



sylogist™

TSX: SYZ
Q2 2025



Safe Harbour

This presentation contains forward-looking information and statements (“forward-looking statements”) relating to the future operations and profitability of Sylogist Ltd. (“Sylogist”, the “Corporation” or the “Company”) and other statements that are not historical facts. Forward-looking statements are often identified by terms such as “may”, “should”, “anticipate”, “expects”, “plans”, “outlook”, “potential”, “believe” and similar expressions. In particular, but without limiting the foregoing, this presentation may contain forward-looking statements pertaining to growth opportunities, software as a service (SaaS) revenue growth, go-to-market (GTM) execution and partner delivery, annual recurring revenue (ARR) acceleration & operating leverage, strong market demand, accelerating partner attachment, partner-attached bookings, focused channel & competitor displacement strategy, year over year (YoY) qualified pipeline expansion, expanding win rate, year over year SaaS growth acceleration, adjusted EBITDA margin compression and expansion, gross margin expansion and acceleration, meaningful free cash flow expansion, accelerated partner delivery, focus areas, SaaS growth to drive overall ARR growth acceleration within a given vertical, the anticipation of minimal headcount additions, disciplined capital allocation, shareholder value creation, profitable organic growth, the Corporation’s use of a normal course issuer bid (NCIB), debt management and strategic acquisitions. 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In addition to other factors or assumptions which may be identified herein, assumptions have been made regarding SaaS revenue growth, GTM execution and partner delivery, attached-partner bookings, accelerated partner delivery, capital allocation, organic growth, debt management, currency, exchange and interest rates, tax matters in the jurisdictions in which Sylogist operates, the ability of Sylogist to successfully market its products, the ability of Sylogist to generate cash flow from operations and obtain financing on acceptable terms under its existing credit facility or otherwise, whether it will be able to make future purchases under a NCIB, general economic, financial market, regulatory and political conditions, market and business competition, changes in law and regulation, or the application and interpretation of same, the ability to implement business plans and strategies and to pursue business opportunities. 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, including delivery, competition and management of growth and various other events, conditions or circumstances that could disrupt the Corporation’s plans, strategies and prospects, operating risks, technology and regulatory changes, intellectual property and proprietary rights, potential product liabilities and lawsuits, cyber security, and those risk factors set out in the Corporation’s Annual Information Form (AIF) and management’s discussion and analysis (MD&A) on SEDAR+ at www.sedarplus.ca. 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. 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Certain information set out in this presentation, including under the headings “A Leading Public Sector SaaS Company”, “Sylogist Today: Transformed”, “The Opportunity We See Ahead”, “Why Sylogist? Why Now?”, “Partner Attachment”, “Total Bookings”, “Focused Channel & Competitor Displacement Strategy”, “Driving Profitable Growth”, “Our Focus Areas”, “2025 Outlook”, and “Disciplined Capital Allocation = Shareholder Value Creation” 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 this financial outlook is based upon numerous assumptions, including the assumptions discussed herein and may not be appropriate for other than indicative purposes. The actual results of operations and the resulting financial results will likely vary from the amounts set forth in the analysis presented in this presentation, and such variation may be material. Sylogist and its management believe that the financial outlook information herein has been prepared on a reasonable basis, reflecting the best estimates and judgments, and represent, to the best of management’s knowledge and opinion, Sylogist’s expected expenditures and results of operations. However, because this information is highly subjective and subject to numerous risks including the risks referenced herein, it should not be relied on as necessarily indicative of future results. Except as required by applicable Canadian securities laws, Sylogist undertakes no obligation to update any such financial outlook information. 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 Corporation’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. ARR, Bookings, Adjusted EBITDA, Adjusted EBITDA Margin, Total Recurring Revenue and Free Cash Flow are non-IFRS financial measures. For further information regarding non-IFRS measures used by the Corporation, please refer to the Corporation’s MD&A.

All figures in Canadian dollars unless specified otherwise.



Providing Mission-Critical SaaS Solutions to 2,000 + Customers

TTM Metrics: June 30, 2025

\$63.9M
Revenue

\$12.4M
Adjusted EBITDA

68.5%
Recurring
Revenue

19.5%
Adjusted
EBITDA Margin

North American Growth Opportunity



Government

25K

20K US
5K Canada



Nonprofits and NGOs

2.2M

2M US
160K Canada



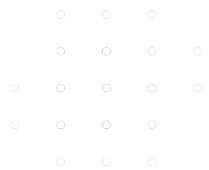
K-12 Education

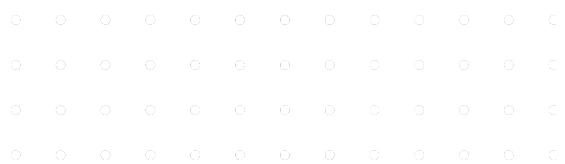
16.1K
school districts

13K US

Sylogist Today: A Company Transformed

Purpose-Built SaaS Platforms





Why Sylogist?

Best-in-Class IP

**Strong Customer
Advocacy**

**Operational
Excellence**

**Strong Market &
Partner Demand**

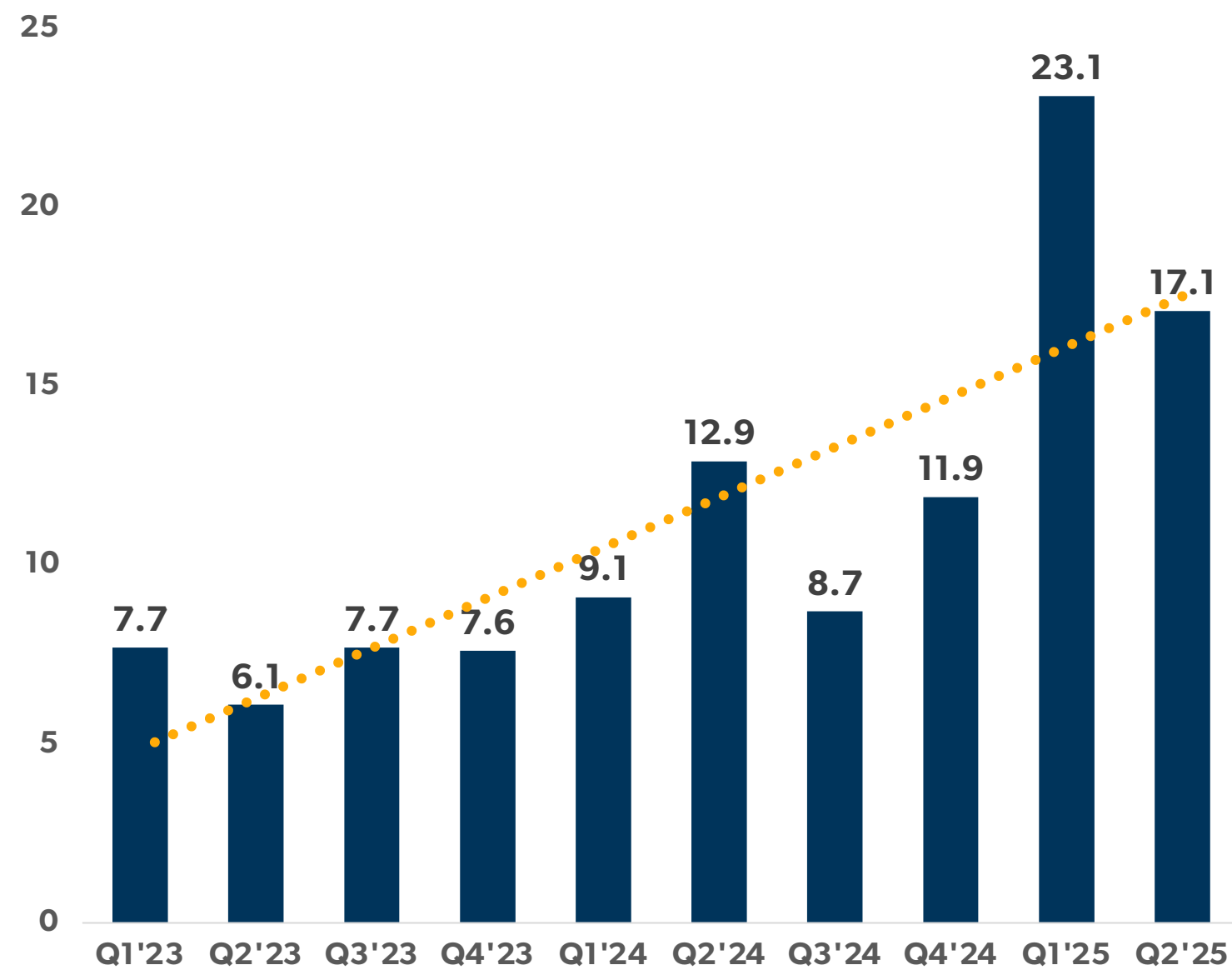


A Clear Path to Long-Term Value Creation

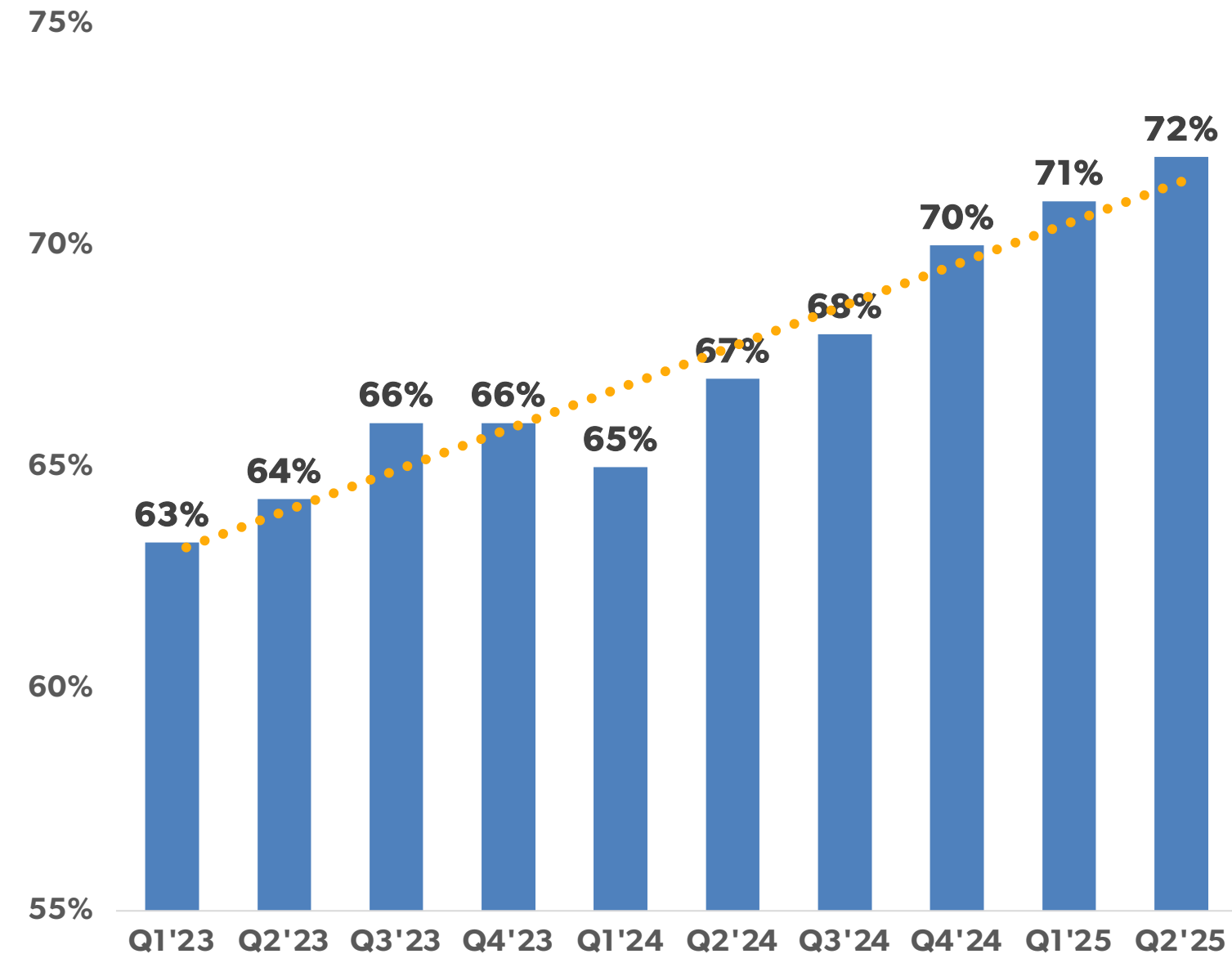


Leading Indicators Underpin Strengthening Performance

Total Contract Value Bookings Increasing



Proportion of SaaS Revenue Continues to Grow (% SaaS Revenue / Total Recurring Revenue)



Partner Led Sales & Delivery Strategy

Focused Partner Strategy

70%+
partner win rate

45%+
YoY qualified pipeline expansion

Expanding Reach, Accelerating Delivery and Enhancing Operating Efficiency

Partner strategy fully deployed in Government

Recently expanded into Nonprofit/NGO end market

- Scale and velocity
- Sightlines to opportunities & leads
- Broader delivery capacity
- Margin expansion

Representative Partners

MNP
DIGITAL


RSM


F&C CPAs

 **ENDEAVOUR**
Toronto | Halifax | Vancouver | Montréal

2025 Outlook

ARR growth

Margin expansion

Partner empowerment

YE Targets

- 1) SaaS ARR YoY growth in the low teens % range**
- 2) Gross Margin of ~60%**
- 3) Adjusted EBITDA margin in the high teens % range**

Key Success Metrics

SaaS ARR Growth

Bookings

Partner-Attached Deals

Win Rate

Sales Funnel

