



Investor Presentation Q1 FY2026

TRUSTED TO DELIVER. **BUILT FOR GROWTH.**





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

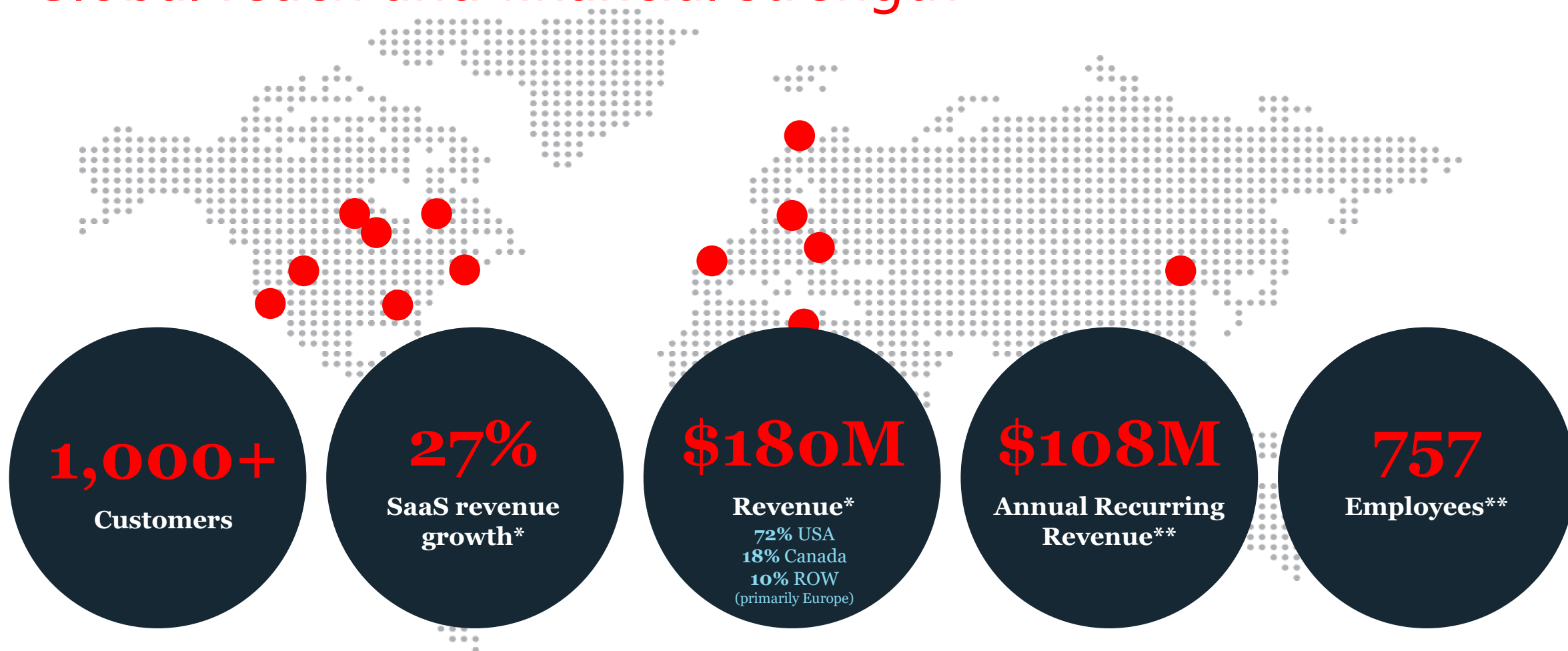
40%

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

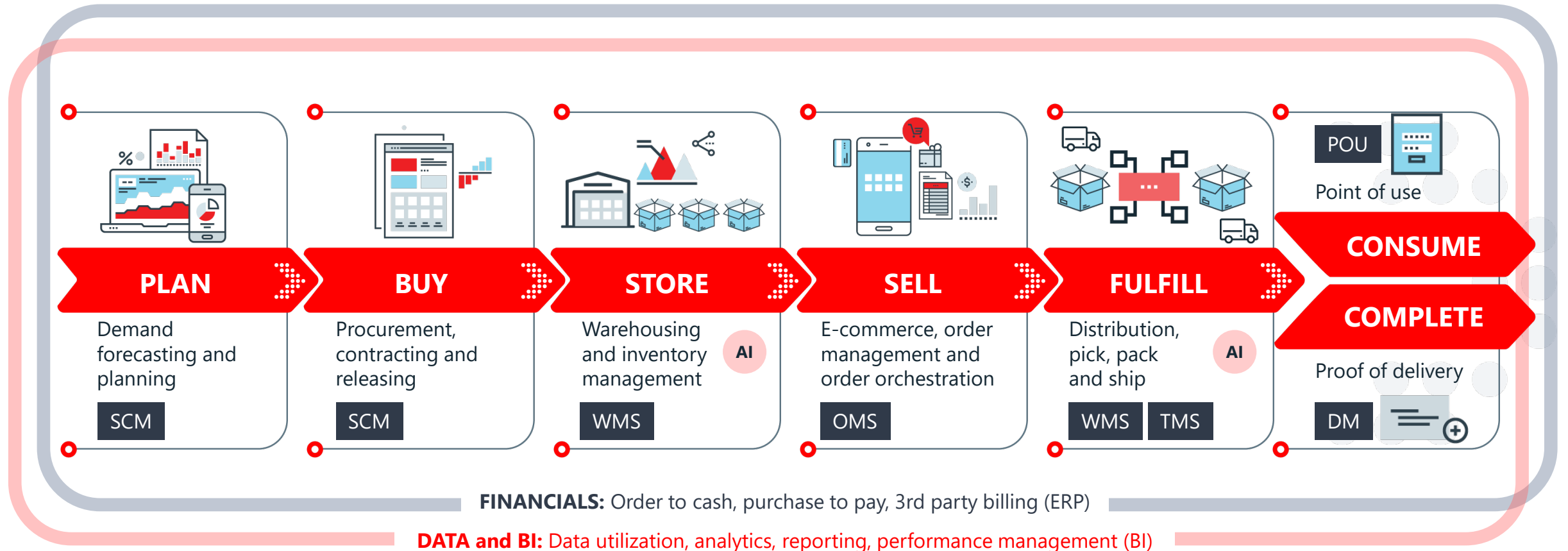


* Last twelve months, July 31, 2025

** On July 31, 2025

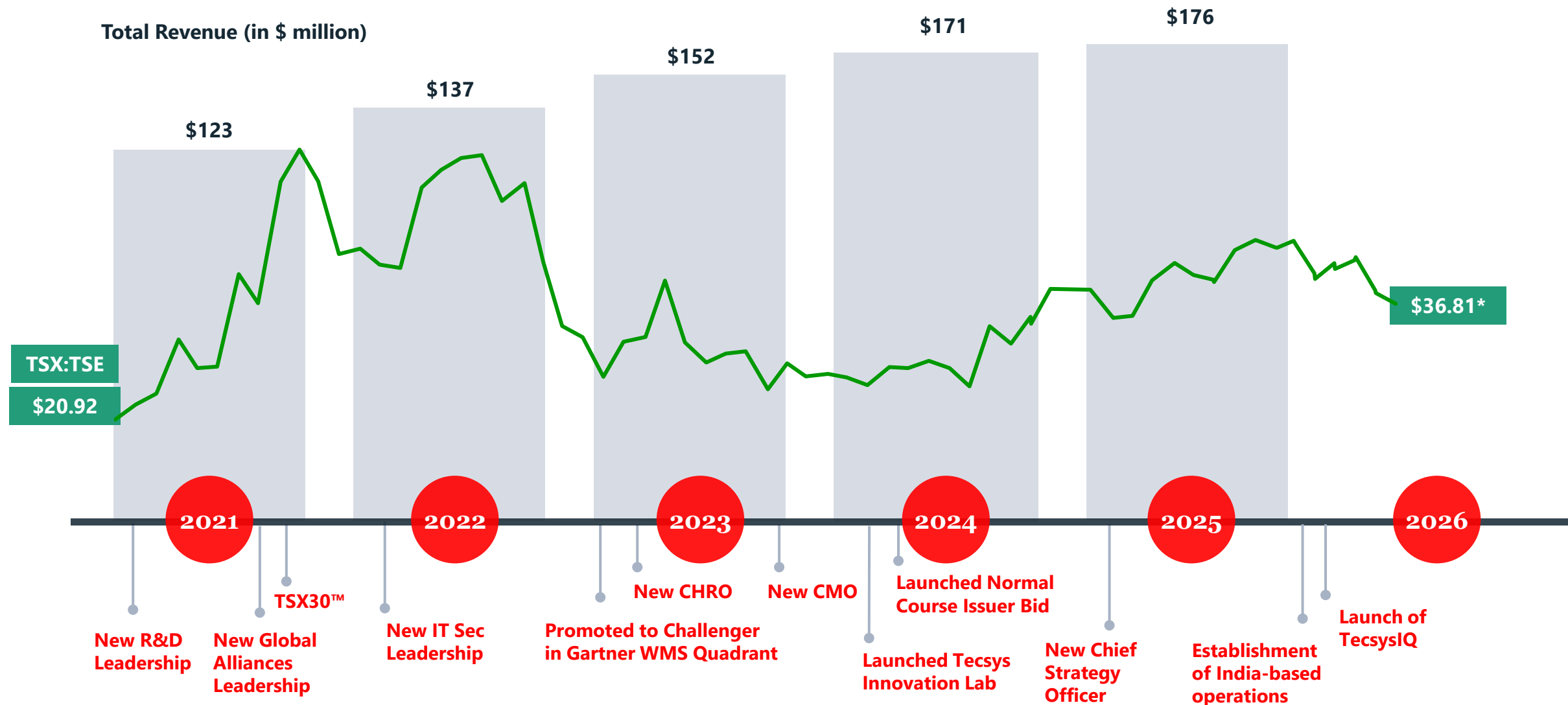
End-to-end integrated supply chain management solutions

A platform for success



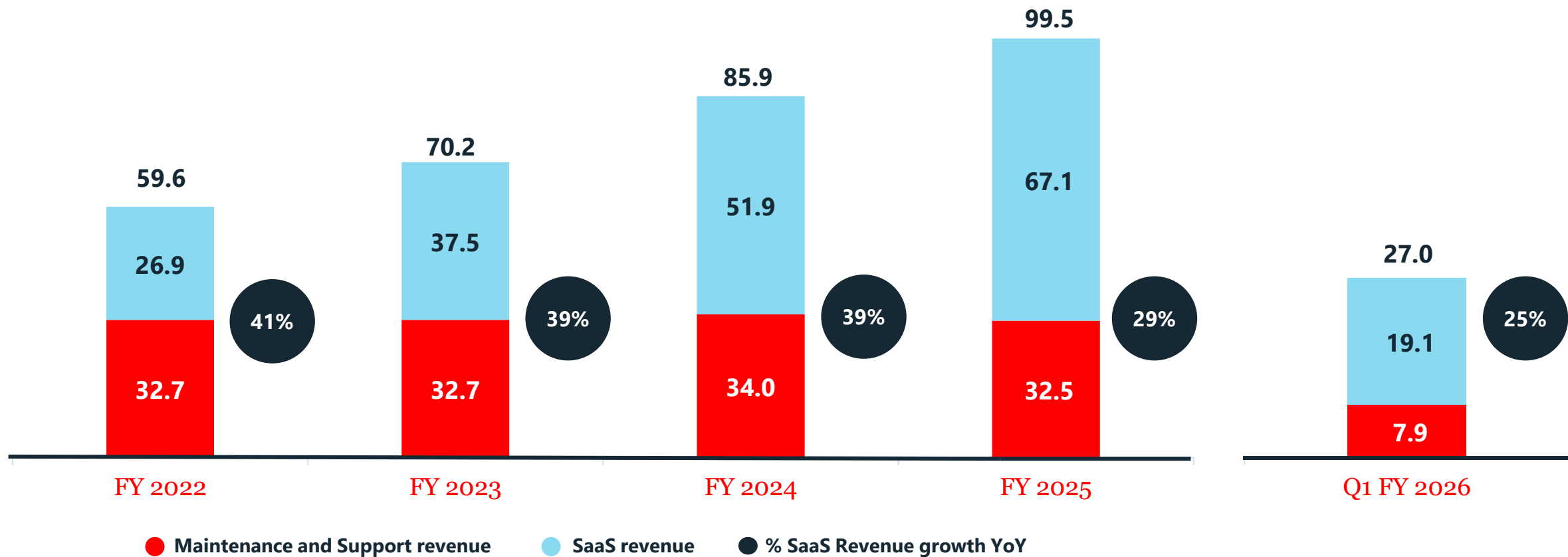
Momentum

Total Revenue (in \$ million)



SaaS growth driving increase in recurring revenue

in \$CAD millions



Customers

Healthcare

Percentage of SaaS annual
recurring revenue

78% | 22%

General distribution



McLeod Health



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

Total supply chain software ARR market size

Target addressable market

GENERAL
DISTRIBUTION

\$9.6B

U.S./CAN: \$6B
W. EU: \$3.6B

HEALTH SYSTEMS
AND PROVIDERS

\$2.7B

U.S./CAN

Total market
ARR

\$12.3B



Western European market estimated at 60% of U.S./Canada market

Narrowing our focus: End-to-end healthcare supply chain

Key segments within total addressable market



U.S. health systems and providers market opportunity

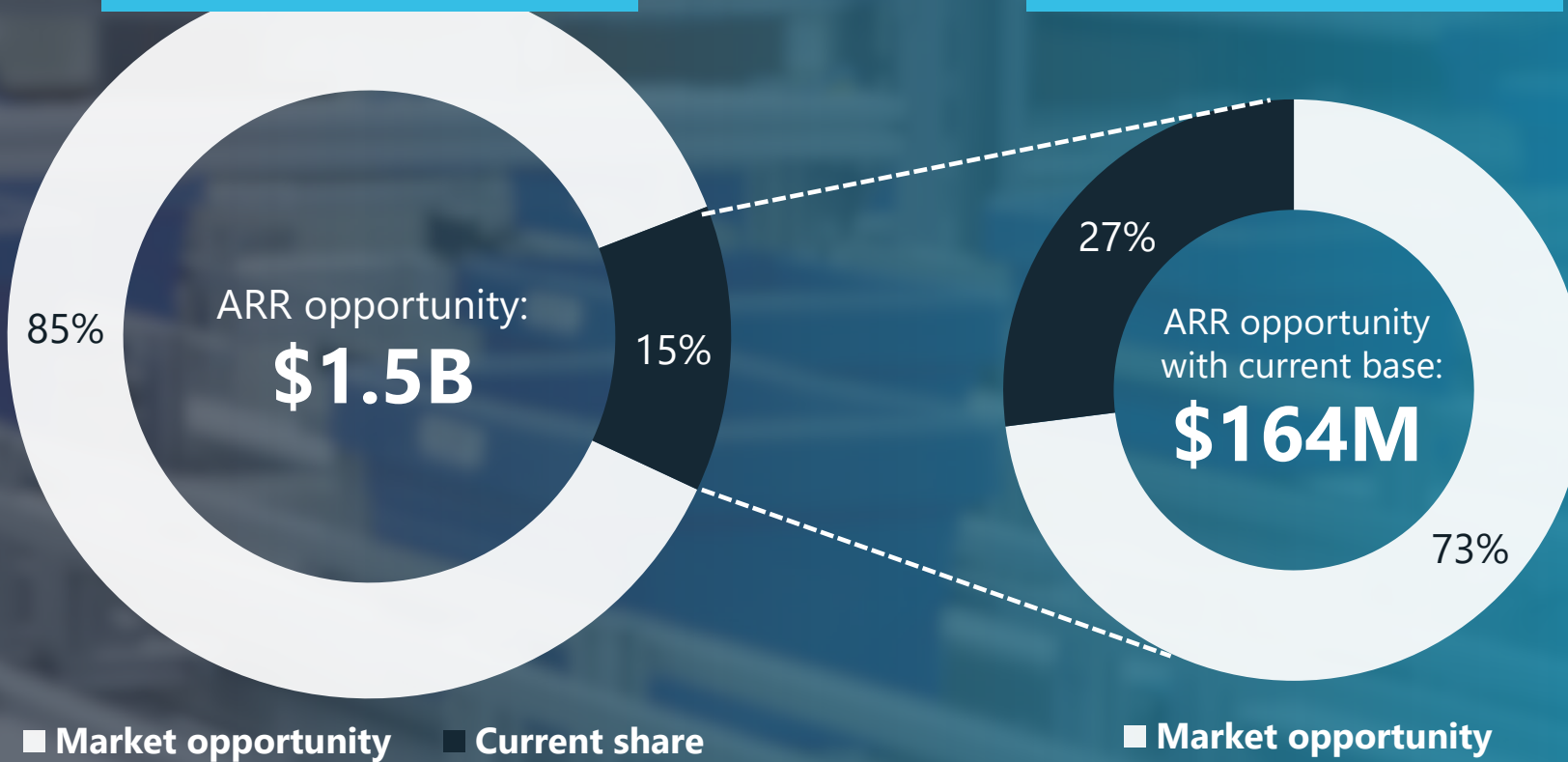
Becoming dominant in U.S. health systems market: The \$1.5B ARR* opportunity

382

Target health systems

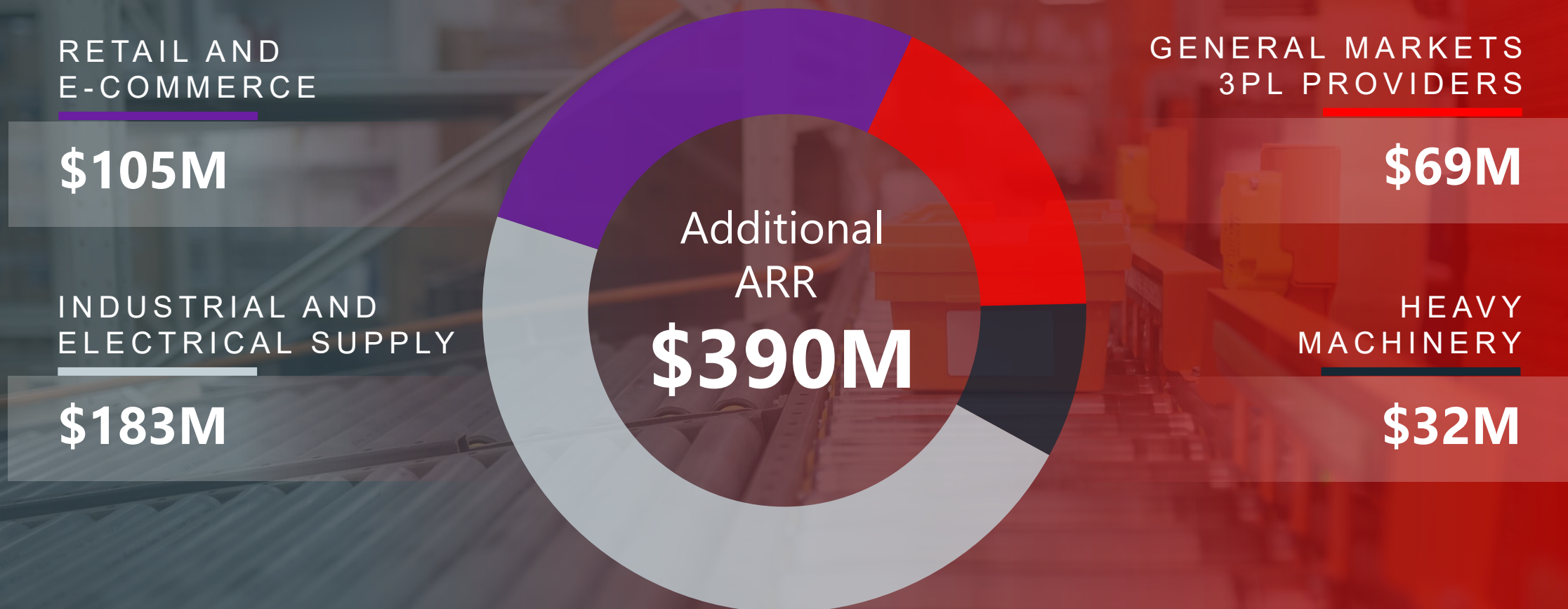
Health systems
market share

Base account
penetration



Additional ARR from markets where we excel

Opportunities within selected non-healthcare market segments in U.S., Canada and Western Europe



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

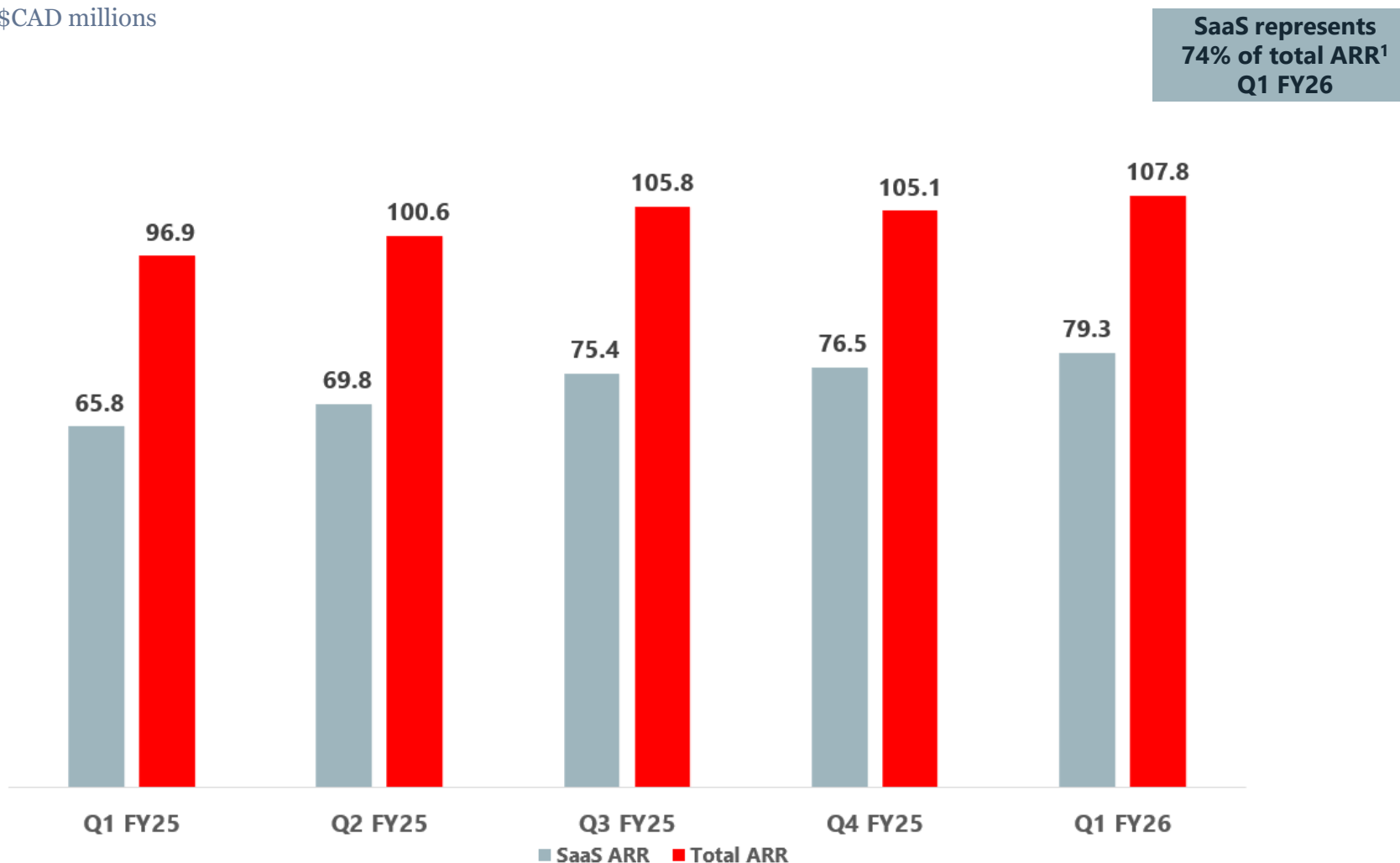
Partner influenced current sales pipeline

Q1 FY26: 29%



SaaS driving Annual Recurring Revenue (ARR)¹ growth

in \$CAD millions



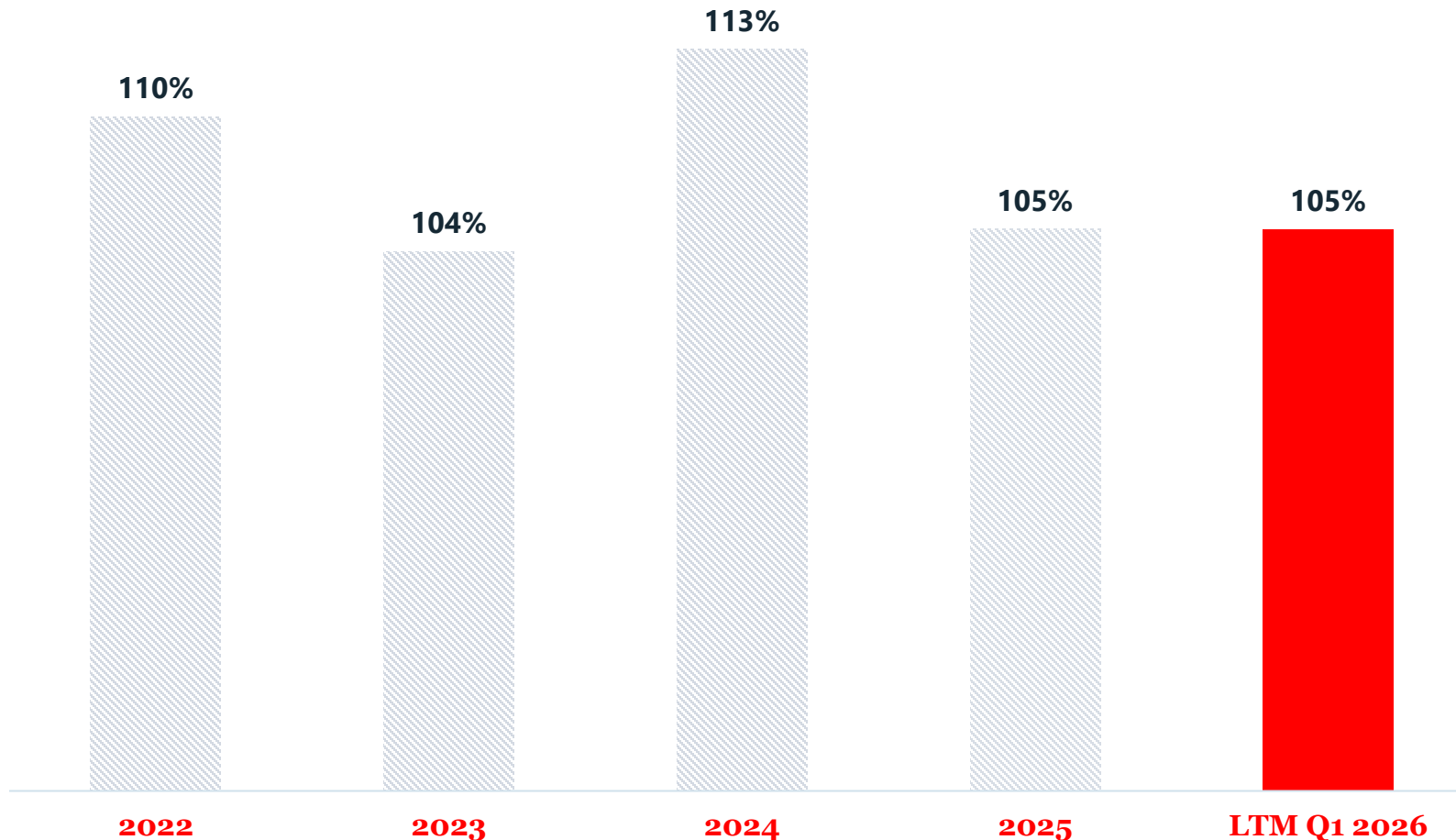
21%

Q1 FY26 SaaS ARR¹
growth YoY

59%

Q1 FY26 recurring
revenue as a % of
total revenue

SaaS Annual Recurring Revenue Net Retention Rate



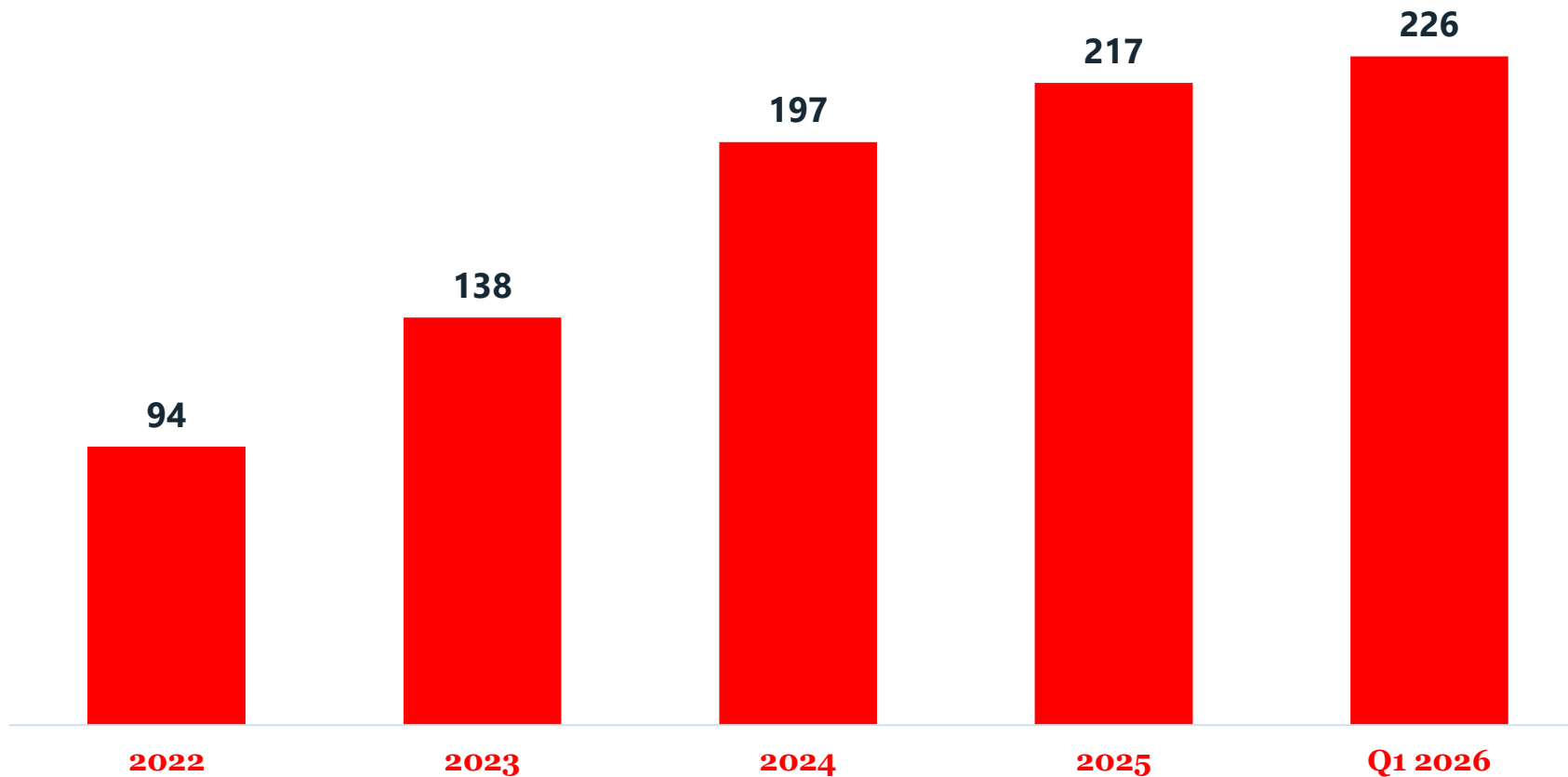
105%

**LTM Q1 2026 SaaS
Recurring Revenue
net retention rate**

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

SaaS Remaining Performance Obligation (RPO)

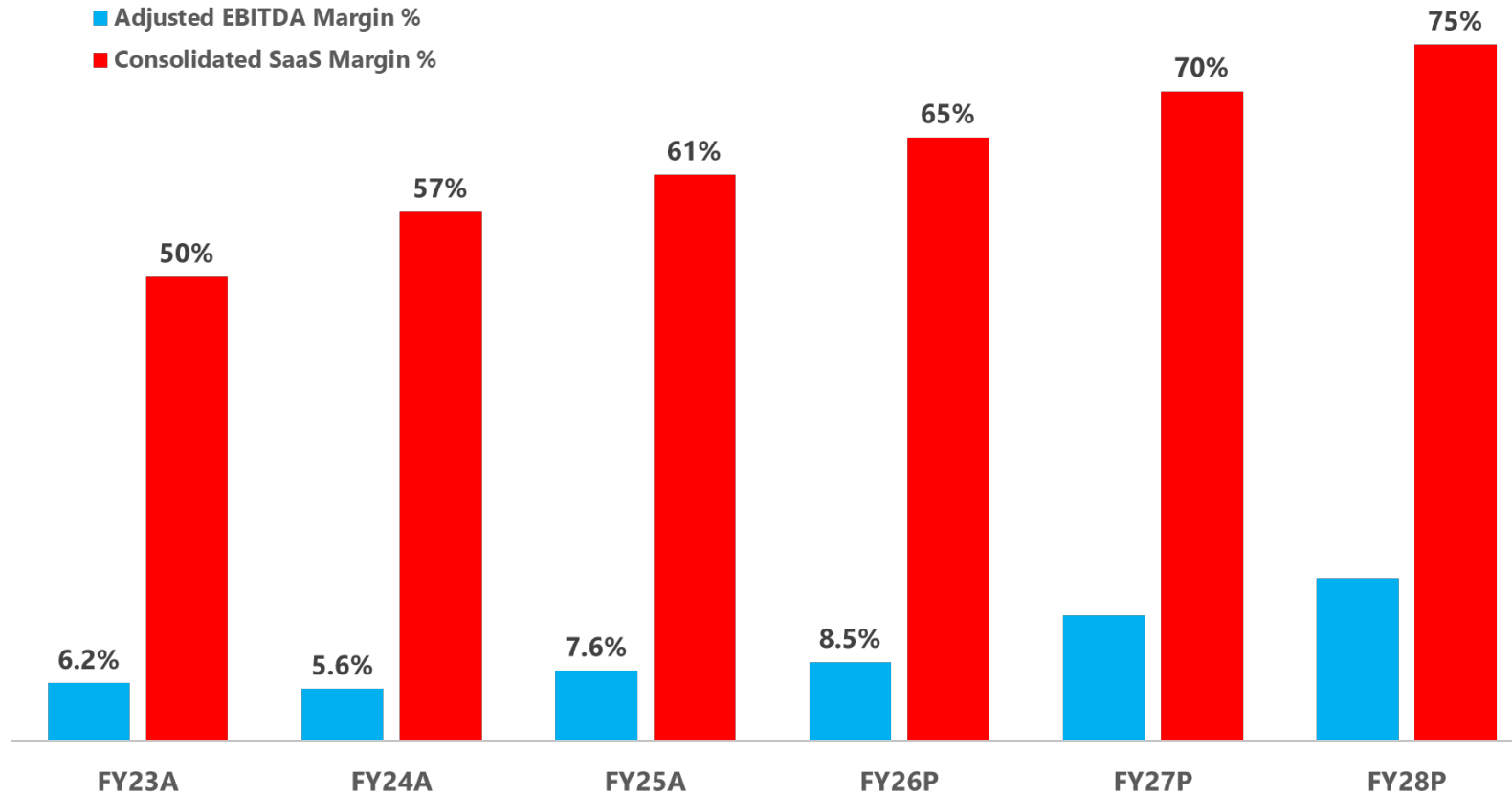
in \$CAD millions



16%

Q1 FY26 SaaS RPO
YoY Growth

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

	Q1 2026		Q1 2025		Δ YoY		Q1 2026 TTM		Q1 2025 TTM		Δ YoY	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
SaaS Revenue	19,139	42%	15,314	36%	3,825	25%	70,896	39%	55,737	32%	15,159	27%
Maintenance and Support Revenue	7,857	17%	8,715	21%	(858)	-10%	31,612	18%	34,374	20%	(2,762)	-8%
Professional Services Revenue	16,039	35%	13,387	32%	2,652	20%	60,317	33%	53,667	31%	6,650	12%
License Revenue	89	0%	861	2%	(772)	-90%	1,039	1%	1,791	1%	(752)	-42%
Hardware Revenue	2,836	6%	3,999	9%	(1,163)	-29%	16,274	9%	25,974	15%	(9,700)	-37%
Total Revenue	45,960	100%	42,276	100%	3,684	9%	180,138	100%	171,543	100%	8,595	5%
Cost of Revenue	22,392	49%	22,548	53%	(156)	-1%	91,005	51%	92,926	54%	(1,921)	-2%
Gross Profit	23,568	51%	19,728	47%	3,840	19%	89,133	49%	78,617	46%	10,516	13%
Sales & Marketing	10,316	22%	8,352	20%	1,964	24%	38,116	21%	33,657	20%	4,459	13%
General and Administration	3,385	7%	2,978	7%	407	14%	13,053	7%	11,863	7%	1,190	10%
Research and Development	8,504	19%	7,331	17%	1,173	16%	30,488	17%	29,733	17%	755	3%
Restructuring Costs	-	0%	-	0%	-	-	0	0%	2,122	1%	(2,122)	-100%
Operating Expenses	22,205	48%	18,661	44%	3,544	19%	81,657	45%	77,375	45%	4,282	6%
Profit from Operations	1,363	3%	1,067	3%	296	28%	7,476	4%	1,242	1%	6,234	502%
Net Profit	762	2%	798	2%	(36)	-5%	4,423	2%	1,476	1%	2,947	200%
Adjusted EBITDA	3,214	7%	2,591	6%	623	24%	13,996	8%	9,032	5%	4,964	55%
EPS Basic & Diluted	0.05		0.05		-	0%	0.30		0.10		0.20	200%
SaaS ARR							79,314		65,788		13,526	21%
Total ARR							107,782		96,867		10,915	11%
SaaS RPO							226,349		194,874		31,475	16%
Professional Services Backlog							43,694		35,513		8,181	23%

Refer to July 31, 2025,
Management Discussion
and Analysis "Non-IFRS
Performance Measures"

Refer to July 31, 2025,
Management Discussion and
Analysis "Key Performance
Indicators"

Corporate overview

\$546M

Market cap**
14.8M S/O

TMX

Symbol TCS

34¢

Dividend per year*

16%

Insider ownership**

Brokerage coverage

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

* Last twelve months, July 31, 2025

** On July 31, 2025

Reasons to invest

Cloud-based

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

\$3B ARR TAM

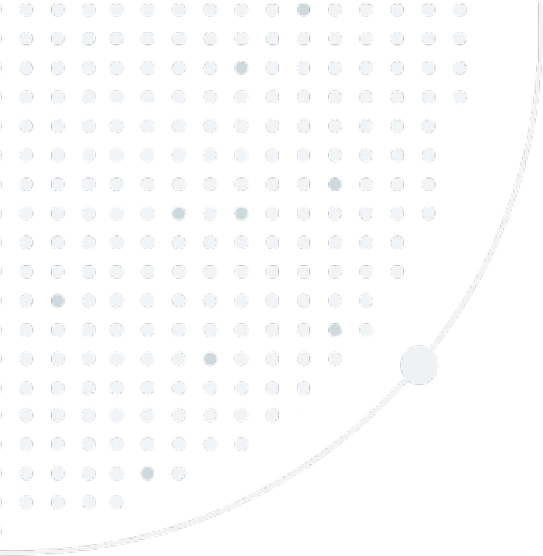
Well positioned to **dominate global \$3B ARR TAM** across health systems and targeted distribution markets

27% SaaS revenue growth

LTM July 31, 2025, YoY SaaS revenue growth of 27%

2.7x NTM EV/sales

Trading at 2.7x NTM EV/sales, a 76% discount to its closest comparable MANH



Thank you

