

# sylogist

January 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 with acceleration in Sylogist Gov, 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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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](http://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”, “The Opportunity We See Ahead”, “Why Sylogist? Why Now?”, “Accelerating Partner Attachment”, “Executing Our Partner Strategy”, “Focused Channel & Competitor Displacement Strategy”, “Driving Profitable Growth”, “Margin Expansion” “3 Year 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.

# A Leading Public Sector SaaS Company



*Providing mission critical SaaS solutions to over 2000 customers worldwide*

## Growth Opportunity

TTM: Sept 30, 2024



*K-12  
Education*



*Nonprofits  
and NGOs*



*Government*

16.1K school districts in  
North America<sup>2</sup>

13K US/3K Canada

2.2M non-profits in North  
America

2M US/160K Canada

25K municipalities  
in North America

20K US/5K Canada

**\$64.7M**

*Revenue*

**\$17.9M**

*Adjusted EBITDA*

**65%**

*Recurring  
Revenue*

**28%**

*Adjusted  
EBITDA Margin*

# Sylogist Today: Transformed

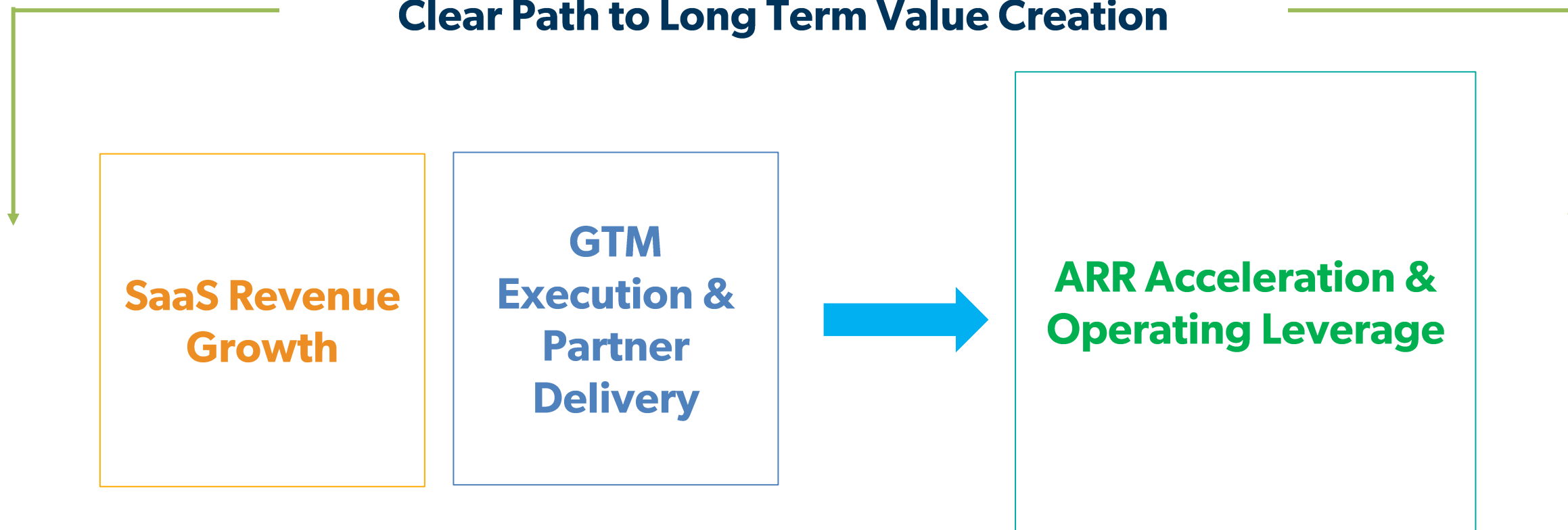


## Purpose Built SaaS Platforms



# The Opportunity We See Ahead

## Clear Path to Long Term Value Creation



# Why Sylogist? Why Now?

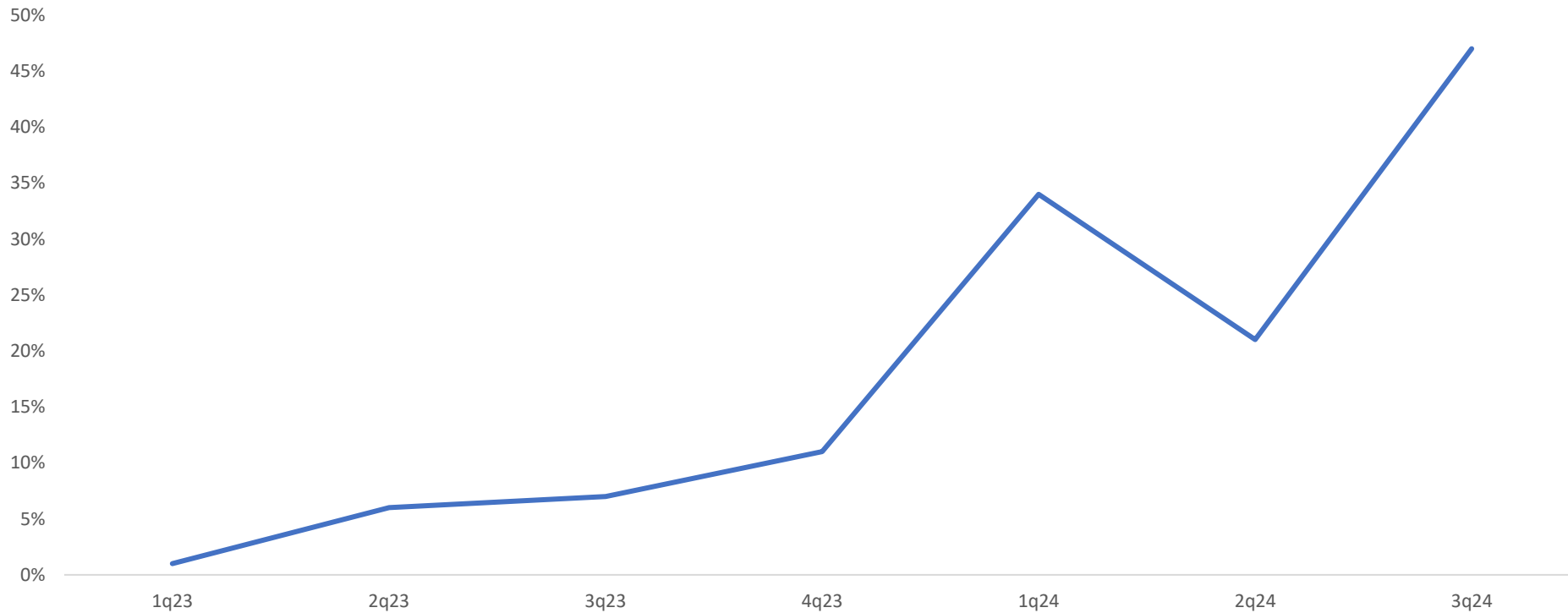
**Strong Market  
Demand**

**Operational  
Excellence**

**Best in Class IP and  
Customer Advocacy**

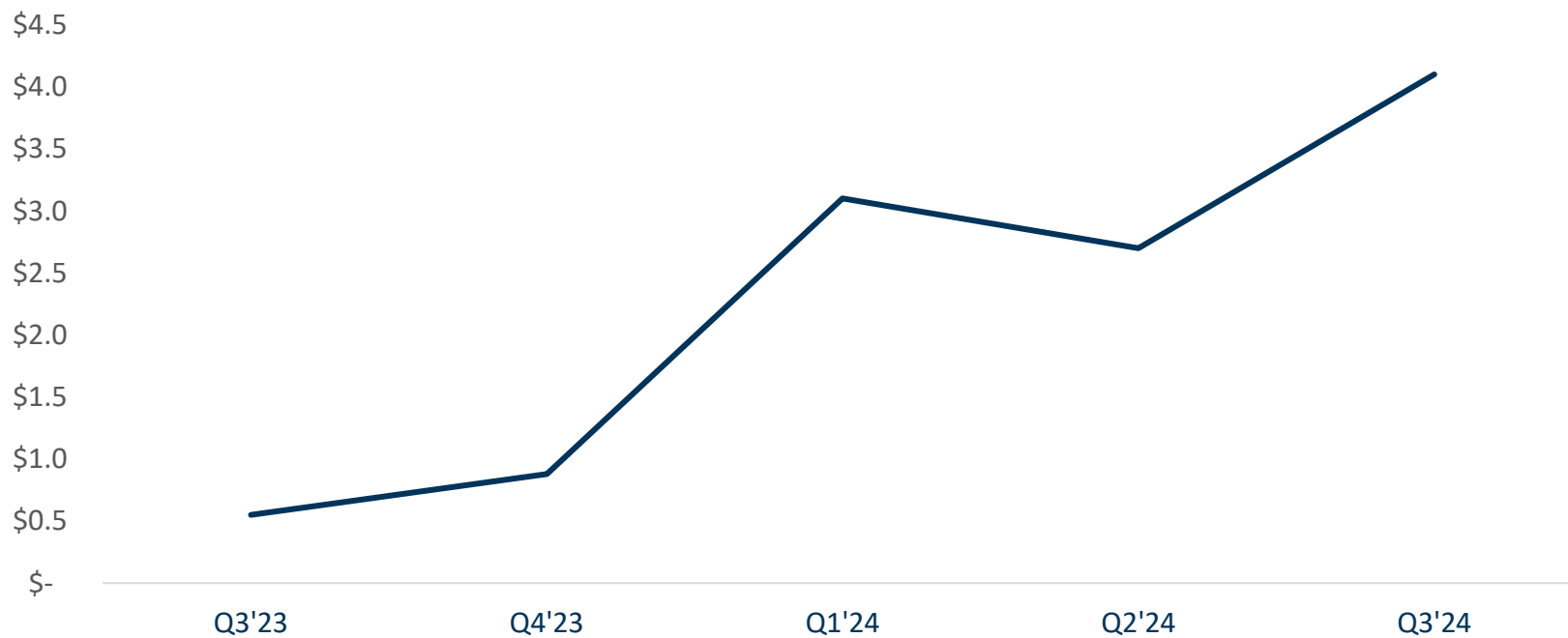
# Accelerating Partner Attachment

Partner Attachment %



# Executing Our Partner Strategy

## Partner-Attached Bookings (\$M)





# Focused Channel & Competitor Displacement Strategy

**>120% YoY qualified pipeline expansion**

**> 60%-win rate**

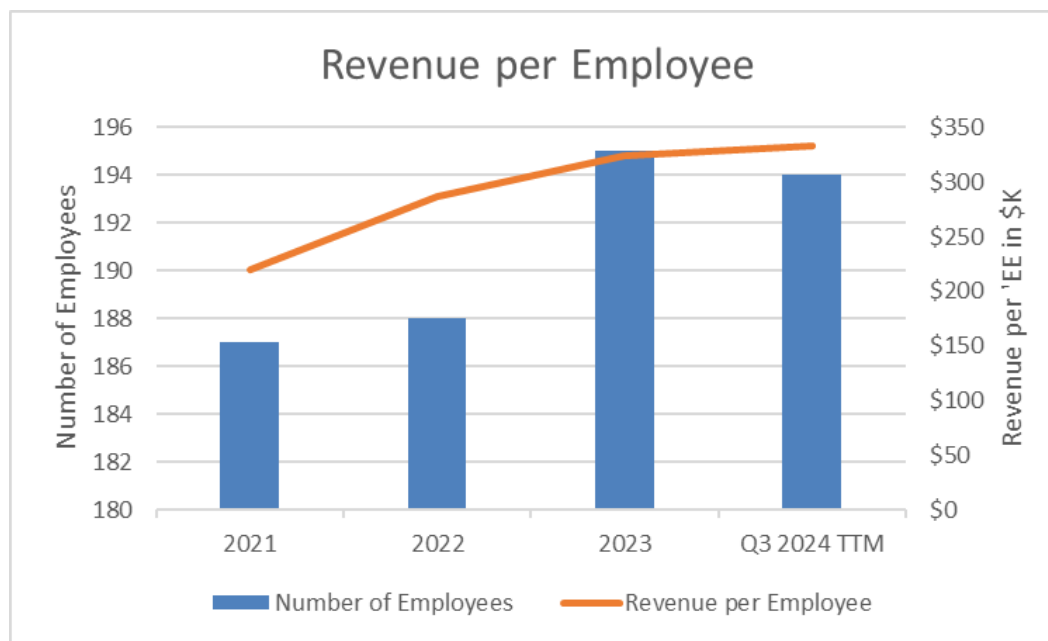
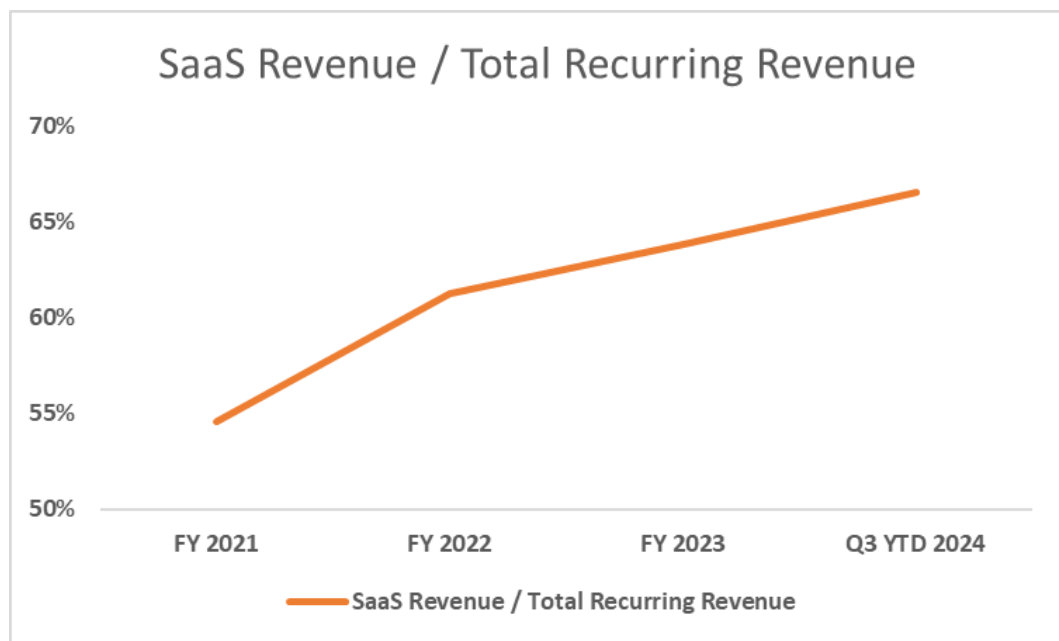
**>45% partner attached bookings**

**Expanding  
pipeline, strong  
win rate and  
partner  
attachment**

# Recent Performance & Outlook



# Driving Profitable Growth



## Our Focus Areas

- ✓ **SaaS ARR**
- ✓ **Partner Enablement**
- ✓ **Margin Expansion**

# 3 Year Outlook

**Y/Y SaaS ARR growth accelerating to 20-25% in FY 2025 and 30-35% in FY 26 & 27**

**Adjusted EBITDA margin ~25% for FY 25 (compressed in H1 and expanding in H2) increasing to the high 20s in FY26 and mid 30s in FY 27**

**Gross Margin expansion to mid 60s by FY 2026 and mid 70s by FY 2027**

**Meaningful Free Cash Flow expansion in FY 26 & 27**



Accelerated Partner Delivery



SaaS ARR growth to drive overall ARR growth with acceleration in Sylogist Gov



Minimal HC additions anticipated



Gross Margin acceleration in FY 2026.

# Disciplined Capital Allocation = Shareholder Value Creation



# Key Success Metrics: All Trending Up

