pivotree™

Q2 2026 Earnings

August 18, 2026



Disclaimer

In this presentation, all amounts are in Canadian dollars, unless otherwise indicated. Capitalized terms that are not defined in this presentation have the meanings ascribed to them in the prospectus. Any graphs, tables or other information in this presentation demonstrating the historical performance of Pivotree or of any other entity contained in this presentation are intended only to illustrate past performance and are not necessarily indicative of future performance of Pivotree or such entities.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION: This presentation contains **"forward-looking information"** and "forward-looking statements" (collectively, "forward-looking information") within the meaning of applicable securities laws. Forward-looking information may relate to the Company's future financial outlook and anticipated events or results and may include information regarding the Company's financial position, business strategy, growth strategies, addressable markets, budgets, operations, financial results, taxes, dividend policy, plans and objectives. Particularly, information regarding the Company's expectations of future results, performance, achievements, prospects or opportunities or the markets in which the Company operates is forward-looking information. In some cases, forward-looking information can be identified by the use of forward-looking terminology such as "plans", "targets", "expects", "budgets", "scheduled", "estimates", "outlook", "forecasts", "projects", "prospects", "strategy", "intends", "anticipates", "believes", or variations of such words and phrases or statements that certain actions, events or results "may", "could", "would", "might", or "will" occur. In addition, any statements that refer to expectations, intentions, projections or other characterizations of future events or circumstances contain forward-looking information. Statements containing forward-looking information are not historical facts but instead represent management's expectations, estimates and projections regarding future events or circumstances. The forward-looking information contained herein includes, but is not limited to, proposed expansion of the Company's market position, potential acquisitions, the conversion of sales pipelines to confirmed bookings, and the achievement and maintenance of profitability metrics, such as Gross Profit, Gross Margin, EBITDA, Adjusted EBITDA, Net Income, and Comprehensive Income.

Forward-looking information is necessarily based on a number of opinions, estimates and assumptions that, while considered by the Company to be appropriate and reasonable as of the date of this letter, are subject to known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information, including but not limited to: risks and uncertainties associated with market conditions; our ability to execute on our growth strategies; our ability to create and protect unique intellectual property and enter new markets; the impact of changing conditions in the global e-commerce market, including increasing competition and changes in approach in the e-commerce software as a service solution or infrastructure market; our inability to achieve confirmed bookings from our sales pipeline and the risk that customers in our sales pipeline move their business to one of our competitors; changes in the expectations, financial condition and demand of our target markets; changes or increases in the difficulty of avoiding cyber or data security threats, or compliance with data security regulators that may impact our business; our ability to continue to execute accretive acquisitions; our ability to maintain and build our reputation with clients; fluctuations in currency exchange rates and volatility in financial markets; developments and changes in applicable laws and regulations; and such other factors discussed in greater detail under the "Risk Factors" section of the prospectus of the Company dated October 23, 2020 (the "Prospectus").

If any of these risks or uncertainties materialize, or if the opinions, estimates or assumptions underlying forward-looking information prove incorrect, actual results or future events might vary materially from those anticipated in forward-looking information. The opinions, estimates or assumptions referred to above and the risk factors described in the "Risk Factors" section of the prospectus of the Company dated October 23, 2020 should be considered carefully.

Although the Company has attempted to identify important risk factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other risk factors not presently known to the Company or that the Company presently believes is not material that could also cause actual results or future events to differ materially from those expressed in such forward-looking information. There can be no assurance that such information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information, which speaks only as of the date made. Forward-looking information contained in this presentation represents the Company's expectations as of the date of this presentation (or as of the date they are otherwise stated to be made), and are subject to change after such date. The Company disclaims any intention or obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except as required under applicable securities laws.

USE OF NON-IFRS MEASURES: **This presentation makes reference to “Total Contract Value (TCV) Booking”, “Managed & IP Solutions (MIPS) Revenue”, “Legacy Managed Services (LMS) Revenue”, “Adjusted EBITDA”, which are non-IFRS measures or operating metrics used in our industry.** For further details on these measures and metrics, including relevant reconciliations, when applicable, see “Non-IFRS Measures and Industry Metrics” in the Management Discussion and Analysis for the three months ended June 30, 2026.

Introductions



Bill DiNardo
Chief Executive Officer



Mo Ashoor
Chief Financial Officer

Leading the Drive to Frictionless Commerce

THE PROBLEM



Businesses lose millions to wrong specs, missing details, incompatible formats across systems.

THE PIVOTREE SOLUTION



Pivotree ensures enterprise clients have the right data, in the right format, in the right systems to complete commercial transactions, at AI-powered speed and a fraction of traditional cost.



Our practical application of AI is automating and accelerating the processes we have years of experience with. Real Intelligence (RI) combined with AI is a force multiplier.



We are delivering better, cheaper and faster than ever before while preparing them for the inevitable Agentic Future of Commerce.

From one governed data platform to a 140-integration AI-powered engine: how trust compounds into scale

CLIENT

Family-owned specialty retailer

$500M+ annual revenue

Automotive, farm & outdoor retail

START — THE FOUNDATION

Rebuilt the client's product data on a governed platform, from the ground up →

EXPANSION — THE MANDATE

Won the next mandate on capability, not incumbency, when others couldn't scale to the job →

TODAY — THE SERVICE

AI speeds up design, build & QA, backed by round-the-clock monitoring

FOOTPRINT

1 governed platform

↓ earned

140-integrations

RELATIONSHIP

One-time project

↓ became

40-month partnership

CONTRACT VALUE

~$1M initial

↓ grew to

$3M+

DELIVERY SPEED

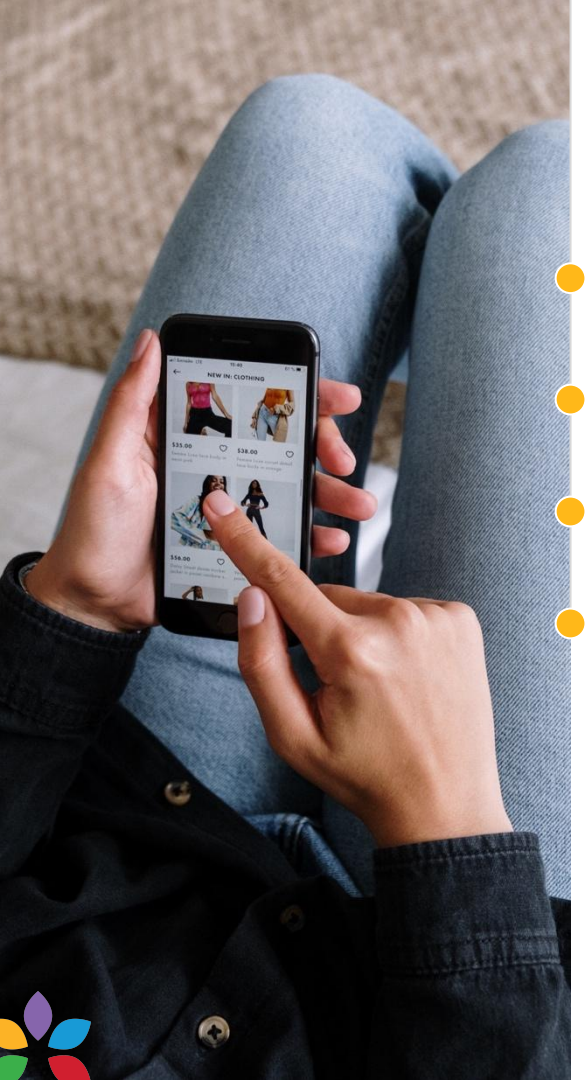
Manual delivery

↓ faster with AI

50–70% faster

design, build & QA

Right data, right systems, AI-powered speed — clean data compounding into an AI-powered system that scales with a client's trust.



Transforming a Service Catalog

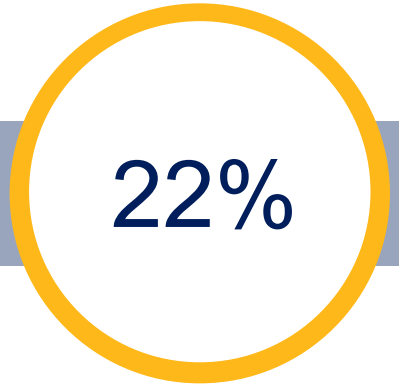
- Starts with enabling workforce and building extended capabilities (training, tools, processes - discover force multipliers
- Force multipliers build new processes, prove capabilities internally and document outcomes
- Demonstrate capabilities to clients and prove outcomes in their environments - begin delivering with new capabilities
- Establish effective go to market on new capabilities - while customers themselves are going through their own AI adoption transformation

Transitioning to AI-Native Operations: Q2-26 Progress and Financial Stability



AI Enabled Workforce

Discover force multipliers



Q2-26
AI-Enabled
Revenue Mix



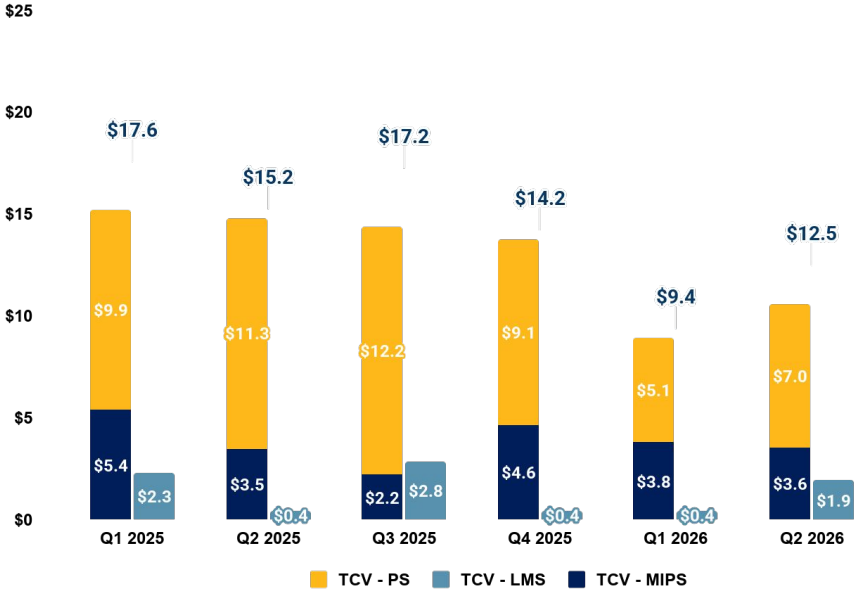
Q2-26
Cash Balance

Q2 2026 Review



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TCV Bookings Rebound Sequentially, MIPS Bookings Hold Steady Year-over-Year

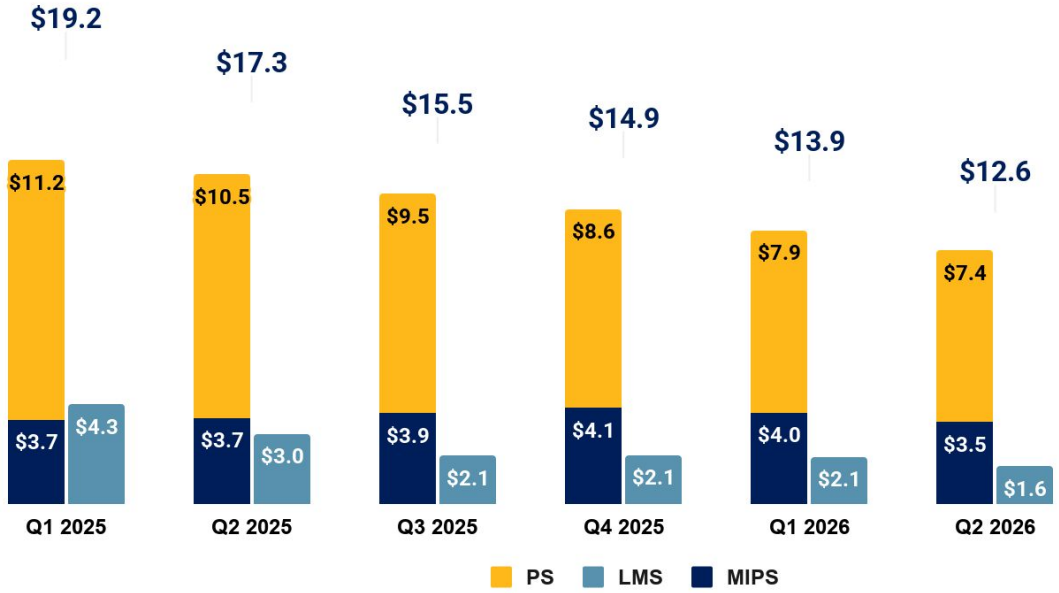


$10.6M Q2 2026 TCV MIPS + PS Bookings
+18% QoQ | -23% TTM

$3.6M Q2 2026 TCV MIPS Bookings
-6% QoQ | -26% TTM

$7.0M Q2 2026 PS Bookings
+37% QoQ | -22% TTM

MIPS Revenue Steady as Planned
LMS Wind-Down Continues



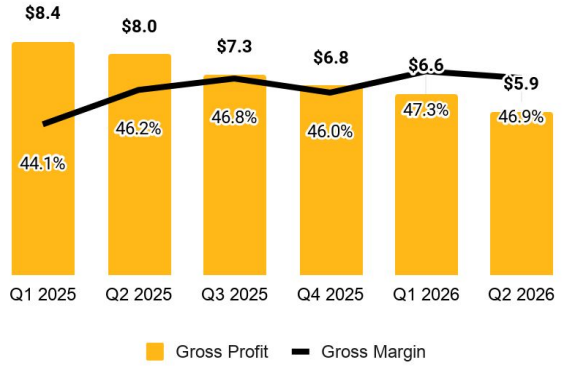
$12.6M Total Revenue
-10% QoQ | -27% YoY

$3.5M Managed & IP Solutions
-10% QoQ | -5% YoY

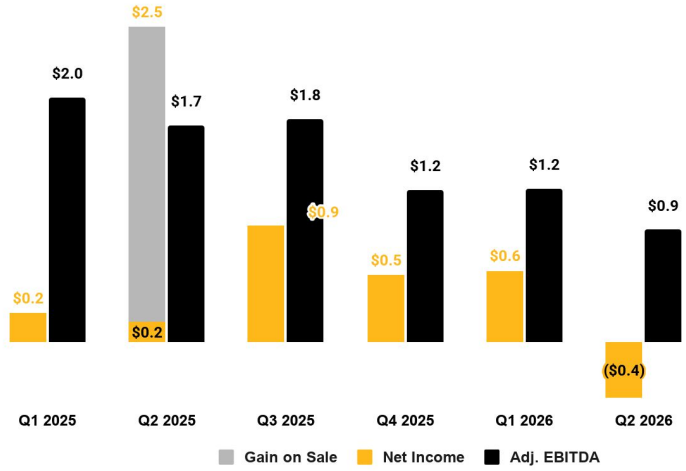
$10.9M PS + MIPS
-7% QoQ | -23% YoY

Gross Margin Expansion Sustains Profitability Through the Revenue Transition

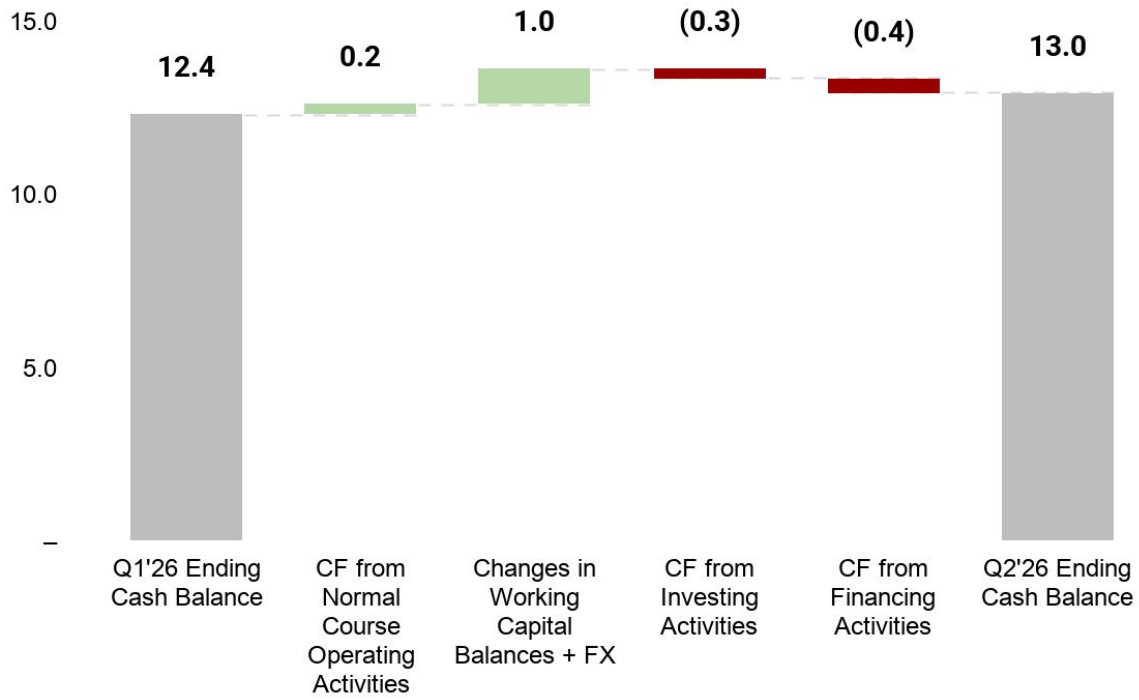
Gross Profit ($M) and Gross Margin

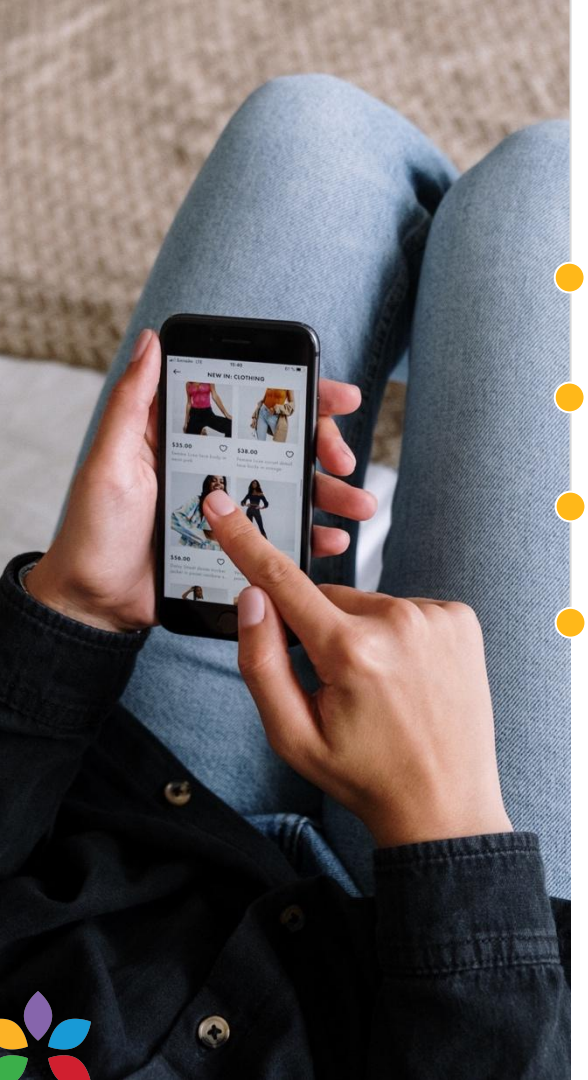


Adjusted EBITDA, and Net Income ($M)



Strong Balance Sheet Preserved Through Continued Positive Operating Cash Flow





Transforming with Purpose and Discipline

- The mix shift toward AI-enabled, higher-value services is real
- Real Intelligence (RI) combined with AI is our force multiplier
- Strongest pipeline-building quarter in almost two years
- Moving fast - without burning cash

Q&A

