

sylogist™

December 31, 2023



Disclaimer

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.

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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

A Leading Public Sector SaaS Company



Providing mission critical SaaS solutions to over 2000 customers worldwide

Growth Opportunity

TTM: Dec 31 2023



*K-12
Education*



*Nonprofits
and NGOs*



Government

16.1K school districts in
North America

13K US/3K Canada

2.1M non-profits in North
America

2M US/160K Canada

25K municipalities
in North America

20K US/5K Canada

\$65.5M

Revenue

\$17.3M

Adj. EBITDA

61%

*Recurring
Revenue*

26.3%

EBITDA Margin

Sylogist Today: Transformed

ORGANIC
GROWTH

PROFITABILITY

Strategic
M&A

NPS SCORE: 51

What is a good NPS score?



Our Strategic Pillars

sylogistTM
gov



sylogistTM
mission



sylogistTM
ed



Purpose Built SaaS Platforms



Partner Strategy Expansion



Advantages of Microsoft Partnership

- 1) 1 of 5 Strategic Markets for Microsoft
- 2) Strong Public Sector Partner EcoSystem
- 3) Industry-leading Cloud via Azure
- 4) Unmatched R&D investment in Data Security
- 5) Incredible investments in User-facing AI

Increased Sales
& Marketing
Capacity

Leverage
Partner
Relationships &
Reputation

Complementary
Expertise

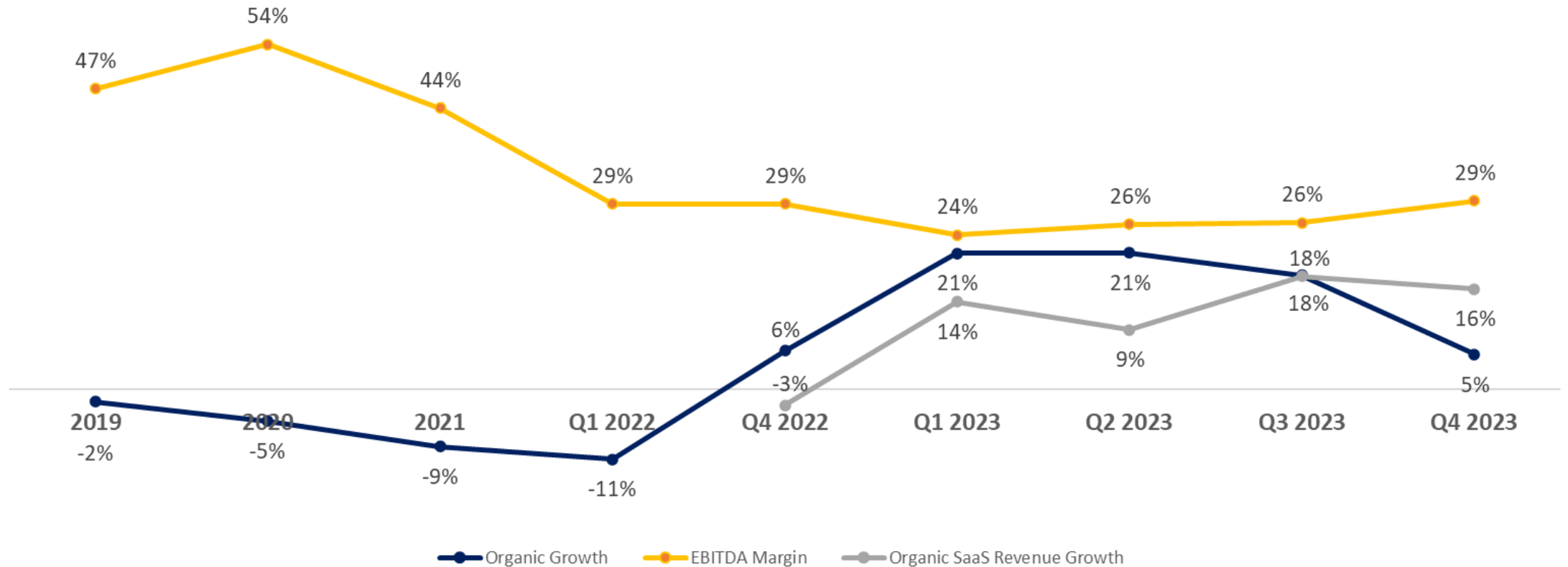
Local
Presence

Delivery
Capacity

RECENT PERFORMANCE

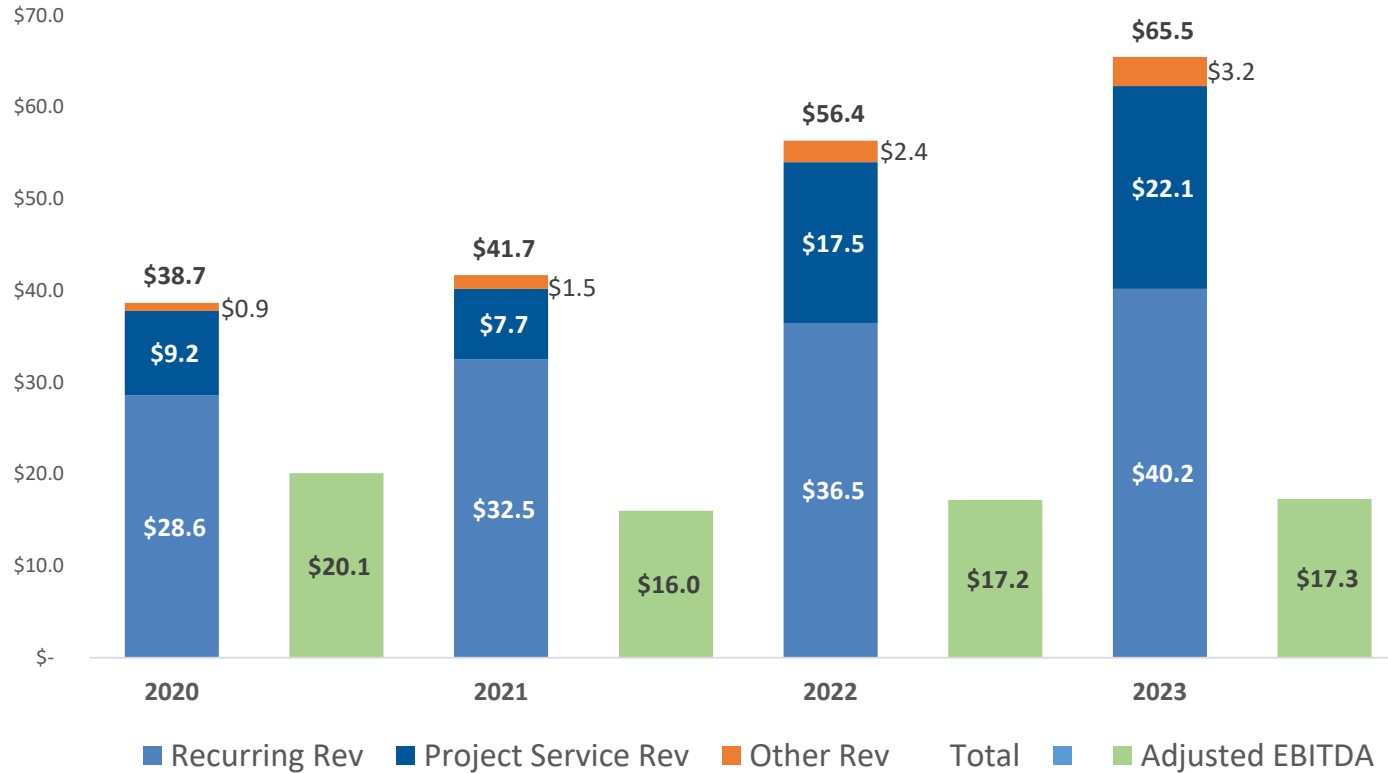


Sylogist's Paradigm Shift



Growth WITH Profitability

Driving Profitable Growth and Long-Term Value Creation (\$ M)



Continued Profitable Growth in Q4 2023 (TTM)

- ✓ YoY Organic Growth @ 16%
- ✓ Profitable Growth with Adjusted EBITDA Margin @ 26%
- ✓ Project Services related to Sylogist software @ 67%

Delivering
Rule of 40+

Crossover to a SAAS-centric Model

DECEMBER 2020

37%

Subscriptions

63%

Maintenance & Support

MAY 2021



Dec 2023

67%

Subscriptions

33%

Maintenance & Support

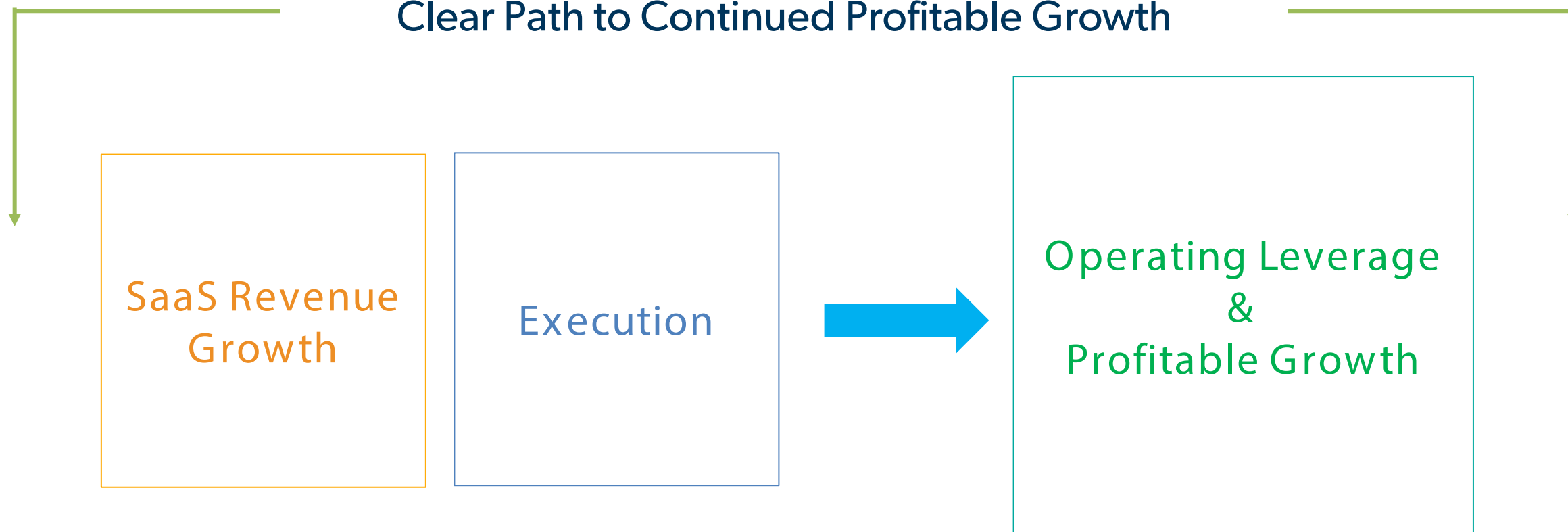
Percentage of total *Recurring* Revenue

Disciplined Capital Allocation = Shareholder Value Creation



The Opportunity We See

Clear Path to Continued Profitable Growth



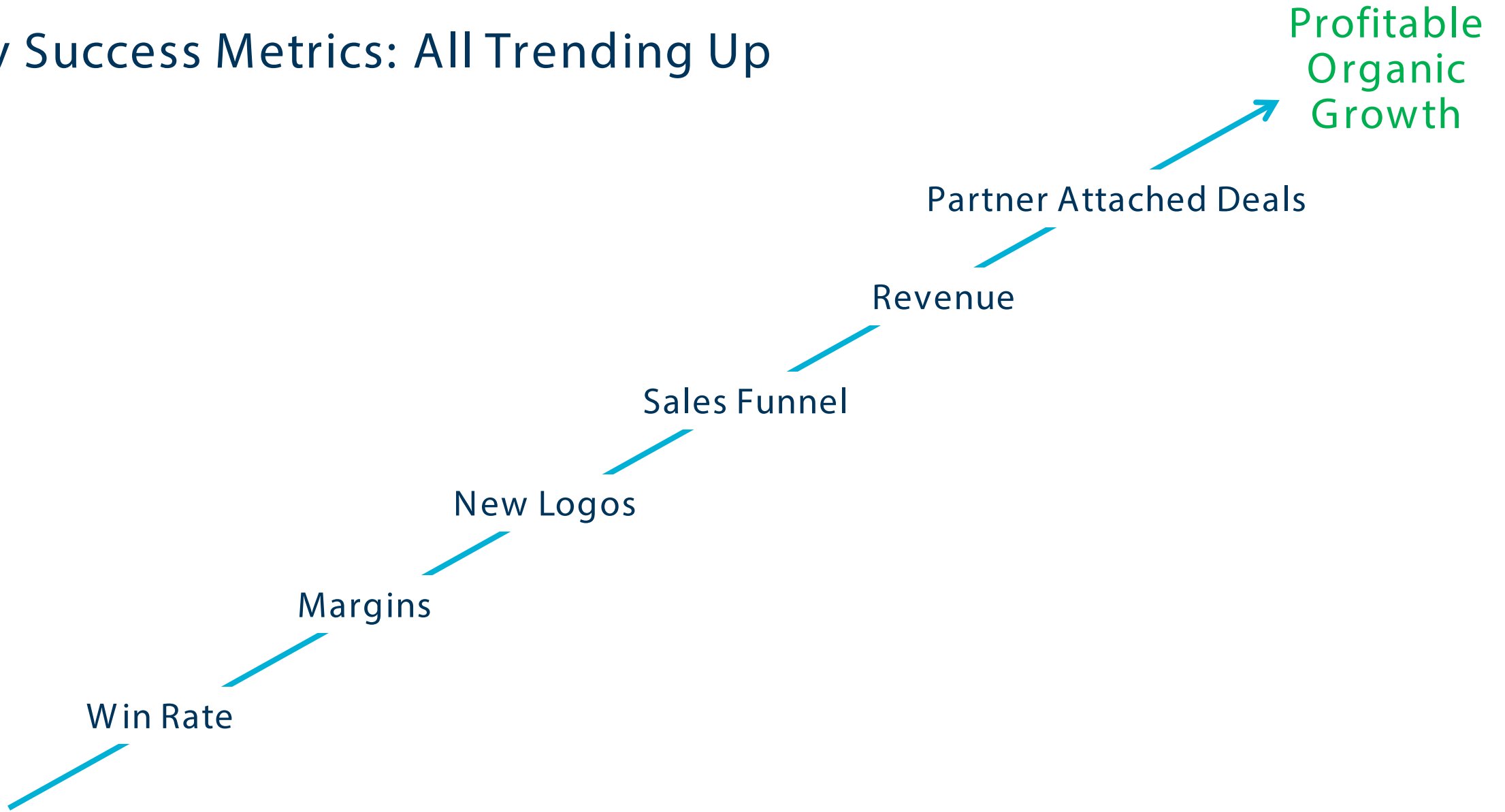
Why Sylogist? Why Now?

Rooted in
Mid-market

Operational
Excellence

Driven By
Useability

Key Success Metrics: All Trending Up



sylogist™

An Exciting, Low-risk
Investment Opportunity

