



**TIMIA  
CAPITAL**  
frictionless finance

Share Information  
(as of September 2018)

52 Week High	0.20
52 Week Low	0.09
Issued & outstanding	34,477,461
Market capitalization	6.43m

TSX-V: TCA

## 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
- » 15 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

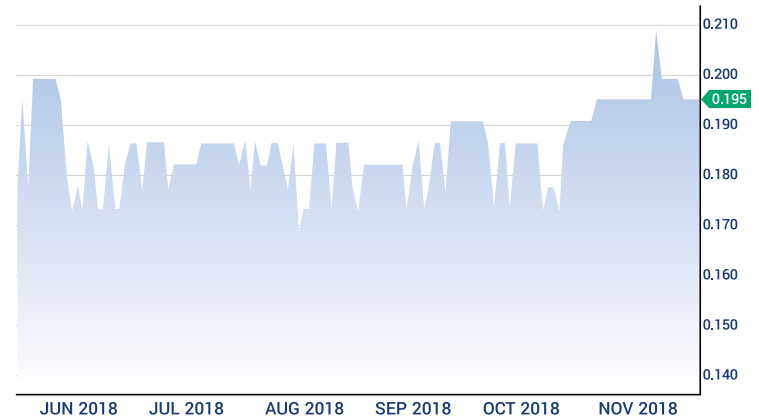
### Recent News

- NOV 01** TIMIA Capital Retains Market Making Services
- OCT 31** TIMIA Capital Closes \$1,000,000 in Non-Dilutive Capital Through Co-Investment Platform from Manitou Investment Management Ltd via its Total Return Yield Fund
- OCT 25** TIMIA Capital Announces Third Quarter Financial Results
- OCT 23** TIMIA Capital Increases Portfolio with Third Investment in Thirteen days

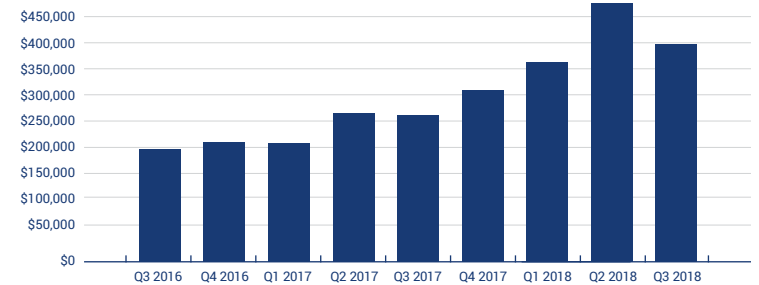
TIMIA Capital Corporation is a specialty finance company that provides revenue financing to technology companies.

### 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.

### 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.

~ Over \$13M in AUM	15 Investments to Date	5 Successful Exits	~ 25% Annual Rate of Return*	Zero bad debts
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#### 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).

	Q3 2018	Q3 2017
TOTAL ASSETS	\$13,108,902	\$7,957,565
REVENUE	\$399,991	\$251,599
ADJUSTED EBITDA*	\$109,686	\$97,115
NET INCOME	-\$413,221	\$235,016

## 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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