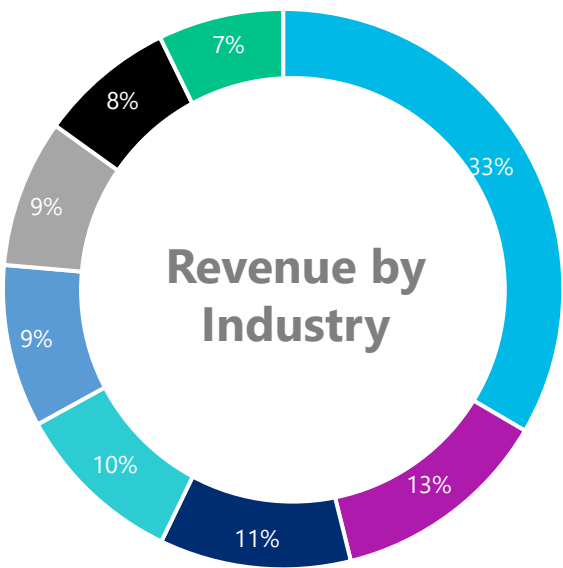
20+

Employees on our dedicated Pre-Sales and Direct Sales Teams

Channel Sales

200+

Number of customers acquired via our Microsoft Channel position



- High Technology / Software
- Manufacturing
- Health & Life Sciences
- Business Consulting
- Other
- Distribution
- Media & Entertainment
- Financial Services



BUSINESS AT A GLANCE

Payments Solutions

Transforming the necessary-but-commoditized industry of payment processing into an entirely new source of customer engagement and consumer value.

LedgerPay aims to solve Problems for Merchants



PROBLEM 1: Payment Processing

Arcane, difficult, and expensive for retailers to connect to intermediary payment processors, creating a non-value-added tax on already compressed profits.



PROBLEM 2: Customer Engagement

Retailers have not been able to offer consumers the most relevant products and promotions because it's been very difficult to identify them at the point-of-sale without making them enroll in loyalty and coupon programs, which have historically low participation.

LedgerPay delivers Solutions for Merchants



✓ SOLUTION 1: Payment Processing

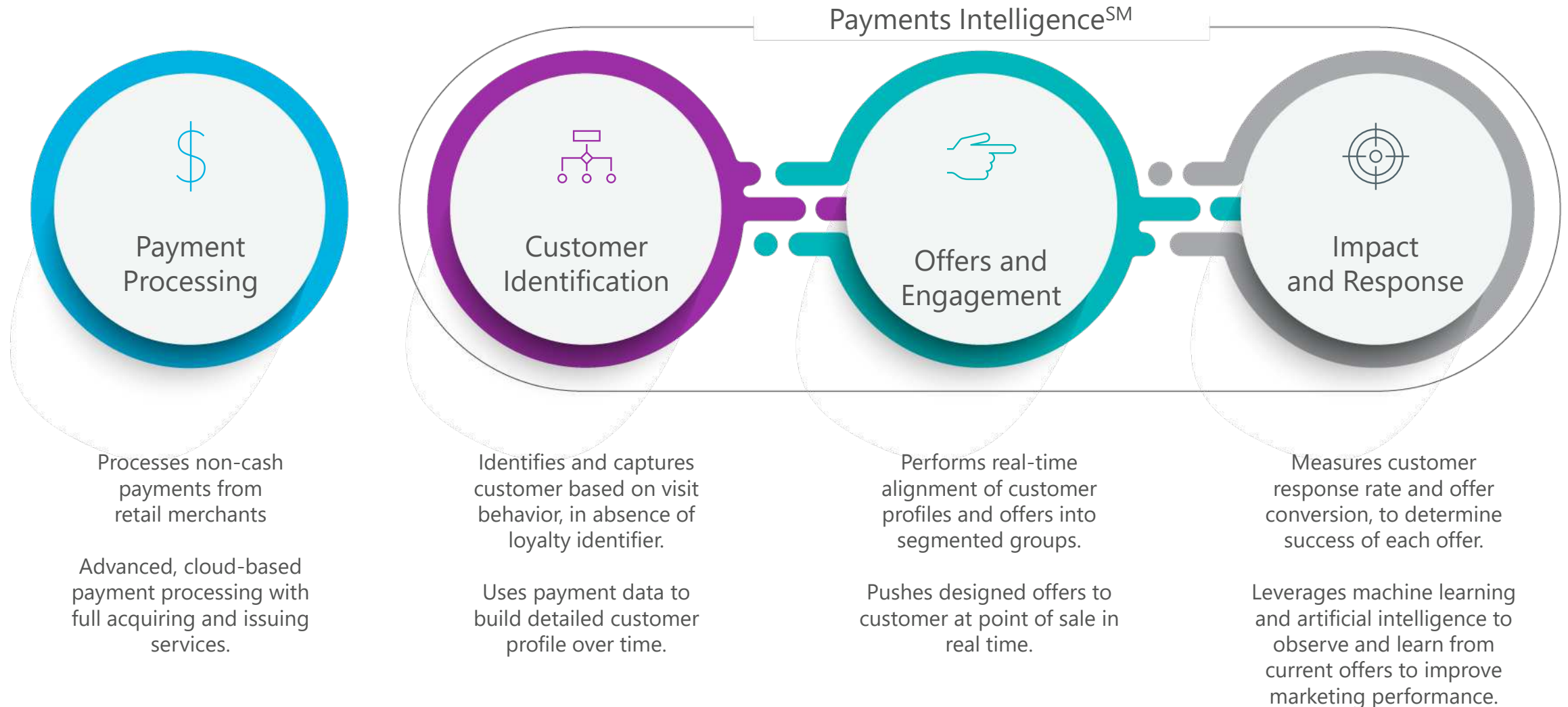
Traditional payment processing services on a modern cloud-enabled platform for a per-transaction fee that transforms a commoditized service into an entirely new source of scientifically accurate, data-driven marketing enablement..



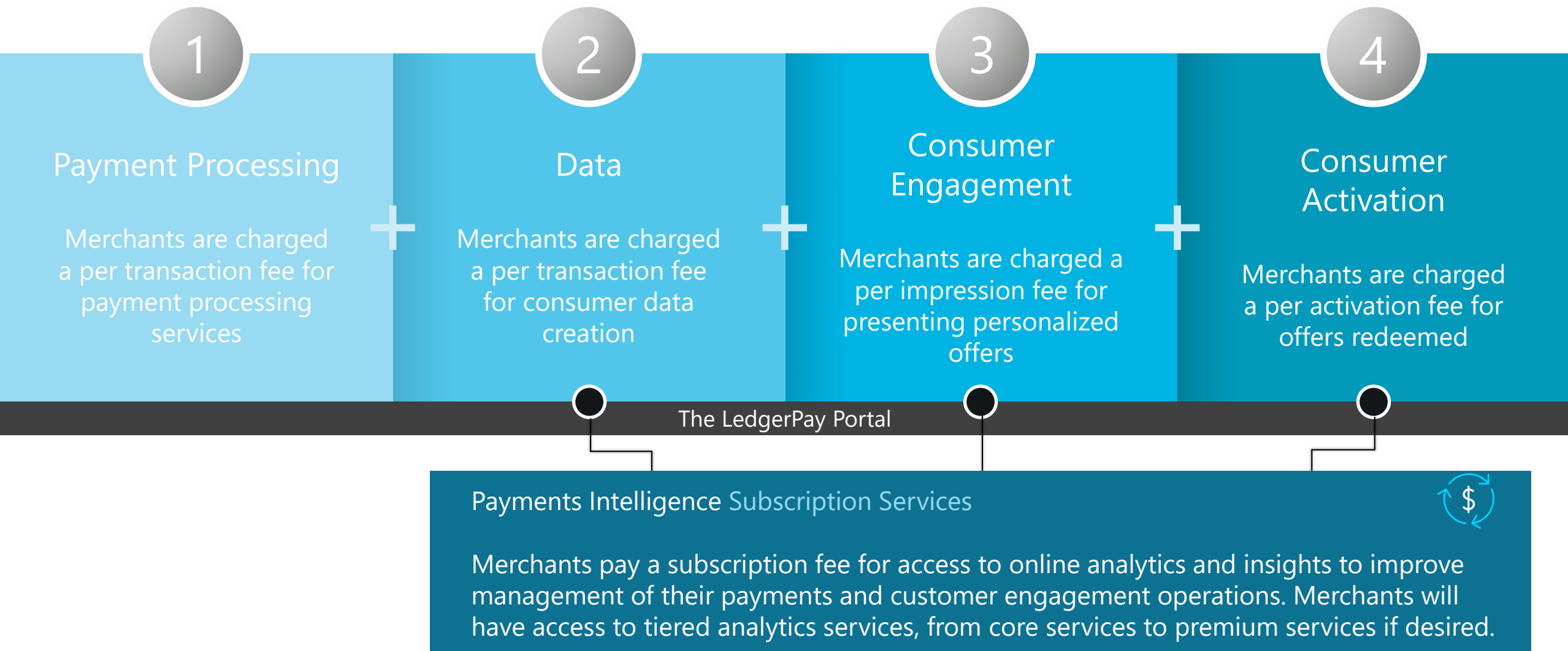
✓ SOLUTION 2: Payments IntelligenceSM

Offering merchants, a pathway for connecting to customers, creating a more meaningful shopping experience, and fostering long-term repeat business.

The LedgerPay Components



How LedgerPay Generates Revenue



How LedgerPay Sells

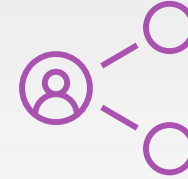


Direct Sales

ISOs

Merchants

Marketplace



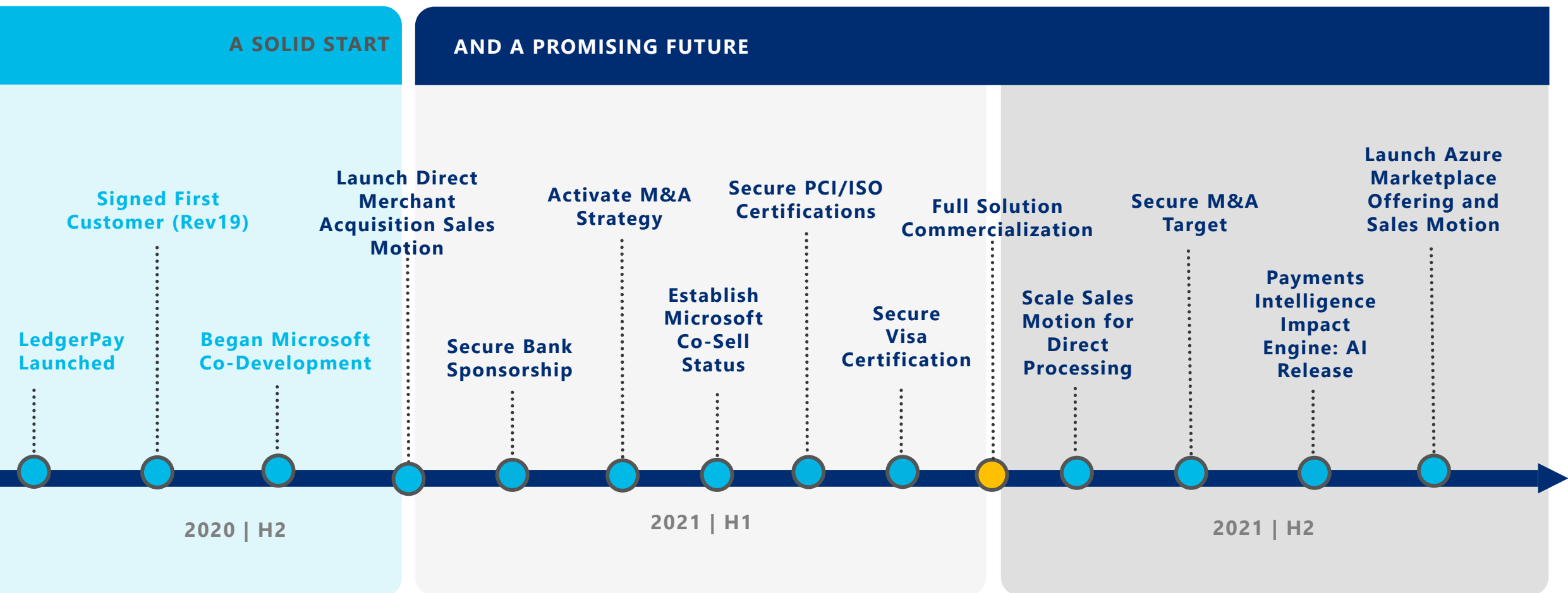
Channel Sales

Microsoft

dunnhumby

Banks

LedgerPay History & Roadmap





BUSINESS AT A GLANCE

M&A

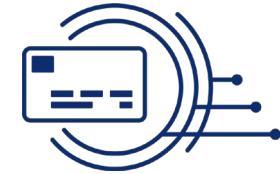
Acquiring key businesses that
augment and compliment
Quisitive core offerings

M&A Strategies



Cloud Solutions

Targeted Microsoft partner consolidation strategy to fuel the build of the premier global Microsoft partner for business solutions and cloud innovation.



Payments Solutions

Targeted payments technology strategy to accelerate Quisitive LedgerPay and create synergies that scale value.

Global Cloud Solutions M&A

Target Profile



\$10M-\$50M Annual Revenue
Strong EBITDA (10-15%)



Microsoft Specialization
Geographic Location



Industry Expertise
1st Party IP

Target Market and Achievements



1,000 potential partners in the target profile



Acquisitions to Date

- 2019 Corporate Renaissance Group
 - \$6M Revenue, \$2M EBITDA
- 2020 Menlo Technologies
 - \$17.5M Revenue, \$2.4M EBITDA



Deal Structure

- 1/3 Cash
- 1/3 Equity
- 1/3 Earnout (2-3 years)
- 7-12x TTM EBITDA

Payments Solutions M&A

Target Profile



ISO-Merchant Portfolio
Payments Technology Companies



\$10M-\$50M Annual Revenue
90%+ Recurring Revenue
30%+ EBITDA



Merchant Portfolio Mix
Portability of Merchants, Banks, and Processors
Payment Technology

Target Market



Synergies Value Creation Drivers
Processor Revenue
15-20% Revenue
Data Insights Cross Sell



Quisitive + LedgerPay + Microsoft

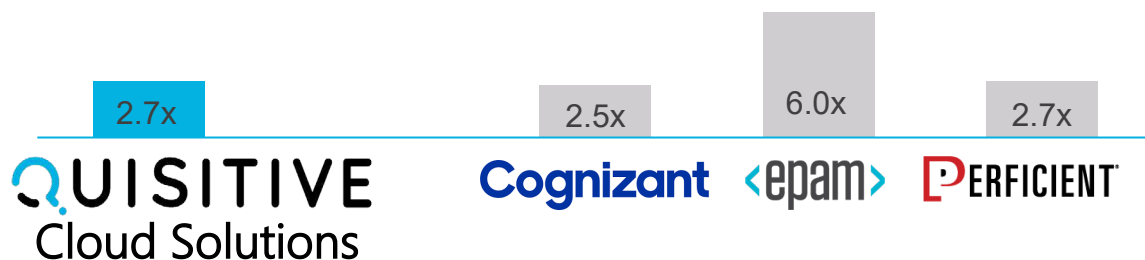
ISO Acquisition Example

	Merchant base	Annual Payments Value	Annual NET Revenue	Annual EBITDA
Before LedgerPay	7,000	\$3.0 B	\$36 M	\$12 M
After LedgerPay			\$40 M	\$16 M

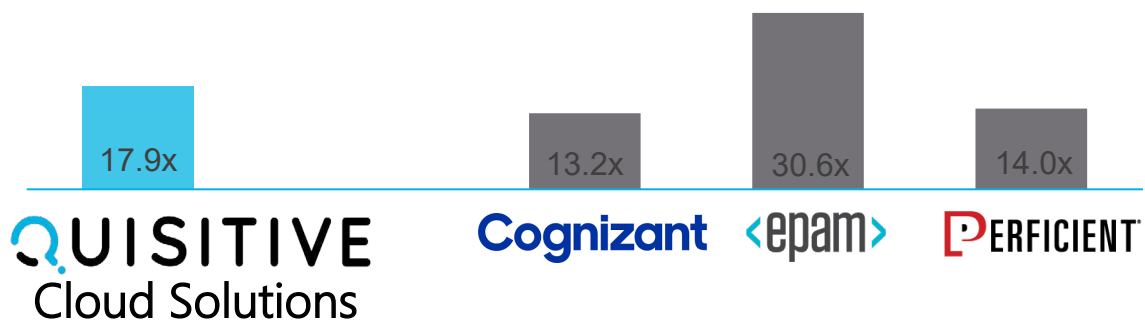
Quisitive Valuation Benchmarking

Cloud Solutions

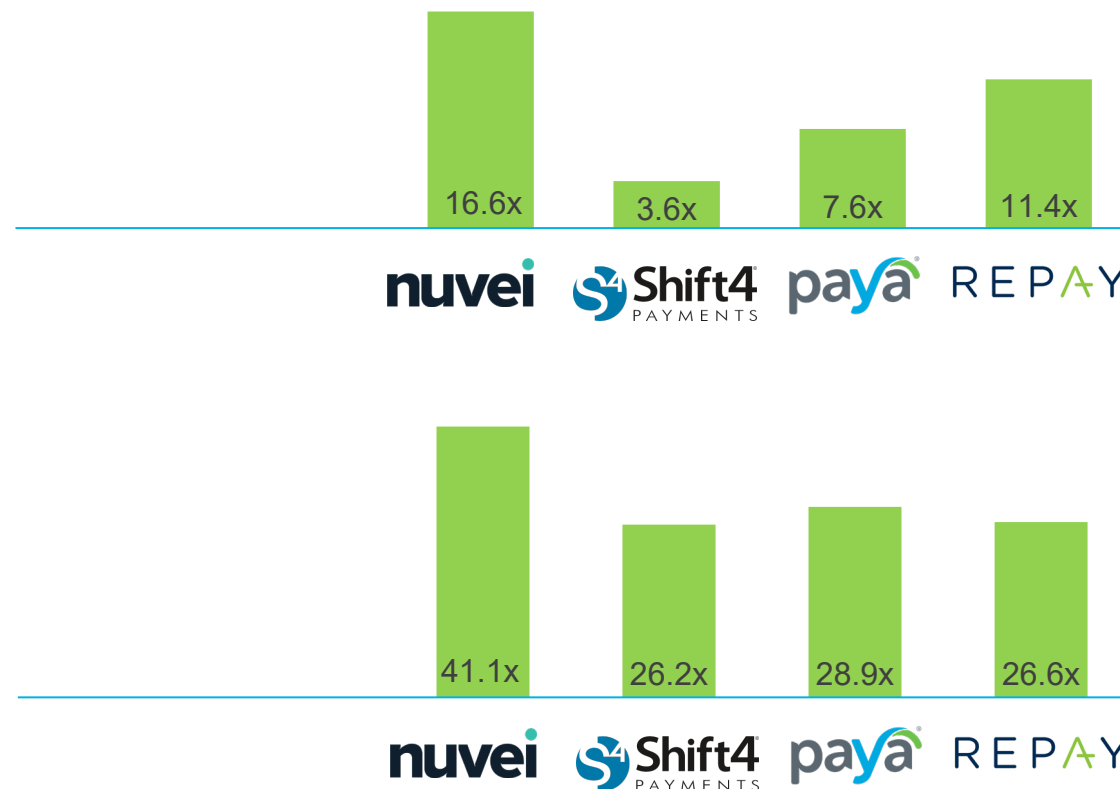
EV / 2021 E Revenue



EV / 2021 E EBITDA



Payment Technology

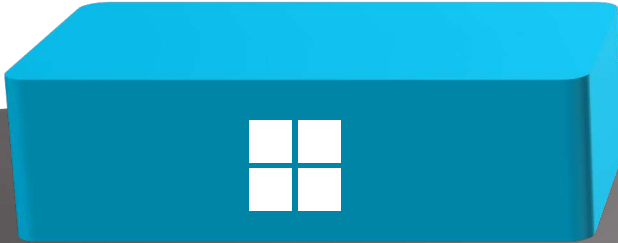


Source: S&P Capital IQ and Equity Analyst Research Reports.
Note: Market data as of January 8, 2021.

Why Quisitive?

Investment Thesis

Strategic Relationship
with Microsoft



LedgerPay
First Mover Advantage
with Minimal Competition



Expanding
M&A Portfolio



The One Quisitive Foundation

When a company becomes a part of the Quisitive family, they are not left to stand alone. We fully integrate them on a fundamental level.

They become Quisitive.



Brand Integration
Fuels Customer
Growth



Team Integration
Drives Synergies



Systems Integration
Optimizes Costs

Financials

As of February 8, 2021

Ticker Symbol:

Share Price

Shares Outstanding

- Insider/Director/Officer

Warrants Outstanding

Stock Options/RSU's

LedgerPay Shares Convertible

Senior Secured Debt

Market CAP

TSXV: QUIS

C\$1.30

194.2M

~26%

14M

9M

4.2M

US\$15.6M

C\$252.5M

Warrants Outstanding

1.7M @ C\$0.35 expiry (Mar 2022)

1.15M @ C\$0.75 expiry (Jun 2022)

10.7M @ C\$1.10 expiry (Jun 2022)

Stock Options Outstanding

1.9M @ C\$0.35 expiry (Apr 2023)

0.3M @ C\$0.15 expiry (Aug 2024)

1.2M @ C\$0.20 expiry (Dec 2024)

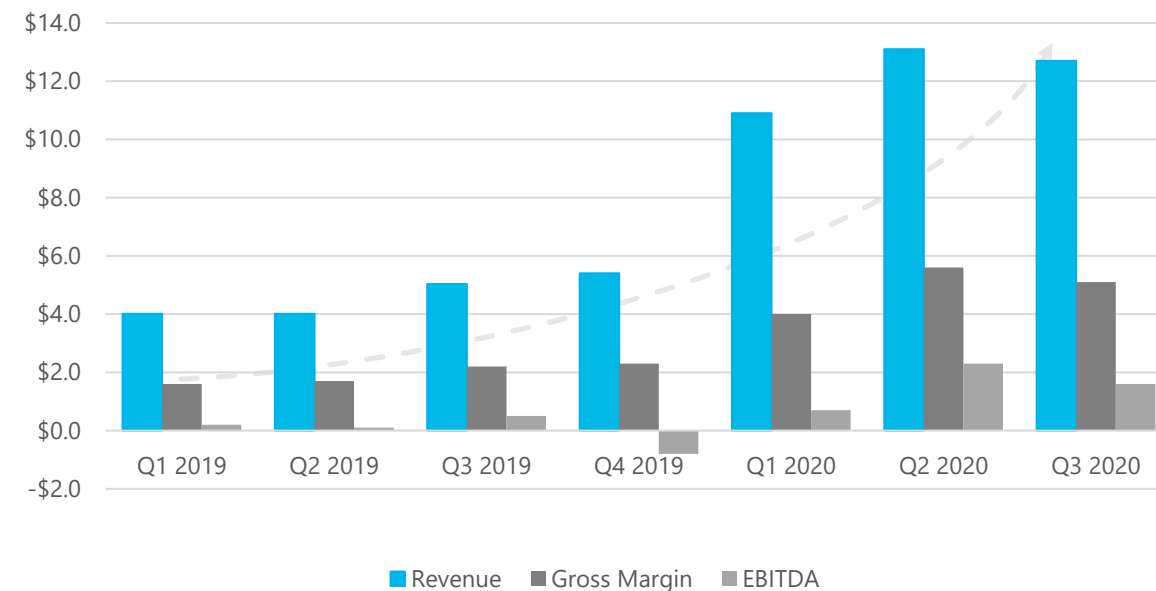
Restricted Stock Units (RSU's)

5.6M

Growth

Quisitive's Positive Trend

US\$, millions



Contact Us

Investor Relations

Gateway IR
Matt Glover and John Yi
QUIS@gatewayir.com



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