

Tecsys Q1 FY2025 Results Conference Call

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A HIGHER STANDARD

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).



Solid performance

- Diversified bookings
- Healthy fundamentals

Q1 FY25 highlights

Market access

- White space penetration
- Pharmacy momentum
- Partner impact

Organizational strategy

- Customer success
- New leadership
- Company culture

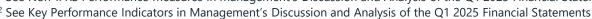


Financial results highlights – Q1

in \$CAD thousands, except EPS

	Q1 FY25	Q1 FY24	Change %
Total Revenue	42,276	41,975	1%
SaaS	15,314	11,495	33%
Maintenance & Support Professional Services License Hardware	8,715 13,387 861 3,999	8,298 14,908 456 6,818	5% (10%) 89% (41%)
Gross Profit Margin	19,728 47%	19,500 46%	1%
Operating Expenses	18,661	17,742	5%
Net Profit Per diluted share	798 0.05	1,171 0.08	(32%)
Adjusted EBITDA ¹ Margin	2,591 6%	3,173 8%	(18%)
SaaS ARR Bookings ²	3,044	1,935	57%

¹ See Non-IFRS Performance Measures in Management's Discussion and Analysis of the Q1 2025 Financial Statements ² See Key Performance Indicators in Management's Discussion and Analysis of the Q1 2025 Financial Statements





Financial guidance

Tecsys is reiterating previously presented financial guidance as follows:

	Reiterate FY25 Guidance	Reiterate FY26 Guidance
Total Revenue Growth	7-9%	n.a.
SaaS Revenue Growth	30-32%	n.a.
Adjusted EBITDA ¹ Margin	8-9%	10-11%



Sustained shareholder value

On track for continued market growth

Market opportunity

Strategic approach

Customer success

- Leverage footprint in healthcare
- Market growth channels
- Widespread buyer intent

- Easy to use and recommend
- Stronger partner ecosystem
- Emphasis on the power of data
- Prioritize customer satisfaction
- Value delivery
- Customer connectedness





