



Tecsyst Q2 2024 Results Conference Call

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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).

Q2 FY24 Highlights

Market Strengths

- Strong market position
- Enthusiastic customer base
- Engaged partner community

Industry Momentum

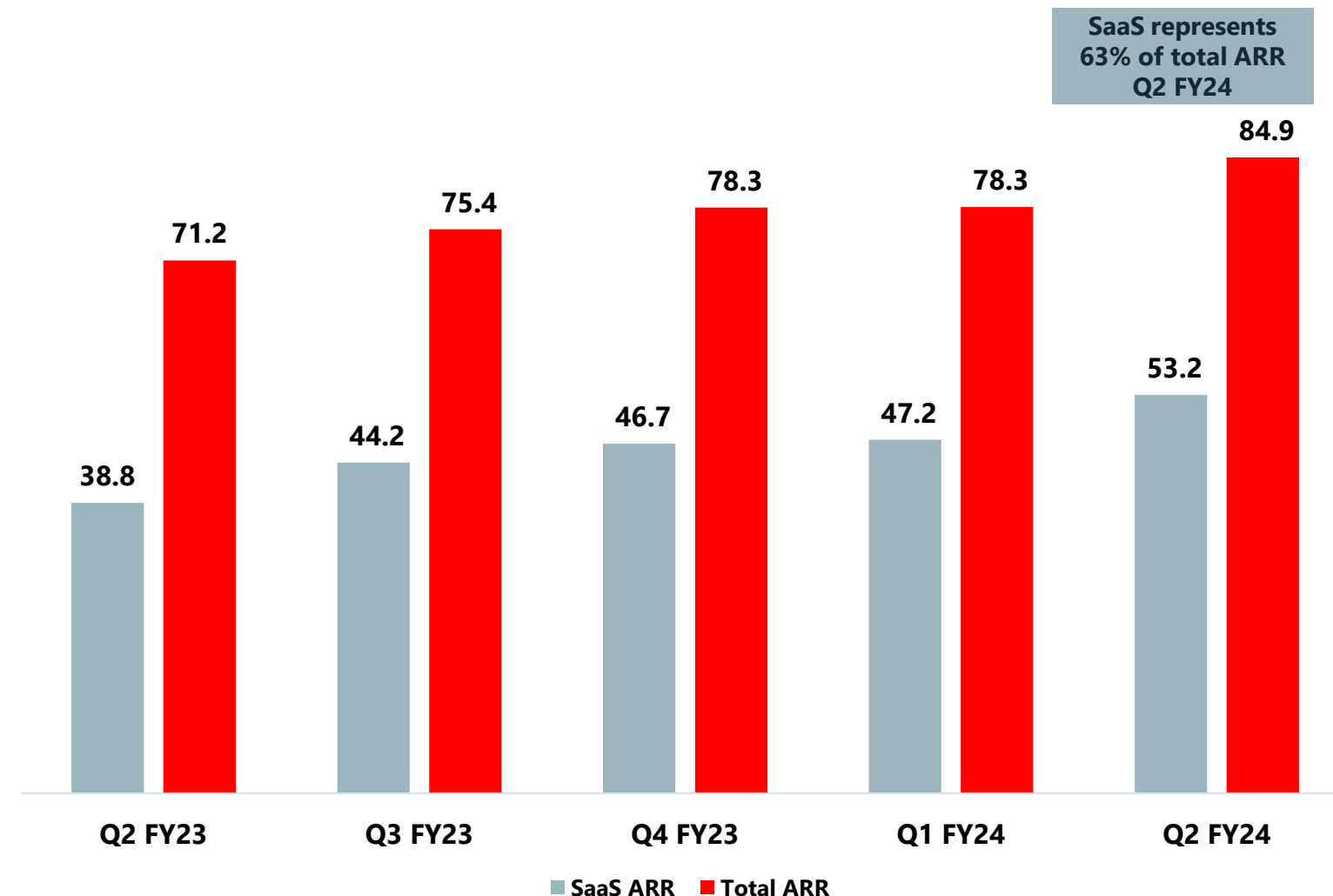
- Investment in innovation
- Encouraging signs from pharmacy
- Strong pipeline across healthcare and distribution

Corporate Strategy

- Launched Normal Course Issuer Bid
- Added to the Board with deep domain expertise

SaaS Driving Annual Recurring Revenue (ARR)¹ Growth

in \$CAD millions



35%

Q2 FY24 SaaS ARR
Constant currency
growth YoY

32%

Q2 FY24 SaaS Remaining
Performance Obligation
(RPO)¹ Constant
currency growth YoY

Financial Results Highlights

in \$CAD thousands

	Q2 FY24	Q2 FY23	Change %
Total Revenue	41,489	38,111	9%
SaaS	12,072	8,798	37%
Maintenance & Support	8,899	8,098	10%
Professional Services	12,869	13,539	(5%)
License	252	1,055	(76%)
Hardware	7,397	6,621	12%
Gross Profit	18,345	16,679	10%
Margin	44%	44%	
Operating Expenses	18,749	15,631	20%
(Loss) Profit	(340)	715	(148%)
Per diluted share	(0.02)	0.05	
Adjusted EBITDA¹	1,021	2,777	(63%)
Margin	2%	7%	

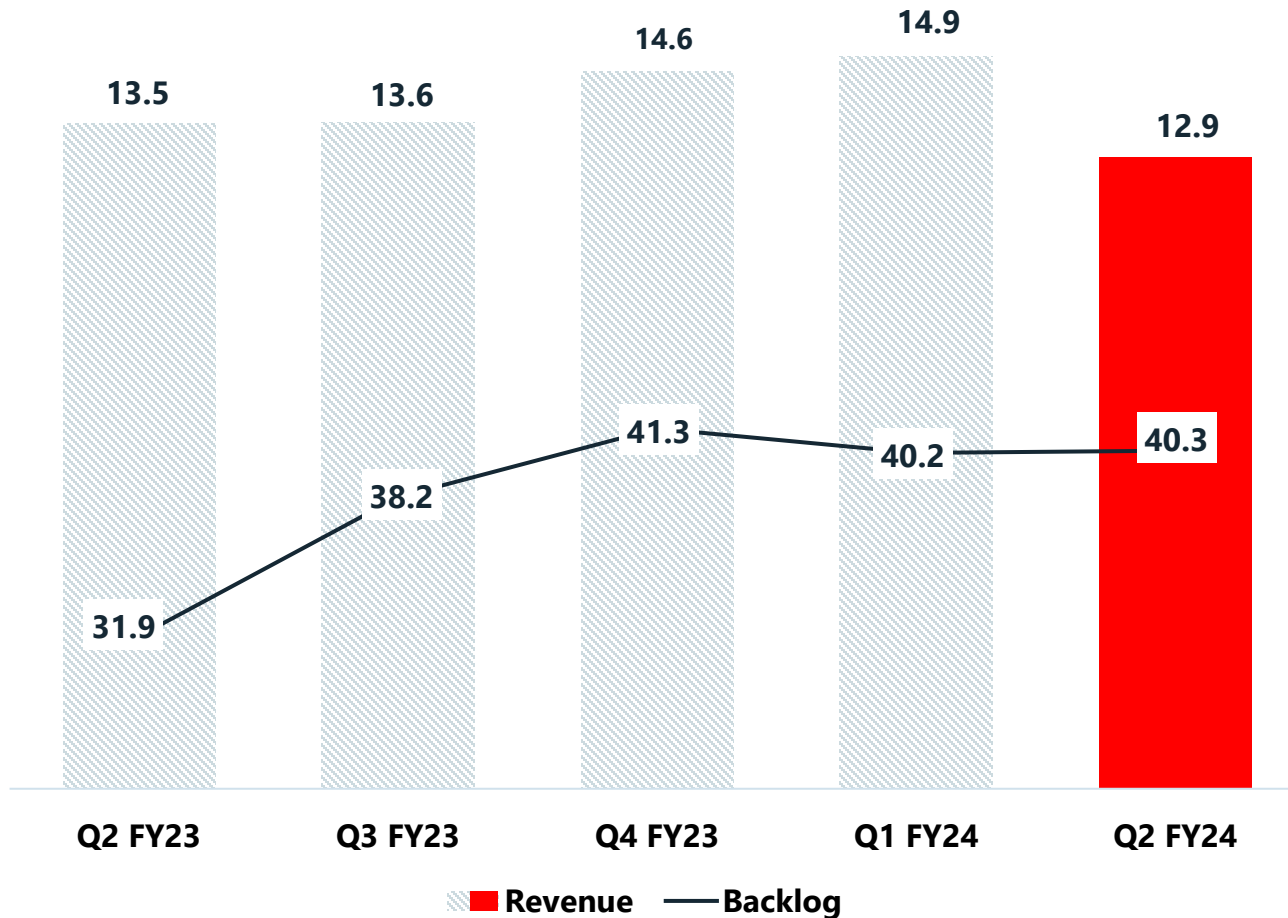
Revenue Mix

Q2 FY24	Q2 FY23
100%	100%
29%	23%
21%	21%
31%	36%
1%	3%
18%	17%

50% 44%

Professional Services Revenue and Backlog¹

in \$CAD millions



- **Solid Backlog**
- **Temporary dip in Professional Services revenue impacted AEBITDA² in Q2 FY24**
- **Adequately staffed to drive \$15M+ Professional Services revenue per quarter**

¹ See Key Performance Indicators in Management's Discussion and Analysis of the Q2 2024 Financial Statements.

² See Non-IFRS Performance Measures in Management's Discussion and Analysis of the Q2 2024 Financial Statements

Financial Guidance

Tecsys is presenting financial guidance as follows:

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

Sustained Shareholder Value

On Track for Continued Market Growth

Healthcare

- Clinically integrated CSC model
- DSCSA tailwind
- Expanded healthcare offering

Converging Distribution

- Growing buyer intent
- Consumer expectations
- Healthy pipeline activity

Quality Revenue Streams

- SaaS revenue momentum
- Stronger partner ecosystem
- Customer-centric innovation



Thank You