

# Fintech-Based Finance Solutions

FOR REVENUE GENERATING TECHNOLOGY  
COMPANIES

December 2020

TSXV TCA

OTCQB TIMCF



**TIMIA  
CAPITAL**  
frictionless SaaS finance

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TSXV	TCA
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# TIMIA Capital

TIMIA is a publicly-listed company with **experienced managers** that focus on the fast growing, global, business-to-business **Software as a Service (“SaaS”)** segment.

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

TIMIA’s 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 TIMIA’s shareholders.

# Investment Highlights

- Experienced tech venture capital management team
- Advanced technology/algorithm to identify candidates, reduce risk and streamline lending process
- Targeting under-served technology sectors with significant growth potential, such as the Software as a Service (SaaS) lending market
- Expansion opportunities to adjacent technology markets

Investments in new and follow-on portfolio companies, and actively assisting the companies with their growth plans since 2015, has resulted in:

- Q3 interest revenue increased 56% compared to the same period last year.
- TIMIA's Q3 investment portfolio increased 26% to \$27.3 million compared to the same period last year
- \$37.0 million in assets and growing.
- \$1.6 million gain on seven exits in 2020 validates business model and investment strategy



# 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**”





# Monthly Portfolio Risk Management

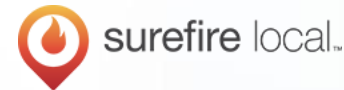
## Sample of Current Portfolio



TRANSIT SCREEN



Avenue



VONIGO



- 32 deals since August 2015
- \$80 million of facilities written
- 13 exits with rate of return averaging greater than 30%
- Portfolio of 19 companies
- Strong, consistent portfolio performance, even through COVID19

## 2020 Exits\*



\*Not all portfolio exit logos are included



# Multiple Income Streams Deliver 25% 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%



# 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

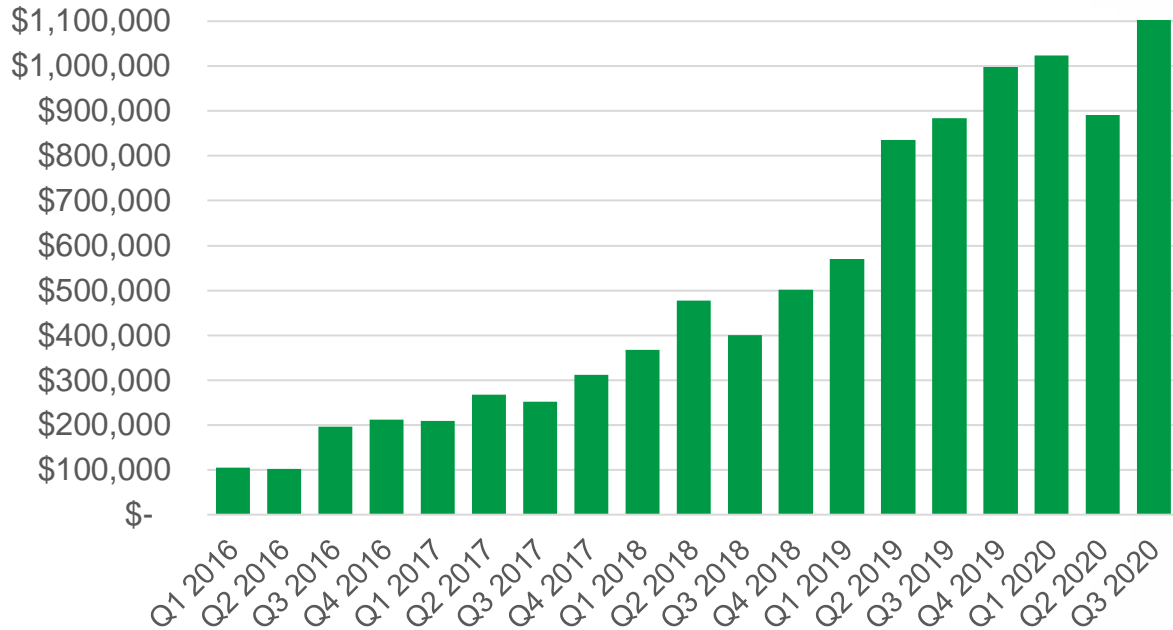
- Canadian chartered accountant
- 16 years audit and assurance experience with PwC
- Specialist in accounting and financial reporting under IFRS, ASPE, Public Sector Accounting Standards, US GAAP, and SEC Reporting in a variety of industry including technology and insurance
- Graduate of University of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



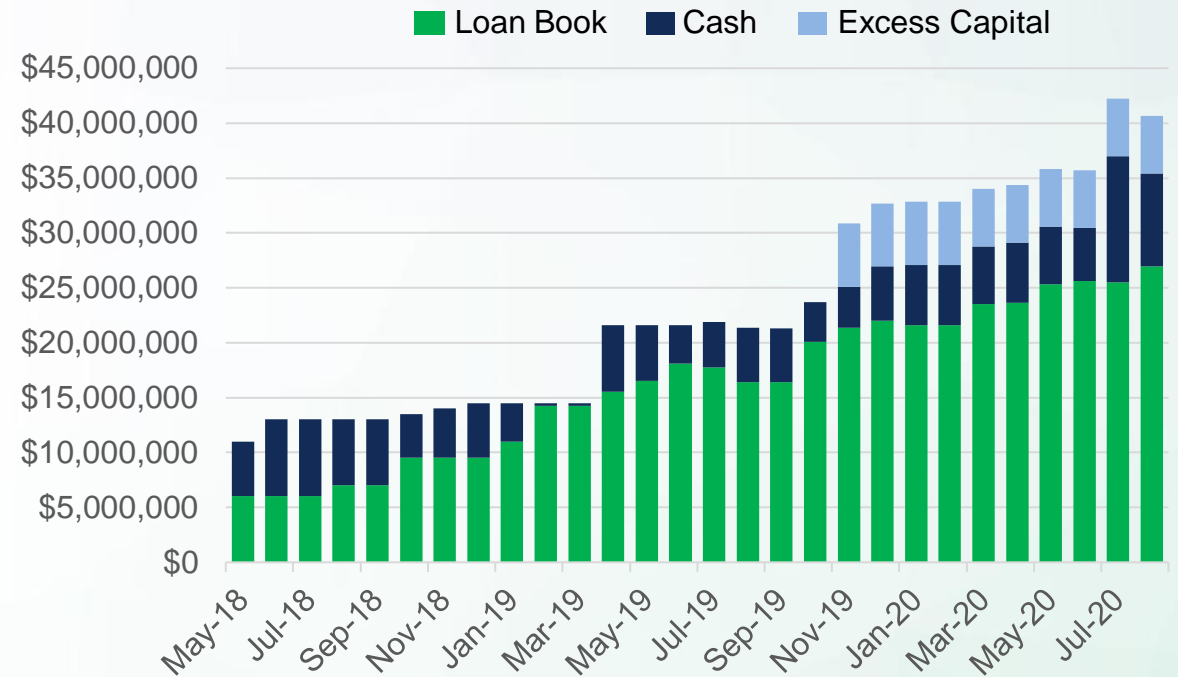
# Financial Results Demonstrate Growth

## Revenue Growth

Q2 2016 – Q3 2020










## Acceleration in Capital Deployment



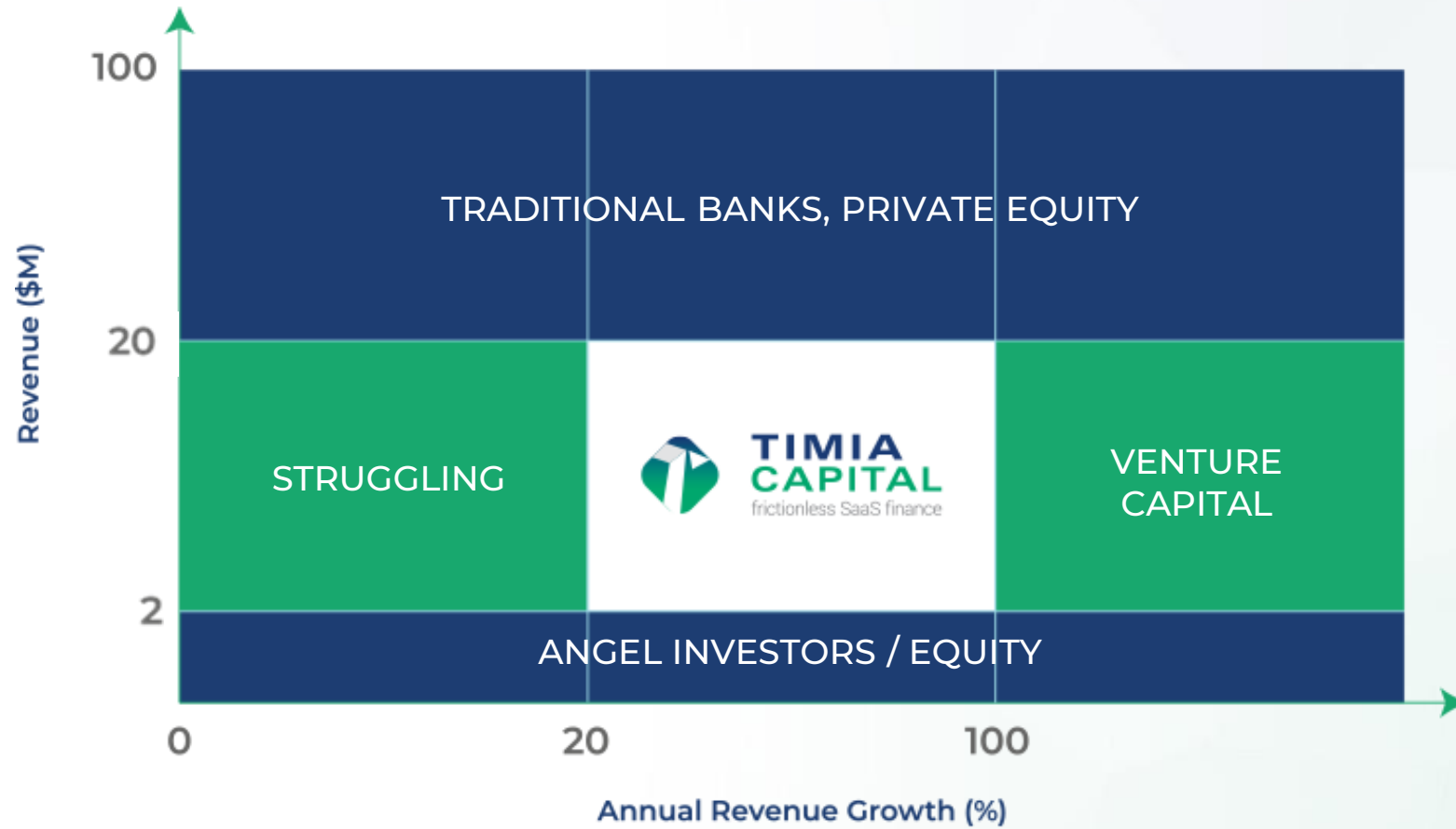
# Rapidly Evolving Fintech Market Opportunity



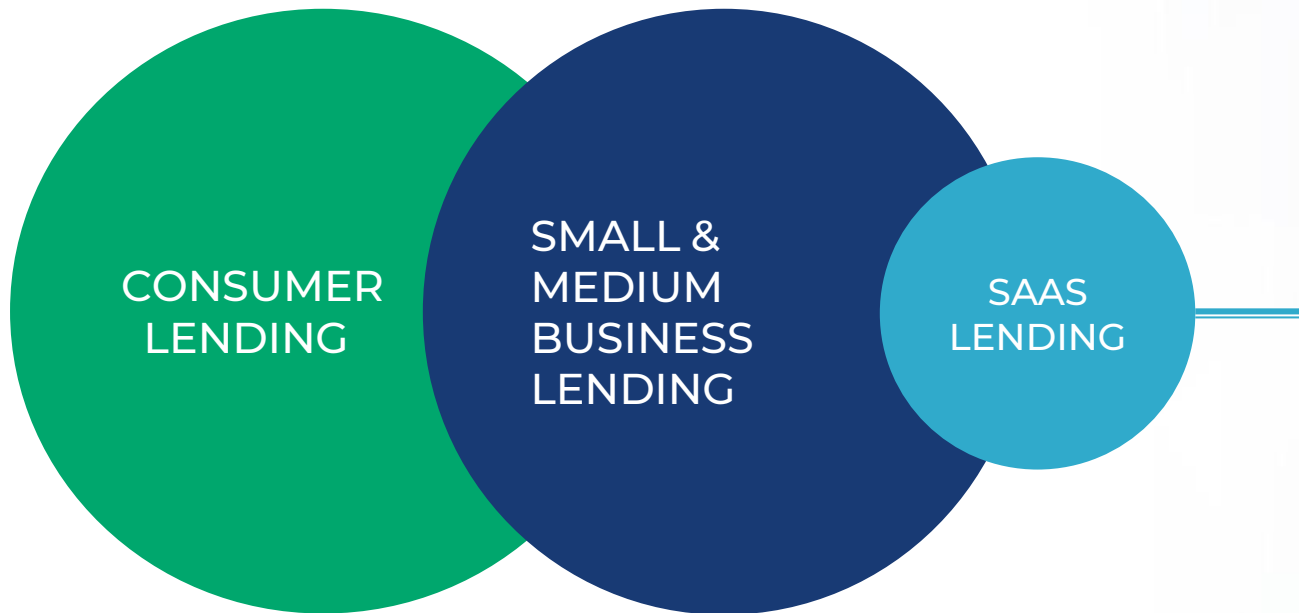
FINTECH COMPANY	REPORT & DATE	HEADLINE
	<a href="https://www.pymts.com">PYMTS.com</a> October 2020	Digital Payment Company Nexi Agrees To Buy SIA For US\$5.4 billion
	<a href="https://www.streetinsider.com">Street Insider</a> June 2020	Fusion Acquisition Corp announces pricing of <u>US\$305 million IPO</u> for transactions within the fintech or asset and wealth management sectors.
	<a href="https://www.visa.com">VISA</a> January 2020	Visa to acquire Plaid for <u>US\$5.3 billion</u>
	<a href="https://www.forbes.com">Forbes</a> September 2019	Startup Lessons: How Stripe Created a <u>\$35 billion giant</u>
	<a href="https://www.marketsinside.com">Markets Inside</a> September 2019	Goldman Sachs reportedly <u>spent \$300 million</u> developing Apple Card
	<a href="https://www.betakit.com">Betakit</a> July 2019	Clearbanc <u>raises \$300 million</u> to take entrepreneur funding model global
	<a href="https://www.canadianaccountant.com">Canadian Accountant</a> June 2019	Mindbridge and Wave fintech companies <u>secure big money deals</u>

# 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

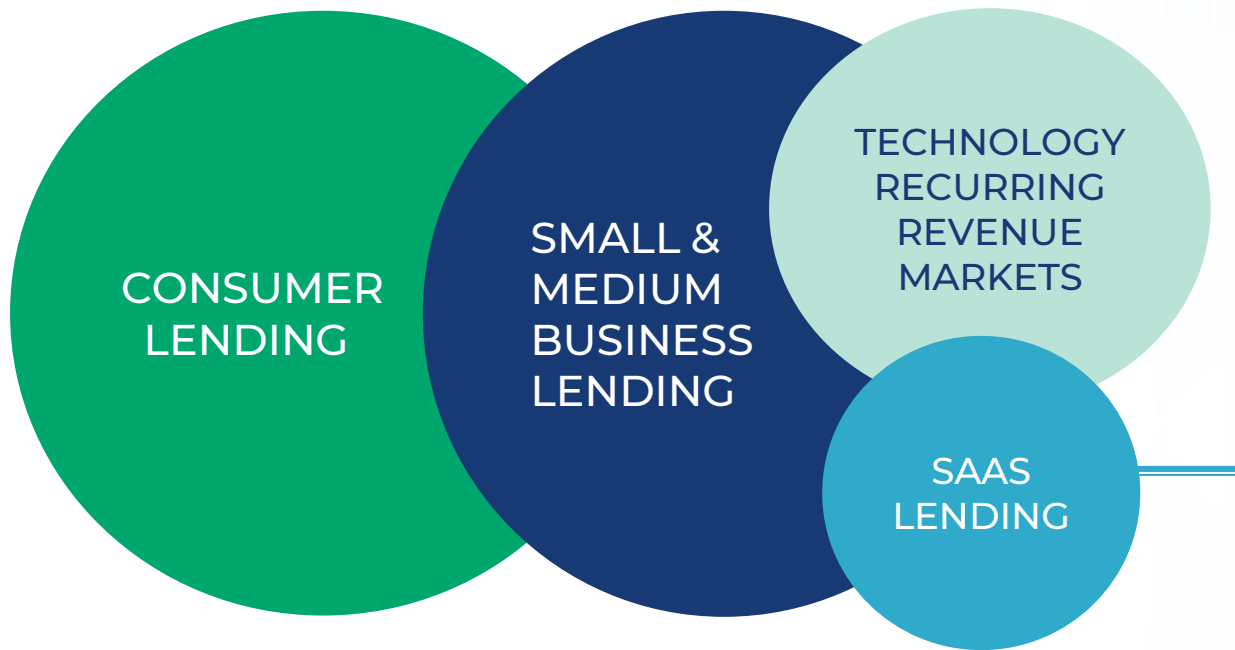
 Kabbage

 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

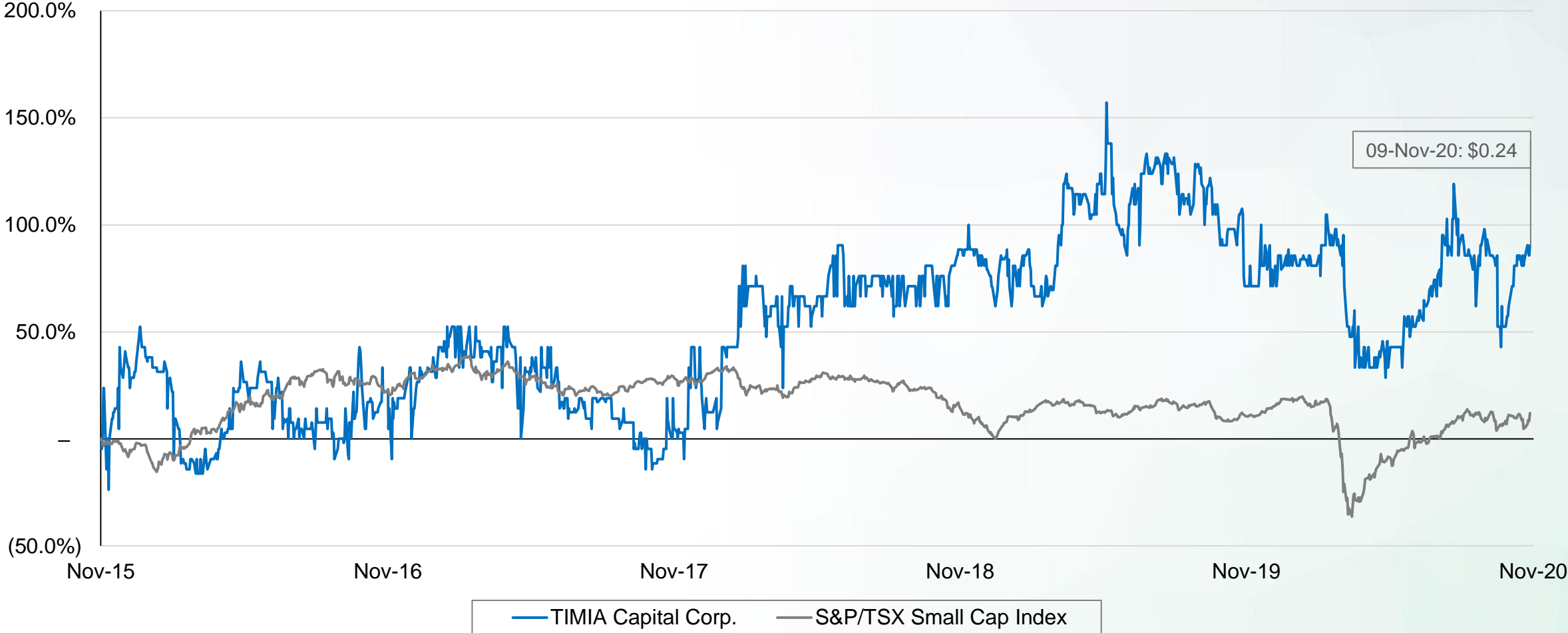
 lendingtree





# 5 Year Relative Performance

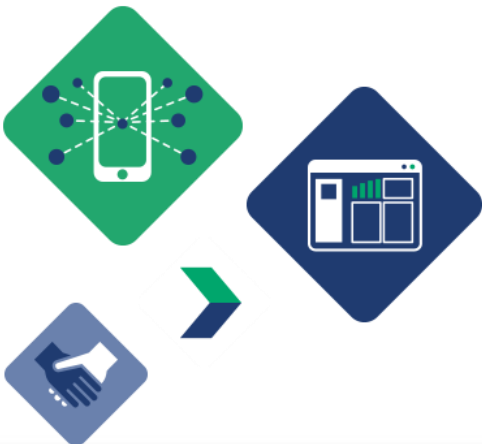
Nov-15 to Nov-20



Source: FactSet

# Capital Structure

- Shares outstanding:
  - ~41 million total outstanding
  - ~50 million fully diluted
- Market capitalization: ~\$9.5 million
- Warrants outstanding: 6.8 million with weighted average @ \$0.24
- Options outstanding: 3.1 million with weighted average @ \$0.11
- Insider ownership: ~35%



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