

# sylogist

Q3 2024



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This presentation contains forward-looking statements relating to the future operations and profitability of the Corporation and other statements that are not historical facts. Forward-looking statements are often identified by terms such as “may”, “should”, “anticipate”, “expects” and similar expressions. Any statements that are contained in this presentation that are not statements of historical fact may be deemed to be forward-looking statements. Such forward-looking statements are subject to important risks, uncertainties and assumptions. The reader is cautioned that assumptions used in the preparation of any forward-looking information may prove to be incorrect. Events or circumstances may cause actual results to differ materially from those predicted, as a result of numerous known and unknown risks, uncertainties, and other factors, many of which are beyond the control of Sylogist. As a result, we cannot guarantee that any forward-looking statement will materialize and the reader is cautioned not to place undue reliance on any forward-looking information. Such information, although considered reasonable by management at the time of preparation, may prove to be incorrect and actual results may differ materially from those anticipated. Forward-looking statements contained in this presentation are expressly qualified by this cautionary statement. The forward-looking statements contained in this presentation are made as of the date of this presentation, and Sylogist does not undertake any obligation to update publicly or to revise any of the included forward-looking statements, whether as a result of new information, future events or otherwise, except as expressly required by Canadian securities law. Refer to management discussion and analysis on SEDAR+ for further information on risks, uncertainties, and other factors.

Certain information set out in this presentation may be considered as “financial outlook” within the meaning of applicable securities laws. The purpose of this financial outlook is to provide readers with disclosure regarding Sylogist’s reasonable expectations as to the anticipated results of its proposed business activities for the periods indicated. Readers are cautioned that the financial outlook may not be appropriate for other purposes.

This presentation makes reference to certain non-IFRS measures. These measures are not recognized measures under IFRS, do not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures presented by other issuers. These measures are provided as additional information to complement measures under IFRS by providing further understanding of the Company’s expected results of operations from management’s perspective. Accordingly, such measures should not be considered in isolation nor as a substitute for analysis of the Company’s financial information reported under IFRS. Backlog, Bookings, Adjusted EBITDA, Adjusted EBITDA Margin and Constant Currency revenue growth are non-IFRS financial measures. For further information regarding non-IFRS measures used by the Company, please refer to the Management’s Discussion and Analysis of the Company

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# A Leading Public Sector SaaS Company



*Providing mission critical SaaS solutions to over 2000 customers worldwide*

## Growth Opportunity

TTM: Sept 30 2024<sup>1</sup>



*K-12  
Education*



*Nonprofits  
and NGOs*



*Government*

16.1K school districts in  
North America

13K US/3K Canada

2.2M non-profits in North  
America

2M US/160K Canada

25K municipalities  
in North America

20K US/5K Canada

**\$64.7M**

*Revenue*

**\$17.9M**

*Adjusted EBITDA*

**65%**

*Recurring Revenue*

**28%**

*Adjusted EBITDA  
Margin*

<sup>1</sup>Comparisons to prior periods have been adjusted to reflect the divestiture of the Managed IT Services division.

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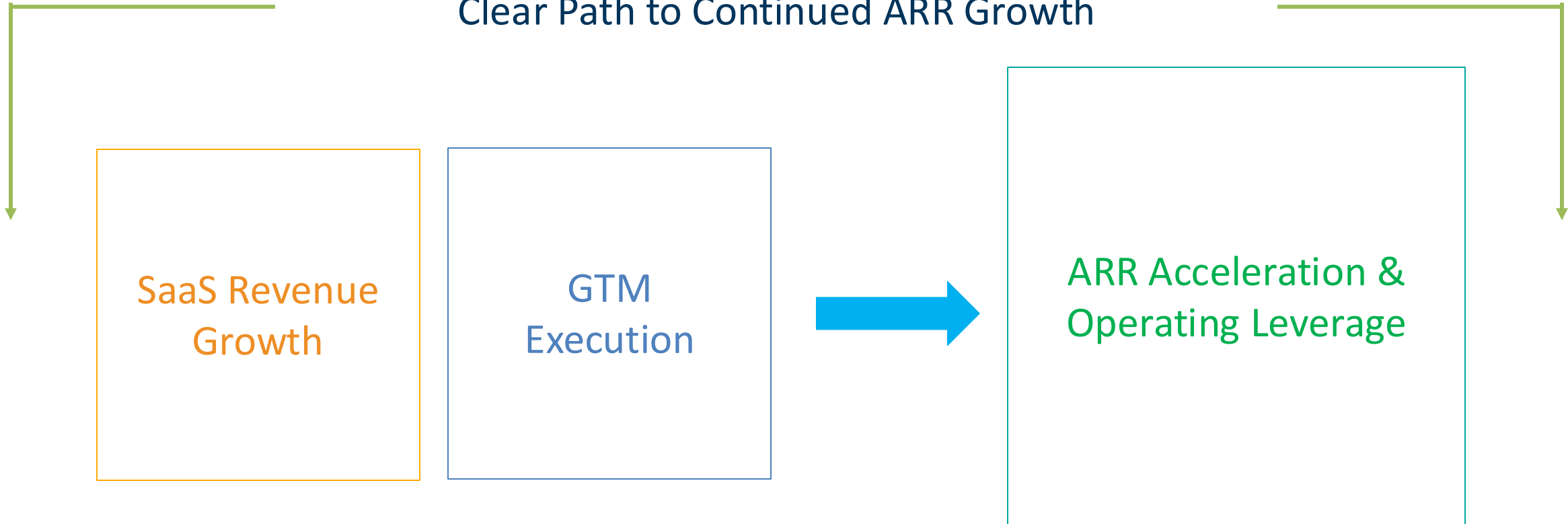
# Sylogist Today: Transformed



Purpose Built SaaS Platforms

# The Opportunity We See Ahead

## Clear Path to Continued ARR Growth



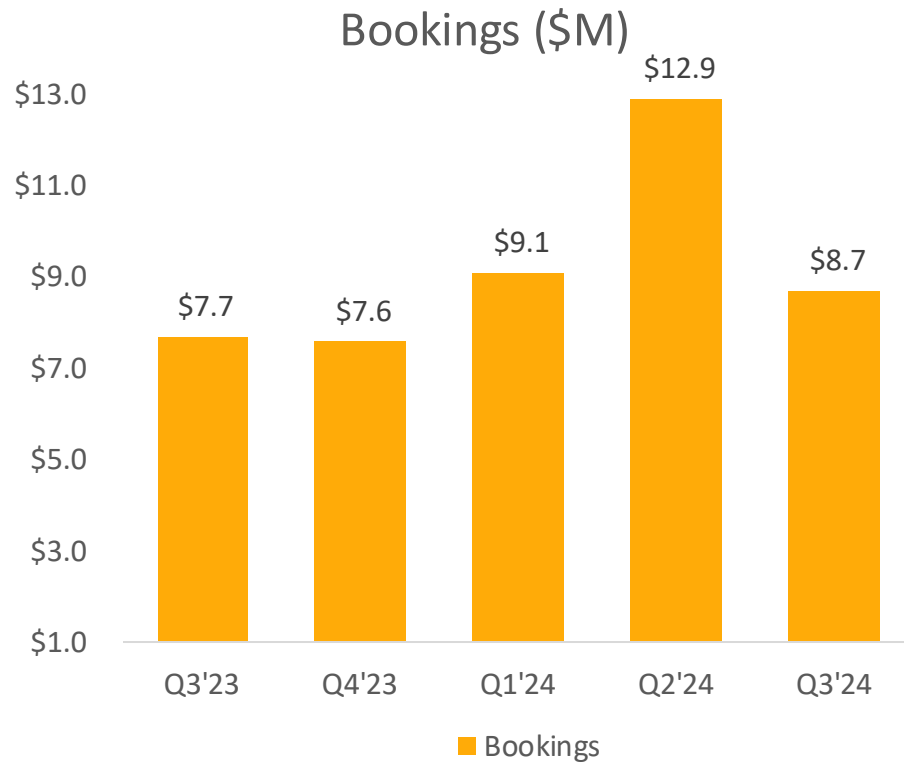
## Why Sylogist? Why Now?

Strong Market Demand

Operational Excellence

Best in Class IP and  
Customer Advocacy

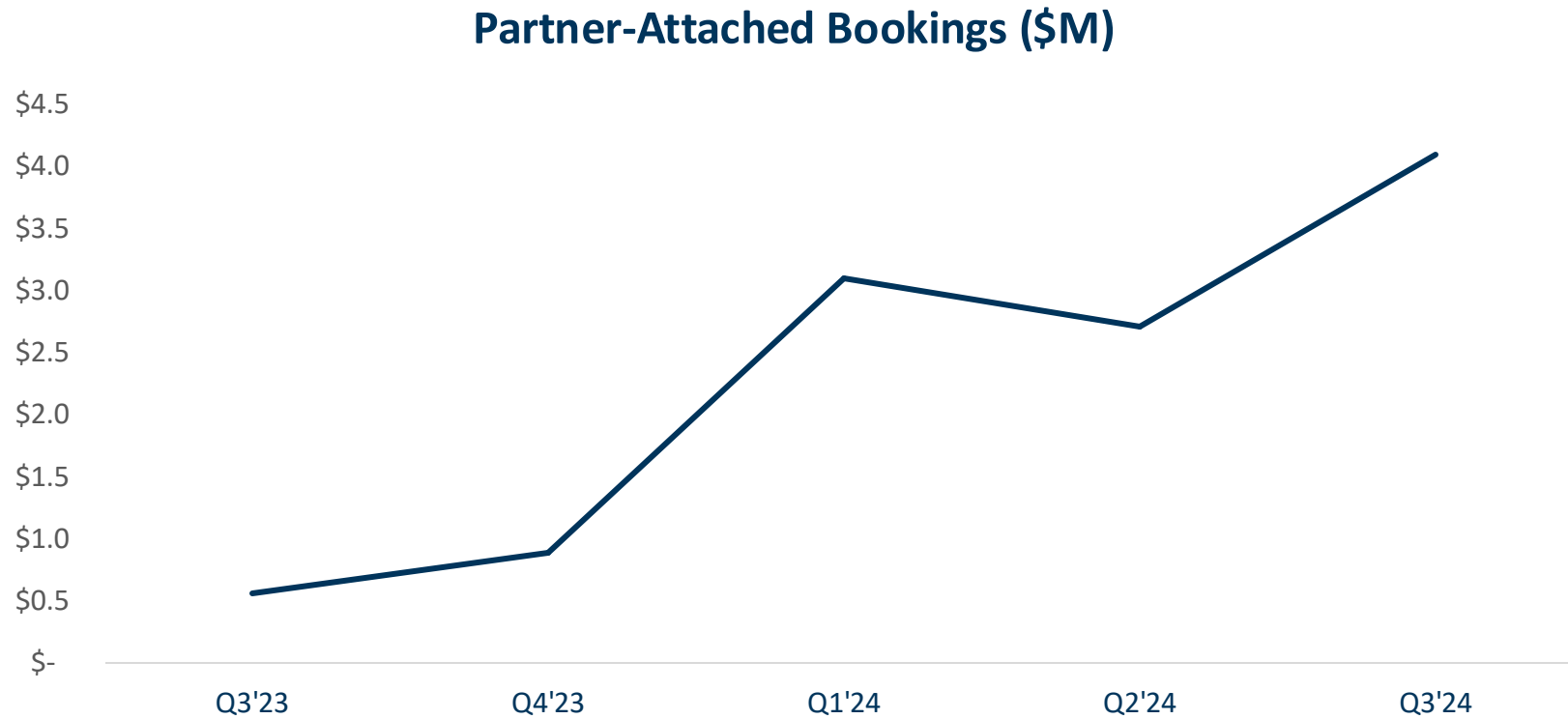
## Expanding pipeline and increasing win rate



Increasing wins as we further our channel and focused displacement strategy

- ✓ + 122% Pipeline expansion YoY
- ✓ > 70%-win rate
- ✓ 47% partner attached bookings

# Executing Our Partner Strategy



Seizing growth velocity and value creation opportunities

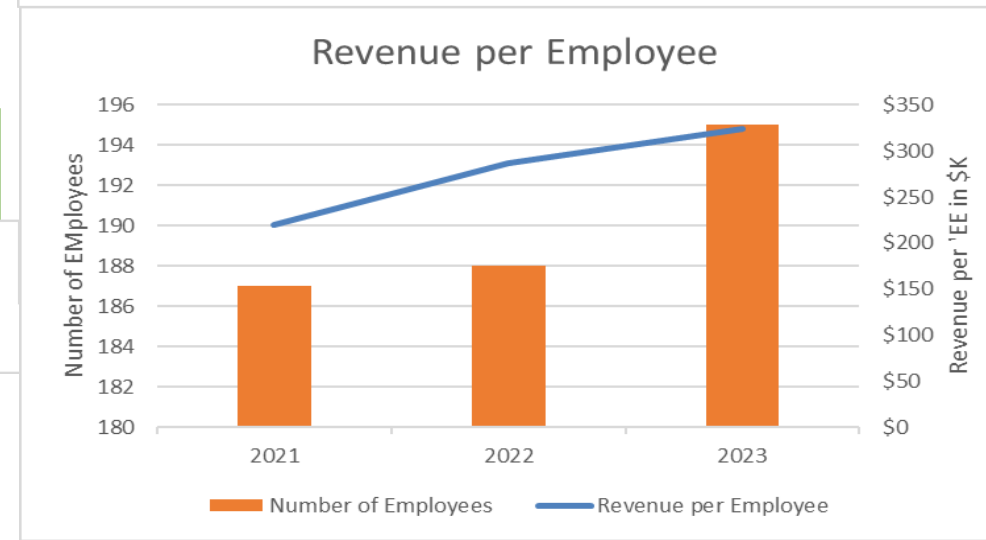
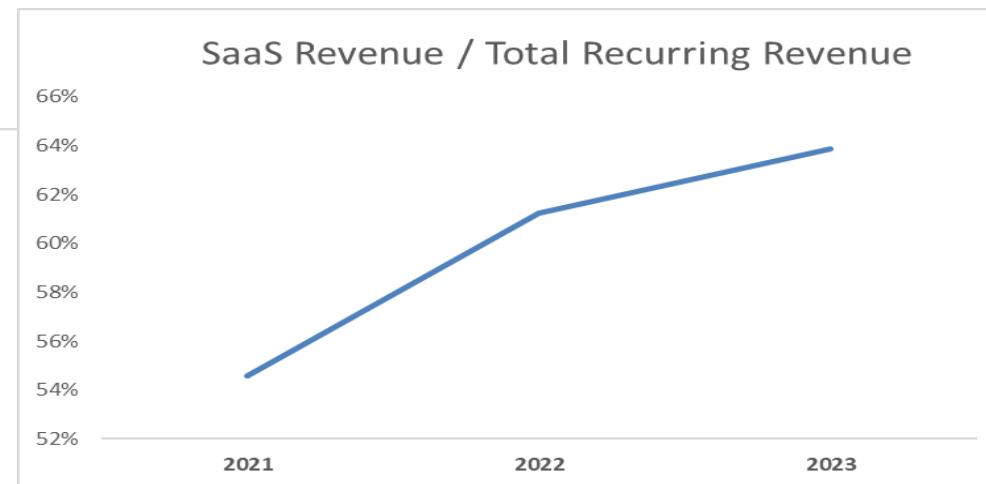
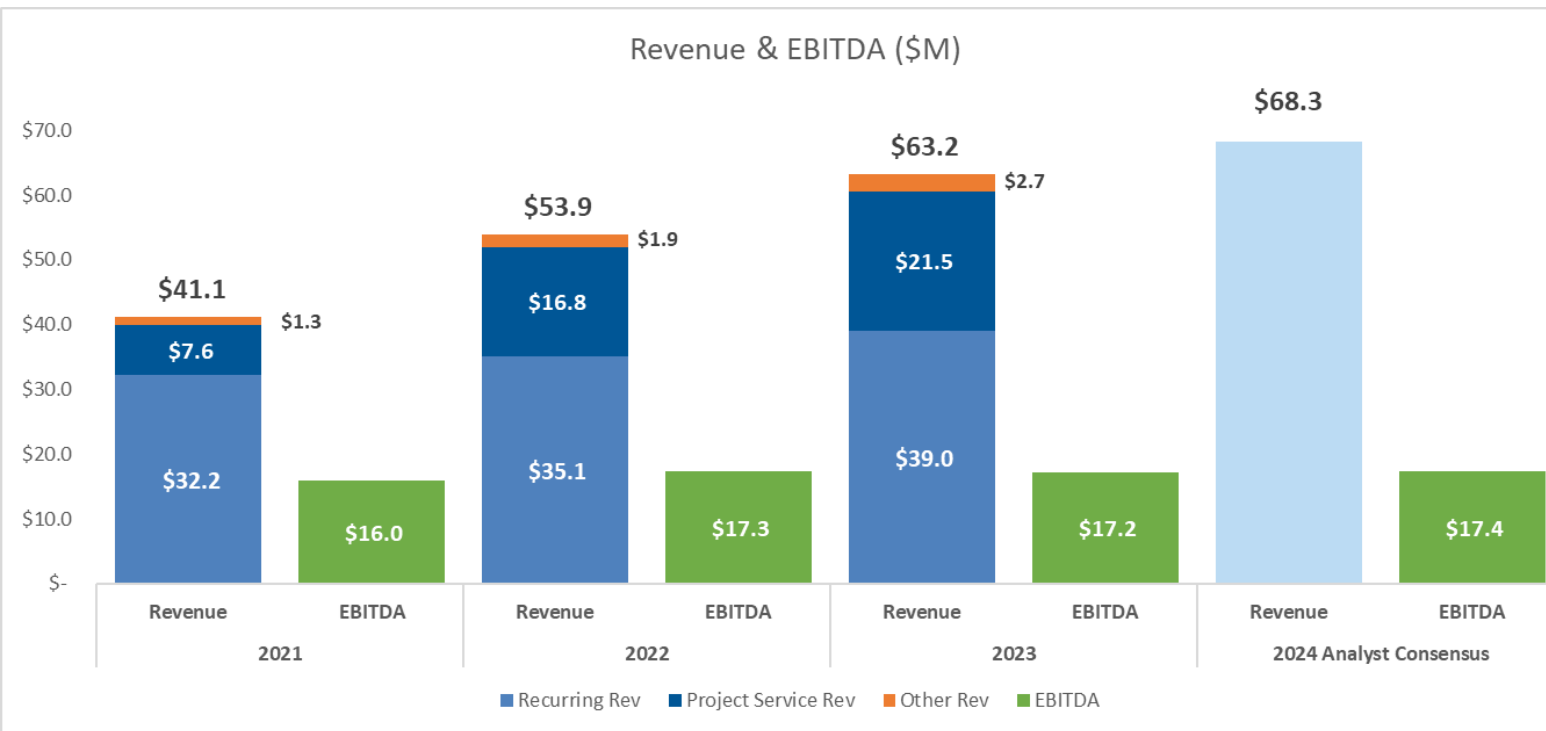




# RECENT PERFORMANCE

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# Driving Profitable Growth with Long-Term value Creation (\$M)<sup>1</sup>

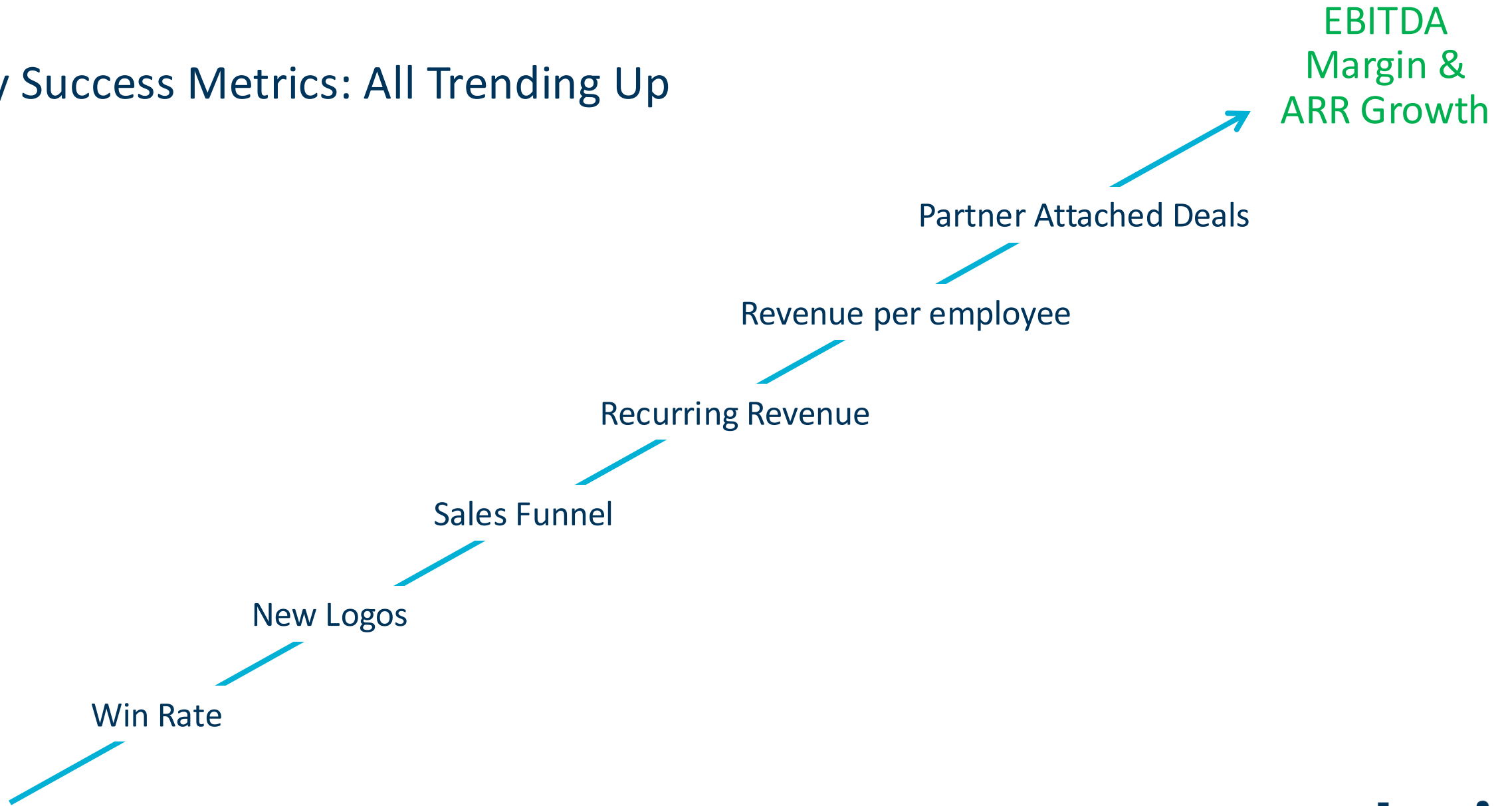


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# Disciplined Capital Allocation = Shareholder Value Creation



# Key Success Metrics: All Trending Up



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An Exciting, Low-risk  
Investment Opportunity

