To make every transaction meaningful by unlocking insightful opportunities that empower brands and customers through reliable technology and exceptional support.
Certain statements contained in this presentation (the “Presentation”) relating to Givex Information Technology Group Limited, including its subsidiaries, (collectively, “Givex”, or the “Company”) constitute “forward-looking statements”, within the meaning of applicable securities laws, including without limitation, statements regarding future estimates, business plans and/or objectives, sales programs, forecasts and projections, assumptions, expectations, and/or beliefs of future performance. Such “forward-looking statements” involve known and unknown risks and uncertainties that could cause actual and future events to differ materially from those anticipated in such statements. Forward looking statements include, but are not limited to, statements with respect to commercial operations, future growth, the overall projected size of the market and other information that is based on forecasts of future results and other key management assumptions. The Company assumes no responsibility to update or revise forward-looking information to reflect new events or circumstances unless required by law.

**Future Oriented Financial Information:** To the extent any forward-looking information in this Presentation constitutes “future-oriented financial information” or “financial outlooks” within the meaning of applicable Canadian securities laws, such information is being provided to demonstrate anticipated results and the reader is cautioned that this information may not be appropriate for any other purpose and the reader should not place undue reliance on such future-oriented financial information and financial outlooks. Future-oriented financial information and financial outlooks, as with forward-looking information generally, are, without limitation, based on the assumptions and subject to the risks set out above. The company’s actual financial position and results of operations may differ materially from management’s current expectations and, as a result, Givex’s revenue and profitability may differ materially from the revenue and profitability profiles provided in this Presentation. Such information is presented for illustrative purposes only and may not be an indication of our actual financial position or results of operations.

This Presentation includes market and industry data obtained from various publicly available sources and other sources believed by the Company to be true. Although the Company believes it to be reliable, the Company has not independently verified any of the data from third party sources referred to in this presentation or analyzed or verified the underlying reports relied upon or referred to by such sources, or ascertained the underlying assumptions relied upon by such sources. The Company does not make any representation as to the accuracy of such information.

This Presentation does not constitute an offer to sell or a solicitation of an offer to buy any securities of the Company. The securities of the Company have not been, and will not be, registered under the United States Securities Act of 1933, as amended, or any state securities laws, and such securities may not be offered or sold in the United States or to U.S. persons unless registered or exempt therefrom.

This presentation uses certain non-IFRS measures to evaluate the performance of the Company. Adjusted EBITDA defined as net profit (loss) excluding interest, taxes, depreciation and amortization (EBITDA) as adjusted for share-based compensation and related expenses, foreign exchange gains and losses and transaction-related expenses including those related to going public. The term “Adjusted EBITDA” does not have any standardized meaning prescribed within International Financial Reporting Standards (“IFRS”) and therefore may not be comparable to similar measures presented by other companies. Such measures should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. Management believes that these non-IFRS financial measures provide useful information to readers as a supplement to reported IFRS financial information. Management reviews these non-IFRS financial measures on a regular basis and uses them to evaluate and manage the performance of the Company’s operations. These measures should be evaluated only in conjunction with the Company’s comparable IFRS financial measures.
Connecting Powerful Transactions

We provide SAAS to hospitality and retail merchants that capture the detail created when a consumer transacts with a merchant in-store or online.

**ENGAGEMENT**
Gift card and loyalty

**INTEGRATION**
1,000+ APIs

**POINT-OF-SALE**
Cloud-based and secure

**ANALYTICS**
Extensive and real-time

**PAYMENTS**
Digital and in-store
COMPANY OVERVIEW

ESTABLISHED, GLOBAL BUSINESS WITH LONG-TERM DEDICATED EMPLOYEES

- **20+** Year Operating History
- **375+** Full-time Employees
- **12** Global Offices
- **100+** Countries Served
- **30K+** Clients Worldwide
- **<2%** Client Concentration*
- **<1%** Annual Churn
- **132K+** Active Client Locations

*No client represents more than 2% of total revenue*
WHO DO WE DO IT FOR
REPRESENTING SOME OF THE WORLD’S LARGEST BRANDS ACROSS 132,000+ MERCHANT LOCATIONS

New Clients & New Business Signed in the Last 12 Months

RESTAURANT
- A&W
- Quiznos
- FOCUS BRANDS
- SWISS Chalet
- Second Cup
- Foodtastic
- Wendy’s
- Harvey’s
- NYF

SPORTS
- MLB
- W
- Giants
- MLSE
- Seahawks
- Dodgers
- Brewers
- Cardinals
- MLSE

HOTELS
- Fairmont
- Best Western
- MGM Resorts
- Four Seasons
- Marriott

GROCERY
- LCBO
- OLG
- 7-Eleven
- Fannie May
- Wedgewood
- Royal Copenhagen

RETAIL
- Price Chopper
- Fairplay
- Neighbourhood Market
- Waitrose
- Morrisons
- Sunglass Hut

LAUNCHING SOME NEW BRANDS IN THE LAST 12 MONTHS:
- LCBO
- OLG
- 7-Eleven
- Fannie May
- Wedgewood
- Royal Copenhagen
- Price Chopper
- Fairplay
- Neighbourhood Market
- Waitrose
- Morrisons
- Sunglass Hut
HOW WE MAKE MONEY
BUILD & SUPPORT LEADING PRODUCTS TO DRIVE RECURRING & REOCCURRING REVENUES

PRODUCTS

Gift
Loyalty
GivexPAY
GivexPOS

70% Engagement
20% Payments
10% Point-Of-Sale

REVENUE

Service & Payments Revenue
- Monthly, recurring service fees
- Regular reoccurring fees
- Card production revenue
- Transaction fees
- Online ordering and related apps
- Managed services
- Installation fees
- Support fees
- Payments (Merchant of Record, GivexPay, Giftpass)

Hardware & Other
- Hardware sales (POS, Kiosks, KDS, retail)
- Development fees

91% Recurring & Reoccurring
9% Other

*For the year ended Dec 31, 2023.*
FINANCIAL PERFORMANCE

(REVENUE)
Recurring & Reoccurring

GROSS PROFIT

EBITDA**

(R IN $millions)

ANNUAL 2019 (AUDITED)

ANNUAL 2020 (AUDITED)

ANNUAL 2021 (AUDITED)

ANNUAL 2022 (AUDITED)

ANNUAL 2023 (AUDITED)

Total Values
Gross Transaction Value $5.2B $4.9B $5.7B $7.7B $9.1B
Transactions Processed 290MM 246MM 281MM 299MM 324MM
Active Merchant Locations 101,100 95,100 100,000 122,000 132,000

Point of Sale (POS) Carve-Out
Gross Transaction Value $704MM $514MM $793MM $1.38B $1.9B
Active Merchant Locations 725 844 844 1,572 1,859

*Approximate.
**As defined on page 2.
CAPITALIZATION OVERVIEW
TIGHTLY HELD, WELL-CAPITALIZED AND POISED FOR CONTINUED GROWTH

Share Price (Mar 21, 2024) $0.80
Market Capitalization $102M
Cash & Cash Equivalents* $22M
Enterprise Value* $84M

Trailing 12 Month Free Cash Flow* $3.85M
Basic Shares Outstanding 128M
Management & Employee Ownership 40%
True Trading Float** 30M

**Free trading shares available for sale at the current share price (management estimate)
HOW GIVEX WILL CONTINUE TO GROW

UPSELL INITIATIVES, ACCRETIVE ACQUISITIONS & CONTINUE TO WIN ENTERPRISE ACCOUNTS

1. **Organically**
   - Acquire merchants through direct sales, resellers & RFPs
   - New client locations in past 12 months: 10,000

2. **Client Upsell**
   - Upsell high margin services & modules to existing merchants
   - % of client locations use GivexPOS or GivexPAY: <2%

3. **Acquisitions**
   - Continued growth with strategic, accretive acquisitions
   - Acquisitions in past 5 years: 5
BOARD OF DIRECTORS

DON GRAY
CHAIRMAN, CEO
Mr. Gray has been part of the Information Technology industry for over four decades. He has many years of experience in start-ups, turnarounds, acquisitions, and dispositions. Mr. Gray’s start-up experience includes point-of-sale (POS), Internet and Cloud Computing companies. He has been focused on Givex since founding it with his wife in 1999.

JIM WOODSIDE
DIRECTOR, CFO
Mr. Woodside has over 25 years of senior financial experience including time with companies in the technology space. Mr. Woodside completed his CPA with KPMG and is also a CBV/Chartered Business Valuator. He has a BA from the University of Western Ontario and a Bcomm from the University of Windsor.

MICHAEL CARR
INDEPENDENT DIRECTOR
Mr. Carr has over 25 years operating experience in the Internet, Cloud Computing and TravelTech industries. Currently, he’s is the CEO and Board Member of Amgine, a Digital Process Automation company for business travel agencies. He is also a co-founder and board member of Matter365, a SaaS platform for legal firms. He holds a BA from York University.

ROBERT MUNRO
DIRECTOR
Mr. Munro has over 20 years of experience with the Capital Pool Company (“CPC”) program and has been directly involved in more than a dozen CPCs. Most recently, he was Promoter of County Capital One Ltd., a CPC which completed its Qualifying Transaction in May, 2019 with Adcore Inc. (TSX:ADCO). Mr. Munro holds a BA from the University of Western Ontario.

DIVYA KULKARNI
INDEPENDENT DIRECTOR
Ms. Kulkarni has over 20+ years of experience across Sales & Marketing, PR, Finance, Audit and General Management. She is a Director of the Kulkarni Family Private Equity Group with investments in Manufacturing, Retail, and Finance across North America, Europe and Asia, and is a Board Member and Treasurer for the disabled through Abilities to Work (affiliated with the Government of Canada and Ontario Government). She holds an Honors Bachelor of Business Administration (Co-op) from Wilfrid Laurier University.

MILES EVANS
INDEPENDENT DIRECTOR
Mr. Evans has over 20 years experience as a director, professional trustee and advising family offices. He is a Fellow of the Family Firm Institute and holds an Advanced Certificate in Family Wealth Advising and is a member of the National Association of Corporate Directors. He holds a BS (Hons) from the University of St. Andrews and a BA in Financial Studies from UMIST.
The world is changing. **Givex is ready.** With 20+ years of consistent growth, 132,000+ active locations across 100+ countries, and a strong recurring revenue stream and balance sheet, Givex creates and cultivates powerful connections that unite brands and customers.

Givex’s integrated end-to-end tech solution provides Gift Cards, GivexPOS, Loyalty Programs, Payment and more, creating growth opportunities for businesses of all sizes and industries. To learn more about the Givex investment opportunity, please visit: givex.com/investor-relations

**ABOUT US**

TSX: **GIVX**  
OTCQX: **GIVXF**

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THANK YOU
WHY MERCHANTS CHOOSE US

- Enterprise Grade Security
- Extensive API Library
- Competitive Pricing
- Flexible Platform
- Continuous Upgrades
- Extensive Reporting
- Single Source Solution

- Proprietary Technology
- Twin Datacenters Per Region
- Proven Reliability
- Maximum Security
- Accredited Platform
- Tier 1 Support

- vPOD allow for unlimited transaction growth
- Replicated in real-time
- Virtually 100% uptime with global datacentre network
- Regular risk assessments by large merchants
- PCI Level 1 certified
- SOC 1 and SOC 2 certified
- Supported 24/7 by our own, in-house teams

EXCELLENT SERVICE, CONTINUOUS IMPROVEMENT, STRONG REFERENCES = <1% CHURN, UPSELL OPPORTUNITIES AND CONSTANT FLOW OF NEW ONBOARDINGS