

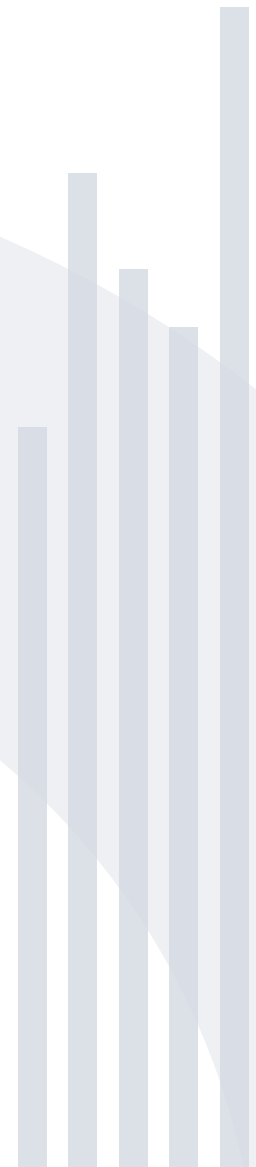


Tecsystm Q3 FY2025 Results Conference Call

Peter Brereton, President and CEO

Mark Bentler, Vice President and CFO

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).

Q3 FY25 highlights

Fiscal performance

- Record revenue
- SaaS bookings
- AEBITDA

Healthcare momentum

- New health system wins
- Healthcare distribution
- Pharmacy supply chain

Growth vectors

- Customer advocacy
- Electrical distribution
- Partner ecosystem

Financial results highlights – Q3

in \$CAD thousands, except EPS

	Q3 FY25	Q3 FY24	Change %
SaaS	17,252	14,160	22%
Maintenance & Support	8,142	8,620	(6%)
Professional Services	13,920	13,021	7%
License	212	396	(46%)
Hardware	5,655	7,626	(26%)
Total Revenue	45,181	43,823	3%
Gross Profit	21,274	19,930	7%
Margin	47%	45%	
Operating Expenses	19,263	18,707	3%
Net Profit	1,193	759	57%
Per diluted share	0.08	0.05	60%
Adjusted EBITDA¹	3,535	2,640	34%
Margin	8%	6%	
SaaS ARR Bookings²	4,040	4,864	(17%)

¹ See Non-IFRS Performance Measures in Management's Discussion and Analysis of the Q3 2025 Financial Statements

² See Key Performance Indicators in Management's Discussion and Analysis of the Q3 2025 Financial Statements

Financial results highlights – Q3 YTD

in \$CAD thousands, except EPS

	Q3 YTD FY25	Q3 YTD FY24	Change %
SaaS	48,696	37,727	29%
Maintenance & Support	24,560	25,817	(5%)
Professional Services	41,452	40,798	2%
License	1,517	1,104	37%
Hardware	13,674	21,841	(37%)
Total Revenue	129,899	127,287	2%
Gross Profit	61,450	57,775	6%
Margin	47%	45%	
Operating Expenses	57,380	55,198	4%
Net Profit	2,749	1,590	73%
Per diluted share	0.18	0.11	64%
Adjusted EBITDA¹	9,068	6,834	33%
Margin	7%	5%	
SaaS ARR Bookings²	10,831	10,544	3%

¹ See Non-IFRS Performance Measures in Management's Discussion and Analysis of the Q3 2025 Financial Statements

² See Key Performance Indicators in Management's Discussion and Analysis of the Q3 2025 Financial Statements

Financial guidance

Tecsys is maintaining its FY25 guidance for SaaS revenue growth of 30-32% and Adjusted EBITDA¹ margins of 8-9% for FY25 and 10-11% for FY26. We saw strong Q3 Professional Services bookings² and year-over-year growth in SaaS bookings²; however, the timing of these bookings is expected to result in full-year AEBITDA¹ margins and SaaS revenue being at the lower end of the guidance range.

Overall, based on actual third quarter hardware shipments and visibility into overall fourth quarter revenue, the Company is raising its fiscal 2025 total revenue growth guidance from flat to 1-3% growth and will provide fiscal 2026 guidance with its Q4 and full-year fiscal 2025 earnings release.

¹ See Non-IFRS Performance Measures in Management's Discussion and Analysis of the Q3 2025 Financial Statements

² See Key Performance Indicators in Management's Discussion and Analysis of the Q3 2025 Financial Statements

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

