



BOARDWALKTECH

Investor Deck

December 2023

TSXV: BWLK OTCQB: BWLKF

Forward Looking Statement – Dollar Values are in USD

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Who we are

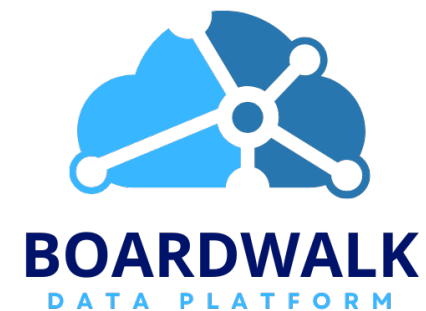
Unifying Enterprise Information

- Ground-breaking Technology and Solutions focused on Enterprise Information Management
- Solving a massive problem in the market – Connect/Manage/Understand Enterprise Data
- Trusted by Global Fortune 500 Companies



Our Mission

Create a single version of truth for all enterprise information by unifying unstructured and structured data for intelligent information workflows driving faster, more insightful decisions.



Market Opportunity

2X

**GLOBAL DATA DOUBLING
EVERY 2 YEARS
(80% UNSTRUCTURED)**

DC Digital Universe

\$3.4T

**ENTERPRISE DIGITAL
TRANSFORMATION TOOLS
SPEND BY 2026**

IDC Industry Analysts

83%

**OF SUPPLY CHAIN EXECES WHO
HAVE NOT SEEN VALUE OF DATA
INVESTMENTS TO DATE**

PWC, Feb 2023

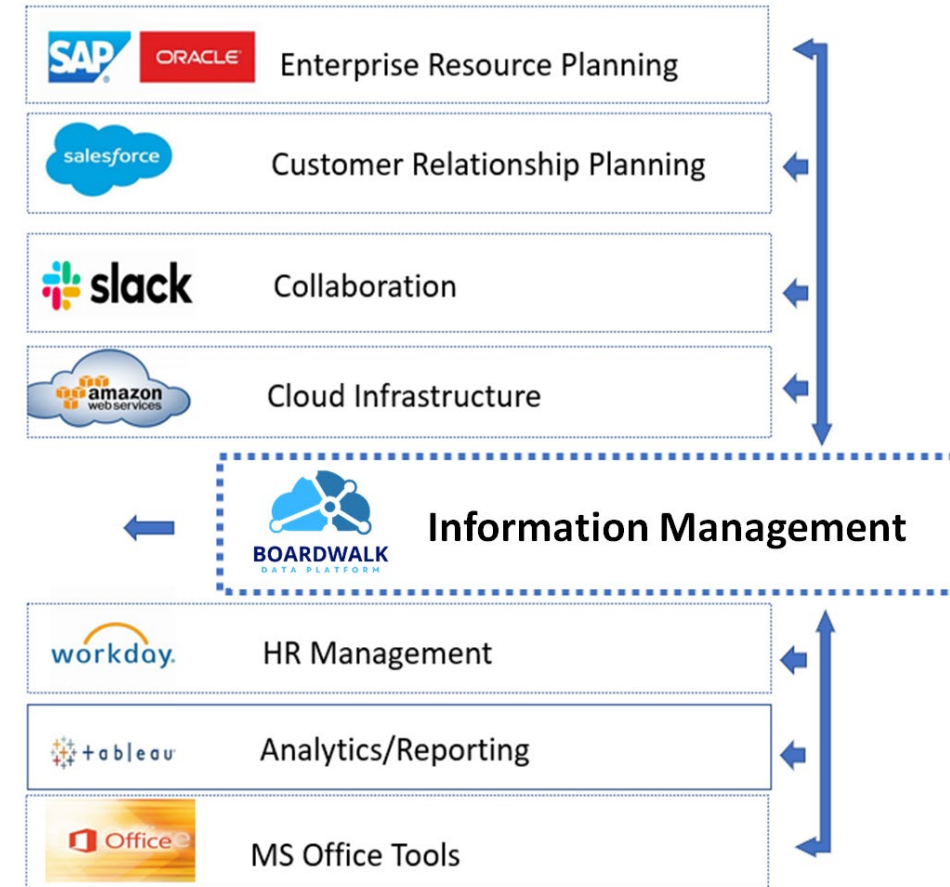
Companies have spent billions of dollars on wrangling data, yet still have no unified method of managing, understanding and unlocking the value of unstructured data, aside from inefficient silo / SQL-centric approaches.

Until Now...

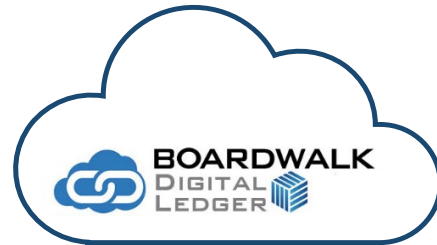
Boardwalk Data Management Platform

- **First Platform dedicated to ALL types of Data** including Structured, Semi-Structured, and Unstructured Information
- **Patented Information Data Model – No SQL**
- **Provides persistence, provenance, isolation, time, management and collaboration**
- **Ability to extract/understand intelligence** from spreadsheets and documents
- **Predictive Analytics** driving faster decisions
- **Rapid time to market and ROI**

The *NEW* Enterprise Technology Stack



Products & Target Markets



Enterprise Digital Data Management and Transformation Platform for Excel

Velocity



Financial Services Risk Management and Compliance for Excel



Unity Central

Enterprise Supply Chain Management and Visibility for Documents/Information

Enterprise Digital Data Transformation for Excel



- Hundreds/Thousands of Excel spreadsheets processes that are the “system of record”
- Managing Excel files by email or via file server is not efficient or secure
- No history, version control or audit capabilities of who made changes and why
- Data cannot be relied upon to make mission critical decisions

Solution

- ✓ **Digitally transform Excel spreadsheet processes** to Boardwalk Digital Ledger Platform
- ✓ **Time-based transaction chain** provides history, time, audit of every change from all users
- ✓ **Frictionless collaboration and consolidation** of information across unlimited users
- ✓ **Integration with systems of record** providing end to end data management

Value

- ✓ **True Data Integrity** turning Excel into an Enterprise application
- ✓ **Rapid transformation** from files to data in a database
- ✓ **Improved process management**, decision making, results
- ✓ **Secure, Traceable/Provenance, Auditable**



ON Semiconductor®

Financial Services Risk Management and Compliance

Velocity



- Every bank has 1,000s of End User Managed Excel Workbooks (models) called EUC's
- Most are ad hoc, manual, and unsecure -- thus, not in compliance (a capital risk)
- Even prior to SVB events, Regulators demanding solutions and issuing fines

Solution

- ✓ **Rapid digital transformation** to the Boardwalk Data Platform – days vs months/Quarters
- ✓ **Maintain use of Excel as interface** – low TCO (training), maintain existing models, high adoption
- ✓ **Full audit trail** on all users, changes, data with no re-platforming

Value

- ✓ **Fully compliant, secure** and rapid Digital transformation
- ✓ **Improves business process efficiency** up to 70%
- ✓ **Eliminates future penalties and fines**
- **5x Advantage** compared to low code BPM alternatives



Enterprise Supply Chain Management and Visibility



Unity Central

- Millions spent on siloed enterprise systems; external partner dependencies
- 25+ things can go wrong from PO to product delivery
- No supply chain wide visibility across systems when something changes or goes wrong

Solution

- ✓ **Continuously monitors all supply chain signals** on Boardwalk Information Platform, thus...
All divisions, geographies, customers, vendors working off same data as changes made
- ✓ **Manages all structured and unstructured data** using documents and time
- ✓ **Creates a digital twin** of an aspirational Supply Chain process
- ✓ **Provides intelligent AI driven alerting and monitoring** delivering insights/learning

Value

- ✓ **Better order fulfillment**, resolution
- ✓ **Minimizes chargebacks and penalties**
- ✓ **Higher Vendor of Choice** / customer satisfaction
- ✓ **Increase revenue and earnings**
- ✓ **Build operational advantage over competition**

 **Meta**



Sales/Revenue Model



Revenue Model

- Annual SaaS License starting at \$100k - \$1M+
- Obtain New Customers in Target Markets building ARR
- Land and Expand Existing Customers increasing ARR

Direct Sales

- Enterprise Digital Data Management Transformation Platform
- Supply Chain Management and Visibility

Channel/Partner Sales

- Velocity Financial Services Risk Management and Compliance

HCLTech

Capgemini

LTI

Let's Solve

vistrada

accenture

HEXAWARE

workscope



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 Digital Data Platform

40-60%

Manpower efficiency
per RFP/RFQ

2-3 days

Quicker Response
time

15-20%

Increased sales
conversion

\$1.8M

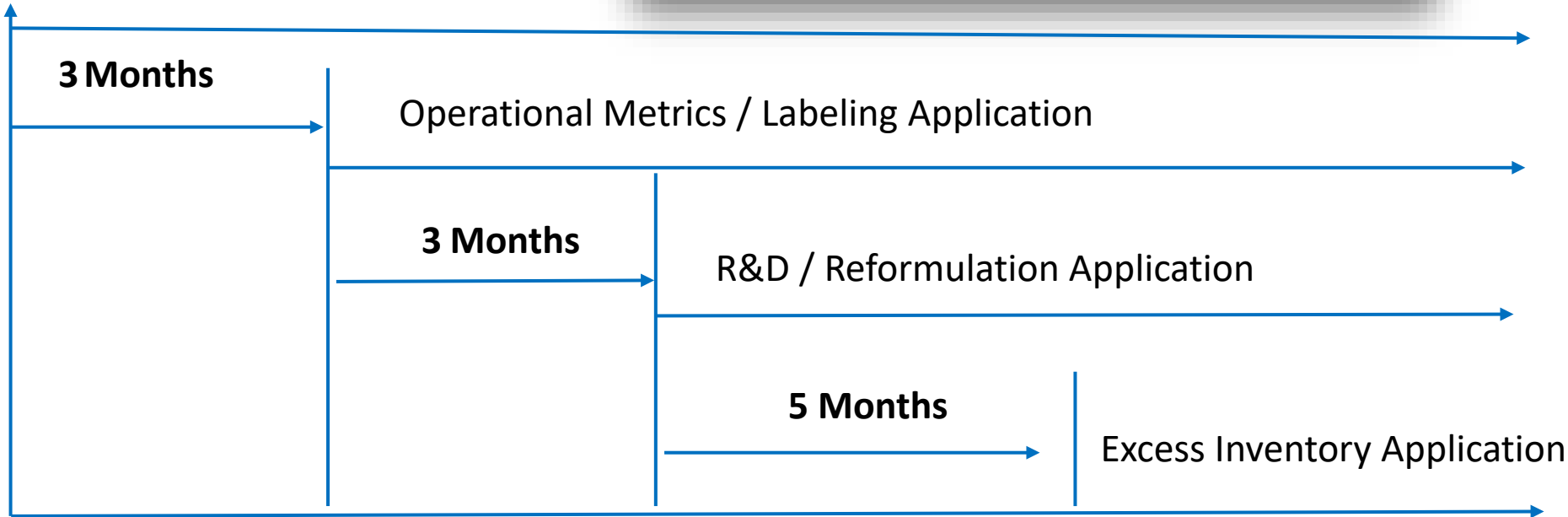
One-year savings

6x ROI

Multiple Supply Chain & ESG Applications

Uptick Status	BOM Reason for Change	Brand Ops Comments	Brand	Priority	Current JFC Code	Current PDS FG or WIP Code	Copy From FG Code	Description	Material Type	Material Status of our code	Source of our code
OUTLINE REQUESTED	Bom Uptick + COD	Bom Reviewed - JP B/S	GG	2	G057010000	G057010002	G057010002	SUPERAID CLEARING TMT 15GM/ SOZ	FERT		
BOM RELEASED	Boardwalk value changed from READY TO SLS BOM to BOM RELEASED	Bom Reviewed - JP B/S another change	GG	1+Primary	G057010000	G057010002	G057010002	SUPERAID CLEARING TMT 15GM/ SOZ	FERT		
OUTLINE REQUESTED		Net range	GG	1	G057010000	G057010002	G057010002	SUPERAID CLEARING TMT 15GM/ SOZ	FERT		
OUTLINE REQUESTED		Bom Reviewed - JP B/S	GG	1+Primary	G057010000	G057010002	G057010002	SUPERAID CLEARING TMT 15GM/ SOZ	FERT		
BOM RELEASED	Bom Uptick + Copy change	this is new	GG	1+Primary	G057010000	G057010002	G057010002	SUPERAID CLEARING TMT 15GM/ SOZ	FERT		
BOM RELEASED	Bom Uptick for Full Compliance	Bom Reviewed - JP B/S	GG	1+Primary	G063010000	G063010001	G063010001	SUPERAID CLEARING TREATM 50GM/1.7OZ	FERT	OS-In Line	
BOM RELEASED	Bom Uptick for Full Compliance	Bom Reviewed - JP B/S	GG	1+Primary	G0K010000	G0K010001	G0K010001	GRAVITYAID 100G TUBE 100GM/3.5OZ	FERT	OS-In Line	
BOM RELEASED	Bom Uptick for Full Compliance	Brand confirmed that BOM no longer needs Gravimetric Filling gaskets included as the 0471 WIP. WIP is correct - JP B/S	GG	1+Primary	G0H01A000	G0H01A001	G0H01A001	GRAVITYAID BLACK GLITTER 50GM/1.7OZ	FERT	OS-In Line	
BOM RELEASED	Bom Uptick for Full Compliance	Brand confirmed that BOM no longer needs Gravimetric Filling gaskets included as the 0471 WIP. WIP is correct - JP B/S	GG	1+Primary	G0H010000	G0H010001	G0H010001	GRAVITYAID BLACK GLITTER	FERT	OS-In Line	
BOM RELEASED	Bom Uptick for Full Compliance	Bom Reviewed - JP B/S	GG	1+Primary	G0K010000	G0K010002	G0K010002	THIRSTYAID 100G TUBE 100GM/3.5OZ	FERT	OS-In Line	

Time-to-market Compliance Reduced by 67%



Compliance clearance across global markets

Visibility into key Supply Chain metrics

Improved Global Inventory Management

Unity Central Use Case:

Goal:

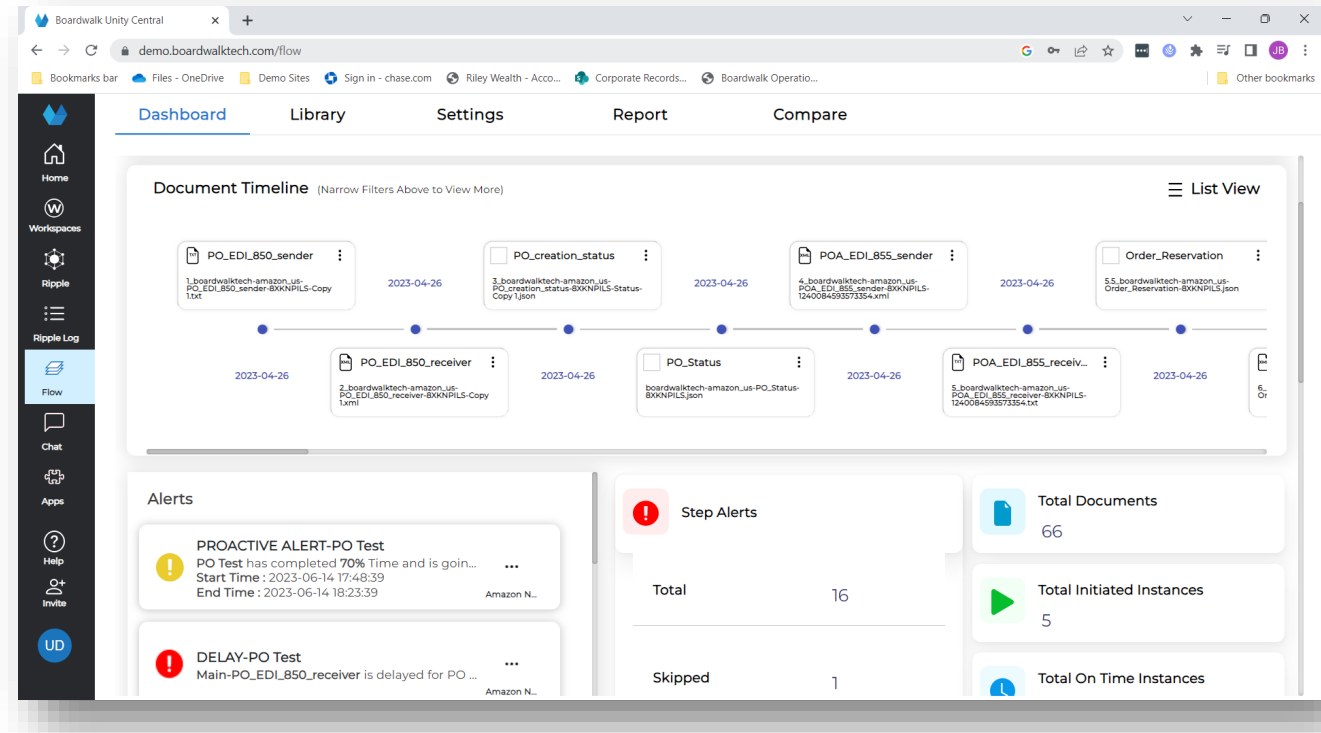
- Perfect order execution
- Improve fill rate
- Reduce charge-backs
- Reduce production support tickets

Solution:

- Absorb thousands of raw unstructured data and signals from channel partners, third-party warehouse and logistics partners, internal systems, data warehouses, document gateways
- Monitor 24+ fulfillment channels and SLAs

Outcome:

- End-to-End supply chain visibility, monitoring, and orchestration
- Alerts/Predict delays
- Automate check points
- Matured supply chain strategy



Roadmap for Rapid Growth

Large Opportunity

- Digital Data Transformation: 50 companies @ \$1M year for Boardwalk Digital Ledger
- Financial Services: 50 banks @ \$2M year for Boardwalk Velocity Product
- Supply Chain Visibility: 100 companies @ \$500K year for Unity Central Product
- Expanding partner model: Scaling sales and services

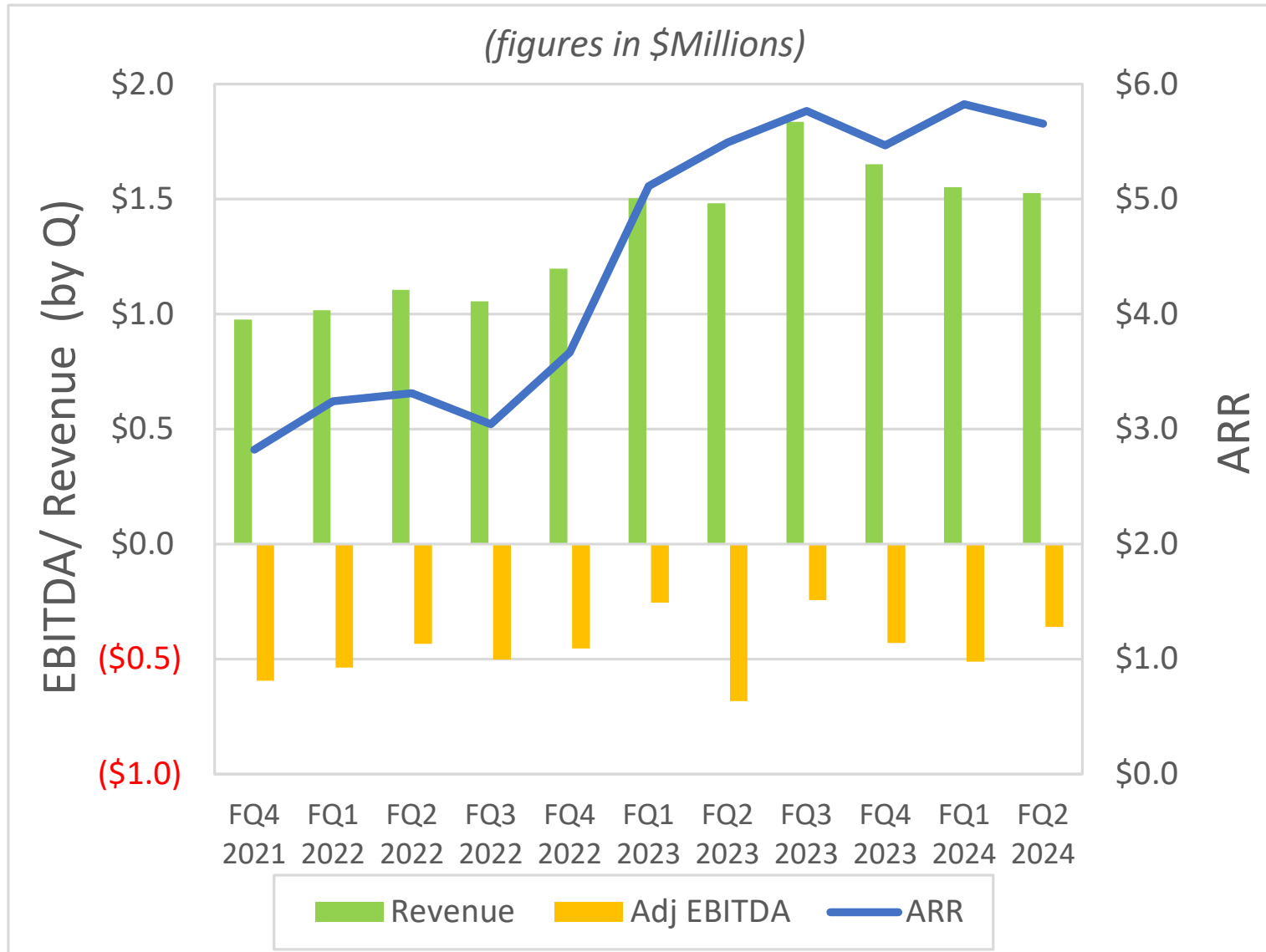
Unique Technology

- Digital Ledger Technology using time and predictive analytics
- Disruptive new method of managing structured and unstructured data
- Rapid time to value, high user adoption and ROI with no re-platforming
- Continued platform and patentable performance Enhancements

Creating Shareholder Value

- ✓ Continue ARR and Revenue growth
- ✓ Focused sales/resources in three core target segments
- ✓ Clear Path to profitability
- ✓ Maintaining strong Balance Sheet

Long-term focus on ARR to drive Sustainable Profitability



Capital Structure

Tickers	TSXV: BWLK OTCQB: BWLKF
Common Shares (as of Jan 30, 2023)	48,100,998
Options / RSUs	818,915 / 3,964,450
Public Float	71%
Management/Insider/Beneficial Ownership (10%)	28%

** as of Aug 24, 2023 SEDAR filings*



Why Invest in Boardwalk

GROWTH

- SaaS model, high retention
- 20+ Global 1000/Fortune 500 customers
- 86% of revenue from multi-year annual recurring / SaaS licenses
- Recurring revenue growing at 49% CAGR over last three years.
- Pipeline potential of ~ \$7 million

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)
- **Partner Channel expanding** – leverage partners while better scaling

FINANCIAL HIGHLIGHTS

2QF24:

- recurring SaaS revenue up 10% Y/Y.
- BDL revenue (TTM) up 22% Y/Y
- ARR \$5.7M
- Debt-free
- Solid Balance Sheet & Tight Capital Structure; on cusp of profitability

Source: SEDAR filings, nov29, 2023

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

J.B. Kuppe

SVP of Marketing

Bootstrap Group, Autodesk, LizardTech,
Numera Software



BOARDWALKTECH

Thank You

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Auditor: MNP, LLP

TSXV: BWLK OTCQB: BWLKF