



# Fintech-Based Finance Solutions

FOR GROWING SOFTWARE COMPANIES

April 2020

TSXV TCA

OTCQB TIMCF



**TIMIA  
CAPITAL**  
frictionless SaaS finance

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# 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 Q1 revenue up 80% to \$1.0 million** compared with the same period last year
- **Total assets grew over 105% to \$30.0 million** compared with the same period last year
- TIMIA’s investment portfolio **increased 71% to \$21.6 million** compared to the same period last year

# 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



**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



**Rob Foxall**  
VP – ORIGINATION

- Joined TIMIA in 2017
- Previously an Associate Director at Espresso Capital
- Actively involved in the startup community both advising early stage software companies
- Selection Committee for Canadian Financing Forum and BC Tech Summit Investor Showcase.
- Bachelor of Commerce (Honours) in Finance from the University of British Columbia.



**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

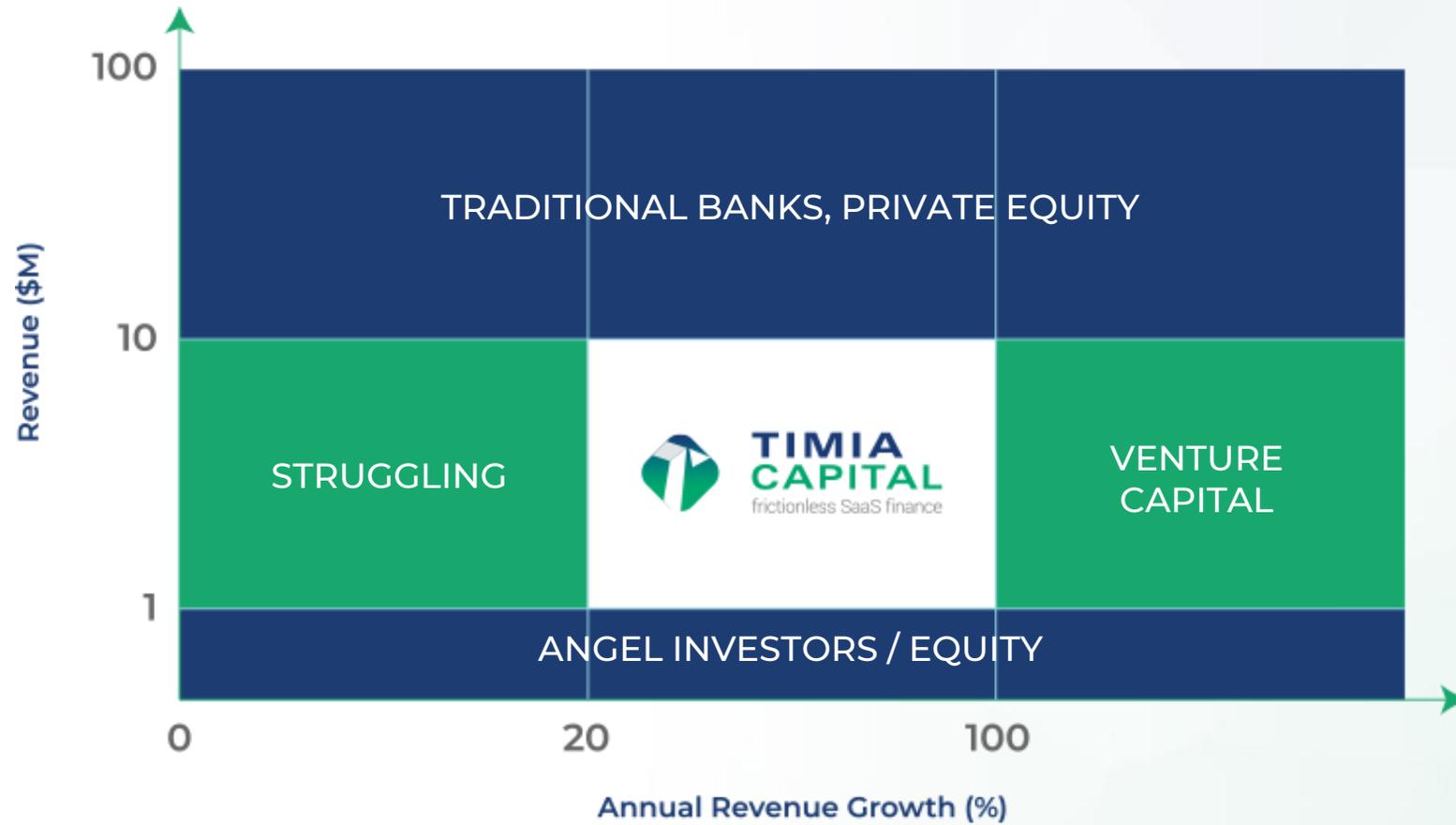
# Rapidly Evolving Fintech Market Opportunity



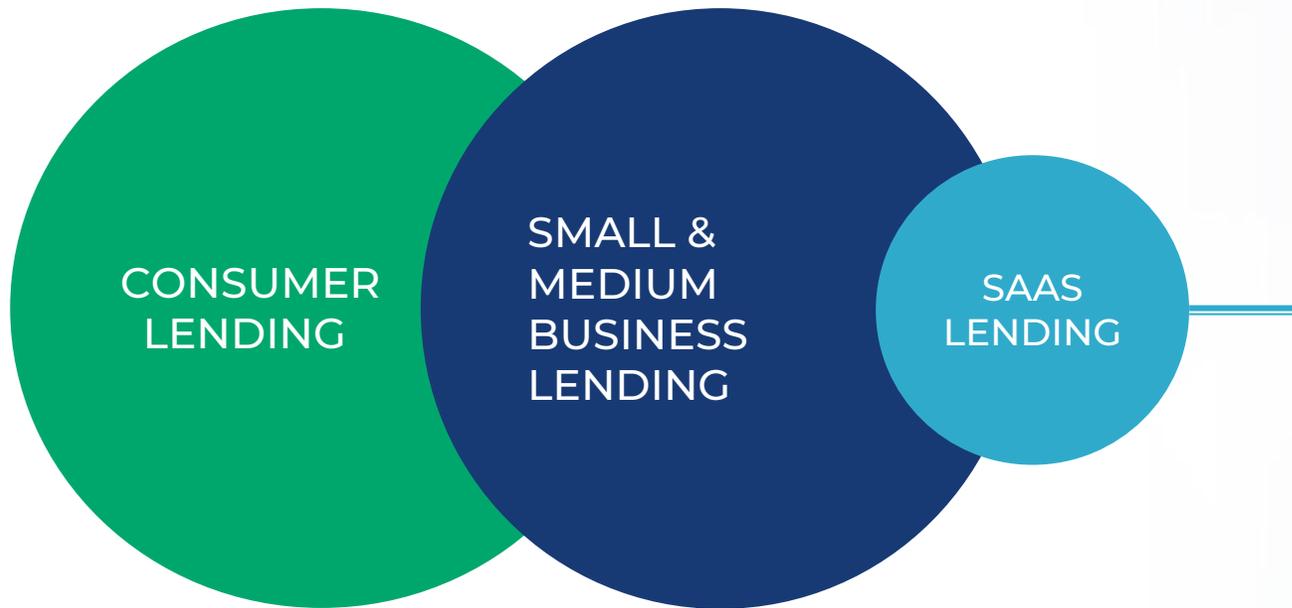
| FINTECH COMPANY   | REPORT & DATE                                    | HEADLINE  |
|---|--|---|
|    | <a href="#">Forbes</a><br>September 2019         | Startup Lessons: How Stripe Created a <u>\$35 billion giant</u>                                     |
|    | <a href="#">Markets Inside</a><br>September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

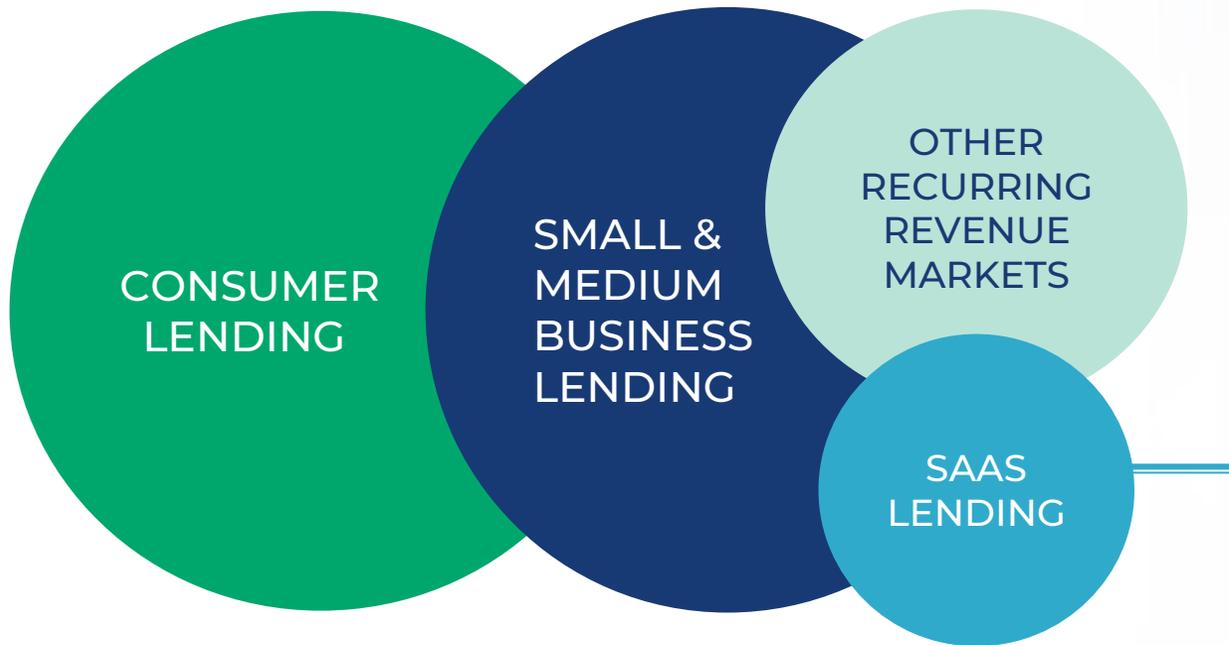
 Kabbage

 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 24% 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 35% to investors

Buyout premiums are an important part of the overall portfolio return. They have historically accounted for greater than 4.5% IRR on a portfolio-wide basis.

## EXITED INVESTMENTS IRR > 35%

 iCompass

EXITED

 quickmobile

EXITED

 LAMBDA  
SOLUTIONS

EXITED

 Beanworks  
ACCOUNTING EVOLVED

EXITED

 RISE

EXITED

 BasicGov

EXITED

VONIGO

EXITED

 RealSavvy

EXITED

# Acceleration in Capital Deployment



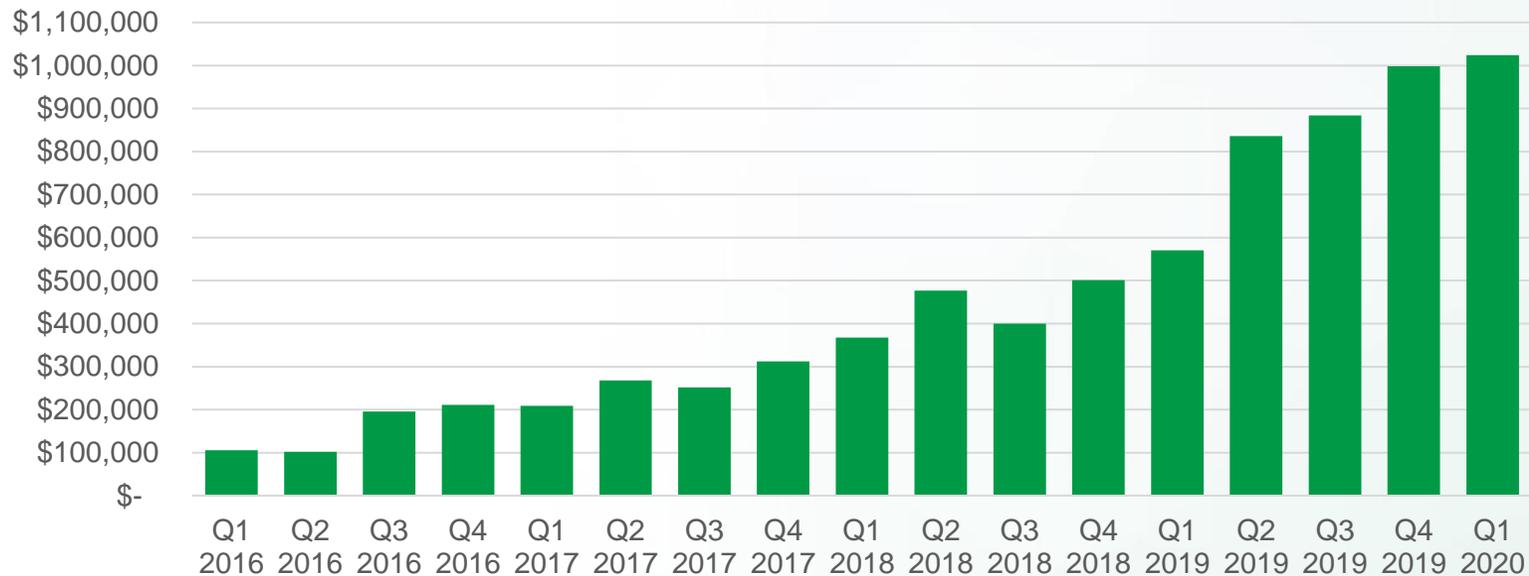
# Financial Results Demonstrate Growth

## Q1 2020

- Revenue increased 80% over the same period last year to a record \$1,024,188
- Total assets grew over 105% to \$30.0 million compared with the same period last year
- TIMIA’s loan investment portfolio (loans receivable) increased 71% to YOY to \$21.6 million
- Completed new investments distributing US\$1,500,000 of growth capital to three American software companies and \$900,000 follow-on investments in two Canadian companies
- Reported net income of \$444,144

## Revenue Growth

Q1 2016 – Q1 2020

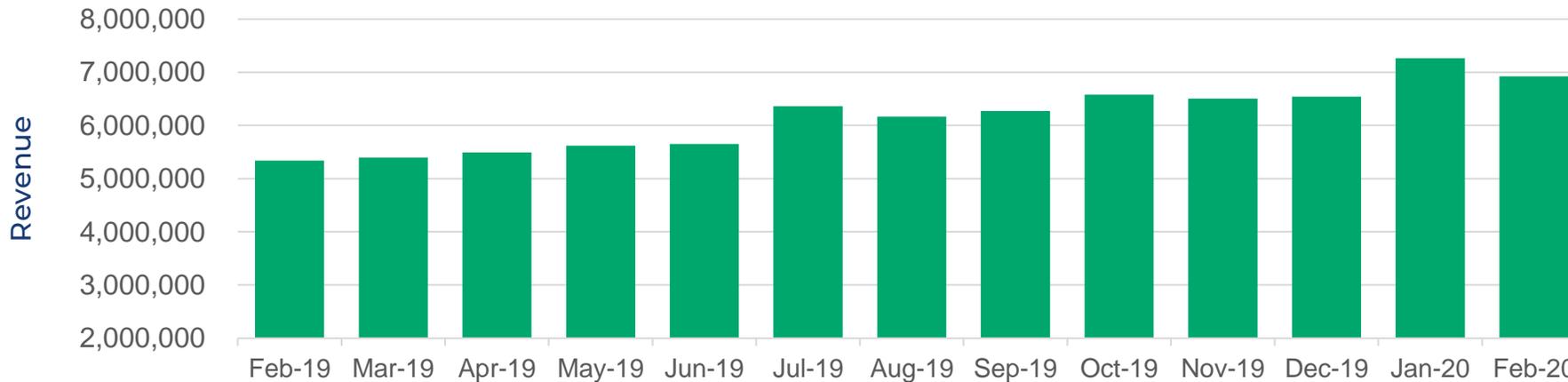


# Monthly Portfolio Risk Management

Current Portfolio  
across all vehicles



CONSOLIDATED PORTFOLIO SALES SHOWING GROWTH – INCREASING INVESTMENT SECURITY



# Capital Structure

- Shares outstanding
  - ~41 MILLION TOTAL OUTSTANDING
  - ~50 MILLION FULLY DILUTED
- Market capitalization ~\$6 million
- Warrants outstanding - 6.3 million with weighted average @ \$0.22
- Options outstanding - 3.5 million with weighted average @ \$0.175
- \$2,051,000 convertible debentures @\$0.14 convertible into 14,650,000 common shares. Mature on November 30, 2020
- Insider ownership ~42%

\*As of April 30, 2020





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FEBRUARY 2020

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

# Recent News

|             |  |
|-------------|--|
| 22 Apr 2020 | <a href="#"><u>First Quarter 2020 Financial Results announced – 80% YoY Rev growth / 105% YoY Total Asset Increase</u></a>             |
| 3 Apr 2020  | <a href="#"><u>Date of Annual Shareholder Meeting announced</u></a>  |
| 31 Mar 2020 | <a href="#"><u>Announces results from Special Shareholder Meeting</u></a>  |
| 18 Mar 2020 | <a href="#"><u>US\$2M finance facility for Measured; Provides update in light of market conditions</u></a>                             |
| 6 Mar 2020  | <a href="#"><u>Year End and Fourth Quarter 2019 Financial Results – 89% YoY Rev growth / 90% YoY Total Asset Increase</u></a>          |
| 3 Feb 2020  | <a href="#"><u>US\$3M finance facility for Zmags, a US-based software company</u></a>  |
| 9 Jan 2020  | <a href="#"><u>Fintech Platform Continues to Demonstrate Value with Successful Exit From BasicGov Financing Facility</u></a>           |
| 16 Dec 2019 | <a href="#"><u>Increases Limited Partnership to \$18.5 Million; TIMIA’s Loan Receivable Reaches Milestone at over \$21 Million</u></a> |