



BOARDWALKTECH

Investor Deck

April 2024

TSXV: BWLK OTCQB: BWLKF

Forward Looking Statement – Dollar Values are in USD

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Who we are



Rapidly growing Enterprise SaaS Business

Solving a massive problem in the Enterprise Information Management Space

The Boardwalktech Data Platform serves the same function as you have in your Bloomberg Terminal.

Boardwalktech is the single Unified location for Management of all Enterprise Business Information

BWLK.V

A Unique Value Opportunity



- 24 Month path to: Market Cap US\$100M based on US\$20M revenue reflecting a 5.0X multiple
- 90% Gross Margins
- Current Market Cap - US\$9M on US\$6.M revenue reflecting a 1.5X multiple
- On track for positive EBITDA this summer
- Experienced Leadership with multiple successful exits
- Recent News: TCS partnership – Bank Channel Accelerating

Why Boardwalktech – Why Now

World Economy is Information and Data driven; In 21st Century, Knowledge wins

Understanding and managing Information is the single most important focus area for any Enterprise or business today

Unstructured data accounts for 80% of all information in an Enterprise

83% of supply chain execs have not seen value of data investments to date using traditional tools (PWC, May 2023)

No company is focused on helping enterprises manage all their data – until now...



Mission Statement

Delivering innovative information management solutions for rapid access to data, documents, and insights allowing companies to

Turn knowledge into action, actions into decisions, decisions into value

Many of the Fortune 500 trust Boardwalktech everyday to manage their information





Transform Your Information Universe

Manage, search, analyze, and share your data in one unified location, so you can make better decisions, faster.

The screenshot displays the Unity Central dashboard interface. On the left is a navigation sidebar with options: Home, Hiring, Performance, Benefits, Campaigns, Add Workspace, Ripple, Ripple Log, Communicator, Integrations, Archive, Trash Bin, and Settings. The main content area is divided into three sections: Alerts, Information Feed, and Communicator. The Alerts section lists items like "Reminder: New Candidate Interview - Amy Smith" and "Ripple - New Match Found!". The Information Feed shows email notifications from Outlook and Gmail. The Communicator section displays a chat log with messages from Nika Jerrardo, David Amrosa, Matt Baker, and John Taylor. A floating window titled "Ripple" is open in the bottom right, showing a flowchart with nodes for Hiring, Resumes, Engineering, Front End, and Back End, each with associated PDF documents.

Products & Target Markets



Enterprise Digital Data Management and Transformation Platform for Excel



ON Semiconductor®



Unity Central

Enterprise Supply Chain Management Execution and Visibility Platform



Velocity

Financial Services Risk Management and Compliance Platform



Sales/Revenue Model



Revenue Model

Annual SaaS License starting at \$100k - \$2M+ ARR

Direct Sales

Enterprise Digital Data Management

Supply Chain Management and Visibility



Channel/Partner Sales

Financial Services Risk Management and Compliance



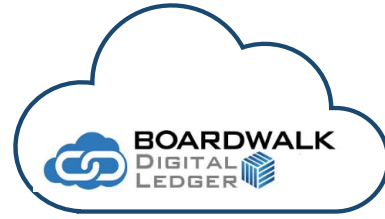
Case Study



- Oct 7, 2020 The Office of the Comptroller of the Currency issues Cease and Desist Order and a USD\$400M Fine to Citi
- Estimated that 40,000 Excel Workbooks are not in compliance/secure
- Enterprise-wide contract - license revenue \$2M year with incentives
- Multiple IT services partners signed and trained/certified to do delivery
- 10X ROI advantage using Velocity over alternative solutions
- Extensive Roll out happening now

Vision to Value

Three Large Markets



20 companies @ \$750K - \$1M year ARR



Unity Central

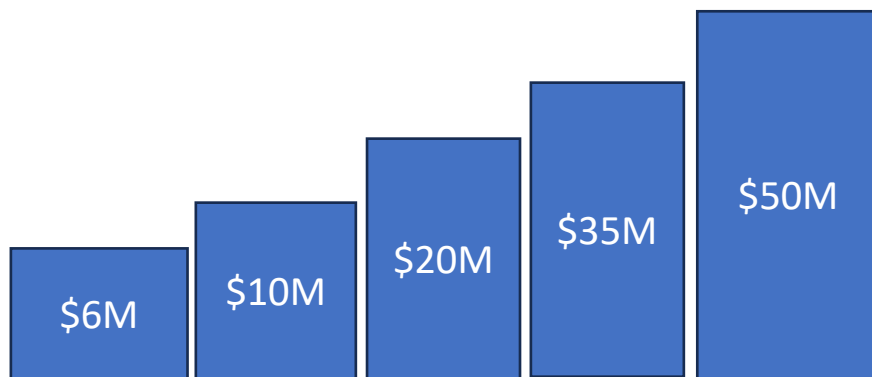
20 companies @ \$500K year ARR



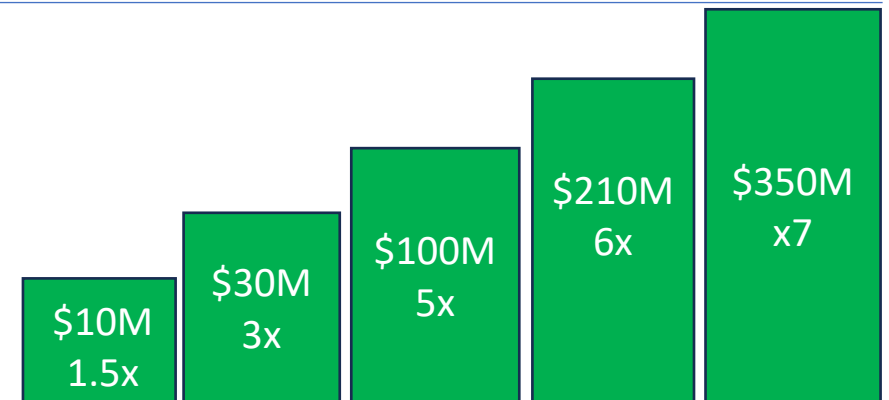
Velocity

10 banks @ \$1.5M - \$2M year ARR

Revenue



Valuation



Valuation Comps

Current US Market Cap:

Boardwalktech (BWLK.V) Rev: US\$6.0M Multiple: 1.5x sales Market Cap: US\$9.0M

COMPANY/SYMBOL	USD REVENUE	MULTIPLE	MARKET CAP	Notes
Kneat (KSI.TO)	\$34M	9.2x	\$314M	
Kinaxis (KXS)	\$432M	7.5x	\$3.24B	
ServiceNow (NOW)	\$8.9B	17.8x	\$159B	Partner agreement signed
Pegasystems (Pega)	\$1.42B	4.1x	\$5.5B	
Salesforce.com (CRM)	\$34.8B	8.5x	\$296B	
Appian (APPN)	\$545M	5.1x	\$2.7B	Never been profitable
Onesoft (OSS.V)	\$10.4M	7.3x	\$75M	
True Context	\$32.8M	4.3x	\$141M	
Okta, Inc (OKTA)	\$2.2B	8.0x	\$17.6B	

Capital Structure

Ticker(s)	TSXV: BWLK OTCQB: BWLKF
Common Shares (as of March 31, 2024)	56,622,576
Options / RSUs	818,915 / 3,964,450
Warrants (avg price: \$0.50 CAD /\$0.38 USD)	7,919,343
Public Float	71%
Management/Insider/Beneficial Ownership (10%)	28%



Why Invest in Boardwalk

GROWTH

- **SaaS model**, high retention (~90%)
- 20+ Global 1000/Fortune 500 customers
- 86% of revenue from multi-year annual recurring / SaaS licenses
- Recurring revenue grew at 48% CAGR over last three years.

TRACTION

- **Sticky Solution** driving greater penetration of existing customer base
- **Land & Expand Strategy** - growing revenue from new and existing clients
- **Revenue Upside** – by selling additional “Separately marketed products”(add NRR) – such as UC to existing BDL
- **Partner Channel expanding** – leverage partners while better scaling

FINANCIAL HIGHLIGHTS

3QF24:

- ARR \$5.7M
- recurring SaaS revenue up 6% Y/Y.
- BDL revenue (TTM) up 22% Y/Y
- Cash burn per quarter (on TTM basis) down to \$88K from \$247K/Q in Dec 22 and \$819K/Q in Dec 2021
- On track for EBITDA profitability
- Secured \$4.0M LOC to fund growth.

Executive Team

Andy Duncan

CEO and Chairman

Advanced Data Exchange, The EC Company,
Buena Vista Software, Workstream, Inc.

Ravi Krishnan

CTO and Co-founder

Huntington Group, Sherpa Technologies,
Netfish, Parametric Technology

Charlie Glavin, CFA

CFO

ViXS Systems, NEA, Spreadtrum,
Credit Suisse, Intel, Fidelity (FMR)

Dharmesh Dadbhawala

CPO and Co-founder

Netfish, Sherpa Technologies, CAE
Electronics

Glenn Cordingley

SVP of Strategic Sales

BAL Associates, TDS Healthcare Systems,
Arthur D. Little, AT&T Bell Labs



BOARDWALKTECH

Thank You

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