



# 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](http://www.tecsys.com)) and on SEDAR+ ([www.sedarplus.ca](http://www.sedarplus.ca)).

# Q1 FY25 highlights

## Solid performance

- Diversified bookings
- Healthy fundamentals

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

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<sup>2</sup> 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:

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

# Sustained shareholder value

On track for continued market growth

## Market opportunity

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

## Strategic approach

- Easy to use and recommend
- Stronger partner ecosystem
- Emphasis on the power of data

## Customer success

- Prioritize customer satisfaction
- Value delivery
- Customer connectedness



**Thank you**

