



Tecsyst Q4 2024 Results Conference Call

Peter Brereton, President & CEO

Mark Bentler, Vice President & CFO

40 YEARS OF GROWTH

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.

More information about the risks and uncertainties associated with Tecsys Inc.'s business can be found in the MD&A section of the Company's annual report and the most recently filed annual information form. These documents have been filed with the Canadian securities commissions and are available on our website (www.tecsys.com) and on SEDAR+ (www.sedarplus.ca).

Q4 FY24 Highlights

Strong Finish

- Bookings record
- RPO
- SaaS milestone

Market Access

- Customer growth
- Market expansion and white space
- Partner impact

Growth and Profitability

- Strategic restructuring
- Strategic leadership

Financial Results Highlights – Q4

in \$CAD thousands

	Q4 FY24	Q4 FY23	Change %
Total Revenue	43,955	41,192	7%
SaaS	14,191	11,133	27%
Maintenance & Support	8,140	7,992	2%
Professional Services	14,390	14,614	(2%)
License	282	529	(47%)
Hardware	6,952	6,924	0%
Gross Profit	20,614	18,364	12%
Margin	47%	45%	
Operating Expenses	21,258	16,974	25%
Net Profit	259	446	(42%)
Per diluted share	0.02	0.03	
Adjusted EBITDA¹	2,780	2,449	14%
Margin	6%	6%	
SaaS ARR Bookings²	8,010	3,857	108%

Q4 FY24 Operating Expenses include \$2.1 million of restructuring costs. These costs are included in Net Profit but excluded from Adjusted EBITDA¹.

¹ See Non-IFRS Performance Measures in Management's Discussion and Analysis of the 2024 Financial Statements

² See Key Performance Indicators in Management's Discussion and Analysis of the 2024 Financial Statements

Financial Results Highlights – Full Year

in \$CAD thousands

	FY24	FY23	Change %
Total Revenue	171,242	152,424	12%
SaaS	51,918	37,476	39%
Maintenance & Support	33,957	32,714	4%
Professional Services	55,188	55,353	0%
License	1,386	3,116	(56%)
Hardware	28,793	23,765	21%
Gross Profit	78,389	66,809	17%
Margin	46%	44%	
Operating Expenses	76,456	63,241	21%
Net Profit	1,849	2,089	(11%)
Per diluted share	0.13	0.14	
Adjusted EBITDA¹	9,614	9,484	1%
Margin	6%	6%	
SaaS ARR Bookings²	18,554	16,392	13%

FY24 Operating Expenses include \$2.1 million of restructuring costs. These costs are included in Net Profit but excluded from Adjusted EBITDA¹.

Financial Guidance

Tecsys is providing financial guidance as follows:

	Current FY25 Guidance	Previous FY25 Guidance	Current FY26 Guidance
Total Revenue Growth	7-9%	n.a.	n.a.
SaaS Revenue Growth	30-32%	n.a.	n.a.
Adjusted EBITDA¹ Margin	8-9%	8-9%	10-11%

Sustained Shareholder Value

On track for continued market growth

Market Opportunity

- Expanded healthcare offering
- Market growth channels
- Widespread buyer intent

Strategic Approach

- Easy to use and recommend
- Stronger partner ecosystem
- Leverage footprint in healthcare

Customer Success

- Prioritize customer satisfaction
- Value delivery
- Customer connectedness



Thank You

