



# Fintech-Based Finance Solutions

FOR GROWING SOFTWARE COMPANIES  
DECEMBER 2019

TSXV TCA

OTCQB TIMCF



**TIMIA  
CAPITAL**  
frictionless SaaS finance

# Disclaimer

## Not an Offer to Purchase or Sell Securities

This overview is for informational purposes and is not an offer to sell or a solicitation of an offer to buy any securities in TIMIA Capital Corp. (the “Company”) and may not be relied upon in connection with the purchase or sale of any security. Any decision to invest should only be made with the advice of your financial advisor.

## Copyright and General Disclaimer

This presentation is Copyright 2019 TIMIA Capital Corp., which reserves all rights in and to this presentation. TIMIA Capital Corp. (the “Company”) is a public company listed on the TSX Venture Exchange (TSX-V: TCA), with a principal office in Vancouver, British Columbia, Canada.

The statements contained in this presentation which are historical in nature are accurate to the best of our knowledge. Historical returns are not a guarantee of future results

## Forward-Looking Statements

The information set forth in this presentation may contain “forward-looking statements” that are not historical fact and are subject to certain risks and uncertainties. Statements in this presentation which are not purely historical in nature, including statements regarding beliefs, plans, expectations or intentions regarding the future, are forward-looking. Statements that are not historical facts, including statements that are preceded by, followed by, or that include such words as “estimate,” “anticipate,” “believe,” “plan”, “intend”, “expect”, “may” or “should” or similar statements, are forward-looking statements. Forward-looking statements which may be contained within this presentation include, but are not limited to, statements regarding the economic prospects of the Company’s investments, general economic conditions, the Company’s future plans or future revenues, timing of potential expansion or improvements. Such forward-looking statements are subject to risks and uncertainties which could cause actual results to differ materially from estimated results. Such risks and uncertainties include, but are not limited to, the Company’s ability to raise sufficient capital to fund investment, changes in general economic conditions or financial markets, changes in interest rates, litigation, legislative, judicial, regulatory, political and competitive developments in Canada and world-wide, technological and operational difficulties and changing foreign exchange rates. There can be no assurance that the Company’s efforts will succeed and ultimately achieve sustained commercial success.

These forward-looking statements are made as of the date of this presentation. There can be no assurance that beliefs, plans, expectations or intentions of the Company will prove to be accurate.

## Risk Factors:

An investment in securities of the Company involves a significant degree of risk and must be considered highly speculative due to the nature of the Company’s business. There are a number of risks that may have a material and adverse impact on the future operating and financial performance of the Company and could cause the Company’s operating and financial performance to differ materially from the estimates described in forward-looking statements related to the Company, including without limitation, the risk that portfolio companies will not be able to make the payments they are required to make to the Company and by extension, the co-investors; the potential for the Company to sell down its interest in certain investments, thereby receiving proportionally less benefit from such investments held; the Company having insufficient financial resources to achieve its objectives; availability of further investments that are appropriate for the Company on terms that it finds acceptable or at all; successful completion of exits from investments on terms that constitute a gain when no such exits are currently anticipated; risks associated with early-stage companies that form part of the Company’s portfolio; the risk of loss of an investor’s entire investment in the Company; changes in the credit risk associated with collateral securities impacting the value of the collateral securing a loan; intense competition in all aspects of business; reliance on limited management resources; general economic risks; new laws and regulations and risk of litigation.

The risks set out above are not the only risks facing the Company. There are widespread risks associated with any form of business and specific risks associated with the Company’s business. Additional risks and uncertainties not presently known to the Company or those that are currently deemed immaterial may also impair the Company’s business operations. If any such risks actually occur, the business, financial condition and operating results of the Company could be materially harmed.



# TIMIA Capital

TIMIA has developed a **proprietary, scalable, technology-driven fintech platform** to generate higher risk-adjusted returns on its financing for private software companies.

This platform on-boards and analyzes companies to determine growth characteristics and risk profile. Paired with TIMIA's non-dilutive capital structure, the combination creates strong value for shareholders.

# Investment Highlights

- **Experienced tech VC management team**
- Advanced technology/algorithm to identify candidates, reduce risk and streamline lending process
- Targeting under-served sectors with significant growth potential, such as the Software as a Service (“SaaS”) Lending market
- **Expansion opportunities to adjacent markets**
- Utilizing internal and external non-dilutive capital to fund finance solutions
- **Record Q3 revenue up 70%** compared with the same period last year
- **Total assets grew over 121%** compared with the same period last year
- TIMIA’s investment portfolio **increased 127% to \$16.4 million** compared to the same period last year



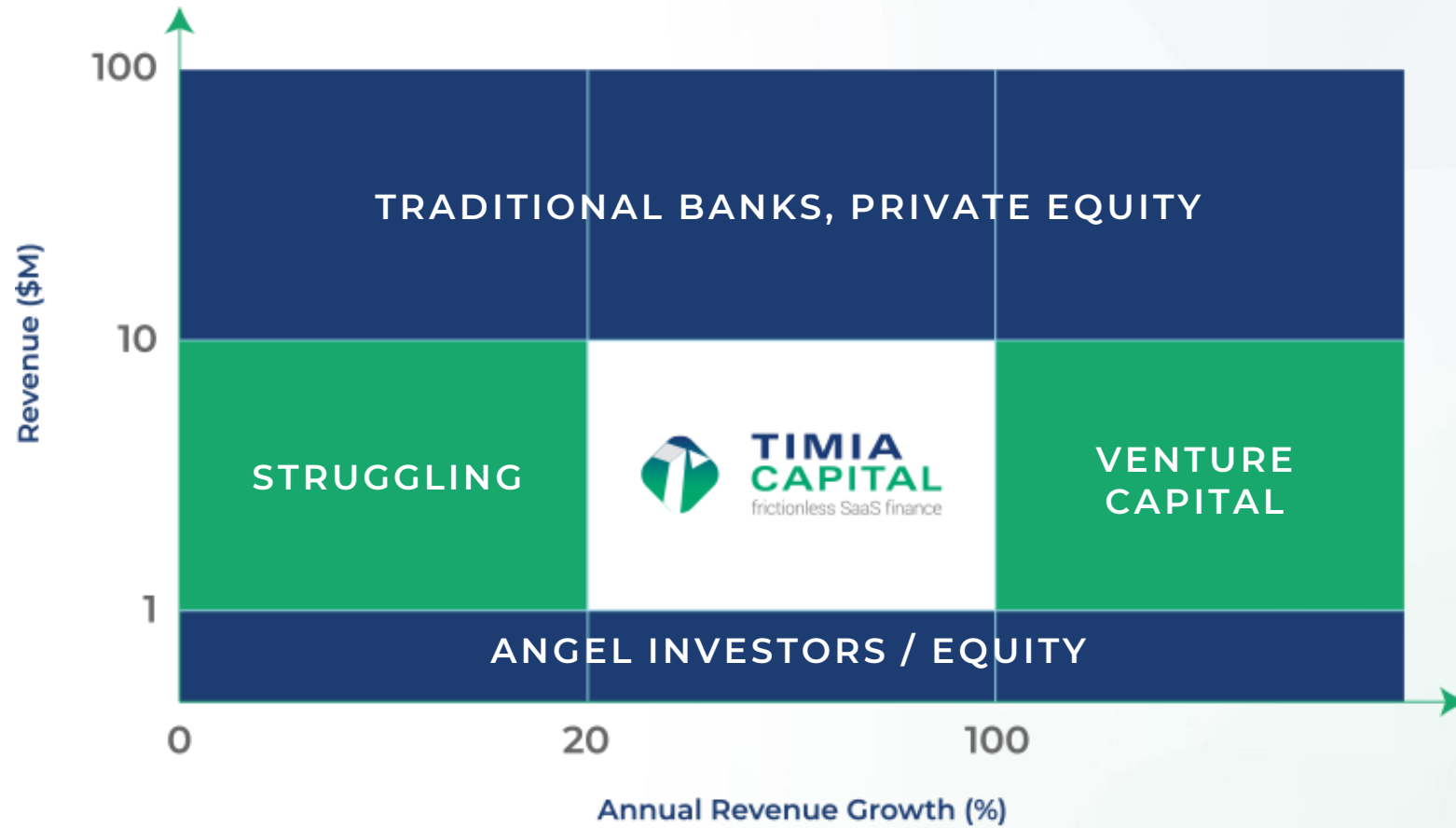
# Rapidly Evolving Fintech Market Opportunity



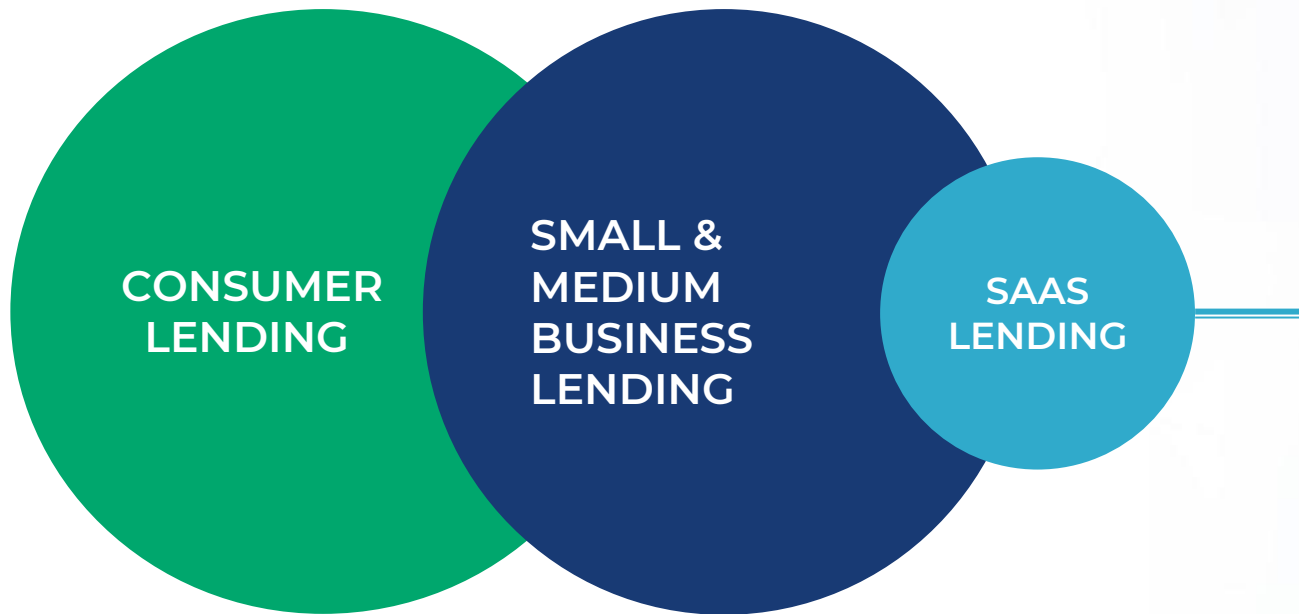
FINTECH COMPANY	REPORT & DATE	HEADLINE
	<a href="#">Forbes</a> September 2019	Startup Lessons: How Stripe Created a <u>\$35 billion giant</u>
	<a href="#">Markets Inside</a> September 2019	Goldman Sachs reportedly <u>spent \$300 million</u> developing Apple Card
	<a href="#">Betakit</a> July 2019	Clearbanc <u>raises \$300 million</u> to take entrepreneur funding model global
	<a href="#">TechCrunch</a> July 2019	Kabbage <u>secures \$200 million</u> to fuel its AI-based loans platform for small businesses
Fintech Industry	Markets Inside June 2019	<u>\$117 billion record</u> in fintech deals completed year as cashless payments soar in popularity
	<a href="#">Canadian Account</a> June 2019	Mindbridge and Wave fintech companies <u>secure big money deals</u>
	<a href="#">Betakit</a> May 2019	Wealthsimple <u>raises \$100 million</u> in funding and announces \$1 billion assets under admin

# Serving an Underserved & Growing Sector

## Financing Landscape for Software Companies



# TIMIA's fit in the Lending 2.0 Revolution



## Initial application/market: SaaS Lending

- Cashflow based lending
- \$14 billion market - large and growing
- Higher risk-adjusted returns than other SMB loans
- Predictable cashflow = lower risk
- High volume of M&A
- SaaS Lending suited to technology and scale

 LendingClub

 MOGO

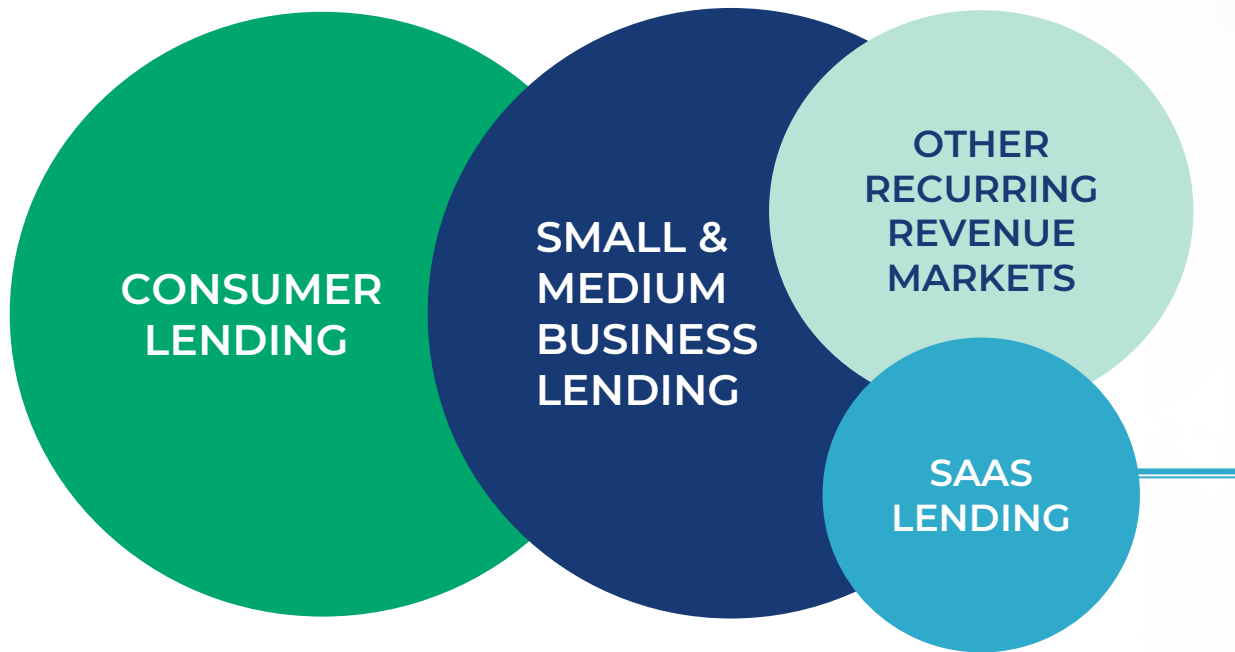
 lendified

 Kabbage

 lendingtree

# TIMIA's fit in the Lending 2.0 Revolution

(continued...)



Expansion opportunities to adjacent markets

## MARKET & EXAMPLES OF MATURE COMPANIES

- Marketplaces (Shopify)
- B2C (Amazon, Facebook)
- Technology Enabled Services (Yelp, Paychex)
- Medical Consumables (Abbott Diabetes Care)

Target and invest in these companies in their early growth phases, allowing entrepreneurs to keep more of their company

 LendingClub

 MOGO

 lendified

 Kabbage

 lendingtree



# TIMIA's Fintech Platform

A faster, better, and cheaper lending process with **higher risk-adjusted returns**, creating value for shareholders, and leveraging TIMIA's non-dilutive capital structure.

Platform uses advanced technology and proprietary algorithms to:

- Identify and prioritize potential loan candidates by “**Proprietary Credit Score**”
- Streamline and significantly shorten the lending process for entrepreneurs through “**automated secure data flow**”
- Reduce the inherent risks of financing startup companies by “**continuous and automated monitoring**”



# Multiple Income Streams Deliver 22% Gross IRR since 2015







## Superior results in Private Equity / Credit

### HOW THE RETURNS ARE MADE:

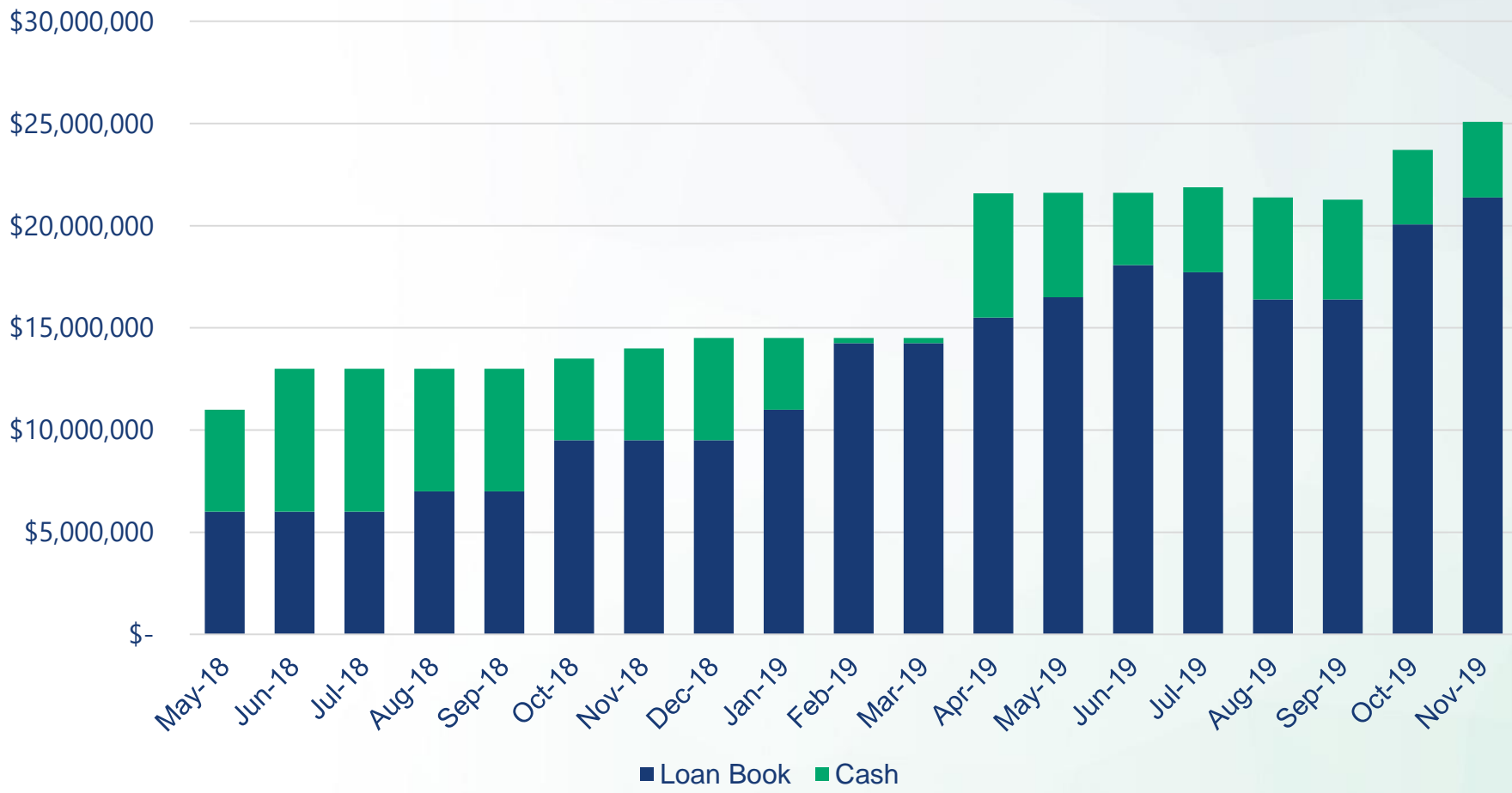
Monthly payments from Portfolio Companies	Structured to generate 20% IRR per annum
Buyout Premiums	Have delivered IRRs of 30% to 40% to investors
Warrants	Historically added ~3% annual return

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
 RealSavvy	EXITED

# Acceleration in Capital Deployment

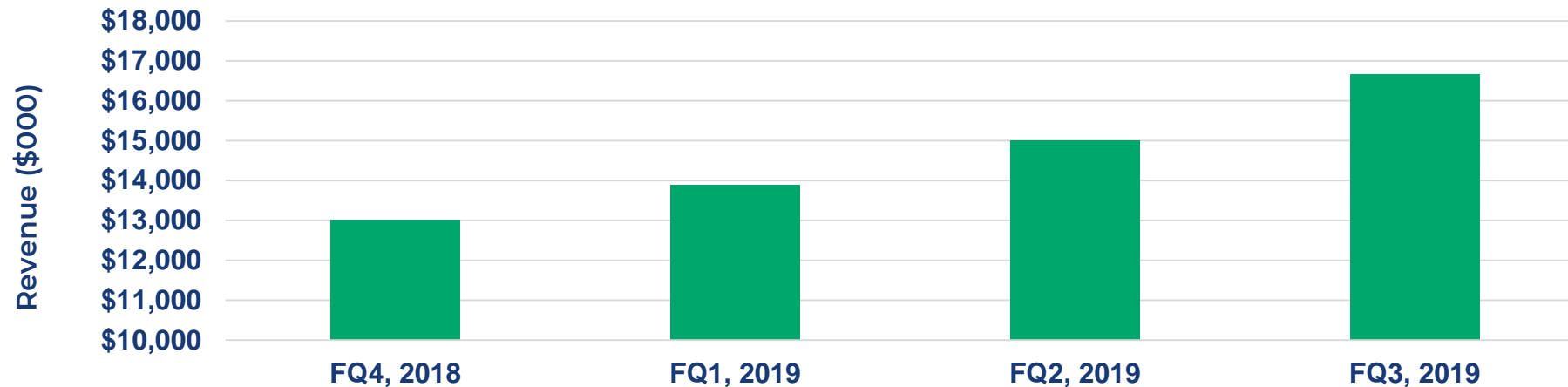


# Monthly Portfolio Risk Management

Current Portfolio  
across all vehicles



CONSOLIDATED PORTFOLIO SALES SHOWING GROWTH – INCREASING INVESTMENT SECURITY



**37%**  
ANNUALIZED  
GROWTH

# Experienced Management Team



**Mike Walkinshaw**  
CHIEF EXECUTIVE OFFICER

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



**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



**Andrew Abouchar**  
CHIEF CREDIT OFFICER

- 20-plus years of experience in Canada's venture capital and private equity industry
- Cofounder and partner in Tech Capital 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



**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.



**Brooke Jutzi**  
VP – FINANCE

- Canadian chartered accountant
- 16 years audit and assurance experience with PwC
- Specialist in accounting and financial reporting under IFRS, ASPE, Public Sector Accounting Standards, US GAAP, and SEC Reporting in a variety of industry including technology and insurance
- Graduate of University of Western Ontario

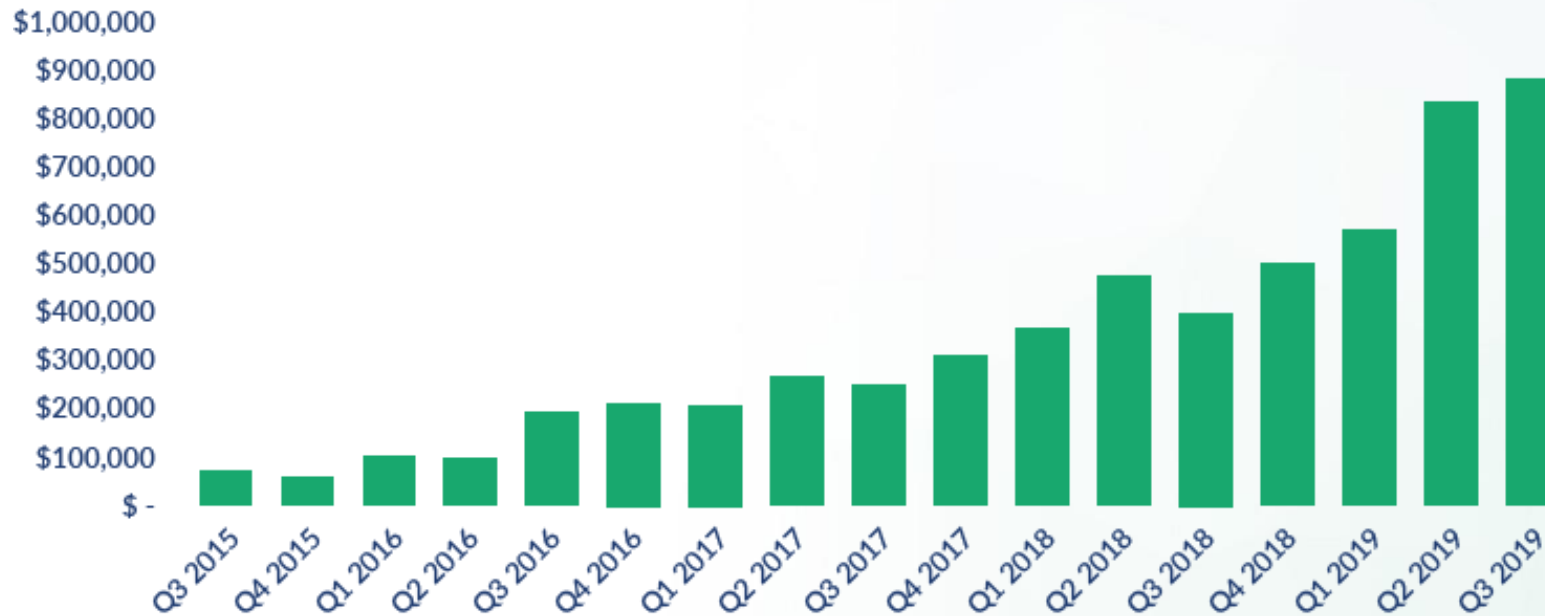
# Financial Results Demonstrate Growth

## Q3 2019

- Revenue increased 121% over the same period last year to a record \$884,231,
- Total assets grew over 70% to \$22,332,091 compared with the same period last year
- TIMIA's loan investment portfolio (loans receivable) increased 127% to YOY to \$16,385,629
- Completed two new investments distributing US\$1,250,000 of growth capital to two American software companies
- Reported net loss of \$54,658

## Revenue Growth

Q3 2015 – Q3 2019

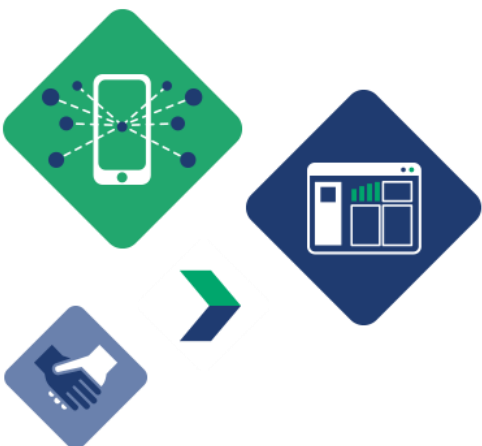


# Strong Newsflow

25 Nov 19	<a href="#"><u>TIMIA Increases Investment Capacity with \$7.5 Million Credit Facility While Reducing Cost of Capital</u></a>
29 Oct 19	<a href="#"><u>US\$500K finance facility for Transit Screen, a US-based software company</u></a>
28 Oct 19	<a href="#"><u>US\$3M finance facility for Resilio, a US-based software company</u></a>
15 Oct 19	<a href="#"><u>US\$3M finance facility for a Connecticut-based software company</u></a>
18 Sept 19	<a href="#"><u>TIMIA Capital expands limited partnership to \$20 million and secures \$3 million of new non-dilutive capital</u></a>
9 Sept 19	<a href="#"><u>TIMIA shares commence trading on the OTCQB venture market</u></a>
14 Aug 19	<a href="#"><u>TIMIA announces successful exit from Real Savvy Financing</u></a>
19 Jun 19	<a href="#"><u>TIMIA announces two investments totalling US\$4 million</u></a>

# Capital Structure

- Shares outstanding
  - ~39 MILLION TOTAL OUTSTANDING
  - ~50 MILLION FULLY DILUTED
- Market capitalization ~\$9.4 million
- Warrants outstanding - 6.8 million with weighted average @ \$0.24
- Options outstanding - 4.5 million with weighted average @ \$0.11
- \$2,051,000 convertible debentures @\$0.14 convertible into 14,650,000 common shares. Mature on November 30, 2020
- Insider ownership ~40%







**TIMIA**  
**CAPITAL**  
frictionless SaaS finance

# Fintech-Based Finance Solutions

FOR GROWING SOFTWARE COMPANIES

DECEMBER 2019

[timiacapital.com](http://timiacapital.com)