



**BOARDWALKTECH**

# Investor Presentation

September 2020

TSXV: BWLK

OTCQB: BWLKF

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# BOARDWALKTECH

## REVOLUTIONARY PLATFORM FOR ENTERPRISE INFORMATION MANAGEMENT

- A patented, cloud-based, private-permissioned **Digital Ledger** designed for collaborative, multi-party enterprise planning applications
- The **“new Bloomberg”** for enterprise information data
- Headquartered in **Silicon Valley** with offices and operation in India

## STRONG TRACTION SINCE NEW BUSINESS MODEL IN 2018

- **SaaS / PaaS** model with over **20 Global 1000 / Fortune 500** customers
- **24% Y/Y increase** in multi-year annual recurring licenses
- Pipeline has **grown 5x to over \$7 million** (product of new sales force)

## SIGNIFICANT FINANCIAL IMPROVEMENT AND OPERATIONAL LEVERAGE

- **85%+** gross margins
- **72%** improvement in Net Income (on cusp of turning profitable)

# Our Patented Digital Ledger

**Private permissioned, time-based platform enables multiple parties to:**

- work at the same time,
- make changes on the same data while,
- preserving a single version of truth,
- without mucking up the data in the process.



Enabling  
Authorization



Audit Trail



Accountability



Provenance /  
Tracing

**Quicker and Better  
Decision Making**

# The Boardwalk Solution: Critical to Enterprises

No Other Platform Provides All Three Tools



**Collaboration Tool**

Improve results with new ways of working **in real-time** and **remotely**



**Efficiency Tool**

Better **agility, scalability** and **speed** reduces cost and time vs. legacy methods



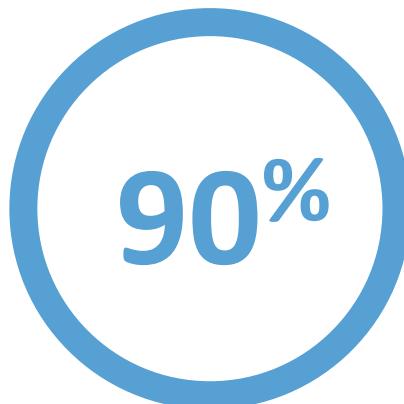
**Insight Tool**

Improve **reliability** of decision-making through data analytics

# Existing Problem in the Market: Nature of Current Data/Growth Outpacing Legacy Capabilities



**Of all data in existence  
is unstructured**



Of all data in existence  
created in the last 2 years



Expected worldwide data  
collected by 2025



Expected CAGR over the  
next 5 years

Source: IDC (2019)

# Unstructured Data – Costly if Not Utilized

Unstructured data is information that either **does not have a pre-defined data model** or is **not organized** in a pre-defined manner.

*Examples of Unstructured data:*



**LACK OF ACCESSIBILITY  
TO QUALITY DATA**



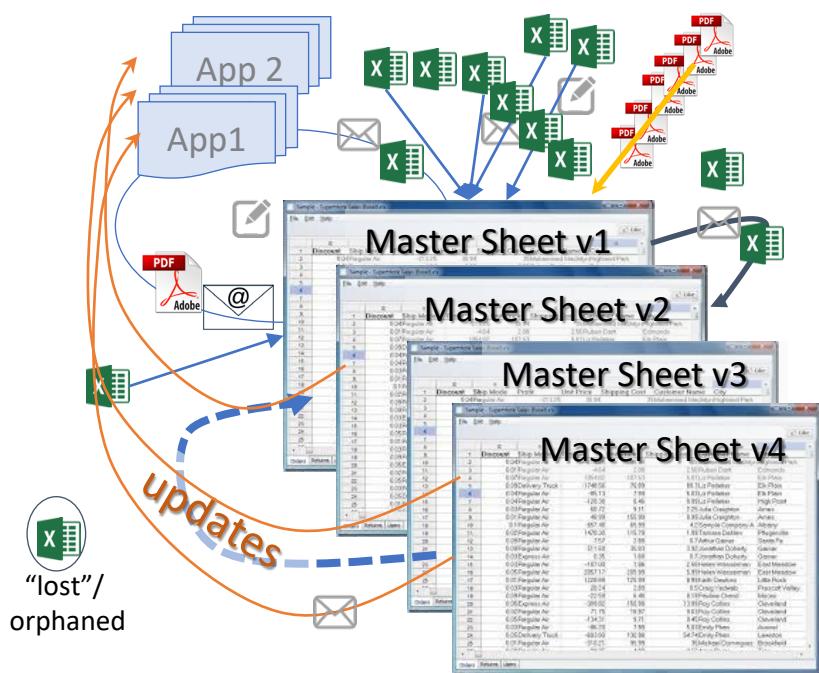
**SLOW DECISION  
MAKING**



**COSTLY**

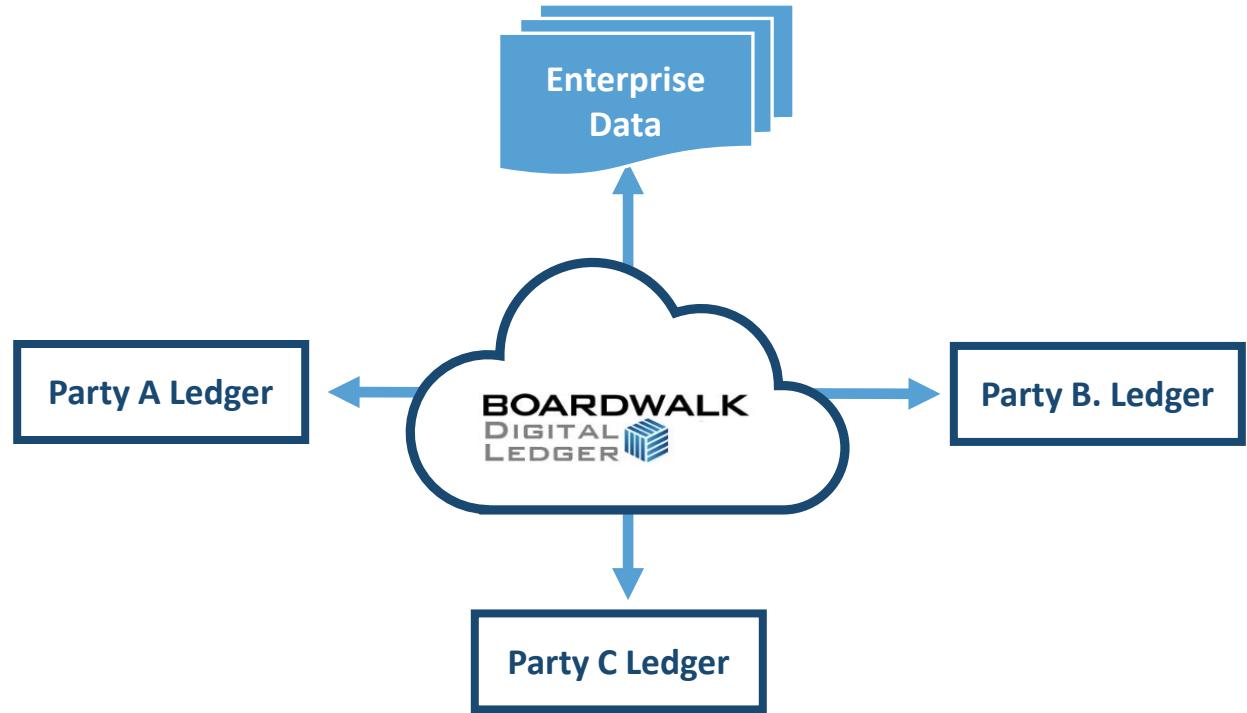
# Enterprise Digital Ledgers – New Standard for Data Exchange

**Old method: “Manual Digitalization”**  
emails, attachments, consolidations



Inefficient, Expensive, Vulnerable, Time Consuming, Prone to errors

**One secured, centralized platform:**  
for real-time, data exchange/sharing & execution



**“Transaction Chaining”** - all changes time-stamped and tracked  
Result: **Single Version of Truth**

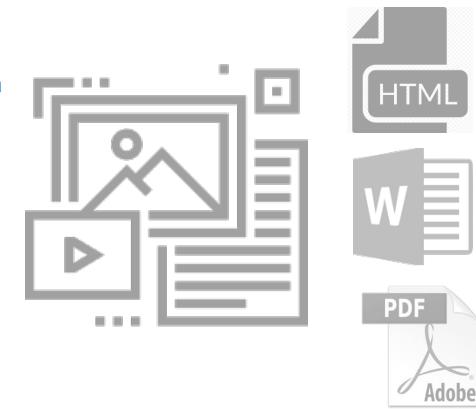
# “Ecosystem of Efficiency”

Powered by Boardwalktech

## Structured Data



## Unstructured Data



Aligning structured and unstructured data from all sources to enable better and faster decision making

Visualization  
ML/AI

Excel UX

Brower UX

Mobile UX

# Boardwalk's "Network of Words" – a Paradigm Shift

A new method to **search, organize, and manage structured & unstructured data** (by time) without needing to create a SQL database

EXAMPLES	STRUCTURED DATA CURRENT METHOD	UNSTRUCTURED DATA "LOST" – THAT BWLK NOW HANDLES
INSURANCE CLAIMS	Rated driver, loss location	Driver name from police report, mileage from garaging address – potential exclusions
PHARMA SHIPMENTS (track & trace/safety)	Drug names, doses, quantities, port of origin	Source of active agent compounds, chain of custody, secondary Bill-of-lading info
CONSUMER ELECTRONICS	Print PO's, re-key into Order Entry System	Orders automatically fed into system, faster fulfilment, increase sales & margins

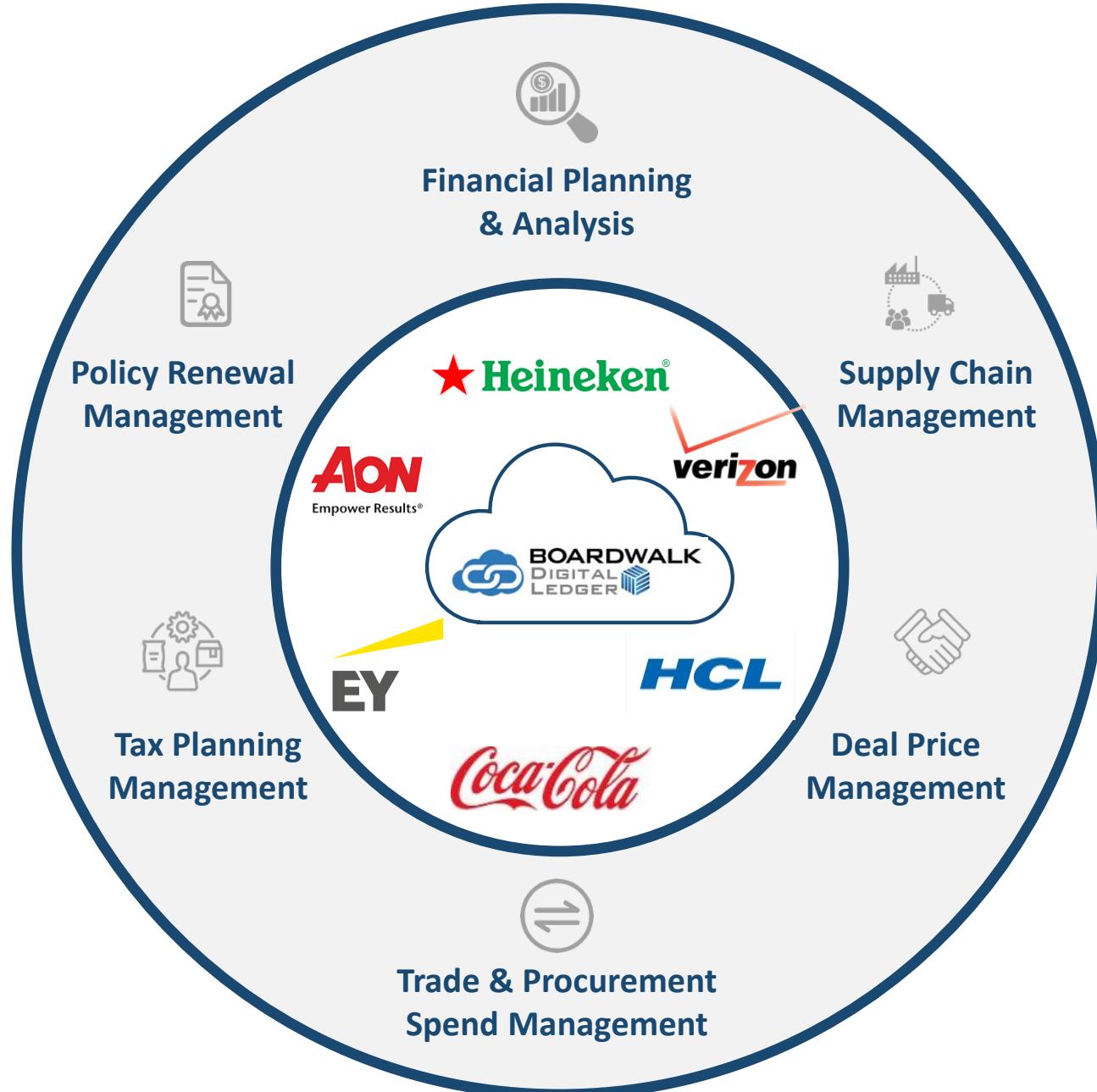
# Global Fortune 500 Clients



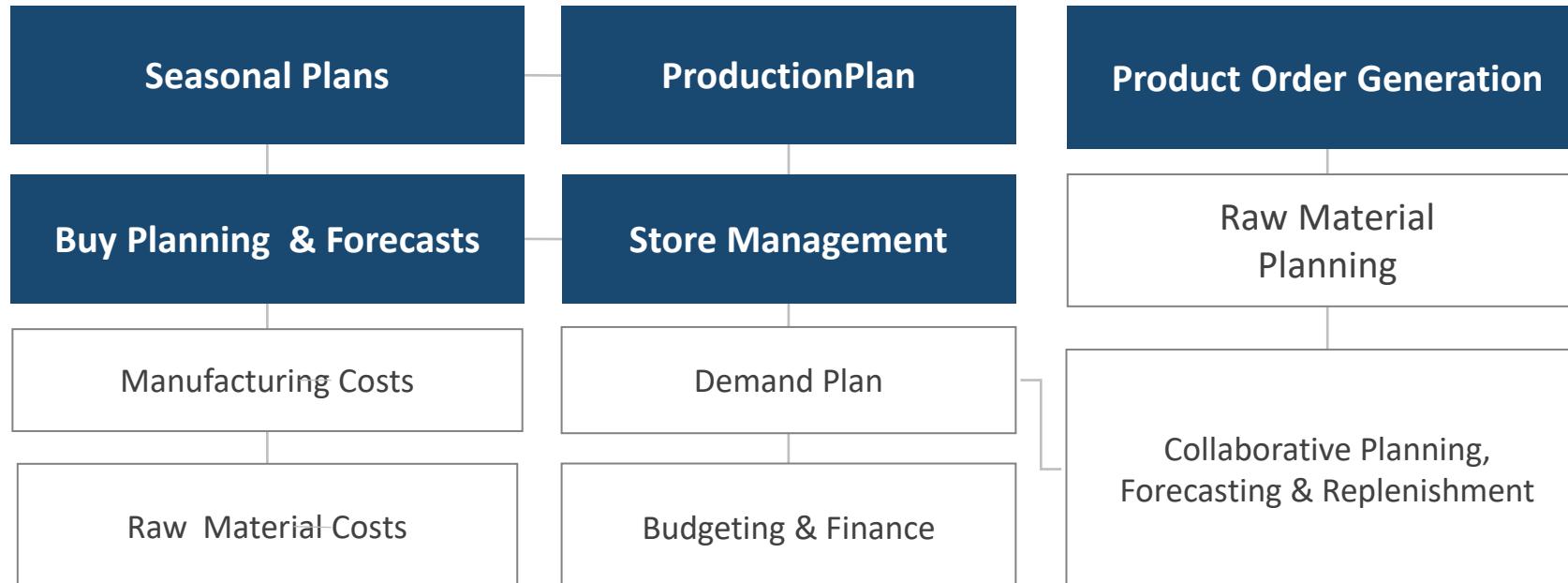
ON Semiconductor®



# What Our Clients Use Our Technology For



# Case Study 1: Apparel Client – Generating Significant ROI



Boardwalk Solution Deployed

Boardwalk Solution Not Currently Deployed

**5x ROI**

**\$560k**

Savings from increased productivity

**\$160k**

Savings from user adoption and management change

**\$500k**

Savings from reduction in IT budget

**\$120k**

Savings from improved frequency of data collection

**\$1.3M**

One-year savings

# Case Study 2: ON Semiconductor – Quicker RFP /RFQ



## PRIOR TO BOARDWALK

### MANUAL PROCESS

Request for Pricing  
/Quotes  
(RFP/RFQ)

**25**

Average # of RFQ  
and RFP/day

**10-15**

# of individuals / touch  
points per request

**7 days**

Average  
Response time

**40-60%**

Manpower  
efficiency  
per RFP/RFQ



**BOARDWALKTECH**

**2-3 days**

Quicker Response  
time

**15-20%**

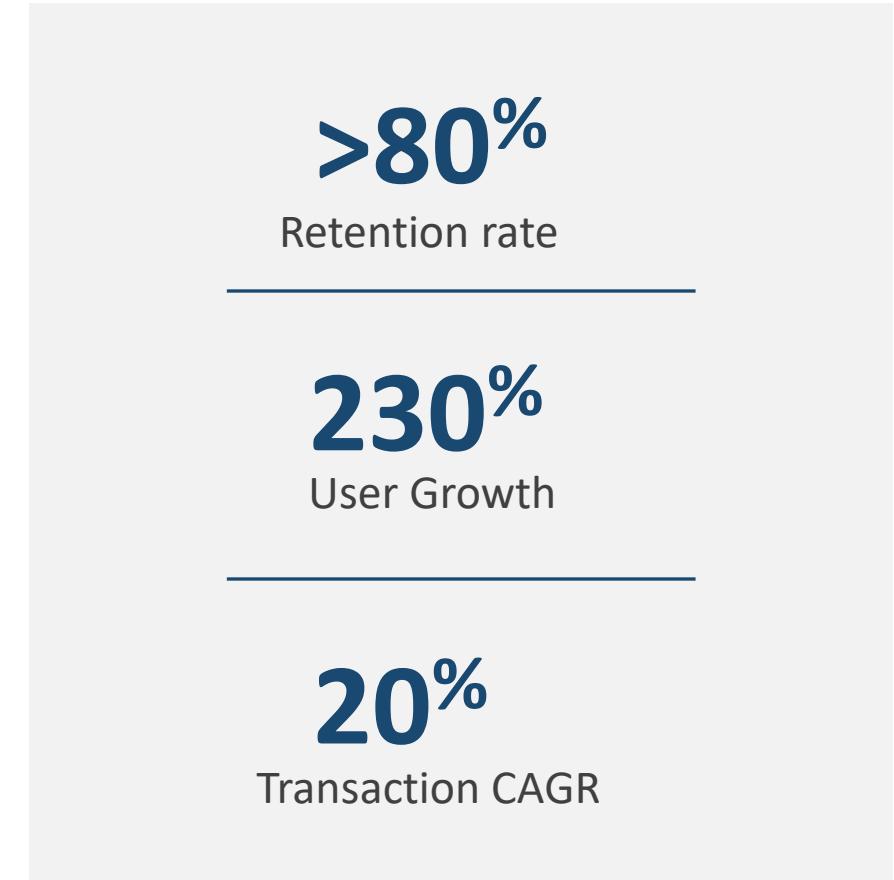
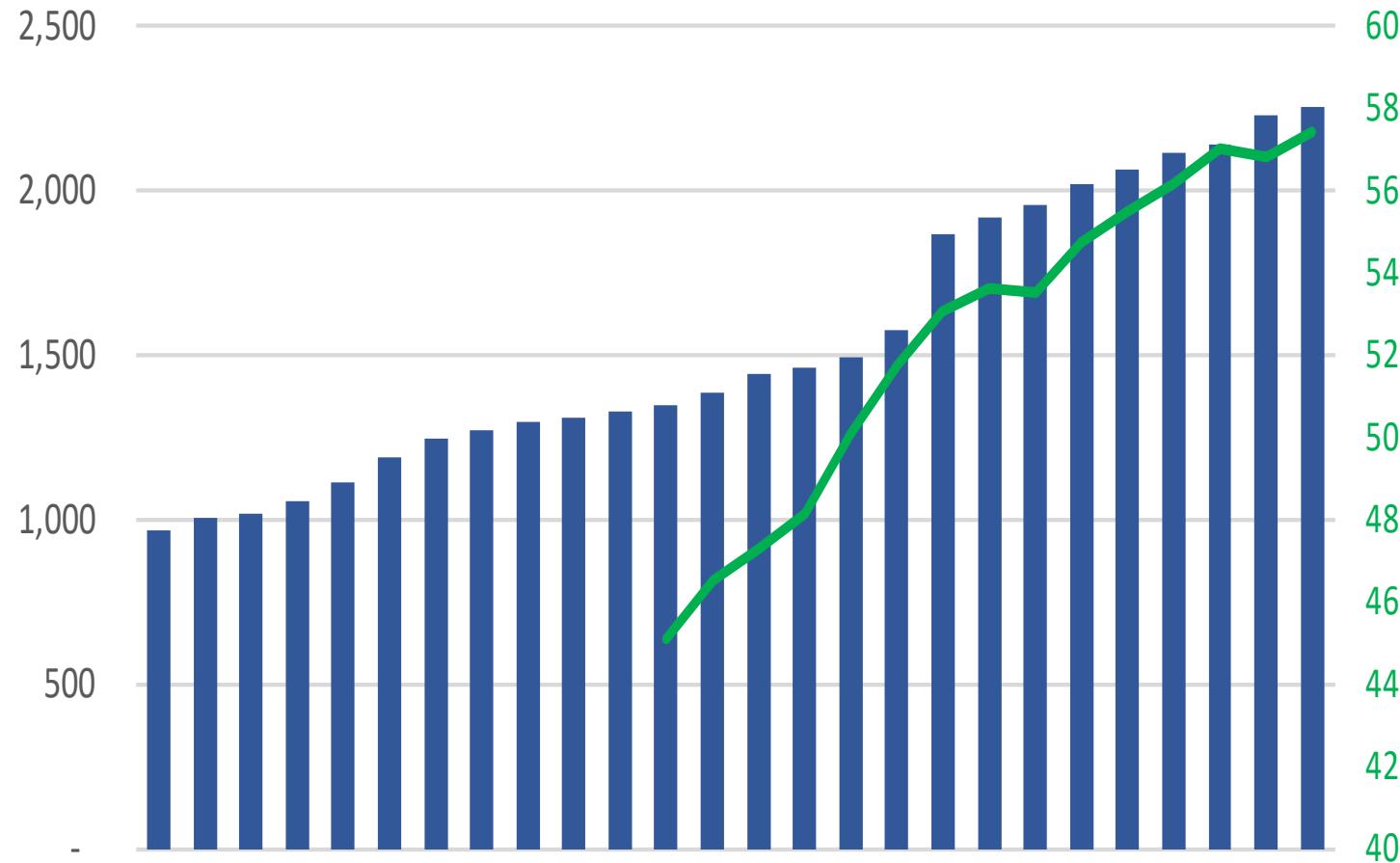
Increased sales  
conversion

**\$1.8M**

One-year savings  
**6x ROI**

# Growth in Metrics Demonstrate Customer Stickiness

## Growth in Managed Cells vs. # Transactions/User



# Financial Highlights

**\$3.9M**

Annual Recurring  
Revenue (ARR)

**62%**

Y/Y EBITDA  
Improvement

**15%**

Y/Y License  
Revenue Growth

**\$7M+**

Current pipeline

**85%**

Gross Margin



# Recurring Revenue & Sticky Solution Driving Growth

## Multiple Avenues for Revenue Growth



# Capital Structure

Ticker(s)	TSXV: BWLK OTCQB: BWLKF
Share Price	\$0.54 (CAD)
Market Capitalization	\$10.4m (CAD)
Common Shares Outstanding	21,091,486
Options / RSUs	828,915 / 853,333
Warrants (avg price: \$0.76 CAD /\$0.57 USD)	6,768,803
Cash Balance (as of June 30, 2020)	\$0.6m USD
Debt *	\$3.5m USD
Float	56%
<b>Management/Insider/Beneficial Ownership</b>	<b>43%</b>
Institutional Ownership	30%

\* As of June 2020, balance sheet liability

# 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

*COO 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

## J.B. Kuppe

*SVP of Marketing*

Bootstrap Group, Autodesk, LizardTech,  
Numera Software

# Investment Opportunity Highlights

- Unique, patented, sustainable and competitive platform solution
- Enterprises actively seeking solutions to capitalize on collected data to increase productivity and competitive edge
- Sticky solution utilized by Fortune 500 customers
- Growing recurring revenue (SaaS/PaaS Model)
- Growing pipeline of business (\$7M+)
- High margins (85%+)
- Significant operational leverage



**Information** can be of **great value**, but only **if it is accessible**.

*Source: PwC's Finance Effectiveness Report: Working Through Technology (August 2020)*

Unless they first determine data **access, quality, and lineage**,  
**digitalization** can't deliver agility or reliability.

*Source: MIT Sloan, July 29, 2020*



**BOARDWALKTECH**

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**Transfer Agent:** Computershare

**Legal Counsel:** Wilson Sonsini (U.S.), Owens Wright, LLP (Canada)

**Auditor:** MNP, LLP