



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



80%

Of all data in existence
is unstructured

90%

Of all data in existence
created in the last 2 years

175
Zettabytes

Expected worldwide data
collected by 2025

61%

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**



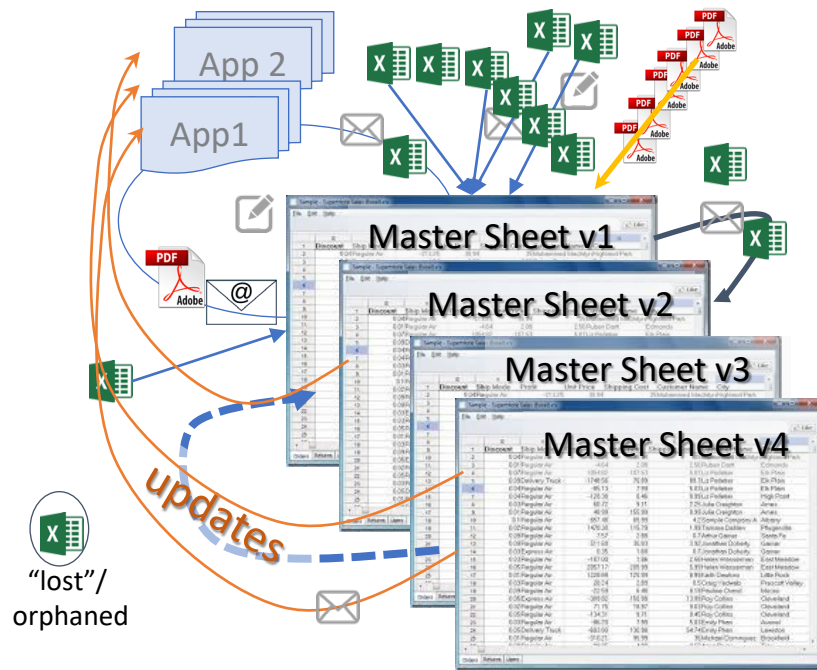
**SLOW DECISION
MAKING**



COSTLY

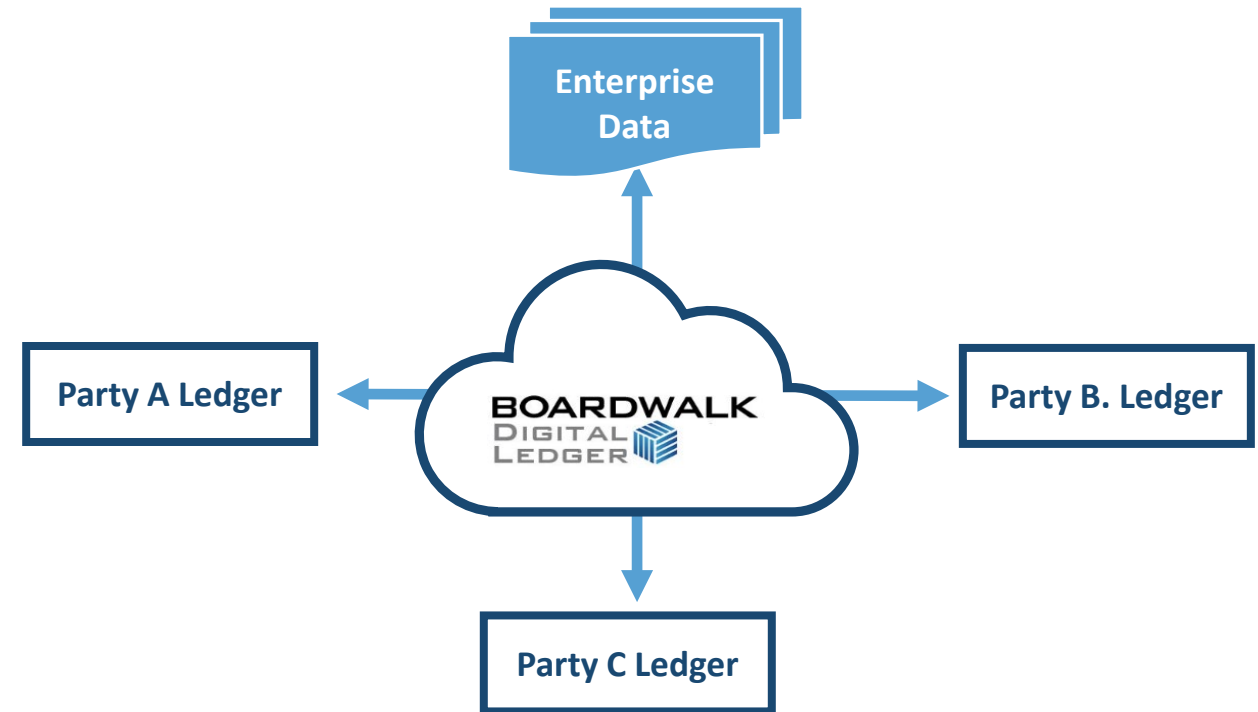
Enterprise Digital Ledgers – New Standard for Data Exchange

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



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

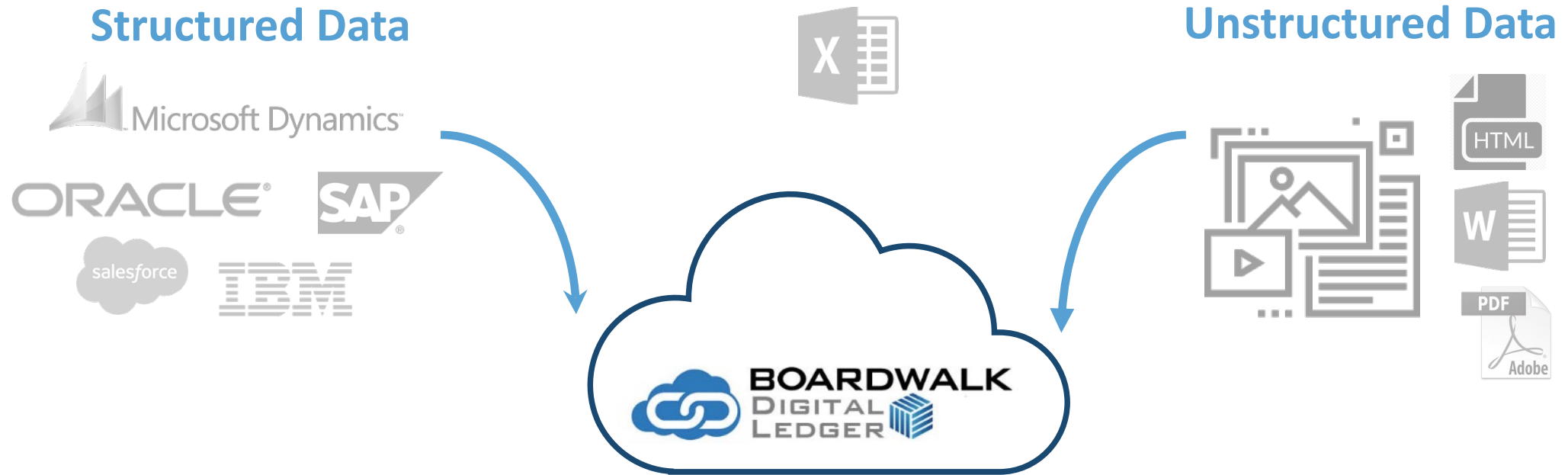
One secured, centralized platform:
for real-time, data exchange/sharing & execution



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

“Ecosystem of Efficiency”

Powered by Boardwalktech



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

Visualization
ML/AI

Excel UX

Browser UX

Mobile UX

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

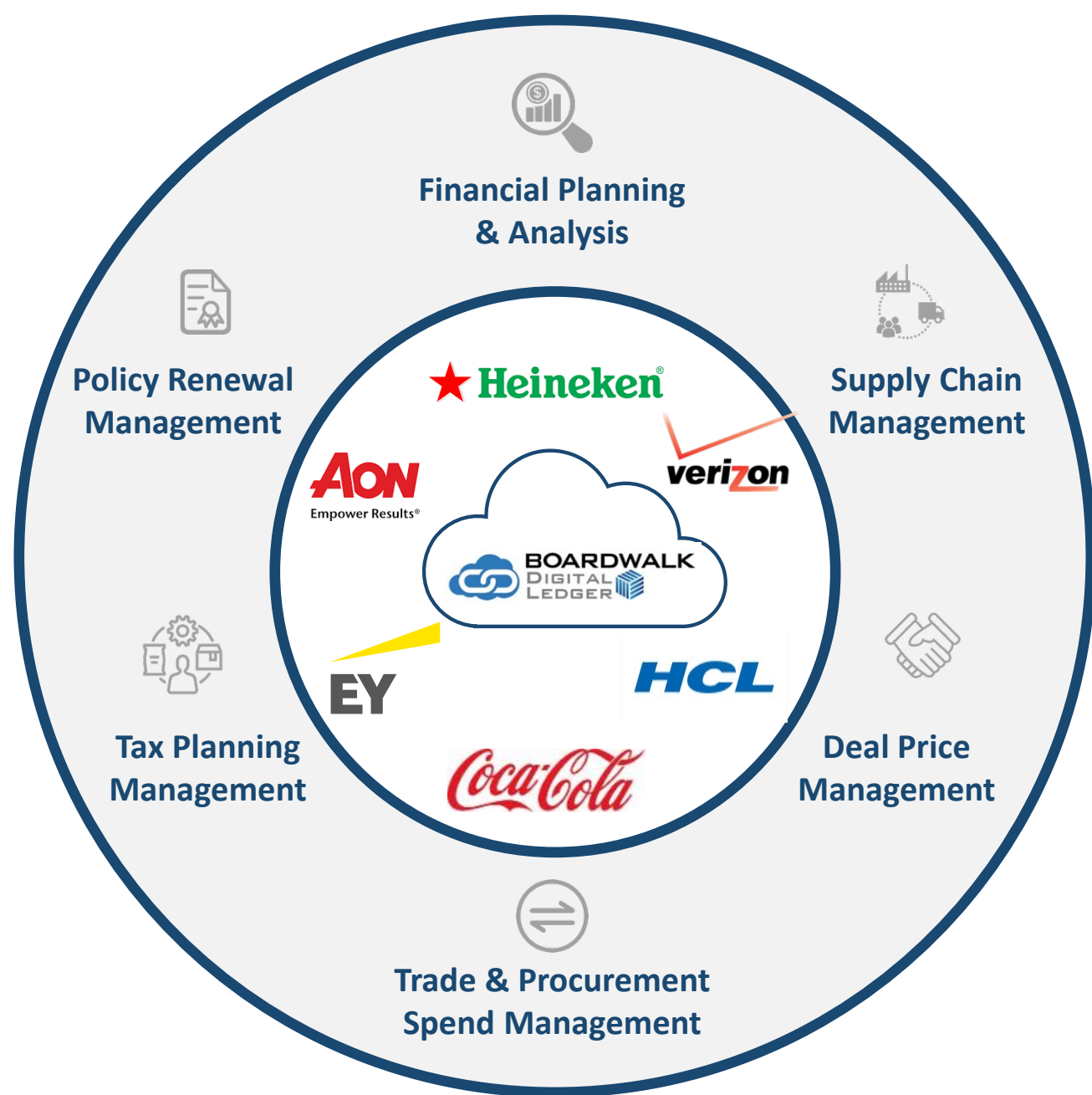
A new method to **search, organize, and manage structured & unstructured data**
(by time) without needing to create a SQL database

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

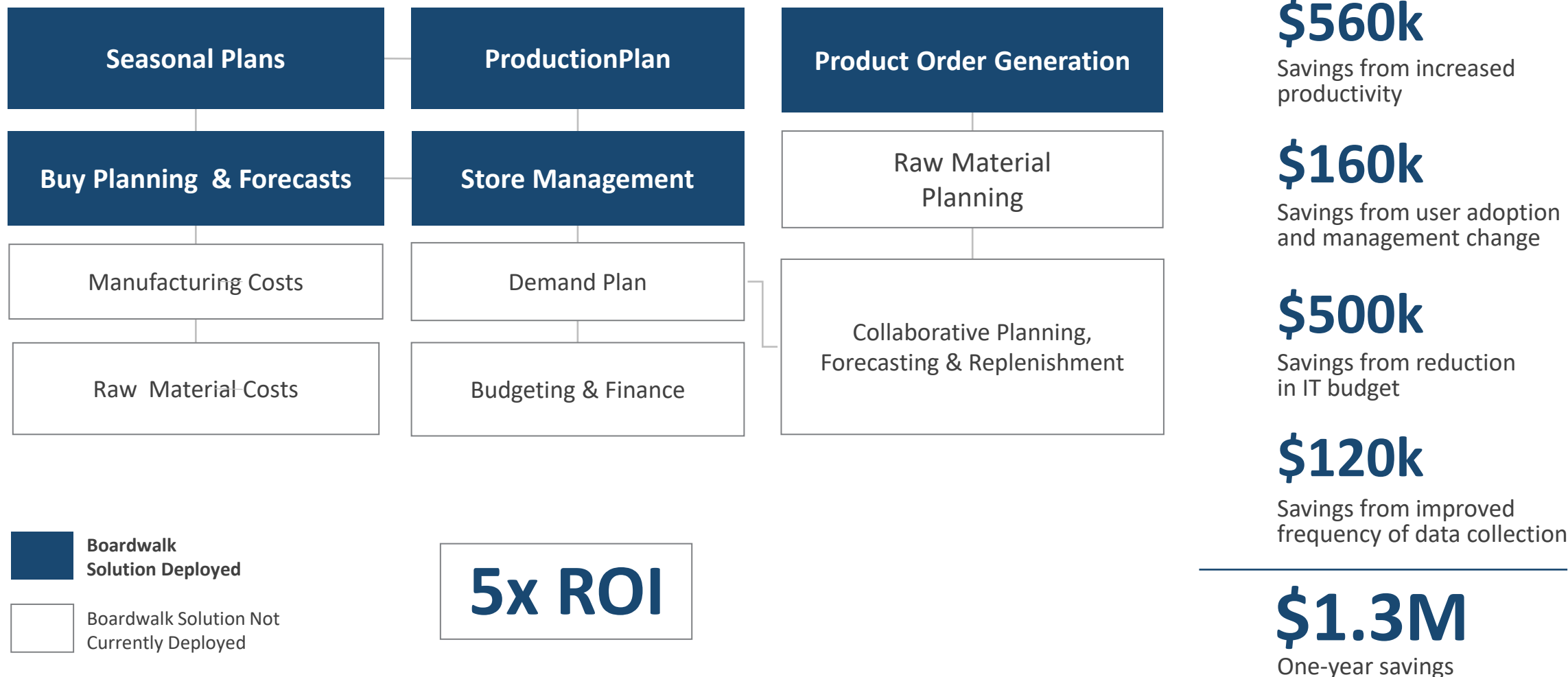
Global Fortune 500 Clients



What Our Clients Use Our Technology For



Case Study 1: Apparel Client – Generating Significant ROI



Case Study 2: ON Semiconductor – Quicker RFP /RFQ



ON Semiconductor®

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



BOARDWALKTECH

40-60%

Manpower
efficiency
per RFP/RFQ

2-3 days

Quicker Response
time

15-20%

Increased sales
conversion

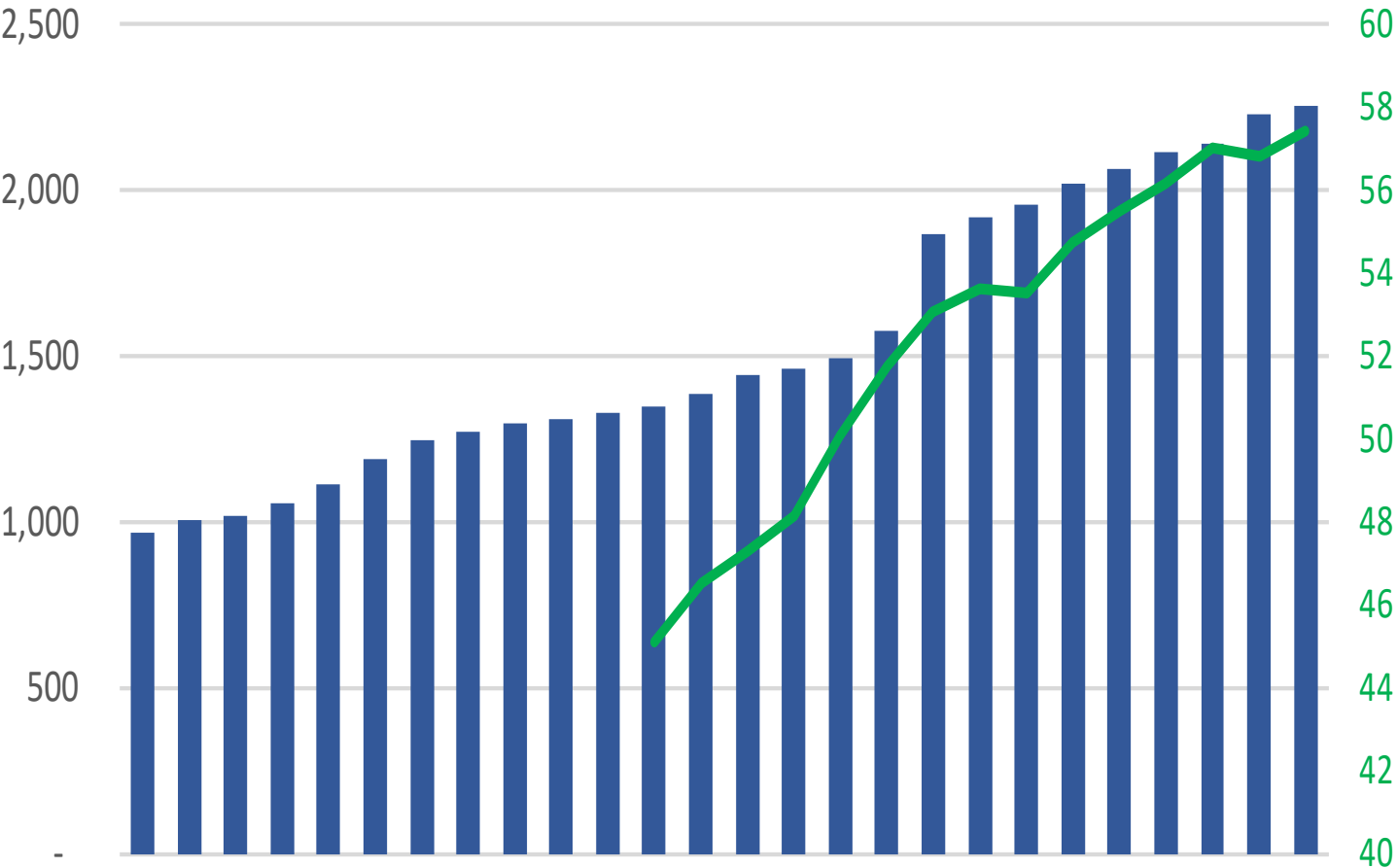
\$1.8M

One-year savings

6x ROI

Growth in Metrics Demonstrate Customer Stickiness

Growth in Managed Cells vs. # Transactions/User



* Managed Cell totals exclude data behind their firewalls (Adtran, Apple, CFTC, PWC, Qualcomm, Verizon)

>80%

Retention rate

230%

User Growth

20%

Transaction CAGR

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%
Management/Insider/Beneficial Ownership	43%
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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Tickers: TSXV:BWLK / OTCQB:BWLKF

Transfer Agent: Computershare

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

Auditor: MNP, LLP