



Investor Presentation Q4 FY2025

A HIGHER STANDARD





Safe harbour

The statements in this presentation relating to matters that are not historical fact are forward-looking statements that are based on management's beliefs and assumptions.

Such statements are not guarantees of future performance, and are subject to a number of uncertainties, including but not limited to future economic conditions, the markets that Tecsys Inc. serves, the actions of competitors, major new technological trends and other factors beyond the control of Tecsys Inc., which could cause actual results to differ materially from such statements.

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Tecsyst at a glance

Purpose:

To empower
good companies
to be great

Position:

To clarify
uncertainty in the
supply chain

Mission:

To equip supply
chain greatness

Vision:

That good
companies have
the space to thrive

Our story is all about our customers

40+ years

of complex
supply network
experience

14 times

Tecsys named in
Gartner's Magic
Quadrant for WMS

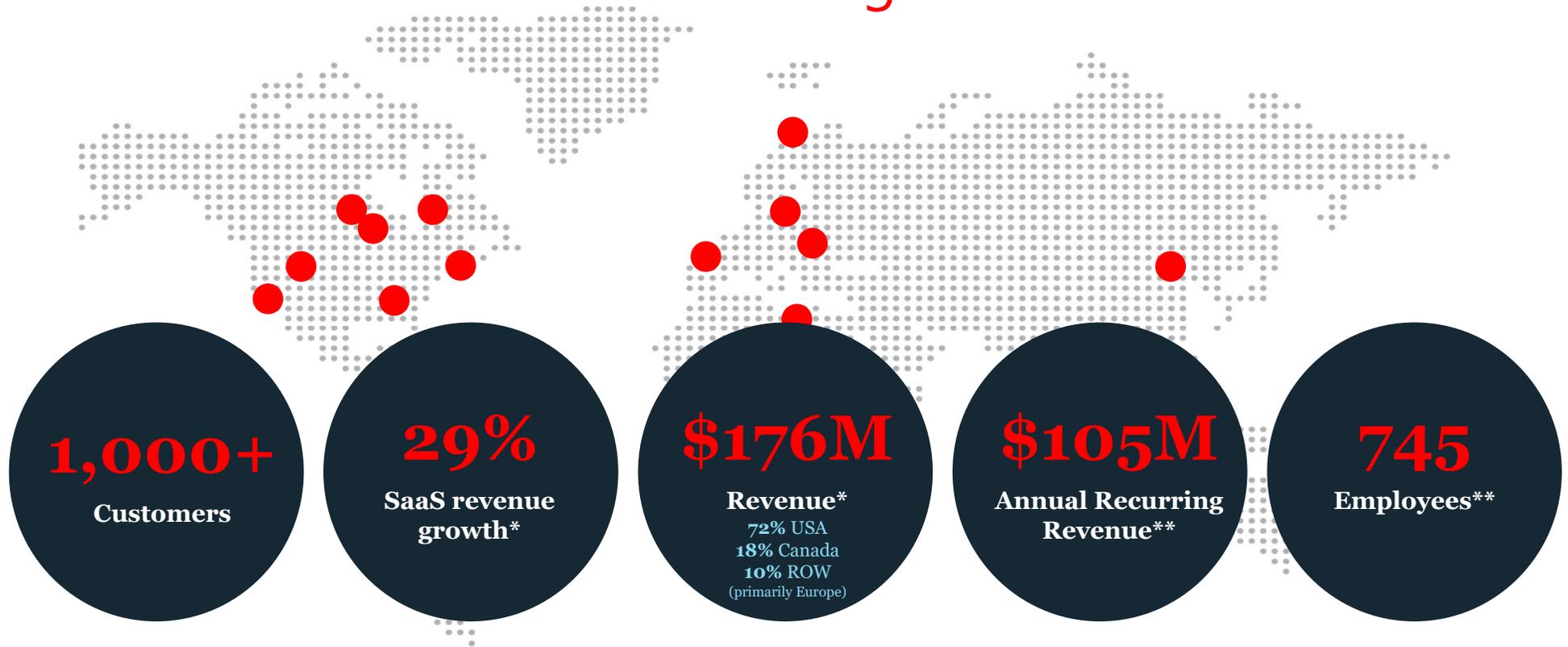
40%

of Gartner's Healthcare
Supply Chain Top 25
for 2024 are customers

Trusted provider of supply chain technology
for the world's most complex supply networks



Global reach and financial strength

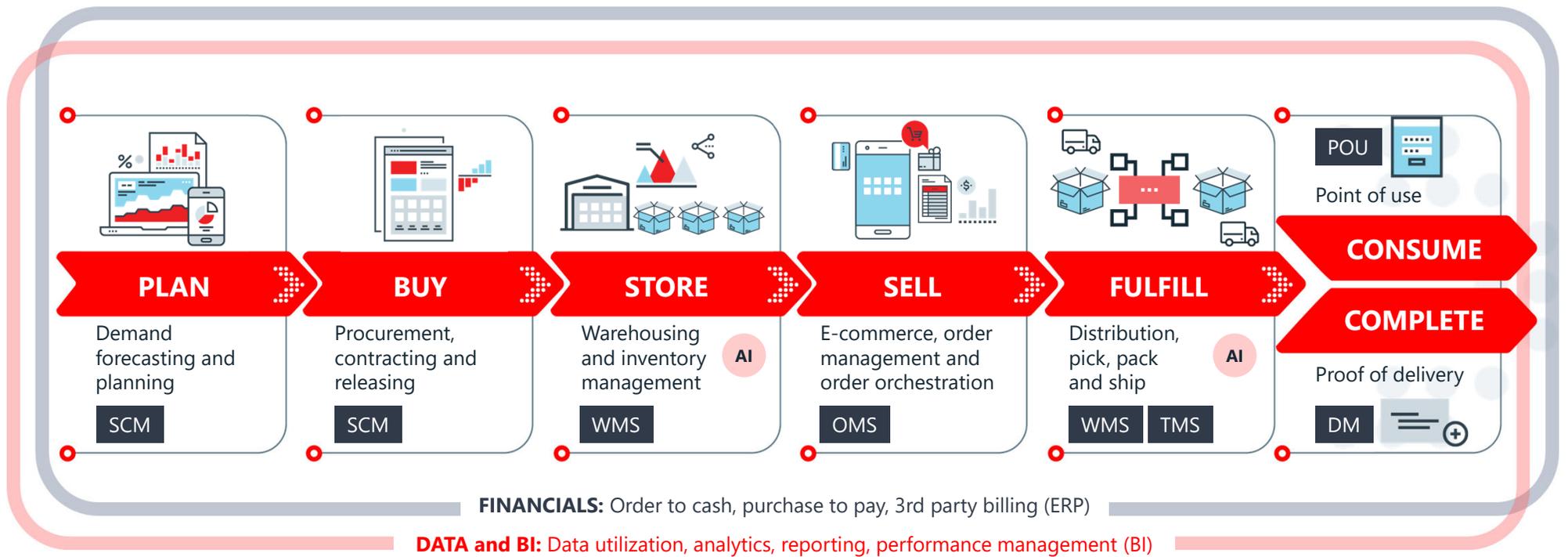


* Last twelve months, April 30, 2025

** On April 30, 2025

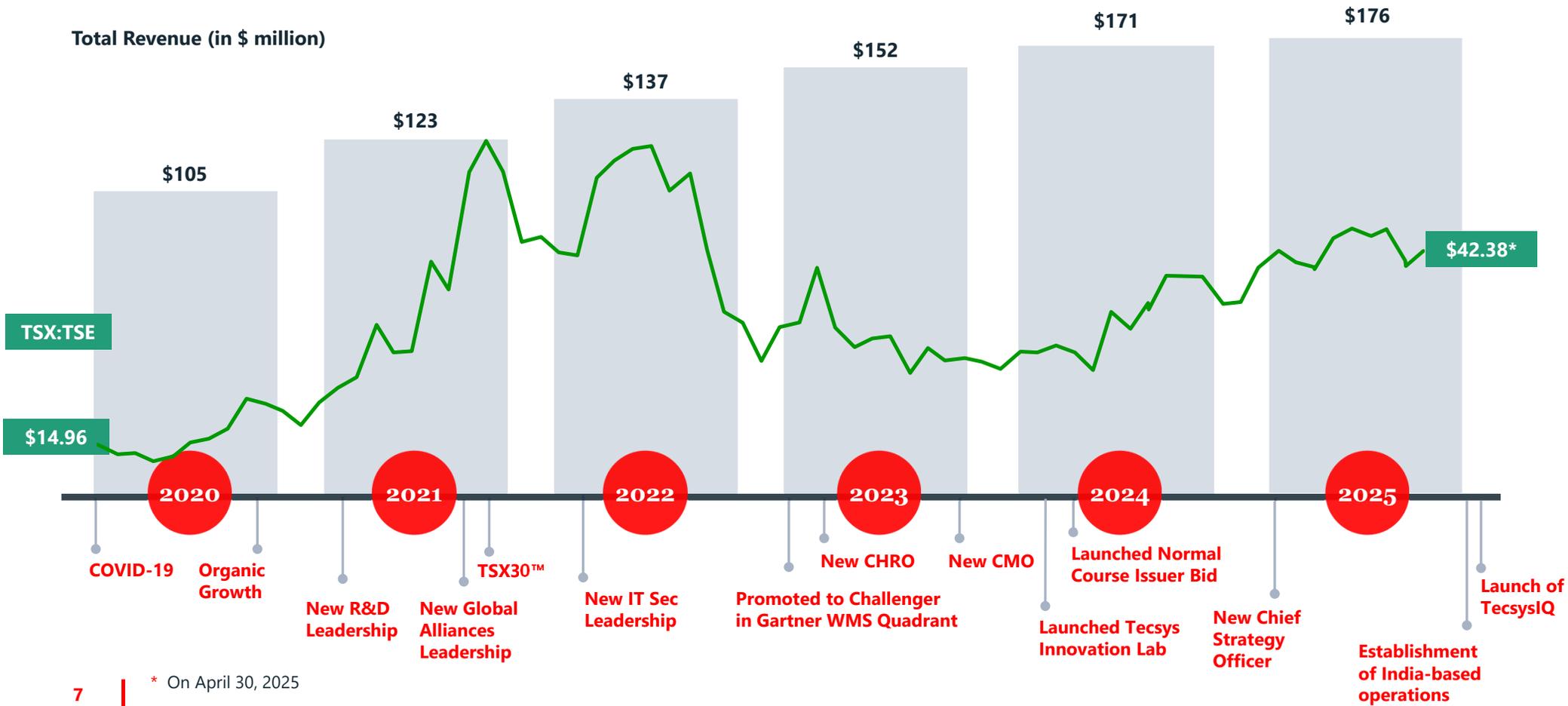
End-to-end integrated supply chain management solutions

A platform for success



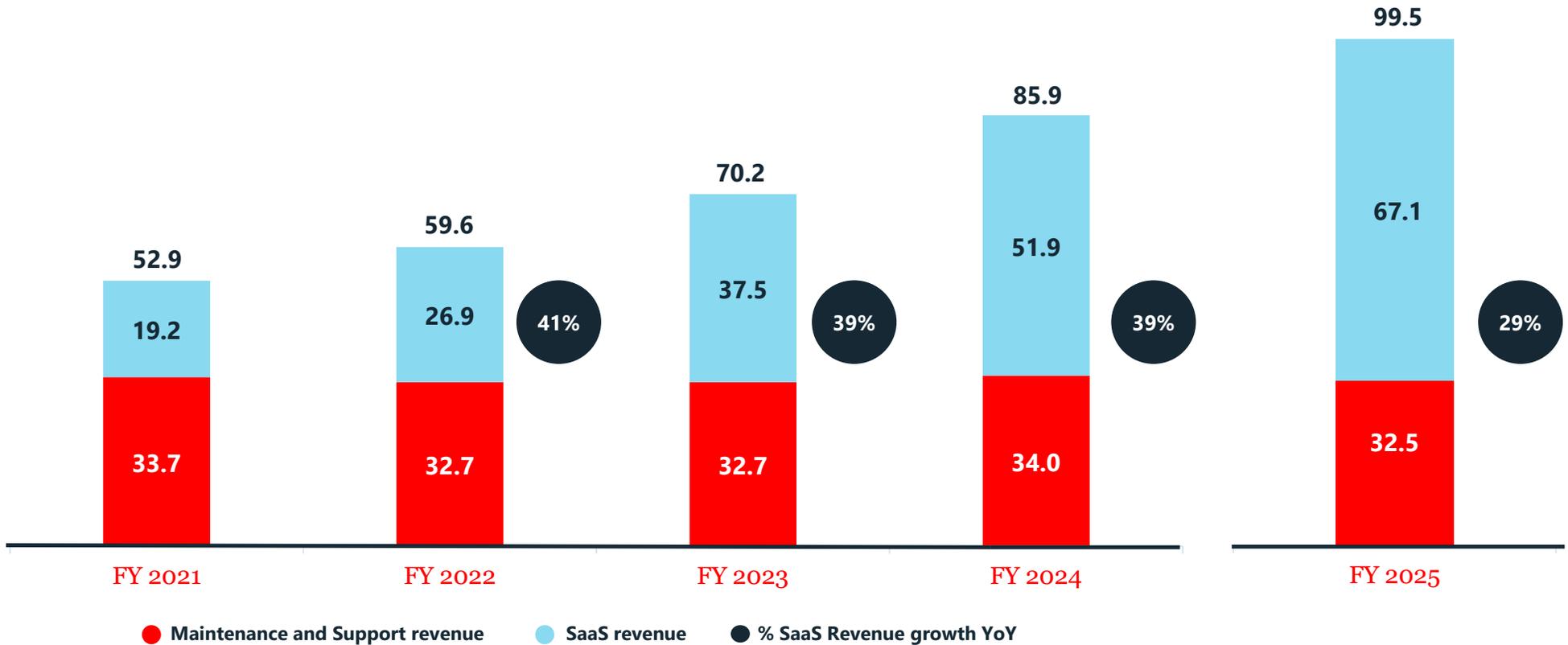
Momentum

Total Revenue (in \$ million)



SaaS growth driving increase in recurring revenue

in \$CAD millions



Customers

Percentage of SaaS annual recurring revenue

Healthcare

77% | 23%

General distribution



Solutions built on experience: Delivering end-to-end solutions with technology and services

Healthcare supply chains are stressed

- Point of use breakdowns
- Volume fluctuations
- IDNs struggling

- Standardization across networks
- Extraordinary pressure on supply chain to deliver
- Regulatory requirements

Result: Healthcare supply chains need solutions urgently

Opportunity: Tecsys is considered the **leader** in solving these issues for IDNs

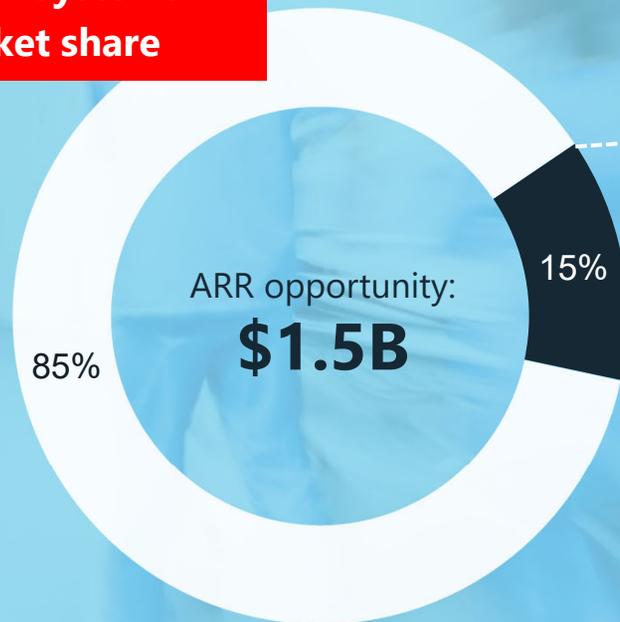
Health Systems market opportunity

Becoming dominant in U.S. Health Systems market – The \$1.5B ARR* opportunity

382

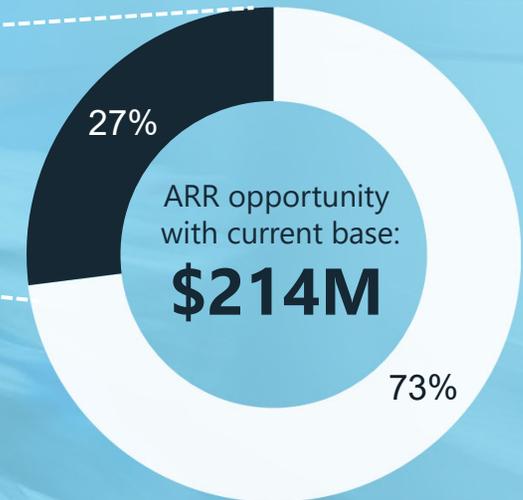
Target Health Systems

Health Systems
market share



■ Market Opportunity ■ Current Share

Base Account
penetration



■ Market Opportunity

Distribution convergence market opportunity – \$6B

ARR opportunity
\$6B

12,000
Total prospects

Industries:

High-volume distribution/wholesalers of hard goods in these specific verticals: General hard goods – agricultural equipment, auto parts, computer equipment, construction materials, consumer packaged goods, electrical and electronics, fulfillment operations, giftware, HVAC, healthcare products, heavy equipment, home products, industrial products, office supplies, service parts, third-party logistics services

\$200M-\$10B+

Target market revenue range

Canada and the U.S.

Delivering exceptional innovation and service together

Partner ecosystem - Accelerate growth

Technology partners

AWS, Workday, Oracle, Shopify, Locus Robotics, Zebra Technologies, SVT Robotics, TraceLink and Matthews Automation

- Complementary solutions
- Specific vertical
- Market reach
- Access to a customer base
- Market share

Advisory and service partners

Deloitte, CGI, KPMG, Bricz, Avalon CSC, RiseNow Consulting, Sequoia Group, Sedlak Supply Chain Consultants, TechSera and Berkeley Research Group (BRG)

- Complementary services
- Aligned vertical focus
- Access to a customer base
- Strong local network
- Resource augmentation

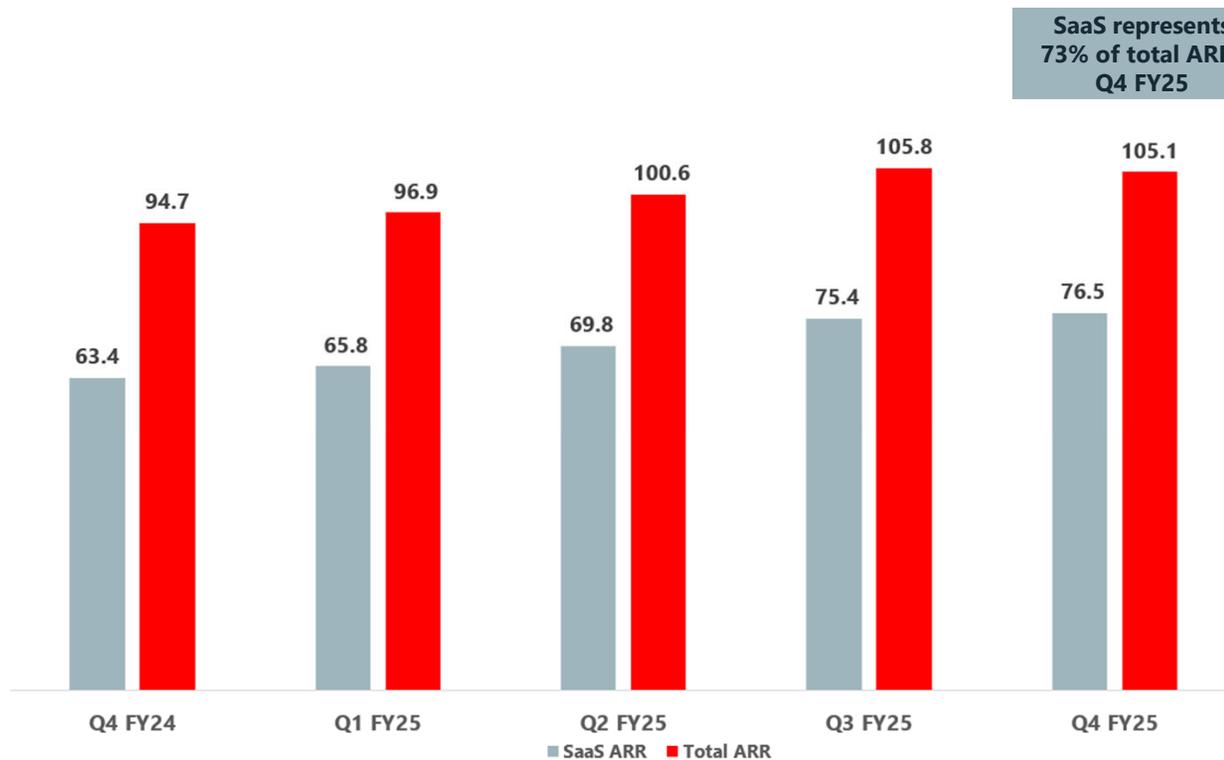
Partner influenced current sales pipeline

Q4 FY25: **29%**



SaaS driving Annual Recurring Revenue (ARR)¹ growth

in \$CAD millions



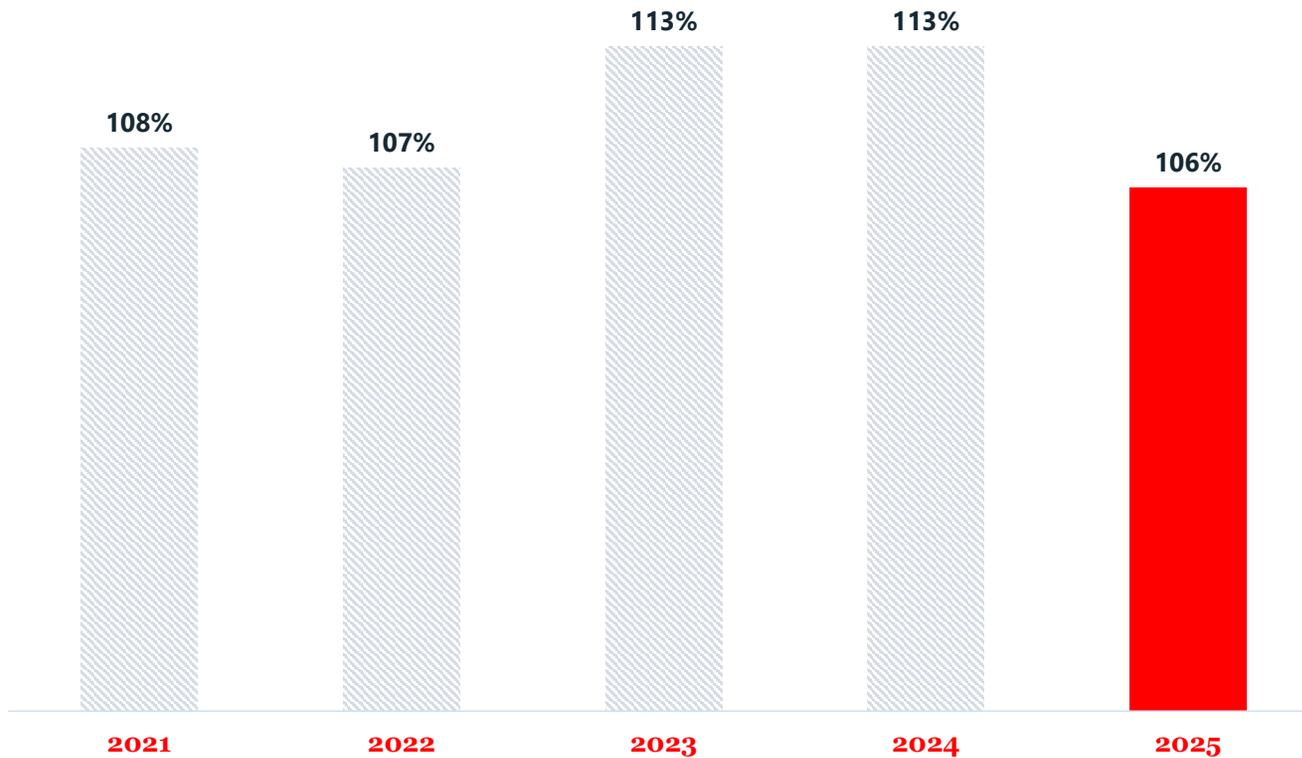
21%

Q4 FY25 SaaS ARR¹ growth YoY (20% on a constant currency basis)

56%

Q4 FY25 recurring revenue as a % of total revenue

Annual Recurring Revenue net retention rate



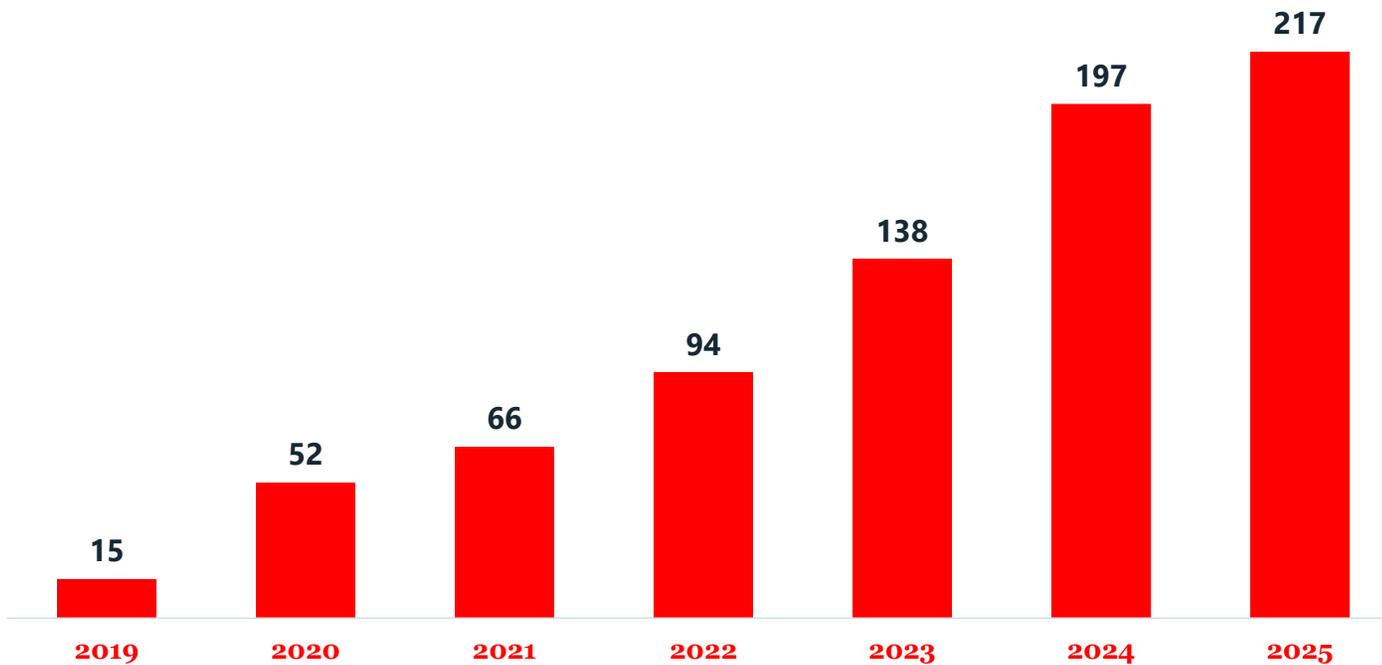
106%

**2025 Recurring
Revenue net
retention rate**

Net Retention = (Existing customer expansion less churn) divided by Beginning period ARR

SaaS Remaining Performance Obligation (RPO)

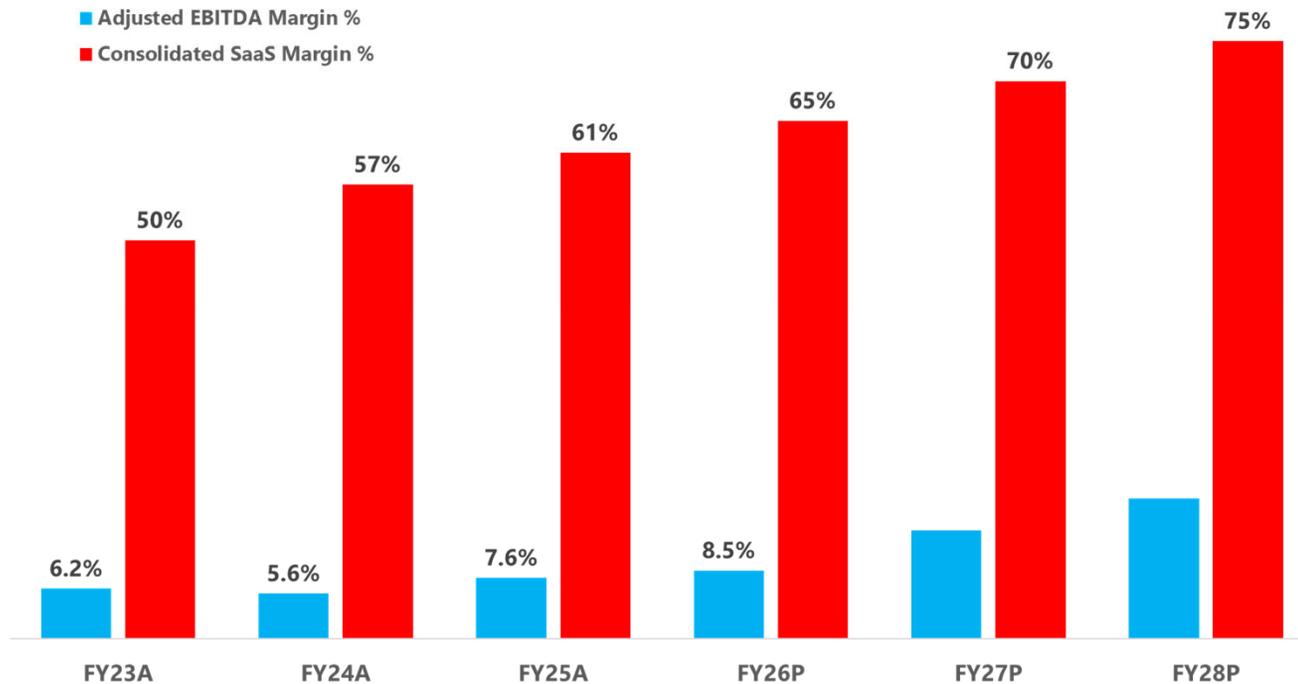
in \$CAD millions



\$217 million
Q4 FY25 SaaS RPO

10%
Q4 FY25 SaaS RPO
YoY Growth (10% on
a constant currency
basis)

Projected* SaaS margin expansion



- Previously sub-scale SaaS business at an inflection point.
- Current Elite product margins on latest infrastructure are running at over 75%.
- AEBITDA FY26P represent guidance mid-point.
- AEBITDA FY27P and FY28P are directional targets.

Financial highlights

in \$CAD thousands except EPS

	Q4 2025		Q4 2024		Δ YoY		Q4 2025 TTM		Q4 2024 TTM		Δ YoY	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
SaaS Revenue	18,375	39%	14,191	32%	4,184	29%	67,071	38%	51,918	30%	15,153	29%
Maintenance and Support Revenue	7,910	17%	8,140	18%	(230)	-3%	32,470	18%	33,957	20%	(1,487)	-4%
Professional Services Revenue	16,213	35%	14,390	33%	1,823	13%	57,665	33%	55,188	32%	2,477	4%
License Revenue	294	1%	282	1%	12	4%	1,811	1%	1,386	1%	425	31%
Hardware Revenue	3,763	8%	6,952	16%	(3,189)	-46%	17,437	10%	28,793	17%	(11,356)	-39%
Total Revenue	46,555	100%	43,955	100%	2,600	6%	176,454	100%	171,242	100%	5,212	3%
Cost of Revenue	22,712	49%	23,341	53%	(629)	-3%	91,161	52%	92,853	54%	(1,692)	-2%
Gross Profit	23,843	51%	20,614	47%	3,229	16%	85,293	48%	78,389	46%	6,904	9%
Sales & Marketing	9,695	21%	8,437	19%	1,258	15%	36,152	20%	32,976	19%	3,176	10%
General and Administration	3,373	7%	3,264	7%	109	3%	12,646	7%	11,844	7%	802	7%
Research and Development	7,665	16%	7,435	17%	230	3%	29,315	17%	29,514	17%	(199)	-1%
Restructuring Costs	-	0%	2,122	5%	(2,122)	-100%	0	0%	2,122	1%	(2,122)	-100%
Operating Expenses	20,733	45%	21,258	48%	(525)	-2%	78,113	44%	76,456	45%	1,657	2%
Profit (loss) from Operations	3,110	7%	(644)	-1%	3,754	n.m.	7,180	4%	1,933	1%	5,247	271%
Net Profit	1,710	4%	259	1%	1,451	560%	4,459	3%	1,849	1%	2,610	141%
Adjusted EBITDA	4,305	9%	2,780	6%	1,525	55%	13,373	8%	9,614	6%	3,759	39%
EPS Basic	0.12		0.02		0.10	500%	0.30		0.13		0.17	131%
EPS Diluted	0.11		0.02		0.09	450%	0.30		0.13		0.17	131%
SaaS ARR Bookings	6,487		8,010		(1,523)	-19%	17,318		18,554		(1,236)	-7%
Total Annual Recurring Revenue							105,141		94,680		10,461	11%
SaaS Backlog							216,657		196,940		19,717	10%
Professional Services Backlog							48,949		32,146		16,803	52%
SaaS Annual Recurring Revenue							76,515		63,442		13,073	21%

Refer to April 30, 2025, Management Discussion and Analysis "Non-IFRS Performance Measures"

Refer to April 30, 2025, Management Discussion and Analysis "Key Performance Indicators"

Corporate overview

\$629M

Market cap**
14.8M S/O

TMX

Symbol TCS

33¢

Dividend per year*

17%

Insider ownership**

Brokerage coverage

- Cormark Securities Inc.
- National Bank Financial
- Raymond James
- Stifel
- Ventum Financial

* Last twelve months, April 30, 2025

** On April 30, 2025

Reasons to invest

Cloud-based

Operates a **single cloud-based platform** that services two major supply chain market segments

\$1.5B ARR TAM

Greenfield **opportunity in healthcare** with the potential to dominate a global \$1.5B ARR TAM

\$6B ARR TAM

Disruptor **opportunity in complex distribution** as retail, 3PL, and distributors modernize and replace legacy systems. \$6B ARR TAM

29% SaaS revenue growth

LTM April 30, 2025, YoY SaaS revenue growth of 29%

3.0x NTM EV/sales

Trading at 3.0x NTM EV/sales, a 72% discount to its closest comparable MANH



Thank you

