BOARDWALKTECH

Investor Deck

January 2023

AlphaNorth Capital Event

TSXV: BWLK OTCQB: BWLKF

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Unifying Enterprise Information

Who we are

- 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

BOARDWALKTECH

Apple

EY Building a better working world

Meta

ESTĒE LAUDER 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.

BOARDWALK
DATA PLATFORM

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 EXECS WHO HAVE NOT SEEN VALUE OF DATA INVESTMENTS TO DATE

PWC, Feb 2023

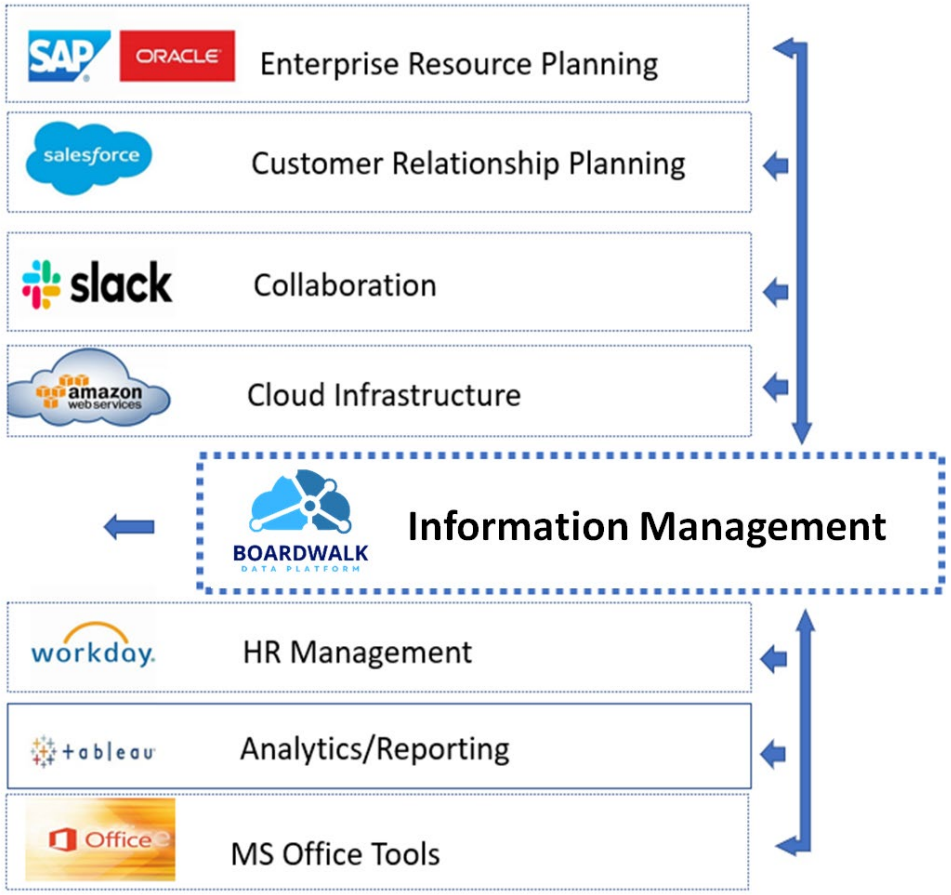
Companies have spent billions of dollars on wrangling data, yet still have no unified method of managing, understanding and unlocking the value of unstructured data, aside from inefficient silo / SQL-centric approaches.

Until Now…

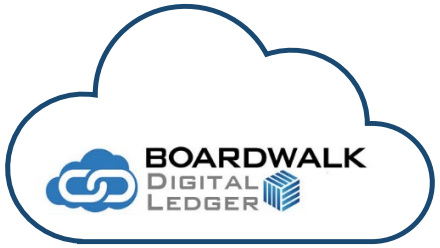
Boardwalk Data Management Platform

- **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

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 attachments or via file server is not efficient nor 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 at cell level** provides immutable history of every change/user
- ✓ **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
- ✓ **Keep your Models.** Rapid transformation without the pain.
- ✓ **Improved process management**, decision making, results, ROI
- ✓ **Secure, Traceable/Provenance, Auditable**

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%
- ✓ **Avoids future fines, while improving Risk Management Models**
- **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 (Perfect Order Rate/POC)**, resolution
- ✓ **Minimizes chargebacks and penalties**
- ✓ **Higher Vendor of Choice** / customer satisfaction
- ✓ **Increase customer revenue and margins**

Meta

SEKISUI

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**

Boardwalk Digital Ledger Use Case:

ON Semiconductor®

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

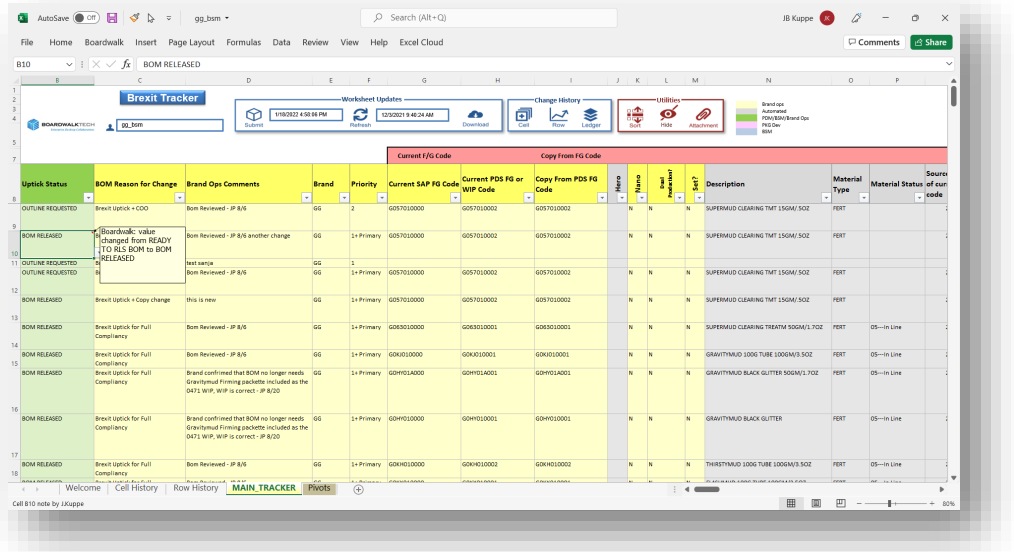
One-year savings

6x ROI

Boardwalk Digital Ledger Use Case:

ESTÉE LAUDER COMPANIES

Multiple Supply Chain & ESG Applications



Time-to-market Compliance Reduced by 67%

3 Months → Operational Metrics / Labeling Application

3 Months → R&D / Reformulation Application

5 Months → Excess Inventory Application

Compliance clearance across global markets

Visibility into key Supply Chain metrics

Improved Global Inventory Management

Unity Central Use Case:

Goal:

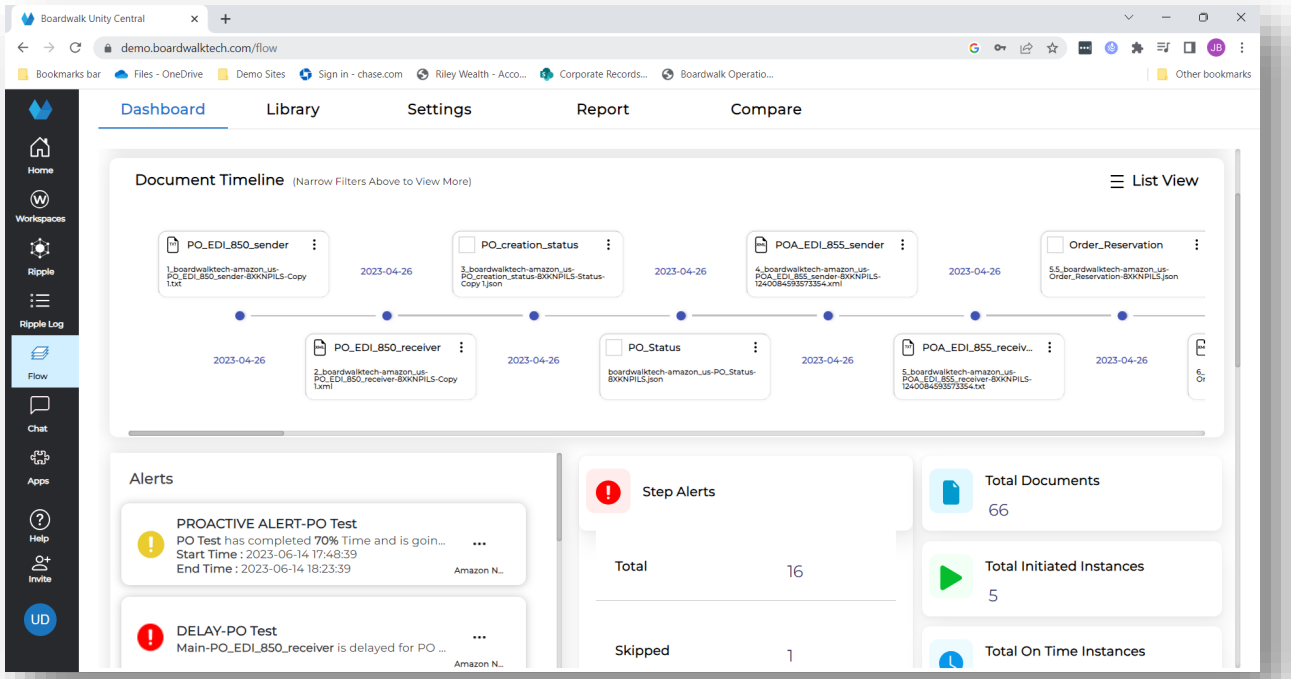
- Perfect Order execution (POC)
- Improve on-time and complete deliveries
- Reduce charge-backs
- Reduce production support tickets

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 – to avoid stockouts/misses
- Automate check points



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

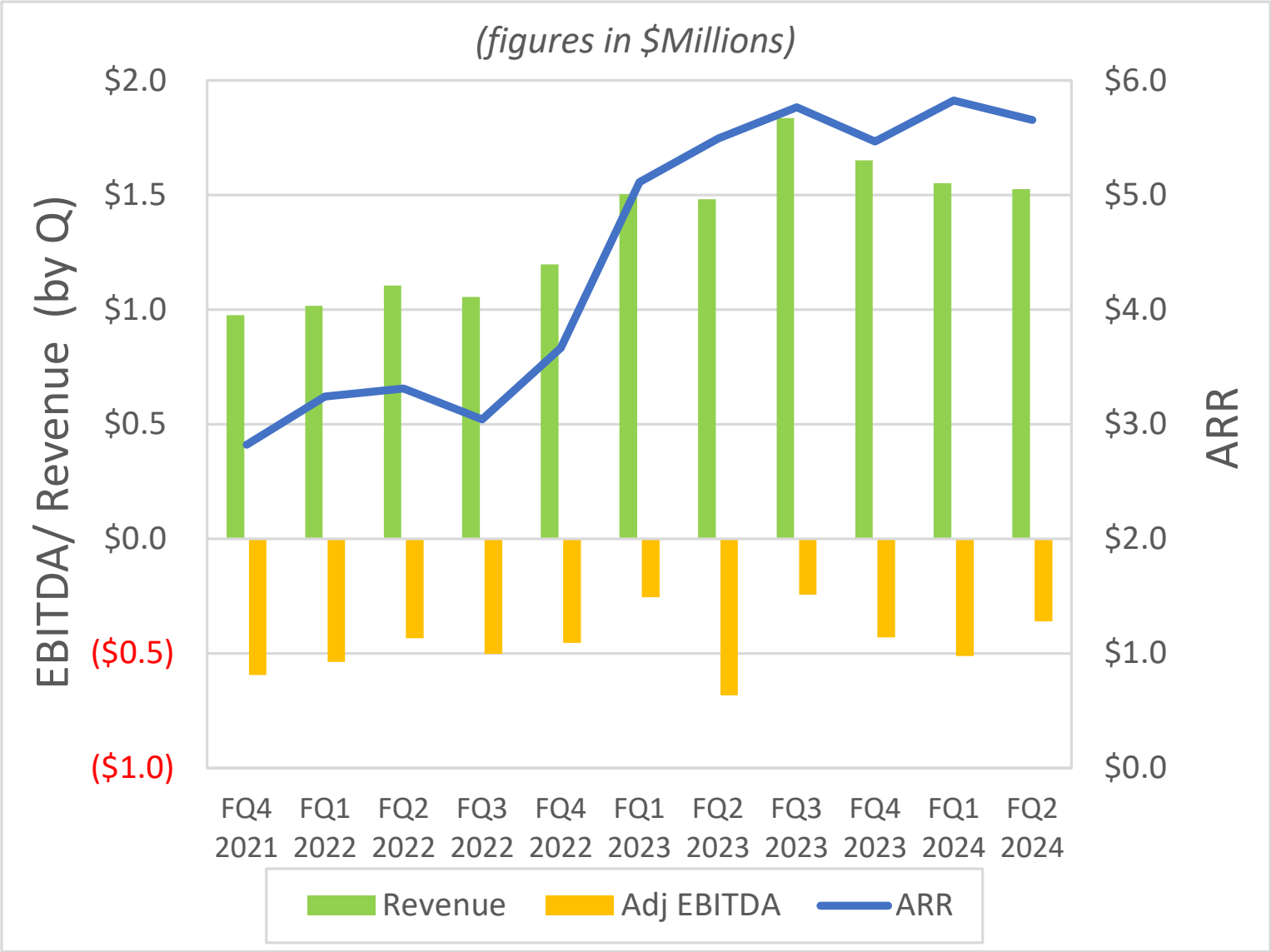
Unique Technology

- 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

Ticker(s)	TSXV: BWLK OTCQB: BWLKF
Common Shares (as of Dec 2023)	55,116,351
Options / RSUs	818,915 / 3,964,450
Warrants (avg price: $0.50 CAD /$0.38 USD)	7,375,246
Public Float	71%
Management/Insider/Beneficial Ownership (10%)	28%

** as of December 29, 2023 SEDAR filings*

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 growing at 48% 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
- EBITDA – 47% Y/Y improvement
- 3rd quarter of positive Operating Cash in last 6 quarters.

- Debt-free
- $1M+ of cost savings announced
- On cusp of profitability

Source: SEDAR filings, Nov 29, 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

BOARDWALKTECH

Thank You

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Investor Relations: Harbor Access
Transfer Agent: Odyssey Trust
Legal Counsel: Owens Wright, LLP (*Canada*)
Auditor: MNP, LLP

Summary – Talking points

- ARR projected at US$6.2 FYE 3.31.24 – growing as pipeline converts
- US$1M in expense reduction commenced in January
- Achieve profitability this summer
- Gross Margins 90%
- Positive Cash from Operations in last 3 of 6 quarters
- Unity Central product getting traction – Meta and Sekisui new customers
- 3 New Teaming partners announced since September, to growing to increase sales in banking/financial services
- Just closed first C$2M including 2 Toronto institutional investors
- 2nd close targeted for Jan 25th

Financing / Raise

LIFE Non-brokered private Placement

- Proceeds focused on accelerating pipeline closings / ARR growth
- Invest in Sales & Marketing, and balance sheet (optics)

Terms:

- C$0.30 per equity unit
- One warrant per unit @ C$0.50 - 3 years (with an acceleration at C$1.00)

Closed up-sized, first tranche for proceeds of C$2,009,600 on Dec 29, 2023

- Targeting 2nd close to fill out the upsized round Jan 25th
- Investors in first close included 2 Toronto based Institutions, plus Insiders

Since last financing in 2021 – added Citi, Meta, Estee; doubled ARR, cut losses