

## INVESTOR FACT SHEET

### Delivering Returns

- » TIMIA is a cash flow focused specialty lender
- » Focused on small to medium private software companies
- » Experienced tech VC management team
- » 12 investments since 2015 inception, 5 successful early exits, >25% portfolio IRR
- » Strong portfolio, all payments made on time
- » TIMIA takes security on the cash flow of its portfolio investment companies versus traditional finance companies securing assets alone

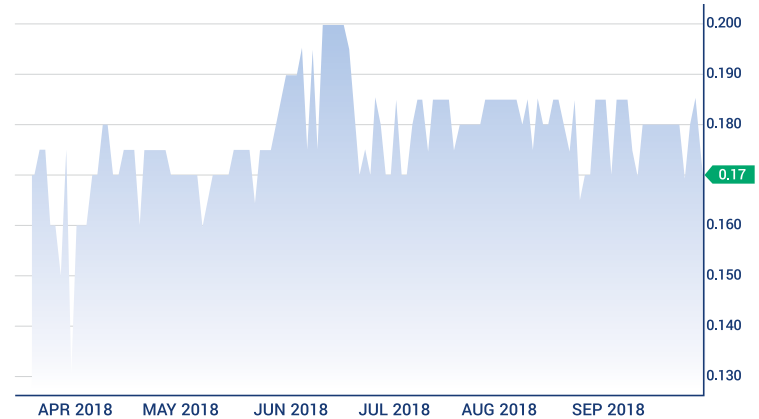
### Recent News

- SEPT 05** TIMIA Capital Increases Investment into HR Performance Management Company, 7Geese Inc.
- AUG 31** TIMIA Capital Announces 5th Successful Exit from Revenue Finance Portfolio and Positive Impact
- AUG 16** TIMIA Capital Increases Investment in Wagepoint
- AUG 09** TIMIA Capital Puts \$2 Million Financing Facility in Place for Ziva Dynamics

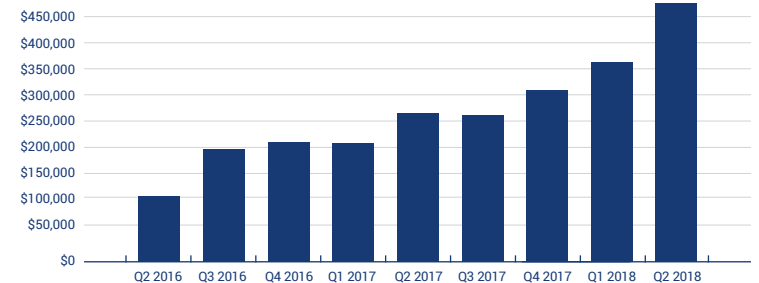
TIMIA Capital Corporation is a specialty finance company that provides revenue financing to technology companies.

### Performance

#### SIX MONTH TIMIA SHARE PRICE



#### REVENUE GROWTH



TIMIA continues to build the value and size of its portfolio by making new investments and follow-on investments in existing portfolio companies, and actively assisting the portfolio companies with their growth plans. During the quarter ended February 28, 2018, TIMIA benefited from increased payments (combined principal and interest) as a result of the revenue growth of its underlying portfolio.

### Strong Forward Momentum

TIMIA has built a strong foundation, proving out its investment model and building scalable back-office systems. TIMIA looks forward to scaling its assets and investments rapidly, leveraging the solid platform it has built.



#### SAMPLE OF PORTFOLIO INVESTMENTS



Predictable Revenue



\*Since inception in 2015

## Key Financial Metrics

YEAR END NOVEMBER 30

\* Adjusted EBITDA is a non-GAAP measure; EBITDA+ non-cash items (share-based payments, loan loss provision, and unrealized gains/losses on equity investments).

	Q2 2018	Q2 2017
TOTAL ASSETS	\$11,942,311	\$6,185,675
REVENUE	\$476,940	\$268,246
ADJUSTED EBITDA*	\$974,275	\$103,028
NET INCOME	\$769,371	-\$104,462

## Revenue Finance Offering

TIMIA will offer financing to qualified companies under the following terms:

- » Facilities of \$1MM–\$3MM
- » Repayment terms that align with Entrepreneurs cash-flow; Monthly repayments tied to revenue growth
- » Target payback period of six years with reasonable buyout terms
- » Secured against assets of company

Recipients of this financing will have:

- » Revenue of \$1MM–\$10MM and strong gross margins
- » Revenue growth rates of > 20% over the past 18 months with similar visibility into the next 12 months
- » Stable distributed customer base and strong management team

### SaaS Company Growth

MEDIAN GROWTH RATE AS A FUNCTION OF SIZE OF COMPANY

(Excluding Companies < \$2.5MM in Revenue)



Source: Pacific Crest Securities 2016 SaaS Survey

## Management Team

### Michael Walkinshaw

CHIEF EXECUTIVE OFFICER

- » Mike joined the company as CEO in August 2015
- » Co-Founder and Managing Partner of Fronterra Capital
- » Managing Partner, CFO at Chrysalix Energy

### Darren Seed

VP, CAPITAL MARKETS

- » Over 20 years of capital markets experience across various exchanges and industries
- » Darren joined TIMIA as the Vice President, Capital Markets & Communications (VPCMC) in January 2018
- » VPCMC of Avigilon Corporation
- » President of Incite Capital Markets Inc.
- » Raised in excess of \$750 million for previous companies

### Greg Smith

CHIEF INVESTMENT OFFICER

- » Greg joined TIMIA as the CIO in September 2015
- » Co-Founder and Managing Partner of Espresso Capital
- » Business Development Bank of Canada's (BDC) Technology Seed Investment Group

### Stephanie Andrew

VP, FINANCE

- » VP Finance, Espresso Capital
- » Founding Partner of Women's Equity Lab (WEL)
- » Executive Director of the Capital Investment Network (CIN)
- » MSc of Molecular Biology and Medical Genetics
- » MBA at the Schulich School of Business
- » CFA charter holder

### Andrew Abouchar

CHIEF CREDIT OFFICER

- » 20-plus years of experience in Canada's venture capital and private equity industry
- » Co-Founder and Partner in Tech Partners Inc.
- » Founder of TCP Property Inc.
- » Accountant at PwC
- » Investment Manager at Working Ventures
- » Advisor to the Government of Canada and Province of Ontario
- » Board of Ontario Centres of Excellence

BOARD OF DIRECTORS

Mike Volker (Executive Chairman)  
Thealzel Lee  
James Pratt

Howard Atkinson  
David Demers

GET IN TOUCH

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