



Tecsys Q2 FY2025 Results Conference Call

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A HIGHER STANDARD



Forward-looking statements

The statements in this presentation relating to matters that are not historical fact are forward looking statements that are based on management's beliefs and assumptions.

Such statements are not guarantees of future performance, and are subject to a number of uncertainties, including but not limited to future economic conditions, the markets that Tecsys Inc. serves, the actions of competitors, major new technological trends and other factors beyond the control of Tecsys Inc., which could cause actual results to differ materially from such statements.

More information about the risks and uncertainties associated with Tecsys Inc.'s business can be found in the MD&A section of the Company's annual report and the most recently filed annual information form. These documents have been filed with the Canadian securities commissions and are available on our website (www.tecsys.com) and on SEDAR+ (www.sedarplus.ca).

Q2 FY25 highlights

Solid performance

- Bookings and ARR
- Healthy fundamentals

Market position

- Data and innovation
- Leader in WMS

Better together

- Partner impact
- Customer success

Financial results highlights – Q2

in \$CAD thousands, except EPS

	Q2 FY25	Q2 FY24	Change %
SaaS	16,130	12,072	34%
Maintenance & Support	7,703	8,899	(13%)
Professional Services	14,145	12,869	10%
License	444	252	76%
Hardware	4,020	7,397	(46%)
Total Revenue	42,442	41,489	2%
Gross Profit	20,448	18,345	11%
Margin	48%	44%	
Operating Expenses	19,456	18,749	4%
Net Profit (loss)	758	(340)	n.m.
Per diluted share	0.05	(0.02)	
Adjusted EBITDA¹	2,942	1,021	188%
Margin	7%	2%	
SaaS ARR Bookings²	3,747	3,745	0%

n.m. : The percentage change has been excluded as it is not meaningful.

¹ See Non-IFRS Performance Measures in Management's Discussion and Analysis of the Q2 2025 Financial Statements

² See Key Performance Indicators in Management's Discussion and Analysis of the Q2 2025 Financial Statements

Financial results highlights – Q2 YTD

in \$CAD thousands, except EPS

	Q2 YTD FY25	Q2 YTD FY24	Change %
SaaS	31,444	23,567	33%
Maintenance & Support	16,418	17,197	(5%)
Professional Services	27,532	27,777	(1%)
License	1,305	708	84%
Hardware	8,019	14,215	(44%)
Total Revenue	84,718	83,464	2%
Gross Profit	40,176	37,845	6%
Margin	47%	45%	
Operating Expenses	38,117	36,491	4%
Net Profit	1,556	831	87%
Per diluted share	0.10	0.06	
Adjusted EBITDA¹	5,533	4,194	32%
Margin	7%	5%	
SaaS ARR Bookings²	6,791	5,680	20%

¹ See Non-IFRS Performance Measures in Management's Discussion and Analysis of the Q2 2025 Financial Statements

² See Key Performance Indicators in Management's Discussion and Analysis of the Q2 2025 Financial Statements

Financial guidance

Tecsys is maintaining FY25 guidance on SaaS revenue growth at 30-32% as well as FY25 and FY26 Adjusted EBITDA¹ margins at 8-9% and 10-11%, respectively. Based on the ongoing unpredictability of hardware revenue and a rapidly evolving business model that is impacting professional services, Tecsys is revising Fiscal 2025 total revenue guidance to roughly flat.

Sustained shareholder value

Market opportunity

- Leverage footprint in healthcare
- Market growth channels
- Strong buyer intent

Strategic approach

- Easy to use and recommend
- Stronger partner ecosystem
- Emphasis on the power of data

Customer success

- Prioritize customer satisfaction
- Value delivery
- Customer connectedness



Thank you

