

TIMIA Capital Presentation

TECHNOLOGY-ENABLED LENDING FOR GROWING SOFTWARE COMPANIES

APRIL 2019

TSXV	TCA
OTC	TIMCF



TIMIACAPITAL.COM

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In managing our business and assessing our financial performance, we supplement the information provided by the financial statements presented in accordance with GAAP with metrics and non-GAAP financial measures which are utilized by our management to evaluate our performance. Although we believe these measures are widely used in the specialty finance industry, some may not be defined by us in precisely the same way as by other companies in the specialty finance industry, so there may not be reliable ways to compare us to other companies. Adjusted EBITDA represents net loss and comprehensive loss from continuing operations (the most directly comparable GAAP measure) excluding amounts for: income tax expense; interest expense; depreciation and amortization; equity-based compensation; and all other non-cash expenses. We believe Adjusted EBITDA is a helpful measure because it allows us to evaluate our performance by removing from our operating results items that do not relate to our core operating performance. Adjusted EBITDA is not a measure of financial performance under GAAP and should not be considered in isolation or as a substitute for net loss and comprehensive loss from continuing operations, the most directly comparable GAAP financial measure. Adjusted EBITDA is not defined in the same manner by all companies and may not be comparable to other similarly titled measures of other companies unless the definition is the same.

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TIMIA Capital

- Unique secured credit facilities to software companies
- Proprietary efficient fin-tech platform closes deals and manages risks
- >25% gross Internal Rate of Return (IRR) over the past 4 years
- Launched new Limited Partnership structure to scale \$AUM
- North American deal focus
- Revenue Growth of >50% for Q1 2019 over Q1 2018
- Revenue Growth of >70% and Positive Net Income in 2018



The Lending Revolution

Lending 2.0 – The Revolution is Underway

This is  Card.

A new kind of credit card.
Created by Apple, not a bank.



Business funding in as little as 10 minutes¹

Apply for quick access to up to \$250,000 with a *Kabbage* line of credit.*

Kabbage raises a record \$700 million in debt for its SMB loans platform



Banks will scramble to upgrade their technology

FORTUNE

FINTECH FEBRUARY 11, 2019 / 4:24 AM / 3 MONTHS AGO

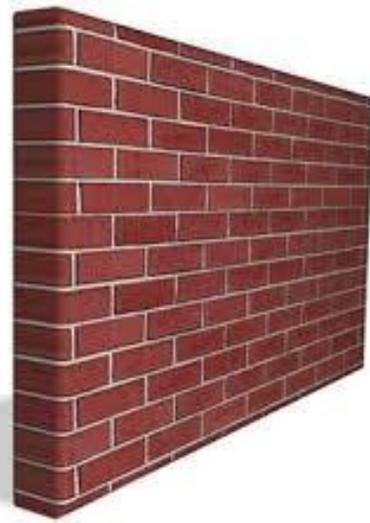


Goldman Sachs, Point72 and others invest \$44 million in business credit startup Nav

Lending 2.0 – The Revolution is Underway

2010

Dependable
Sustainable SMBs
Looking for Financing



Investors Looking for Yield
through Alternative Asset
Classes

Lending 2.0 – The Revolution is Underway

2019

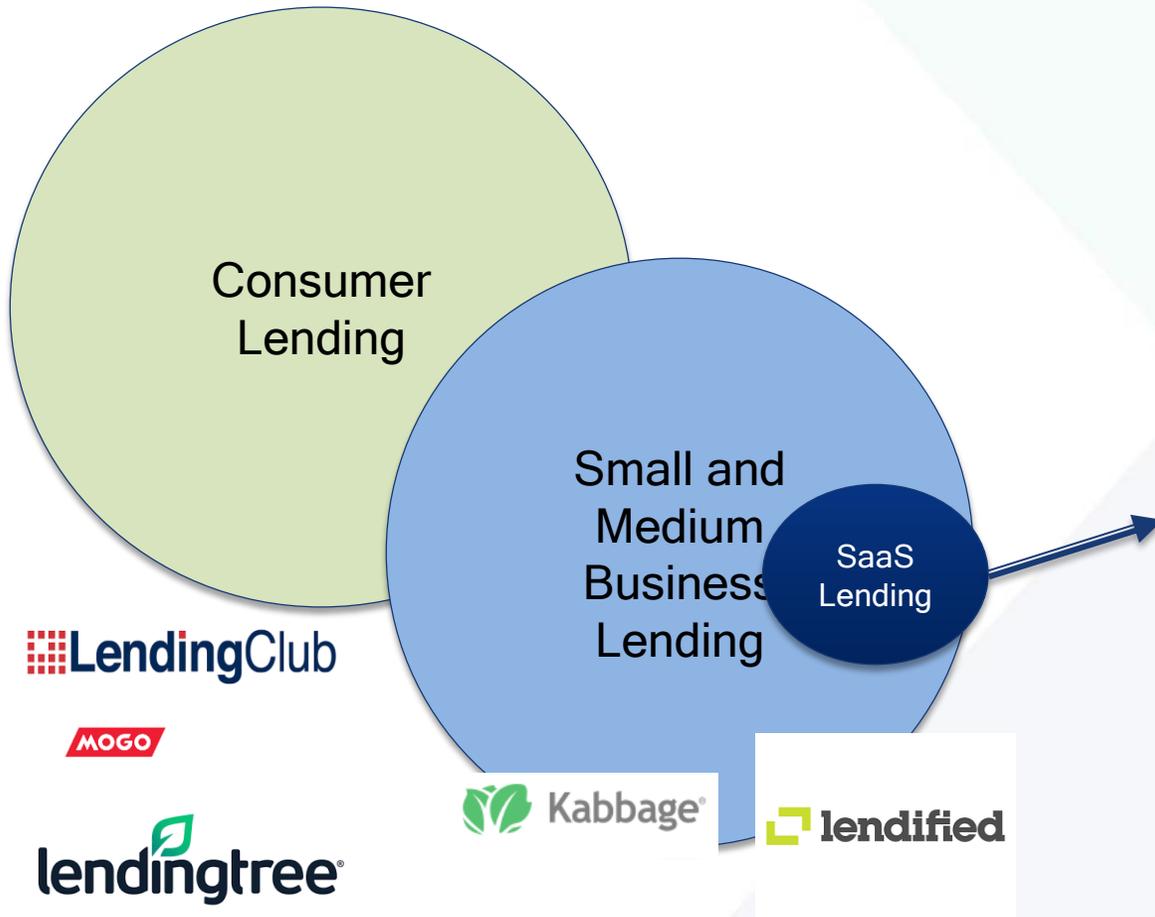


Meanwhile... Private Credit Market Grows

- Private credit market has tripled over the last ten years to \$770b (*bloomberg/preqin*)
- Investors seek to supplement low interest rates and market returns
- Fintech is part of that growth by facilitating lending to under-serviced credit groups
- Global fintech investment topped \$39b in 2018 and 60% of US bank customers willing to try products from a technology firm (*CB Insights*)
- Millennials are more comfortable with on-line systems than in person.
- \$300m in private credit announcements in tech lending in the last month.
- Risk adjusted returns are above the curve.
- Technology allows for lenders seeking transparency down to the individual loan

Where does TIMIA fit in the Lending Revolution?

TIMIA's fit in the Lending Revolution



- “Cashflow Based Lending”
- SaaS Lending: \$14B market and growing
- Higher risk-adjusted returns than other SMB Loans
- Predictable cashflow = lower risk
- High volume of M&A
- SaaS Lending lends itself to technology, scale

Why TIMIA Capital?

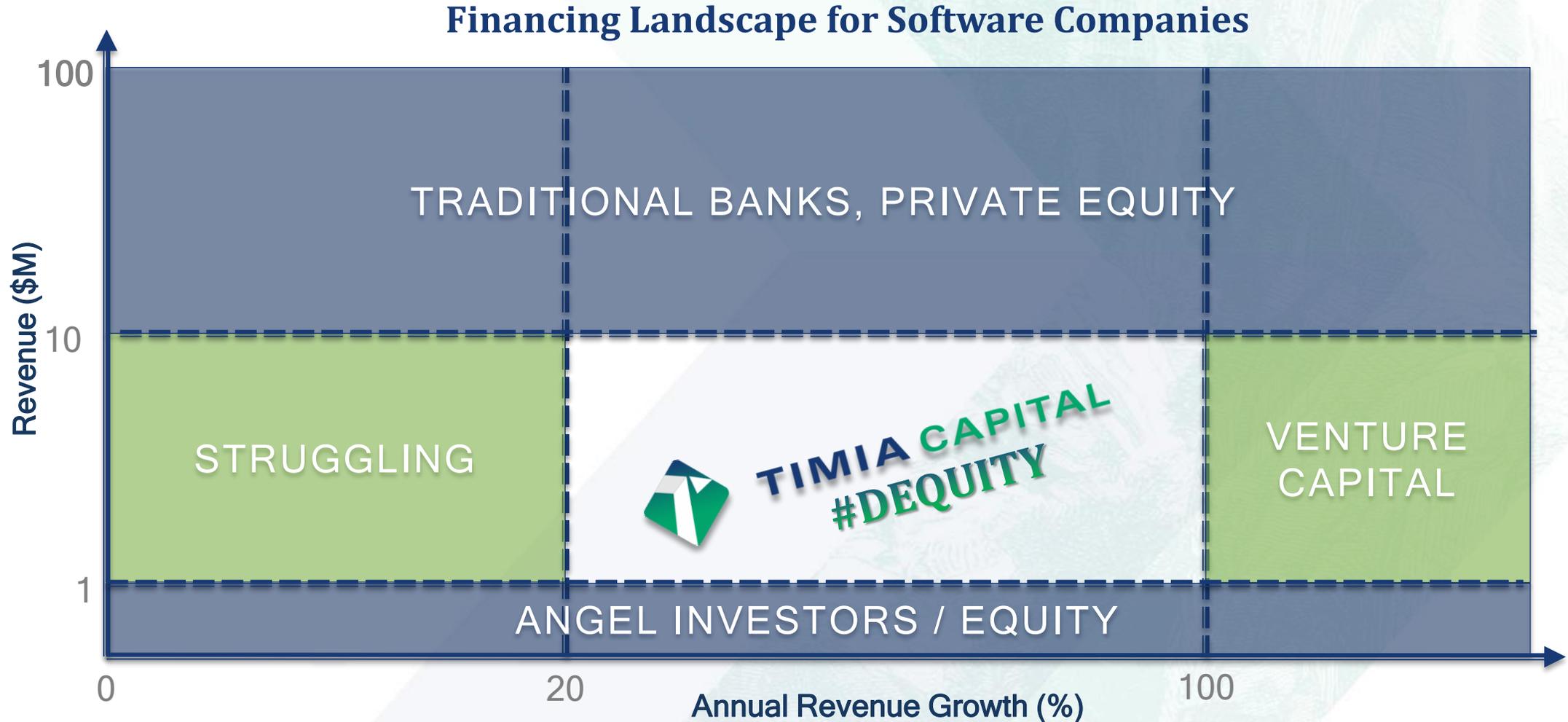
TIMIA Capital is a **publicly-traded, fintech-enabled** platform creating value for shareholders by earning a **great risk adjusted return** on **private capital** while concurrently building a **platform** that has **strategic value** in a rapidly evolving market.

- **Platform** : Brand, Technology, Team, Financing

Two shareholder investment cases:

1. Building a high powered loan book delivering great risk-adjusted returns, and
2. Creating a high-value strategic platform in a strategically oriented market.

TIMIA is Pioneering an Underserved Sector



Multiple Income Streams Deliver >25% IRR since 2015

Superior results in Private Credit

How the returns are made:

Monthly payments from Portfolio Companies

Structured to generate 17% to 20% IRR per annum

Buyout Premiums

Have delivered IRRs of 30% to 40% to investors

Warrants

Historically added ~3% annual return

Buyout premiums and warrants are an important part of the overall portfolio return. They have historically accounted for greater than 5% IRR on a portfolio-wide basis.

EXITED INVESTMENTS



iCompass

EXITED



quickmobile

EXITED



LAMBDA
SOLUTIONS

EXITED



Beanworks
ACCOUNTING EVOLVED

EXITED



RISE

EXITED

TIMIA's Focus: Software Revenue Financing

For TIMIA

- Higher risk adjusted returns secured with a general security agreement
- High homogeneity between Software (“SaaS”) companies means fintech tools are highly valuable
- SAAS companies typically have high gross margins accompanied with high stable growth in cash flow and sales making for greater repayment certainty

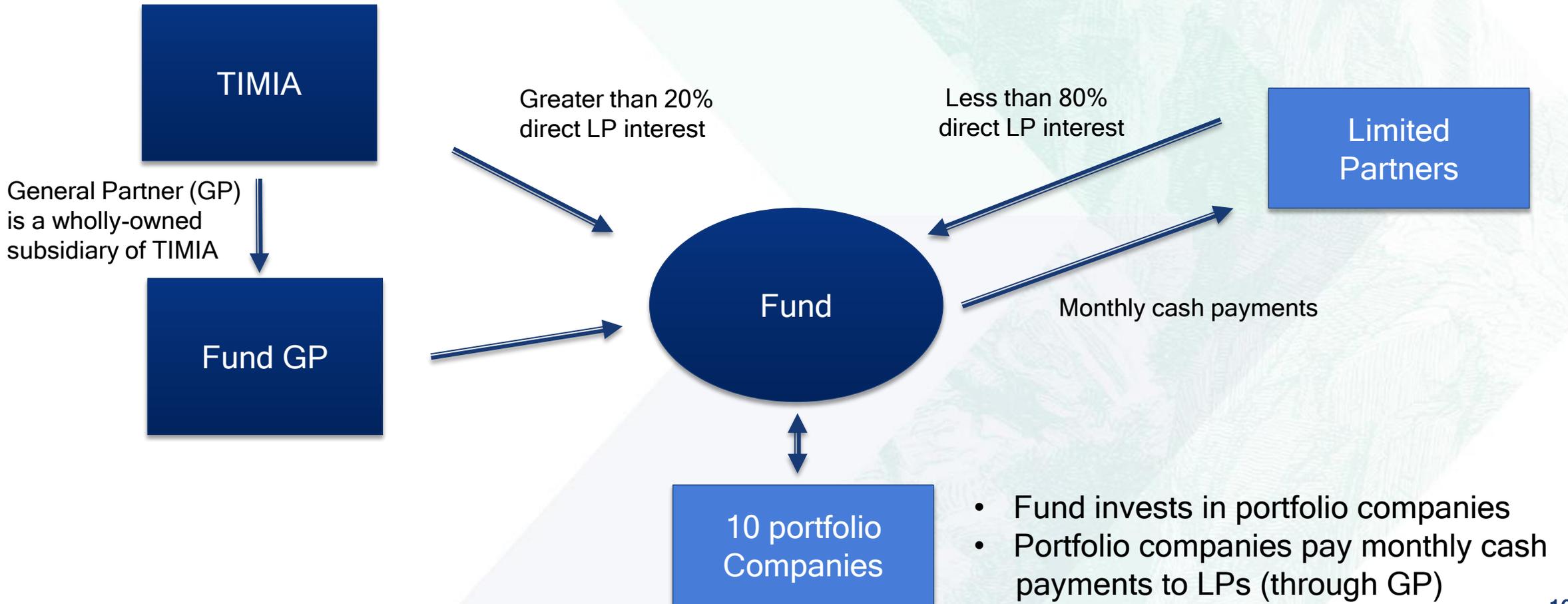
For the Entrepreneur

- “Keep more of your company”
- Ideal financing solution for companies that lack hard assets or have an undeveloped credit history
- Payments can increase over the loan term allowing the company to grow “Pay as they Grow”
- Short loan approval process means less disruption
- No personal guarantees



How are we going to raise capital?

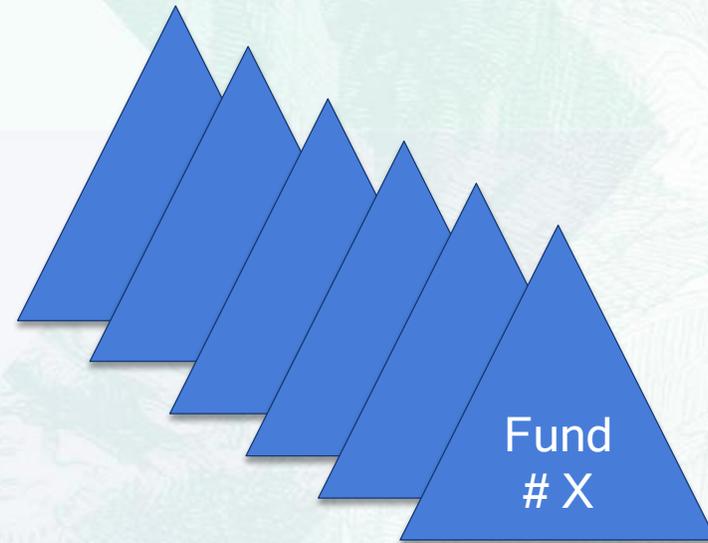
Private Credit Driven Limited Partnership Structure Drives AuM \$ Without Dilution



Future Growth: Non-Dilutive Capital Efficient Scaling

Scaling through Limited Partnerships (LPs) provides opportunity for **significant high margin recurring revenue** without the impact of dilutive equity financing.

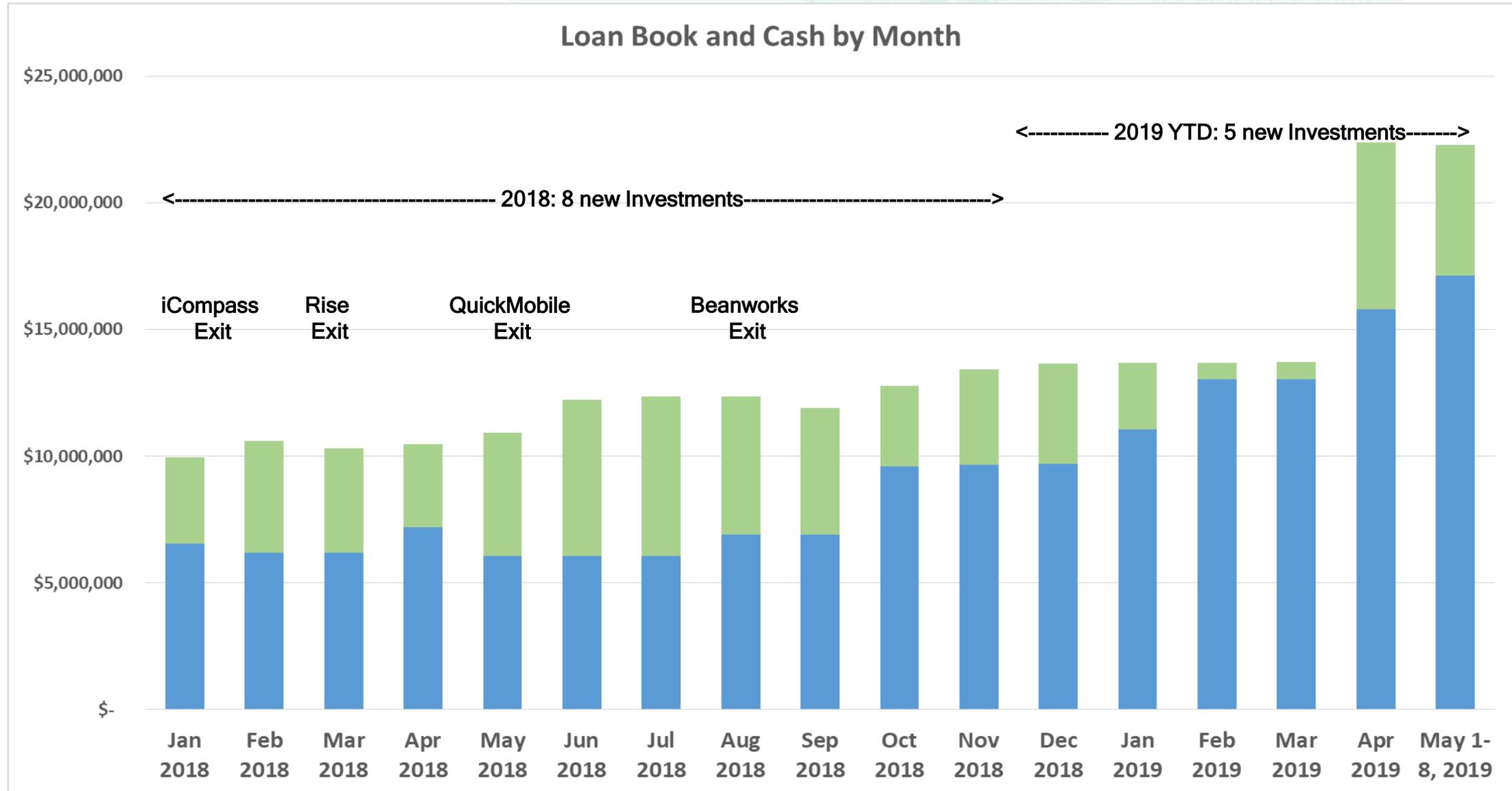
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2018 Review

Look Book and Cash by Month



Q1 Financial Review

Portfolio

Monthly Portfolio Risk Management

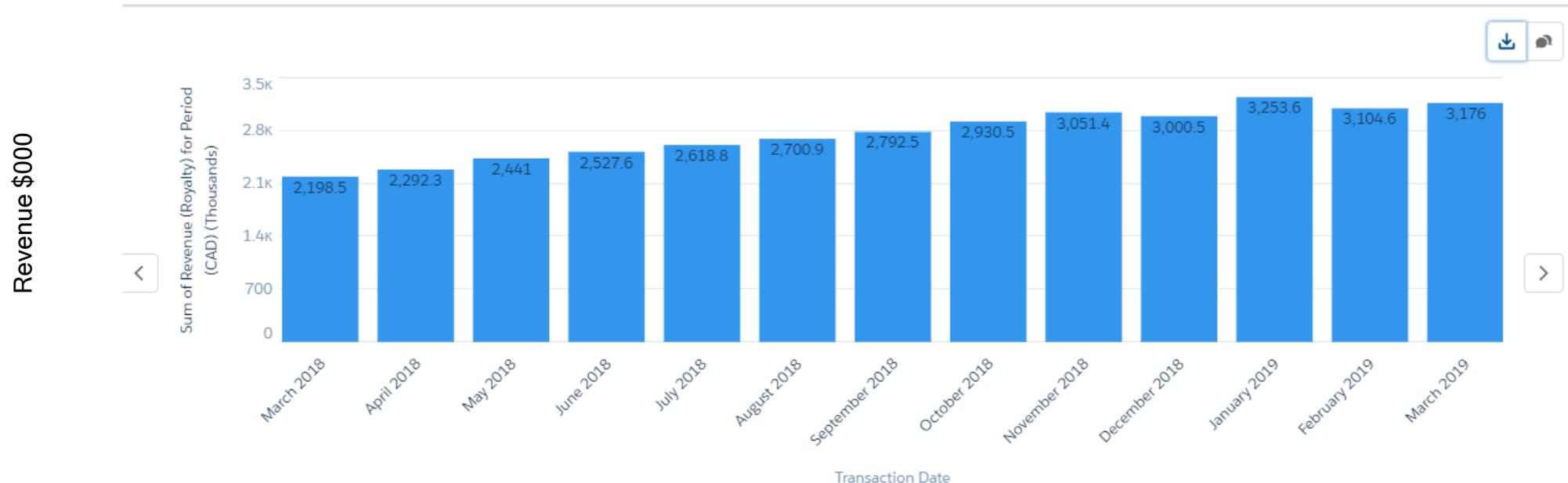
Current Portfolio

Predictable Revenue



Consolidated Portfolio Sales Showing Growth

Active Portfolio Total Revenue Growth



Capital Structure

- Shares outstanding
 - **~36.4 MILLION TOTAL OUTSTANDING**
 - **~50.3 MILLION FULLY DILUTED**
- Market capitalization ~\$8.4 million
- Warrants outstanding -10,603,614 with weighted average @ \$0.18. Weighted average remaining contractual life of 2.74 years
- Options outstanding - 3,535,000 with weighted average @ \$0.09. Weighted average remaining contractual life of 2.96 years
- \$2,051,000 convertible debentures @\$0.14 convertible into 14,650,000 common shares. Mature on November 30, 2020
- Insider ownership ~40%

Investment Highlights

Delivering Strong Returns

- TIMIA is a fin-tech driven specialty lending platform
- Focused on small to medium size private software companies
- Experienced tech VC management team
- Loans have security protection on downside and equity participation on upside
- 16 loan investments since 2015 inception, 5 successful early exits, **>25% portfolio IRR**
- Strong portfolio, zero bad debt
- Continued revenue growth year over year
- Revenue Growth of **>70%** and Positive Net Income in 2018

Creating Global Platform

- Proprietary Financial Technology (Fintech) platform lowers risk and makes smaller loans more economic
- Innovative capital structure both accesses low cost capital while improving shareholder return
- Expansion of Private Debt Market providing significant tailwinds.
- Geographic expansion underway to broaden pipeline and expand markets.

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CAPITAL**
frictionless finance

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