Forward Looking Statements

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.

All names, trademarks, products and services mentioned are registered or unregistered trademarks of their respective owners.
End-to-end Integrated Supply Chain Management Solutions

SUPPLIERS

Financial Management

Demand Planning

Procurement & Inventory

Warehouse

Transportation

ENTERPRISE SYSTEMS

3RD Party Billing

Sales Order to Cash

Point of Use

PARTNERS

Collaboration

CUSTOMERS

EXECUTE | ADAPT | SCALE | EXPAND

ANALYTICS

END-TO-END TO CASH
1,200+ customers

Healthcare  |  Complex Distribution  |  Retail Brand Convergence

Visionary Provider of SCM Technology

Heavy Equipment Dealers  |  Health Systems  |  3PL Providers  |  Wine and Spirits
Solid Sustaining Growth in Complex Distribution

$1.6B
Market in 2019

14%
SCM Growth through 2023*

Source: International Warehouse Logistics Association (IWLA), Warehousing Education and Research Council (WERC), American Production and Inventory Control Society (APICS), European Logistics Association (ELA), Company Websites, Expert Interviews, White Papers, and MarketsandMarkets Analysis
B2B and B2C Marketplace Convergence

- Seismic shift happening in retail
- Consumers demand products faster

- Businesses/trading partners expect the same
- Extraordinary pressure on supply chain to deliver

**Result:** Retail is at a crossroads and in need of answers

**Opportunity:** Tecsys is well-positioned to solve these challenges
Building Market Leadership through Innovation

Visual Logistics
Visual images and instructions delivered via RF

Cloud-based OneSprint
WMS system in the cloud for faster implementation

Mobile-Enabled
Delivery management designed for mobile
Leveraging Technology and Expertise in a New Vertical

Healthcare SCM
The next wave of sector-wide process improvement

Drivers:
- Regulatory Compliance
- Mergers & Acquisitions
- Affordable Care Act
- Sustaining Operating Margin
SCM Impact on Healthcare Costs

5-15% in SCM savings improves Operating Margin by 3-8%
Extending our Reach in Health Systems

500
Target Health Systems

38%
of Total Bookings

Health Systems
Market Share

Market Opportunity: $9.6B

93%

7%

Base Account
Penetration

Addressable Opportunity with Current Base: $630M

17%

83%
Tecsys and UNC

12 Hospitals
2,675 Staffed Beds
249 Operating Rooms

56 Clinics
9.5 Billion in Patient Revenue
3.5 Billion in Total Revenue
Why We Win

Tecsys brings to the table a very important flexibility... it allows us to schedule and allocate resources more efficiently.

“If we anticipate between $8 and $13 million in savings.”

- One of the top 5 U.S. health systems
- 45 acute care and specialty hospitals
- 700 physician practices and outpatient facilities

Tecsys visibility gives us optimal performance at the six-sigma level with less than 5% obsolescence in our supply chain.

“If with the deployment of Tecsys we have been able to capture $14 to $16 million in revenue per year.”

- Not-for-profit community-based health system
- 9 hospitals, 10,000 employees
Steady Revenue Growth

In $CAD Millions

Growth Drivers
Cloud, Maint. and Sub. Revenue
4-year CAGR 12%

Healthcare revenue
4-year CAGR 27%
Healthcare Revenue Growth
In $CAD Millions

Total Revenue
4-year CAGR
11%

Healthcare Revenue
4-year CAGR
27%
IDN Bookings Resuming Growth

In $CAD Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>IDN Bookings Q3 2019 YTD YoY %</th>
<th>Total Bookings Q3 2019 YTD YoY %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>45%</td>
<td>52%</td>
</tr>
<tr>
<td>2016</td>
<td>38%</td>
<td>45%</td>
</tr>
<tr>
<td>2017</td>
<td>39%</td>
<td>38%</td>
</tr>
<tr>
<td>2018</td>
<td>30%</td>
<td>39%</td>
</tr>
<tr>
<td>2018 9-months</td>
<td>30%</td>
<td>30%</td>
</tr>
<tr>
<td>2019 9-months</td>
<td>136%</td>
<td>54%</td>
</tr>
</tbody>
</table>
## Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>Q3, 2019</th>
<th>Q3, 2018</th>
<th>Δ YoY</th>
<th>Q3, 2019 TTM</th>
<th>Q3, 2018 TTM</th>
<th>Δ YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$18,792</td>
<td>100.0%</td>
<td>$17,227</td>
<td>100.0%</td>
<td>$72,166</td>
<td>100.0%</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>$9,354</td>
<td>49.8%</td>
<td>$9,107</td>
<td>52.9%</td>
<td>$36,069</td>
<td>50.0%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>$9,438</td>
<td>50.2%</td>
<td>$8,120</td>
<td>47.1%</td>
<td>$36,097</td>
<td>50.0%</td>
</tr>
<tr>
<td>Sales &amp; Marketing</td>
<td>$4,612</td>
<td>24.5%</td>
<td>$3,327</td>
<td>19.3%</td>
<td>$15,831</td>
<td>21.9%</td>
</tr>
<tr>
<td>General and Administration</td>
<td>$3,007</td>
<td>16.0%</td>
<td>$1,591</td>
<td>9.2%</td>
<td>$8,068</td>
<td>11.2%</td>
</tr>
<tr>
<td>Research and Development</td>
<td>$3,506</td>
<td>18.7%</td>
<td>$2,357</td>
<td>13.7%</td>
<td>$11,410</td>
<td>15.8%</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>$11,125</td>
<td>59.2%</td>
<td>$7,275</td>
<td>42.2%</td>
<td>$35,309</td>
<td>48.9%</td>
</tr>
<tr>
<td>Earnings from operations</td>
<td>($1,687)</td>
<td>-9.0%</td>
<td>$845</td>
<td>4.9%</td>
<td>$788</td>
<td>1.1%</td>
</tr>
<tr>
<td>Net earnings</td>
<td>($1,429)</td>
<td>-7.6%</td>
<td>$722</td>
<td>4.2%</td>
<td>$982</td>
<td>1.4%</td>
</tr>
<tr>
<td>Adj. EBITDA *</td>
<td>($98)</td>
<td>-0.5%</td>
<td>$1,312</td>
<td>7.6%</td>
<td>$4,399</td>
<td>6.1%</td>
</tr>
<tr>
<td>EPS (basic)</td>
<td>($0.11)</td>
<td></td>
<td>($0.17)</td>
<td>-283.3%</td>
<td>$0.07</td>
<td></td>
</tr>
<tr>
<td>Bookings **</td>
<td>$17,098</td>
<td></td>
<td>$12,024</td>
<td></td>
<td>$58,694</td>
<td></td>
</tr>
<tr>
<td>Backlog **</td>
<td>$69,323</td>
<td></td>
<td>$41,997</td>
<td></td>
<td>$69,323</td>
<td></td>
</tr>
</tbody>
</table>

* Refer to Q3 FY2019 MD&A “Non-IFRS Performance Measure”
** Refer to 2018 annual report MD&A for definition
*** Recognized $4.6 million of Canadian federal non-refundable R&D tax credit
Acquisition of PCSYS

Description

- Software and hardware solutions for warehouse management, transportation management, and labelling systems
- ~35 employees
- Founded in 1990
- Based in Copenhagen, Denmark

Key Metrics

- Purchase Price: $13.7 M
- Revenue
  - (12-month ended Sept. 30, 2018): $15.4M
- Profit from ops
  - (12-month ended Sept. 30, 2018): $2.0M

Rationale of the Transaction

- Strong local relationship
- Significantly increases odds of IDN wins in Scandinavia
- Solid Profit from Operations and EBITDA
- Opens up higher end of Complex Distribution in North America that requires global footprint
- Provide a competitive WMS for the SMB market in NA
Acquisition of OrderDynamics

**Description**
- Cloud-based Distributed Order Management software
- 50 employees
- Based in Richmond Hill, Ontario
- Key customers include: Ubisoft, Sephora, Uniqlo, Golf Town, Kmart Australia

**Key Metrics**
- Purchase Price: $13.4M
- Revenue
  - (12-month ended March 31, 2018): $5.4M
  - (6-month ended Sept. 30, 2018): $3.2M
- Loss from ops
  - (12-month ended March 31, 2018): ($3.0M)
  - (6-month ended Sept. 30, 2018): ($1.1M)

**Rationale of the Transaction**
- Acquisition of a complementary technology
- Expand omnichannel distribution capabilities for E-commerce companies that have high growth potential
- Leverage OD's global presence (especially in Europe and Australia)
- Strengthen Tecsys offering for the 3PL and retail market
- SaaS-based business model
- Leverage their growing SI partners
Key Strengths

Focus
- Selected markets with deep pockets
- Solutions to the right problem
- Differentiated technology providing unequalled efficiency and visibility

Customization
- Tailored solutions to fit clients’ needs perfectly
- Seamlessly integrated

Expertise
- Experienced workforce
- Clear understanding of sector specific issues
Continued Recognition by Gartner

The vendor offers very differentiated capabilities, domain expertise and customer experience in healthcare provider SCM, with more than 60% of its bookings now in that industry. It also is pursuing a notably unique vision for Omni-Channel concepts applied to pharmacy SCM. The core WMS requirements in these environments are not dramatically different from other industries; however, Tecsys has distinguished itself by adding specialized capabilities, such as integrating WMS upstream into hospitals for automatic replenishment.”

4 Tecsys customers in top 5 - Gartner’s Top 25 Healthcare Supply Chains

Visionary for 5 years consecutively
Near-term Growth Strategies

Healthcare
- Additional POU solutions
- Expand into pharmacy
- Expand into home care

Complex Distribution
- Leverage new leadership with dedicated sales team
- Revitalize and simplify products

Retail Brand Convergence
- Strengthen Tecsys offering for the 3PL and retail market
- Expand omnichannel distribution capabilities

Mergers & Acquisitions
- Strategic tuck-in acquisitions
Tracking Our Progress

8% -12% Topline Growth

Continue Growing

Total Bookings

Enhanced

Operating Leverage

40% Target Annualized Recurring Revenue
Corporate Overview

$179M
Market Cap
13.1M S/O

Symbol
TCS

22¢
Dividend per Year

30%
Insider Ownership

Brokerage Coverage
Beacon Securities
Cormark Securities
Echelon Wealth Partners
GMP Securities
Haywood Securities
LB Securities
NBF

Institutional Holders
EdgePoint
Fiera
FTQ
Mawer
Pembroke
Stableview
Questions & Answers

Thank you