



BOARDWALKTECH

Information Fueling Human Intelligence

TSXV: BWLK OTCQB: BWLKF

Forward Looking Statement USD Amounts

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Who is Boardwalktech

An Intelligent Information Management Platform focused on the Enterprise

- ❑ US \$5.2M Revenue / US \$4.5M ARR
- ❑ Market Cap ~US \$4.0M
- ❑ ~90% Gross Margins
- ❑ Uniquely positioned at intersection of risk management, data management, and enterprise automation
- ❑ Reaccelerating Revenue Growth in 2025



What Happened in 2024

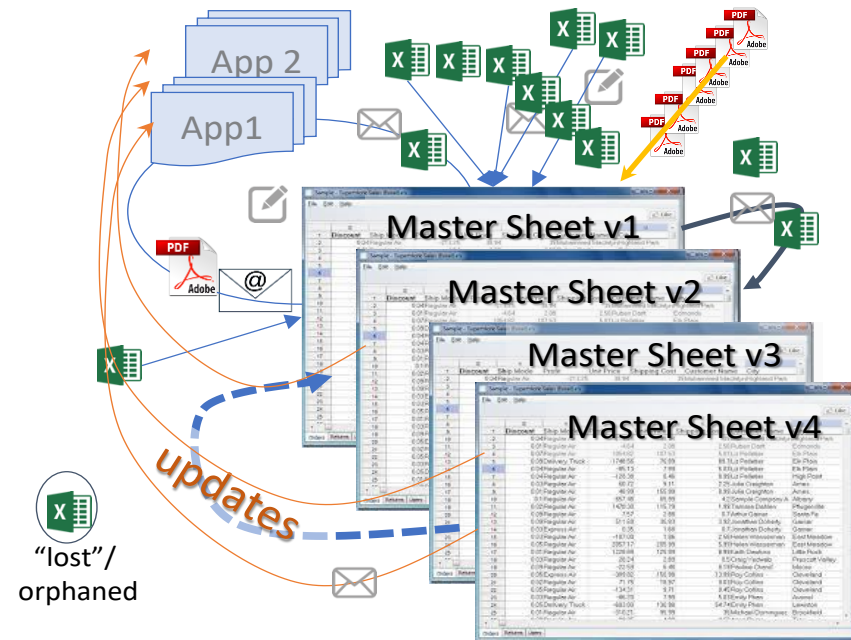
- ❑ Established new strategy and go to market
- ❑ Delivered a new product to market – Unity Central
- ❑ Executed Citibank Launch – Financial Services market
- ❑ Executed Accenture BPO Launch with first BPO customer
- ❑ Signed/trained multiple new partners for channel delivery and sale
- ❑ Closed \$4M LOC facility (drew \$2.6M)
- ❑ Focused on business execution

What will happen in 2025

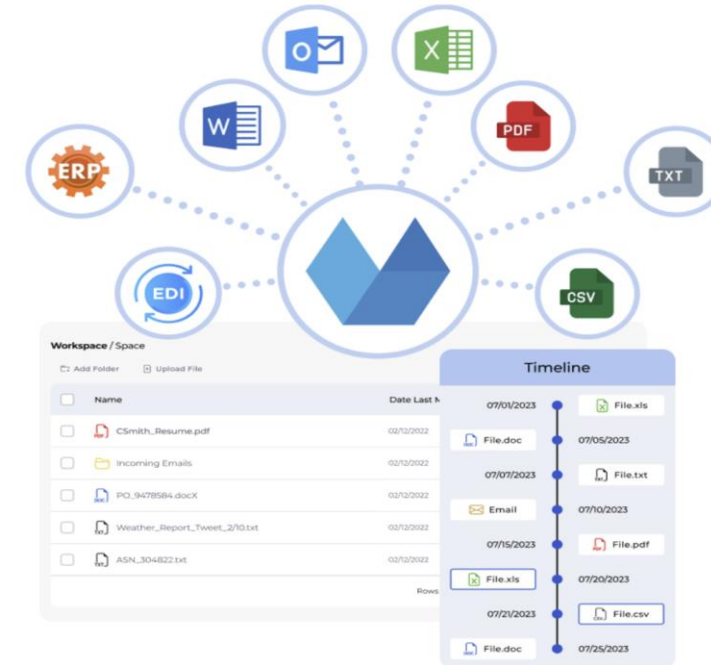
- ❑ Expansion and additional deals announced in Financial Services market
- ❑ Expansion and additional deals announced in BPO market
- ❑ Expansion and additional deals announced in Supply Chain operations market
- ❑ Additional IT services partners signed for delivery and co-selling
- ❑ Increase of AI capabilities and use-cases on the platform
- ❑ EBITDA positive by FYE26

What do we sell

Chaos



Managed



The Boardwalk Information Intelligence Platform

Unify, organize, manage, and transform all your structured and unstructured information seamlessly into a connected, predictive, and resilient AI-powered platform, enabling smarter decision-making and increased efficiency.



Target Markets

Unmatched Technology Solving Industry-Wide Problems

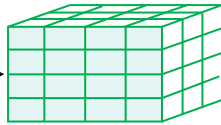
- ❑ Financial Services
- ❑ Excel & EUC Transformation/Risk Management
- ❑ Supply Chain Information Intelligence
- ❑ Supply Chain Excel Transformation
- ❑ BPO Digital Transformation



Velocity Product

Velocity Intelligent Excel Management
For Empowering all Excel based business processes
Work Faster, Work Smarter, Make better decisions

Central Data
Management
Platform for Excel



- Compliance
- Collaboration
- Efficiency
- Risk
- Better Decisions
- Flexibility



Peer
Process

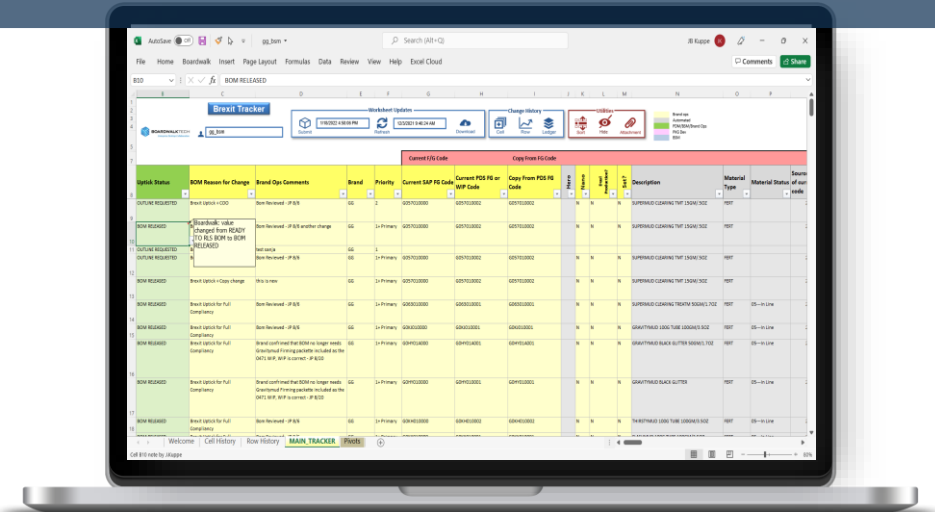
System

Analytics

Reporting

Governance
& Risk

AI & ML



(Value, User, Time, Tx ID)

Location	Mgr	Product Name	Category	On Hand	Unit	Inventory Value	Reorder Point	Lead Time	Order Qty
Vendor 1	John	Avocado	Groceries	70	\$1.00	\$70.00	29	13	50
Vendor 1	John	Cantaloupe	Groceries	231	\$1.50	\$346.50	225	4	50
Vendor 2	Tony	Granola Bars	Cosmetics	151	\$8.50	\$1,283.50	114	11	150
Vendor 3	Sue	Dry cereal	Cosmetics	177	\$2.50	\$442.50	158	6	50
Vendor 4	Fran	Bread	Pharmacy	38	\$6.75	\$256.50	39	12	50



Unity Central Product

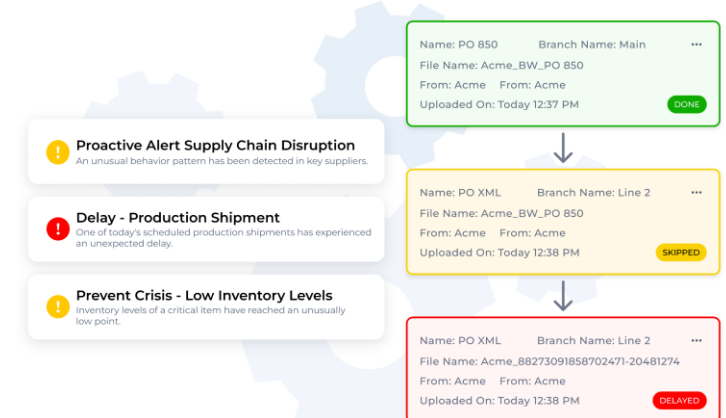
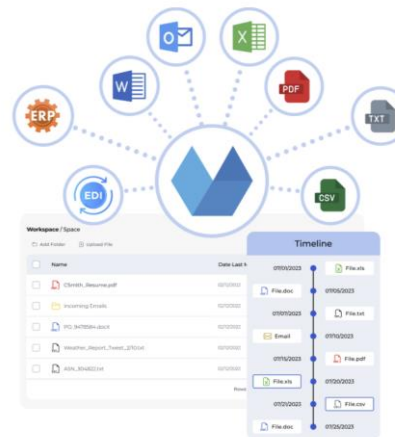
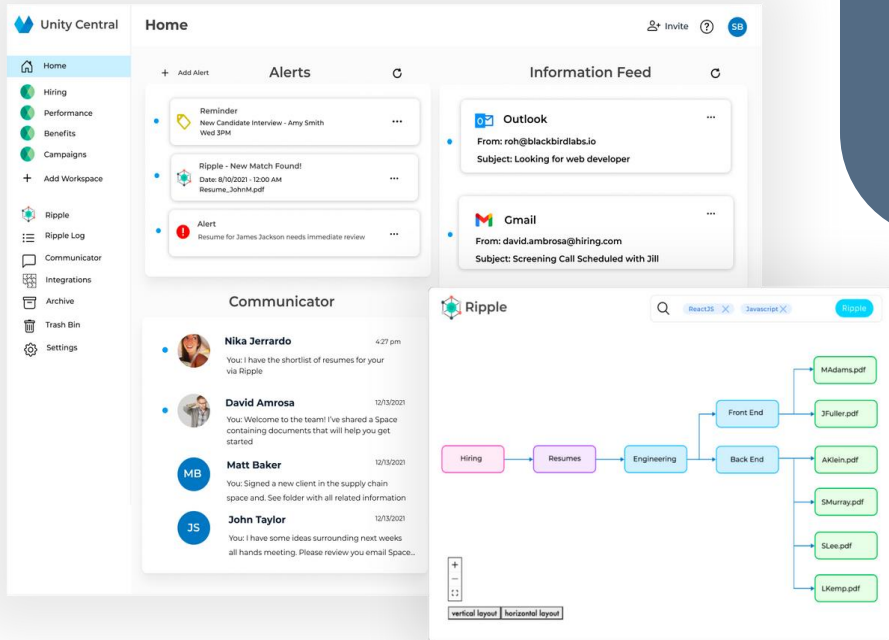


Unity Central Intelligent AI Workspace

For Empowering ~~Artificial~~ Human Intelligence

Unify, organize, manage, and transform all your information/documents seamlessly into a connected, predictive, and resilient AI-powered platform.

Work Faster, Work Smarter, Make better decisions



Trusted by the Worlds Top Companies



Sales Model & Channel Partners

□ Revenue Model

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

□ Direct Sales

- Intelligent Information Management Platform
- Supply Chain Management and Visibility
- BPO/Managed Services

□ Channel/Partner Sales

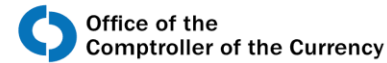
- Financial Services Risk Management and Compliance



Case Study Financial Services

A key element of the risk management shortfall that constrained revenue goals and resulted in a penalty and a Consent Order was the use of non-complaint End User Computing tools (EUCs), particularly Excel, in significant business processes

- ❑ Estimated that 40,000 Excel Workbooks are not in compliance/secure
- ❑ **10X ROI advantage using Velocity over alternative solutions**
- ❑ Enterprise-wide contract - license revenue \$1.75M year with incentives/increases
- ❑ Three IT services partners signed and trained/certified to do delivery
- ❑ Extensive Roll out happening now

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News Release 2020-132 | October 7, 2020

OCC Assesses \$400 Million Civil Money Penalty Against Citibank

The OCC took these actions based on the bank's unsafe or unsound banking practices for its long-standing failure to establish effective risk management and data governance programs and internal controls. This failure also resulted in a violation of 12 CFR Part 30, Appendix D, "OCC Guidelines Establishing Heightened Standards for Certain Large Insured National Banks, Insured Federal Savings Associations, and Insured Federal Branches."

AMERICAN BANKER.

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Regulators push Citi to move faster on risk management fixes: Report

By [Allissa Kline](#) February 12, 2024, 4:27 p.m. EST 3 Min Read



Case Study Supply Chain Operations

Manual Quote Management Process with Spreadsheets

MANUAL PROCESS

Request for
Pricing
Quotes
(RFP/RFQ)

25

Average # of
RFQ
and RFP/day

10-15

of Individual /
touch points per
request

7 days

Average
RFQ/RFP
Response time

Using Boardwalk Intelligent Information Platform =

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

Case Study BPO Operations

BPO Managing order fulfillment (segment) for \$45B Cosmetics company

- ❑ Previous state:
 - 70 people and growing
 - 43 operational process steps from order to fulfillment (21 days avg)
 - Volume of orders growing exponentially
- ❑ Current state with Boardwalk Intelligent Information Platform
 - 32 people (40% cost savings)
 - 21 operational process steps from order to fulfillment (12 days avg)
 - 210% increase in order volume handled with less people
- ❑ ROI for BPO on a 5-year contract is >\$1.2M
- ❑ Customer benefits in excess of >\$3M



Capital Structure

Ticker(s)	TSXV: BWLK OTCQB: BWLKF
Common Shares*	55,622,576
Options / RSUs*	385,000 / 8,358,875
Warrants (avg price: \$0.50 CAD / \$0.37 USD)*	7,919,343
Public Float*	75%
Management/Insider/Beneficial Ownership (10%)	25%

* As of Dec 2024

Why Invest in Boardwalktech

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 44% 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
- ❑ **Partner Channel expanding** – leverage partners’ scale & access

FINANCIAL HIGHLIGHTS

- ❑ **2QF25:** ARR \$4.6M
- ❑ **Adj EBITDA-** improved 10% Q/Q; adjusted Opex down \$0.6M Y/Y
- ❑ **Cash from Ops:** Positive \$0.2M in 2QF25
- ❑ **On track** for EBITDA profitability
- ❑ **Secured** \$4.0M LOC for growth (\$2.6M drawn).

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

Thank you



BOARDWALKTECH



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