

sylogist

Investor Presentation

December 31 2022



The logo graphic consists of several overlapping, interlocking loops of varying shades of brown and tan, creating a complex, abstract pattern that resembles a stylized knot or a series of interconnected paths.

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A Leading Public Sector SaaS Company



Sylogist provides essential SaaS solutions to public service organizations

Sylogist's Markets



K-12 Education



*Nonprofits and
NGOs*



Government

Financial Snapshot (TTM at Dec 31 2022)

\$56.4M

Revenue

~65%

Recurring Rev

\$17.2M

Adj. EBITDA

30%

EBITDA Margin

Rule of 40 Commitment

"Rule of 40" refers to the sum of Sylogist's EBITDA margin and organic growth rate,

Growth Advantages



Mission-Critical



Digital
Transformation
Ready



Focused Verticals



Limited
Competition



Large Moat

Scaling Leverage:

Stable Baseline: 30% EBITDA Margin, 65%
Recurring Revenue, 63% GM, 98% Net Rev
Retention, Rule of 40

Market Urgency & Growth Opportunity:

Massive post-covid digital transformation occurring
in target market verticals



A 100% SaaS platform including fully integrated ERP, taxation, utility billing, asset management, budgeting, citizen engagement, permits & licensing, analytics, case management, and online payments capabilities



An industry first, dollar raised to dollar delivered modular SaaS suite that includes ERP, donor & volunteer engagement, fundraising, grants management, outcomes measurement, analytics, and online giving for nonprofit and NGOs



A SaaS ERP, student information, scheduling & grading, lunchroom, and fees & payments platform

Services

- **SylogistPay:** secure and reliable payment processing through our high-speed, scalable network
- **SylogistConnect:** integrated point solutions, including payroll and web portal products
- **SylogistService:** implementation and customization of Microsoft Dynamics solutions and cybersecurity/IT

Sylogist Serves
a \$14B+
Addressable
Market



K-12 Education

\$2.8 Billion⁽¹⁾



NFPs and NGOs

\$8.8 Billion⁽¹⁾



Government

\$2.4 Billion⁽¹⁾

US infrastructure spending bill expected to significantly increase market opportunity over next 24-36 months; and digital transformation/movement to SaaS has accelerated due to COVID-19

(1) Estimates per National Center for Charitable Statistics, Learning Counsel, US federal government, Sylogist analysis

Global Customer Base

Sylogist serves marquee customers across key verticals

K-12 Education



600+ Customers

Nonprofit & NGO



750+ Customers

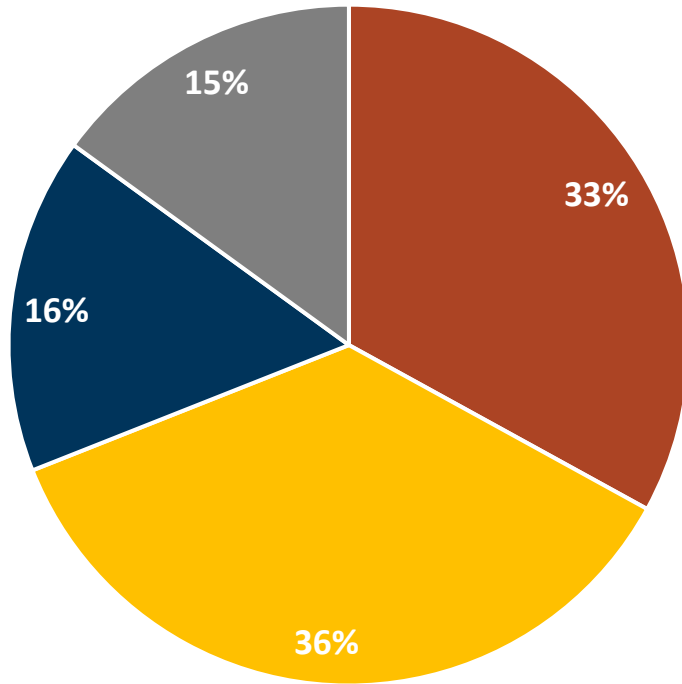
Government



150+ Customers

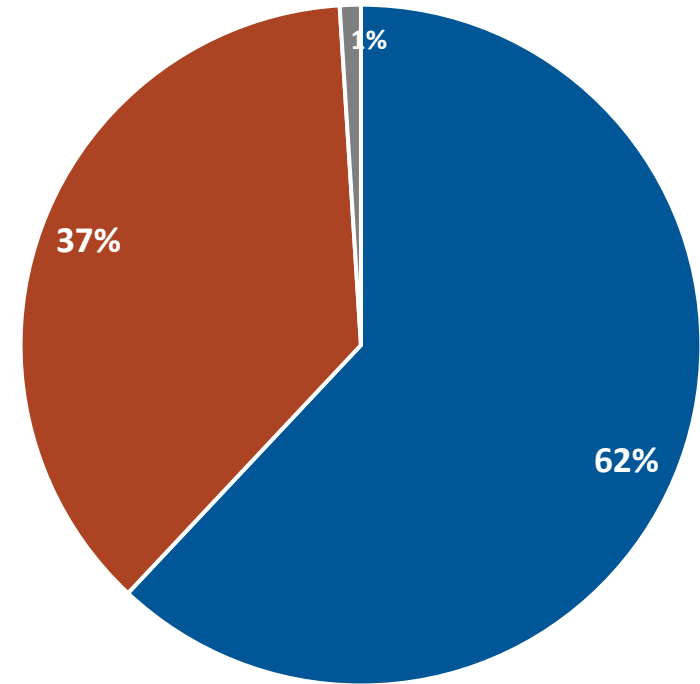
Customers are diversified across sectors and geographies

Revenue by Vertical



■ SylogistEd ■ SylogistMission ■ SylogistGov ■ Other

Revenue by Geography



■ USA ■ Canada ■ UK & Other

Diversified
Verticals

Sylogist's
Competitive
Advantage in
SaaS



| | sylogist | blackbaud | tyler technologies | Infinite Campus | sage Intacct | Legacy Systems |
|----------------------|----------|-----------|--------------------|-----------------|--------------|----------------|
| Accounting & Finance | ✓ | ✓ | ✓ | | ✓ | ✓ |
| Payroll | ✓ | ✓ | ✓ | | ✓ | ✓ |
| HR | ✓ | ✓ | ✓ | | ✓ | |
| Purchasing | ✓ | ✓ | ✓ | | ✓ | |
| Payments | ✓ | ✓ | ✓ | ✓ | | |
| Student Info | ✓ | ✓ | ✓ | ✓ | | |
| Case Management | ✓ | ✓ | | | | |
| Grant Management | ✓ | ✓ | | | | |
| Donor Engagement | ✓ | ✓ | | | | |

The depth and breadth of Sylogist's SaaS offerings sets it apart from key competitors

Legend



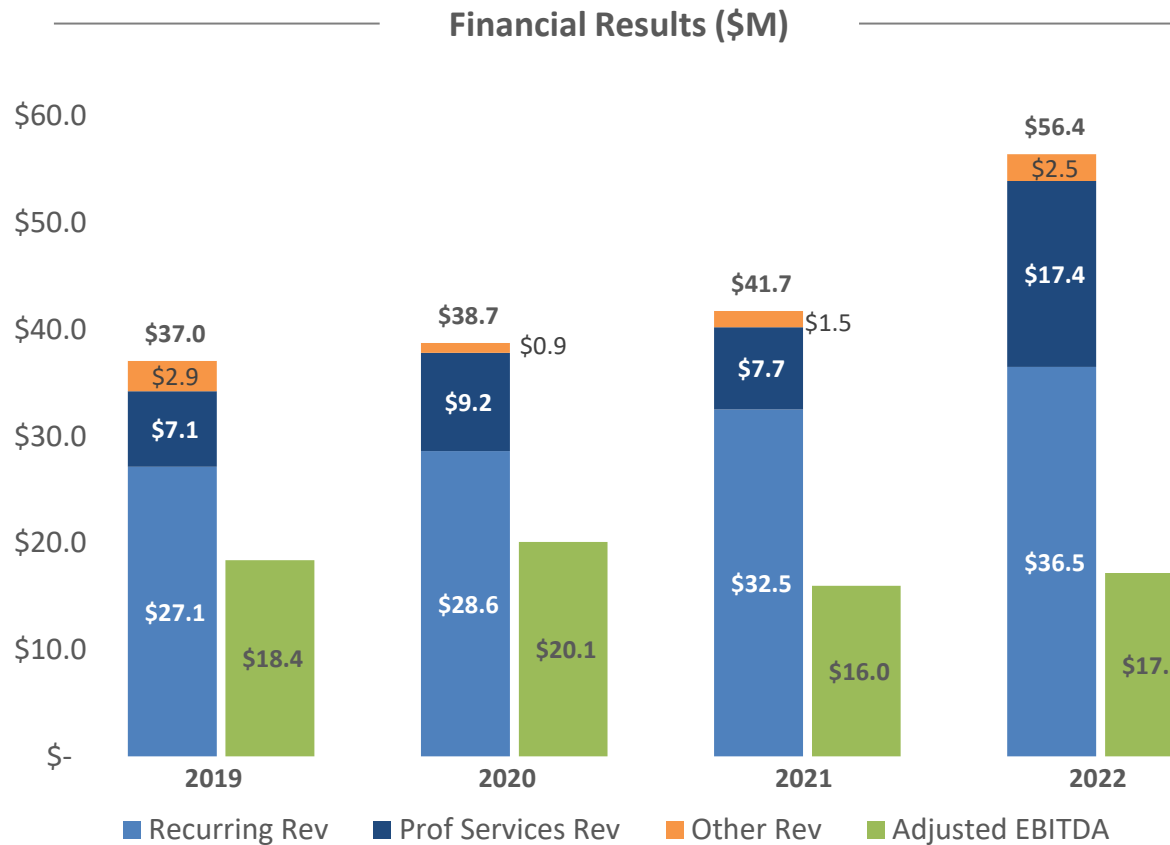
Has true SaaS functionality



Limited or no SaaS functionality



Earning Power for Sustained Growth



+65% Recurring Revenue
 +40% EBITDA
 2% YoY Growth
Unsustainable (Past)

Rule of 40

+65% Recurring Revenue
 Rule of 40 EBITDA
 Low Double Digit Organic Growth
Sustainable (Future)

**Current Backlog:
~\$30M**



Years refer to calendar years; in November 2022, Sylogist announced a shift in its fiscal year end from September 30 to December 31

Sylogist is increasing its investment in go-to-market, project delivery capacity, and account management activities in its three core verticals

sylogistTM
gov

- Rolling out a 100% SaaS municipal government and citizen engagement ERP
- Already implemented at early adopters; full-scale launch expected in Q2 2023

sylogistTM
mission

- Industry-first, dollar-raised to dollar-delivered ERP and donor engagement & fundraising suite
- Go-to-market strategy gaining traction; making additional investments to accelerate growth and delivery capacity

sylogistTM
ed

- Expanding ERP, student information, scheduling & grading, and payments platform
- Investing further in go-to-market activities to drive bookings and rollout capacity due to accelerating adoption

Sylogist is already seeing organic growth accelerate, and remains dedicated to a balanced Rule of 40 posture

M&A Strategy Execution

InfoStrat

April, 2020

Municipal
Accounting Systems, Inc.

March, 2021

MISSION CRM
pavliks.com™

October, 2021

Recent Acquisitions

Acquisition Criteria



*Leadership in our
core verticals*



High profit potential



Strong recurring revenue



Large customer base



Strong IP portfolio



Mission critical

*Sylogist has closed 3 strategic deals since
March 2021*

- ✓ \$125M+ acquisition line, and ~\$19M cash on hand
- ✓ Proven playbook to integrate and grow acquired companies
- ✓ Robust pipeline of acquisition targets
- ✓ Expanded M&A team with internal resources and external advisors
- ✓ Aiming to add \$20M - \$25M rev from acquisitions annually by 2023

Recent Strategic Acquisitions



- Modern, SaaS accounting, student information management, and lunchroom solution for Oklahoma school districts
- 85% market share in OK
- \$7.4M CY rev, \$4.3M CY EBITDA at acquisition
- Purchase price: \$37.8M
- Opportunity to enhance platform, expand out of state



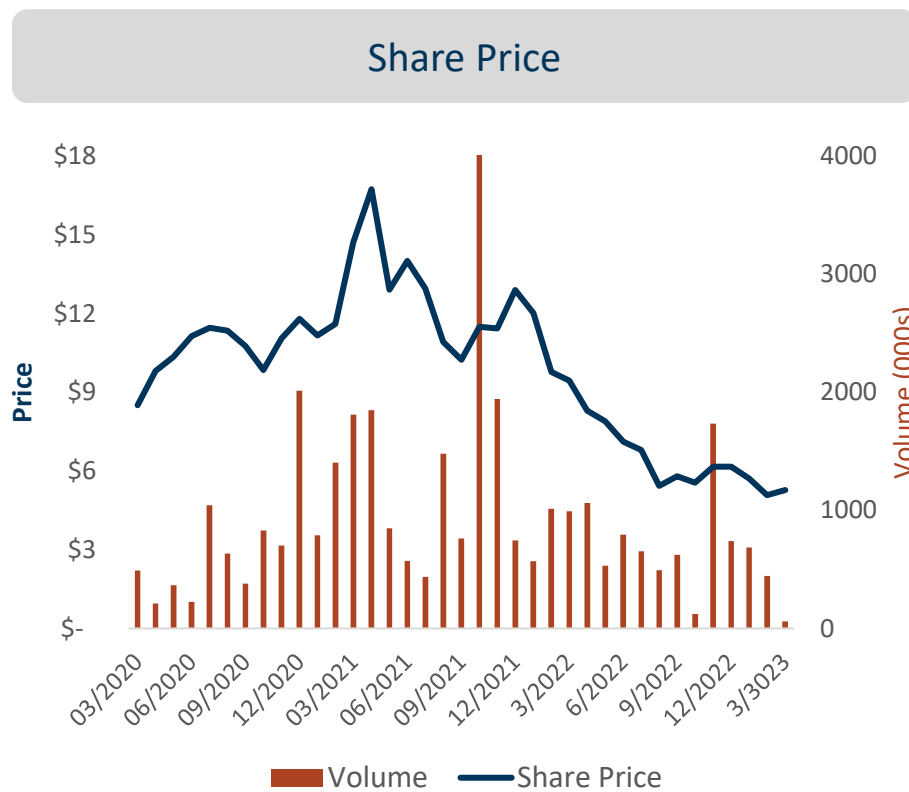
- Innovative, SaaS fundraising and engagement platform built on Microsoft Dynamics
- Integrates into a unified end-to-end platform offering
- Purchase price: \$2.7M plus three-year earnout tied to rev growth
- Earnout agreement contemplates \$8.5M 3-year rev target



- Provider of proprietary SaaS applications and professional services, primarily to public sector
- \$9.4M FYE rev, \$1.6M FYE EBITDA, 20% historical growth rate at acquisition⁽¹⁾
- Sylogist's resources, expertise, and customers can accelerate scaling

(1) Pavliks historical fiscal year ended March 31, 2022

Sylogist Capitalization



Capitalization Table (\$M)

| | |
|------------------------------------|------------------|
| Share Price (March 2023) | \$5.08 |
| Fully Diluted Shares Outstanding | 24 |
| Market Capitalization | \$121 |
| Add: Total Debt | 21 |
| Less: Cash & Equivalents | (15) |
| Enterprise Value | \$128 |
| Annual Dividend & Yield | \$0.04 1% |

Summary

MISSION CRITICAL SOFTWARE FOR THE PUBLIC SECTOR



✓ *Expanding organically as Sylogist invests in growth*

RESILIENT, RECURRING AND PROFITABLE OPERATIONS



✓ *High margin business, with strong profitability and cash flow conversion; no customer concentration*

SUCCESSFUL M&A TRACK RECORD WITH PROVEN INTEGRATION PLAYBOOK



✓ *3 strategic acquisitions since March 2021; proven ability to source, close, and integrate acquisitions*

GROWING INDUSTRY WITH MASSIVE TOTAL ADDRESSABLE MARKET



✓ *Many potential customers running legacy systems; significant “whitespace” to deepen existing penetration*

RENEWED AND EXPERIENCED LEADERSHIP TEAM



✓ *Board and CEO with decades of public sector tech experience and a mandate to accelerate growth*