



# Fintech-Based Finance Solutions

FOR GROWING SOFTWARE COMPANIES

April 2020

TSXV TCA

OTCQB TIMCF



**TIMIA  
CAPITAL**  
frictionless SaaS finance

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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.

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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



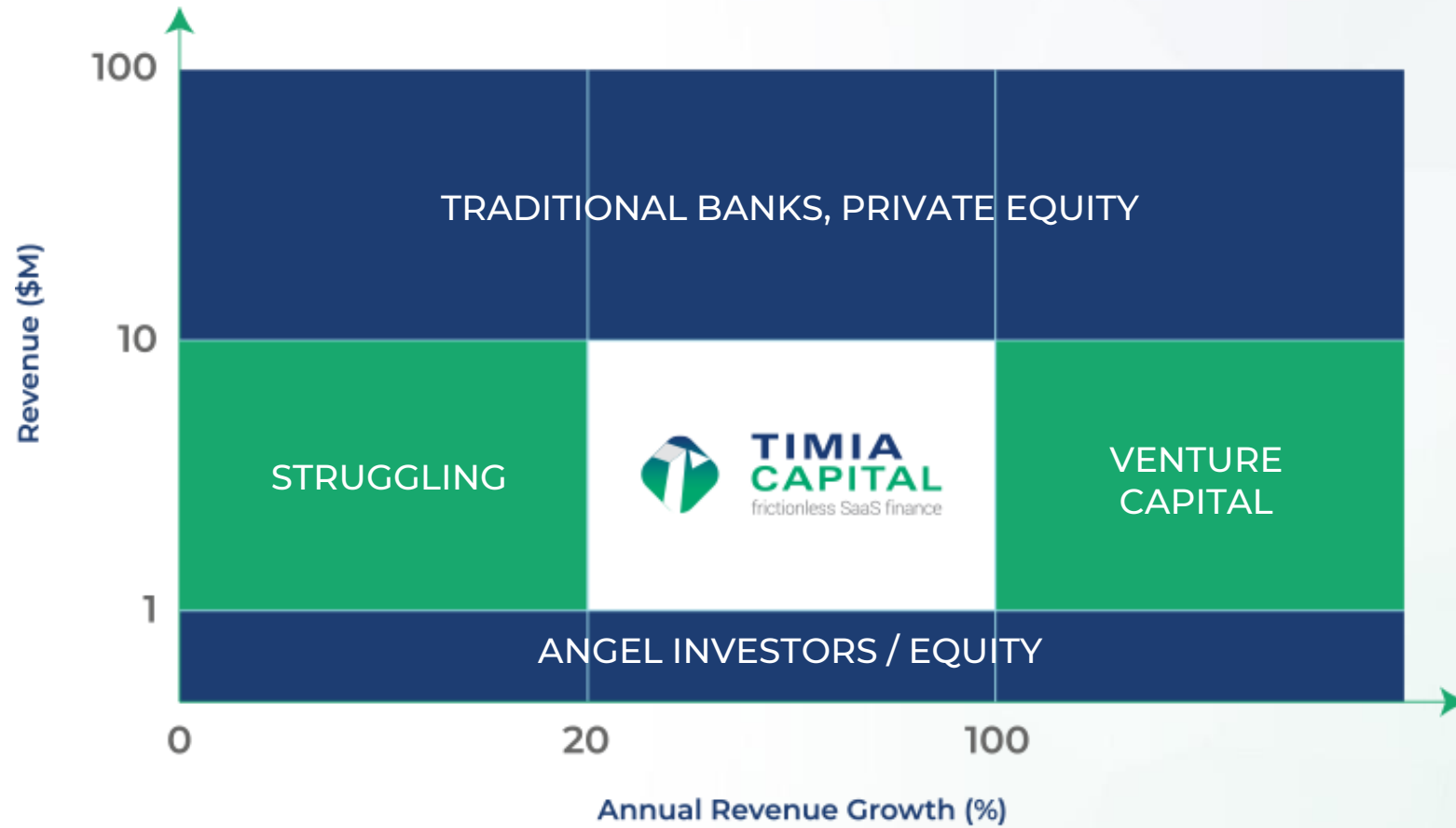
# Rapidly Evolving Fintech Market Opportunity



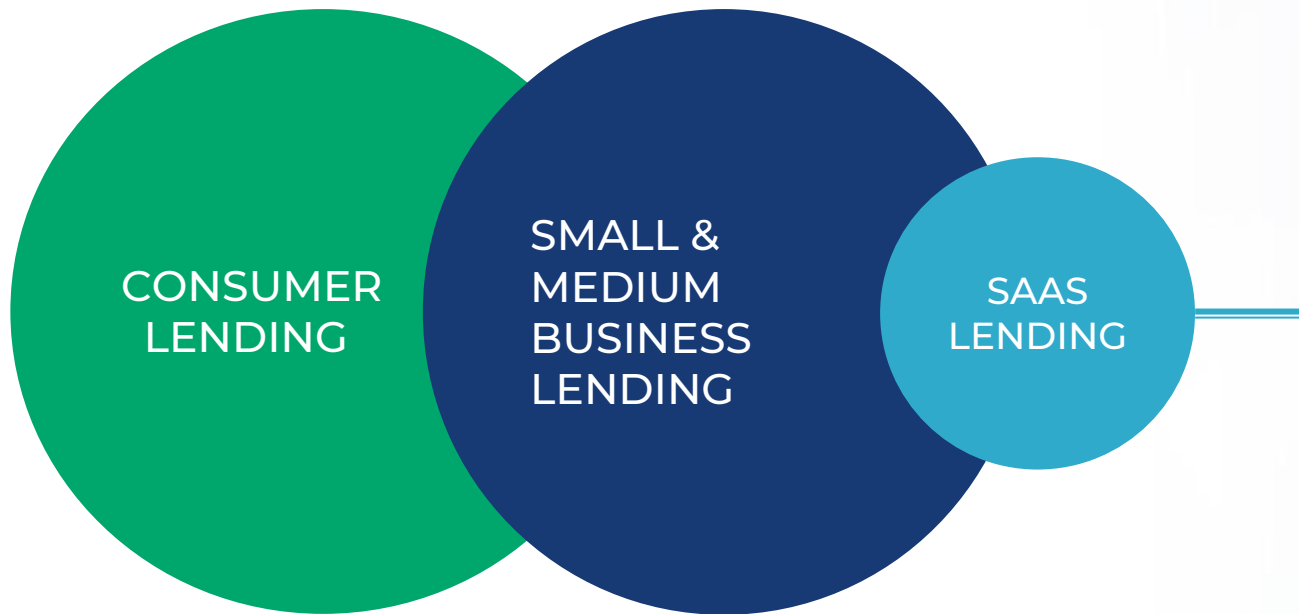
FINTECH COMPANY	REPORT & DATE	HEADLINE
	<a href="#">Forbes</a> September 2019	Startup Lessons: How Stripe Created a <u>\$35 billion giant</u>
	<a href="#">Markets Inside</a> September 2019	Goldman Sachs reportedly <u>spent \$300 million</u> developing Apple Card
	<a href="#">Betakit</a> July 2019	Clearbanc <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

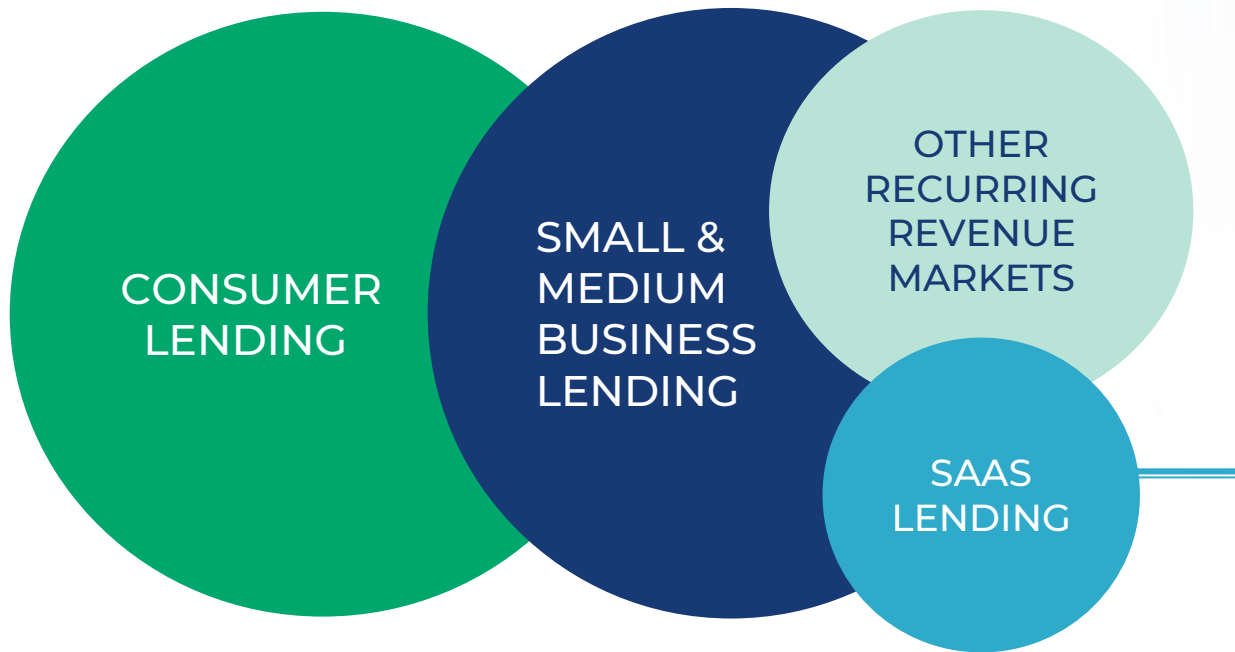
 lendingtree





# 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





# 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



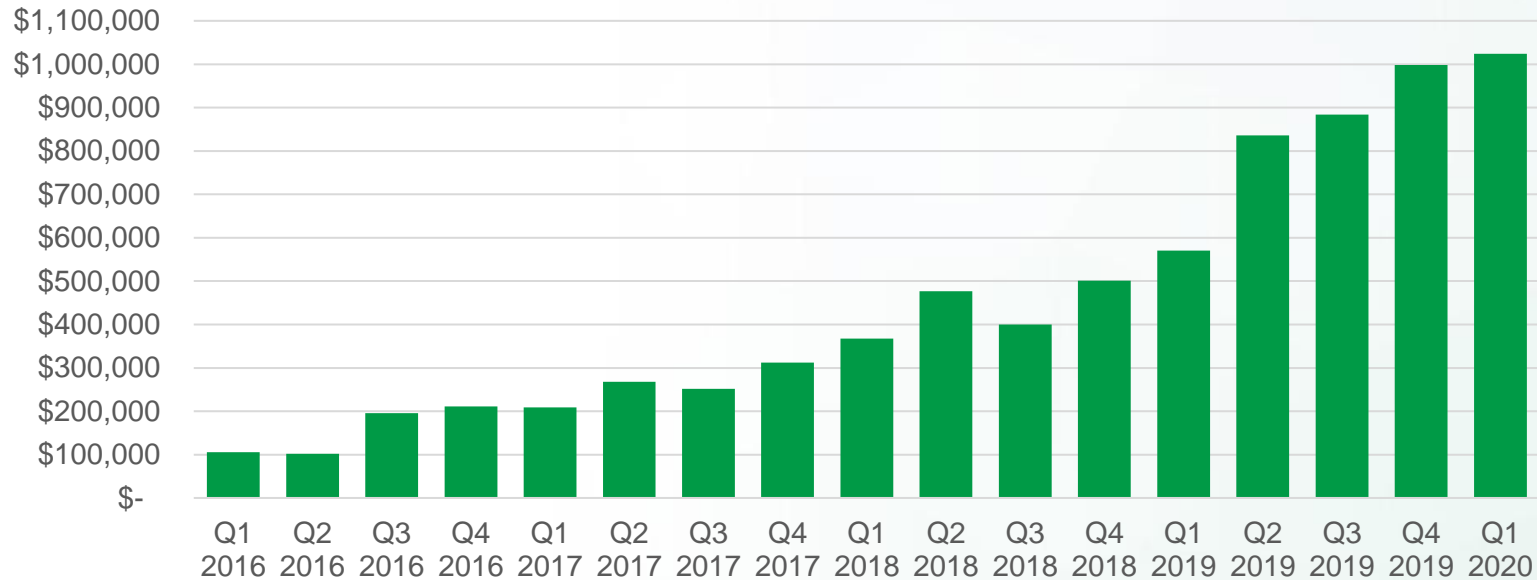
# Financial Results Demonstrate Growth

## 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

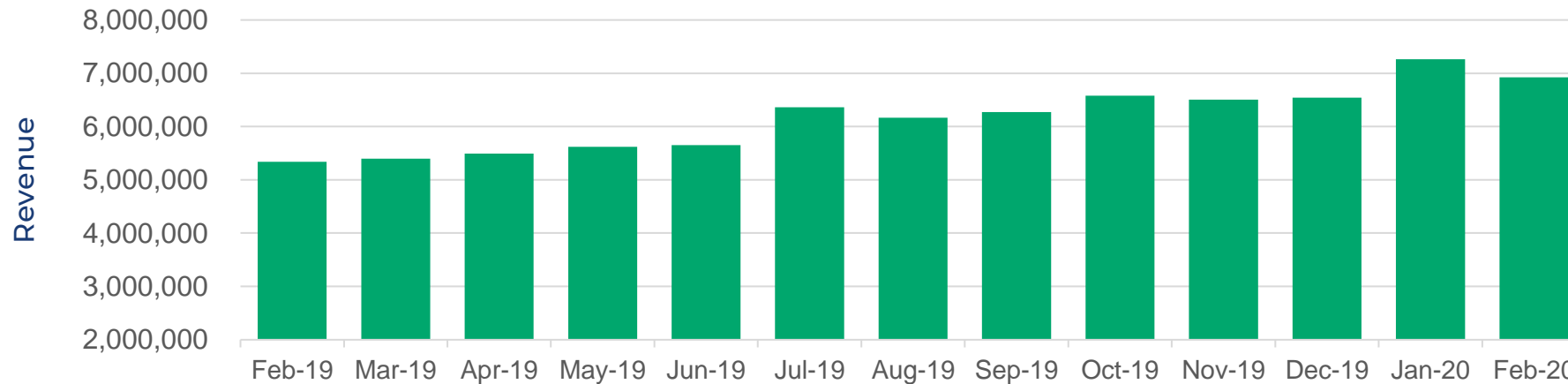


# Monthly Portfolio Risk Management

Current Portfolio  
across all vehicles



CONSOLIDATED PORTFOLIO SALES SHOWING GROWTH – INCREASING INVESTMENT SECURITY

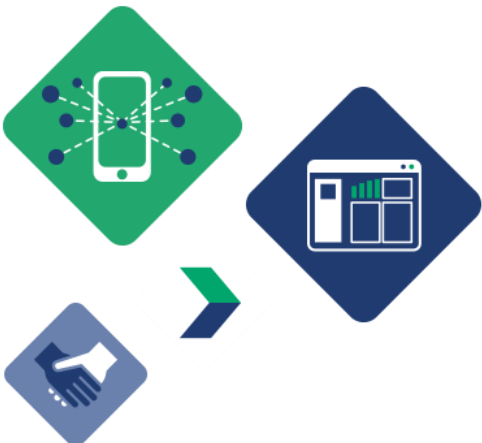




# Capital Structure

- 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](http://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>