



Tecsyst Q3 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).

Q3 FY24 Highlights

Diversified Markets

- Across-the-board activity
- Healthcare momentum
- Global presence

Growth and Profitability

- Positive margin performance
- Strategic restructuring

Market Leadership

- Partner, customer and prospect enthusiasm
- Robust pipeline

Financial Results Highlights

in \$CAD thousands

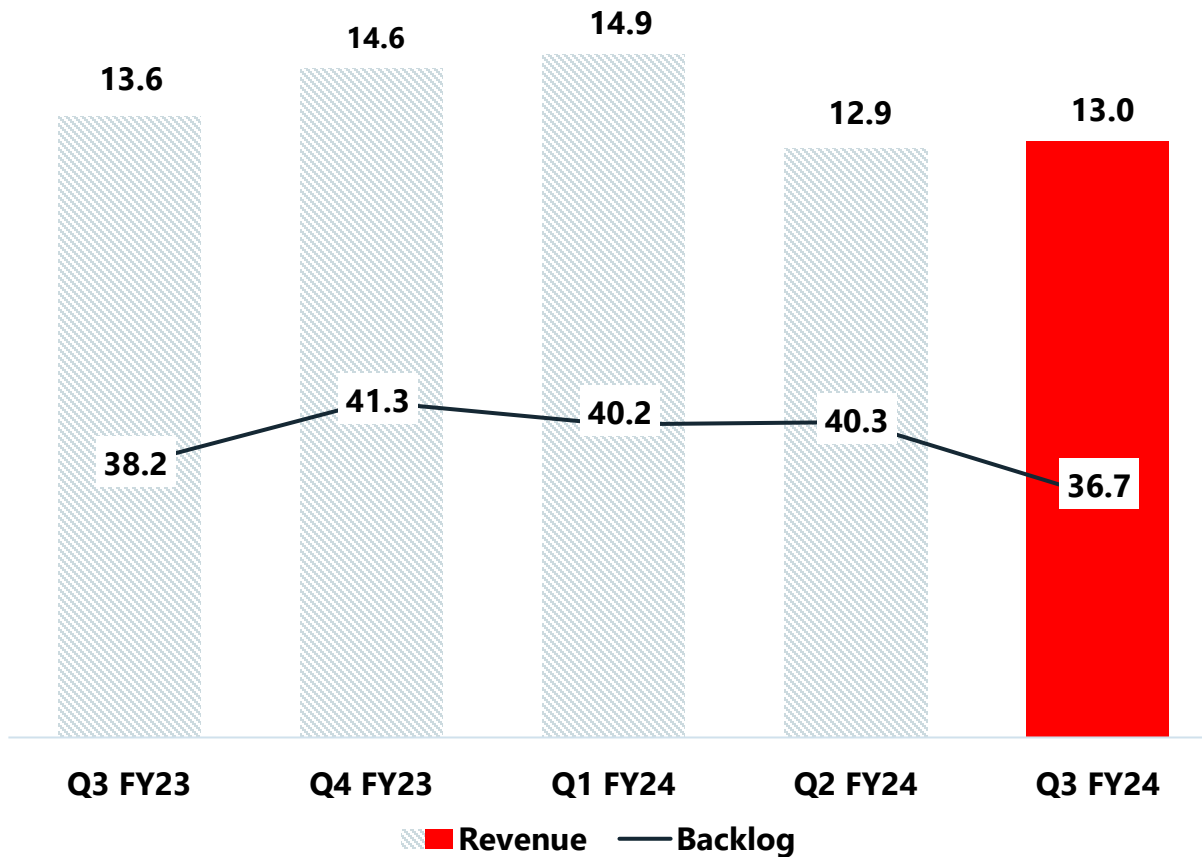
	Q3 FY24	Q3 FY23	Change %
Total Revenue	43,823	38,917	13%
SaaS	14,160	9,544	48%
Maintenance & Support	8,620	8,356	3%
Professional Services	13,021	13,569	(4%)
License	396	1,073	(63%)
Hardware	7,626	6,375	20%
Gross Profit	19,930	17,008	17%
Margin	45%	44%	
Operating Expenses	18,707	15,968	17%
Net Profit	759	888	(15%)
Per diluted share	0.05	0.06	
Adjusted EBITDA¹	2,640	2,774	(5%)
Margin	6%	7%	

Revenue Mix

Q3 FY24		Q3 FY23	
100%		100%	
32%	} 52%	25%	} 46%
20%		21%	
30%		35%	
1%		3%	
17%		16%	

Professional Services Revenue and Backlog¹

in \$CAD millions



- **Backlog remains solid**
- **Increasing project activity, expect some uptick in Professional Services revenue in Q4 FY24**
- **Adequately staffed to drive ~\$15M Professional Services revenue per quarter**

Financial Guidance

Tecsys is revising financial guidance as follows:

	Current FY24 Guidance	Previous FY24 Guidance	Reiterate FY25 Guidance
Total Revenue Growth	11-14%	10-15%	n.a.
SaaS Revenue Growth	37-38%	35-37%	n.a.
Adjusted EBITDA¹ Margin	5-6%	4-6%	8-9%

Sustained Shareholder Value

On Track for Continued Market Growth

Market Opportunity

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

Strategic Approach

- Sustained SaaS momentum
- Stronger partner ecosystem
- Solid footprint in healthcare

Customer Success

- Continuous innovation
- Value delivery
- Customer connectedness



Thank You