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# Investor Presentation

August 2024 | TSXV : VXTR



**VOXTUR®**

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# EXECUTIVE LEADERSHIP

Capable Management Team with Extensive Experience

## MANAGEMENT TEAM



**Ryan Marshall**  
Chief Executive Officer



**Robin Dyson**  
Chief Financial Officer



**Ali Ayub**  
Chief Technology Officer



**Jordan Ross**  
Chief Operating Officer

## BOARD OF DIRECTORS



**Gary Yeoman**  
Executive Chairman\*



**Michael Harris**  
Lead Director



**Allan Bezanson**  
Director



**Ray Williams**  
Director

## SUMMARY CAPITALIZATION

Common Shares Outstanding	728M
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Director, Officer and Affiliates Ownership	7.2%
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Other Potential Share Issuances:

- |                           |     |
|---------------------------|-----|
| • Warrants                | 59M |
| • Options                 | 34M |
| • Preferred Shares        | 4M  |
| • Restricted Share Units  | 11M |
| • Performance Share Units | 2M  |
| • Deferred Share Units    | 5M  |

Fully Diluted	842M
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Acquisition Consideration Shares to be issued	51M
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Capital injection on exercise of warrants and options	26M
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Market Price <sup>1</sup>	\$0.18
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Market Cap <sup>2</sup>	\$130.97M
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<sup>1</sup> As of August 9, 2024, in CAD.  
<sup>2</sup> On a non-diluted basis.

# VOXTUR'S DIVERSIFIED SOLUTION SUITE

Our mission is to **create cutting-edge solutions** for the lending lifecycle, through **innovative data analytics**, to make homeownership more affordable.

- Origination (Primary) Market Solutions
- Capital (Secondary) Markets Solutions





# TRANSFORMING THE MORTGAGE MARKET

## THE PROBLEM: Traditional Processes

Traditional valuation processes are characterized by **long lead-times, inefficiencies and unnecessary administrative costs**

Single-use appraisals are **inflexible** and can't adjust to unique client needs

Conventional title and settlement processes are **fragmented, manual, and costly**

Existing assessment tools lead to **inefficient pricing** and **over/under paying of taxes**

Traditional processes are riddled with delays, inaccuracies, and risk for all stakeholders.

## THE SOLUTION: Voxtur Data Analytics

Digitized appraisals lead to **faster, cheaper, and more accurate valuations**

Intelligent appraisals **create more accurate pricing, faster turn times, and a seamless experience**

Comprehensive due diligence processes **minimize lender cost and liability and maximize borrower experience**

Real time property assessment tool **optimizes assessment processes to avoid overpayment and identify unrealized tax revenue**

Technology-enabled processes reduce risk and cost, creating more affordable homeownership.

# MULTI-FACETED GROWTH STRATEGY

OneVoxtur Vision

## Leverage Voxtur Assets Across Mortgage Ecosystem

Uniquely positioned to capitalize on the connection between mortgage Originators, Servicers and Investors.



### ENGAGE WITH NEW CLIENTS

Continue to penetrate the lending lifecycle and accelerate growth.



### EXPAND WITHIN CURRENT CLIENT BASE

Cross-sell & upsell additional products and solutions.



### FURTHER DEVELOP TECHNOLOGY LEADERSHIP

Leverage domain expertise across the lending lifecycle with new products and services.



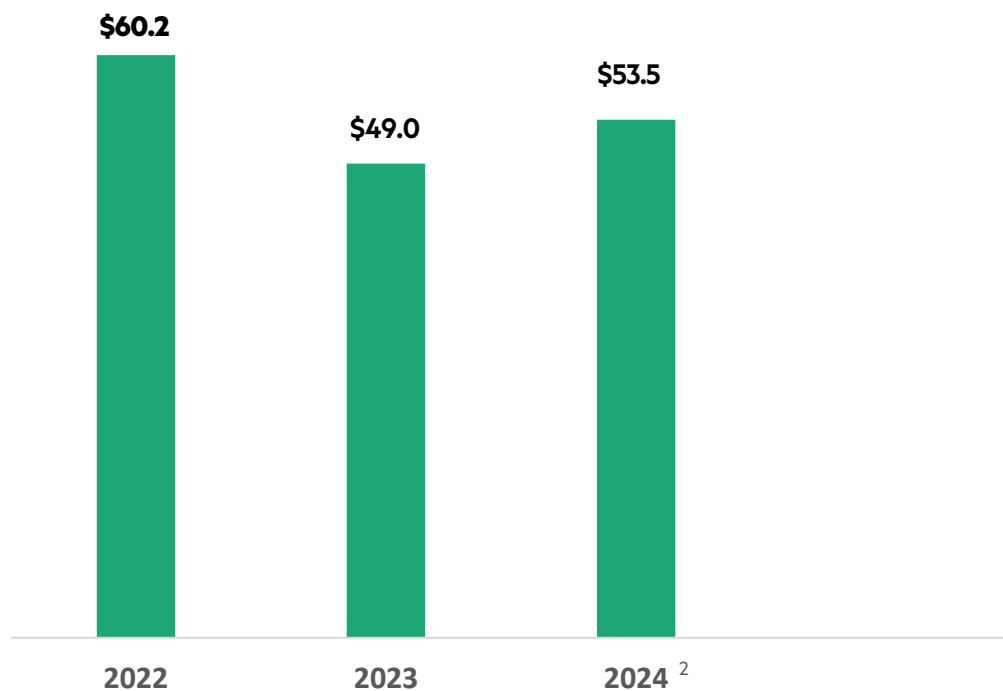
### STRATEGIC PARTNERSHIPS

White label technology with large industry participants.

# KEY FINANCIALS

Gross margin expansion with revenue tail winds

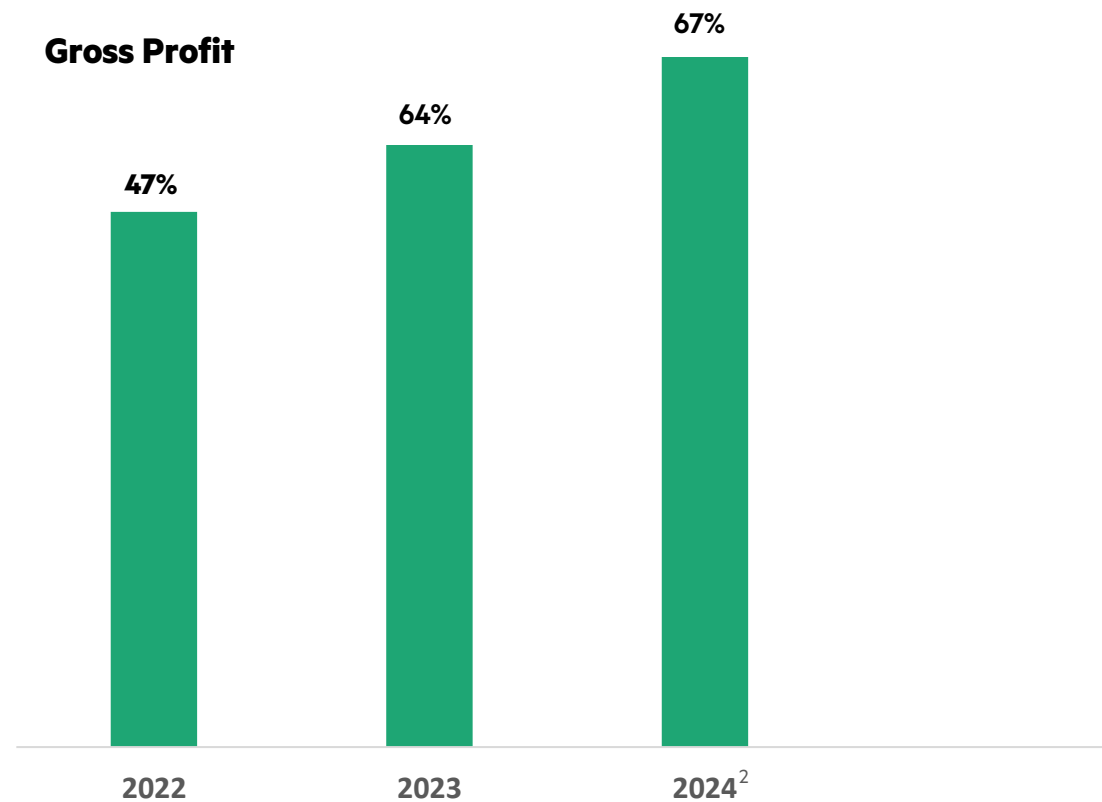
## Revenue<sup>1</sup>



**Building a network of high-value customers through a land-and-expand strategy.**

**Pivoting strategic focus around a subscription model to drive future revenue growth.**

## Gross Profit



**Significant gross margin expansion is expected beyond 2022 as recent acquisitions roll into consolidated company.**

C\$ millions – Excludes results from Voxtur Appraisal Services, which was sold in November 2023

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<sup>1</sup> In millions of Canadian dollars.

<sup>2</sup> Annualized based on F24Q1 results

# Financial Roadmap / Priorities

## BUSINESS LINES

### Capital Markets

- Creation of digital loan officer
- Correspondent-as-a-Service
- Insured due diligence review

### Valuation

- Acceptance of digital valuations methods
- Walkthrough (property data collection) app
- Apex Sketch (digital floor plan) app
- ReportsNow (automated report) app

### Title

- Variable cost model
- New management
- Launch title decision engine (VoxturRatesAdvisor)
- Data Collection app (Voxtur Verify)

## CORPORATE

- **Material reduction in headcount**
  - Headcount reduced by 40%
  - Expense reduction of 35%
- **Monetization of assets to reduce corporate debt**
- **Change in financial priorities**
  - High margin businesses
  - Near term revenue opportunities
  - 'All businesses lines must be profitable'
- **Launch Switchboard – Voxtur platform solution (open APIs)**



# REVENUE MODEL

## SOFTWARE AND DATA LICENSES

- Software solutions that enable mortgage asset valuations and pricing, mortgage asset trading and distribution, and mortgage asset advisory and hedging
- Recurring software subscription and re-occurring license revenue
- Software for the digitization of appraisals and a desktop review platform of property data and tax analytics
- Commercialization of client data through customized reports

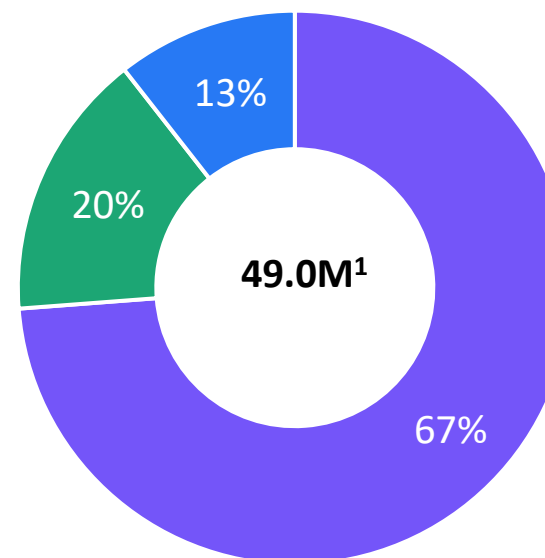
## TECHNOLOGY MANAGED SERVICES

- Re-occurring revenue from technology-enabled professional services
- Facilitated experience with Voxtur's property tax solutions
- Provision of real estate technology and non-legal default services

## SETTLEMENT SERVICES

- Re-occurring transaction-based revenue that is highly scalable
- Provision of full-service title, escrow, and closing services

F2023 Revenue Mix



- Software and Data Licenses
- Technology Managed Services
- Settlement Services

<sup>1</sup>Revenue in C\$ millions

# INVESTMENT HIGHLIGHTS

## Transitioning to a Pure-Play Tech Platform Company



### Market Leader with Full End-to-End Digital Offering

Disruptive tech-enabled offering on a fully integrated platform



### Compelling Growth Model at Business Inflection Point

Organic and inorganic revenue growth model



### Strategic & Accretive M&A in a Fragmented Market

9 acquisitions in L4Y underscores ability to source, finance, close, and integrate



### Strong Global Tailwinds Supporting Organic Market Growth

Large market opportunity supported by a number of durable key market trends



### Strong Leadership Team with Decades of Experience

Passionate leadership team that has deep-seated industry experience

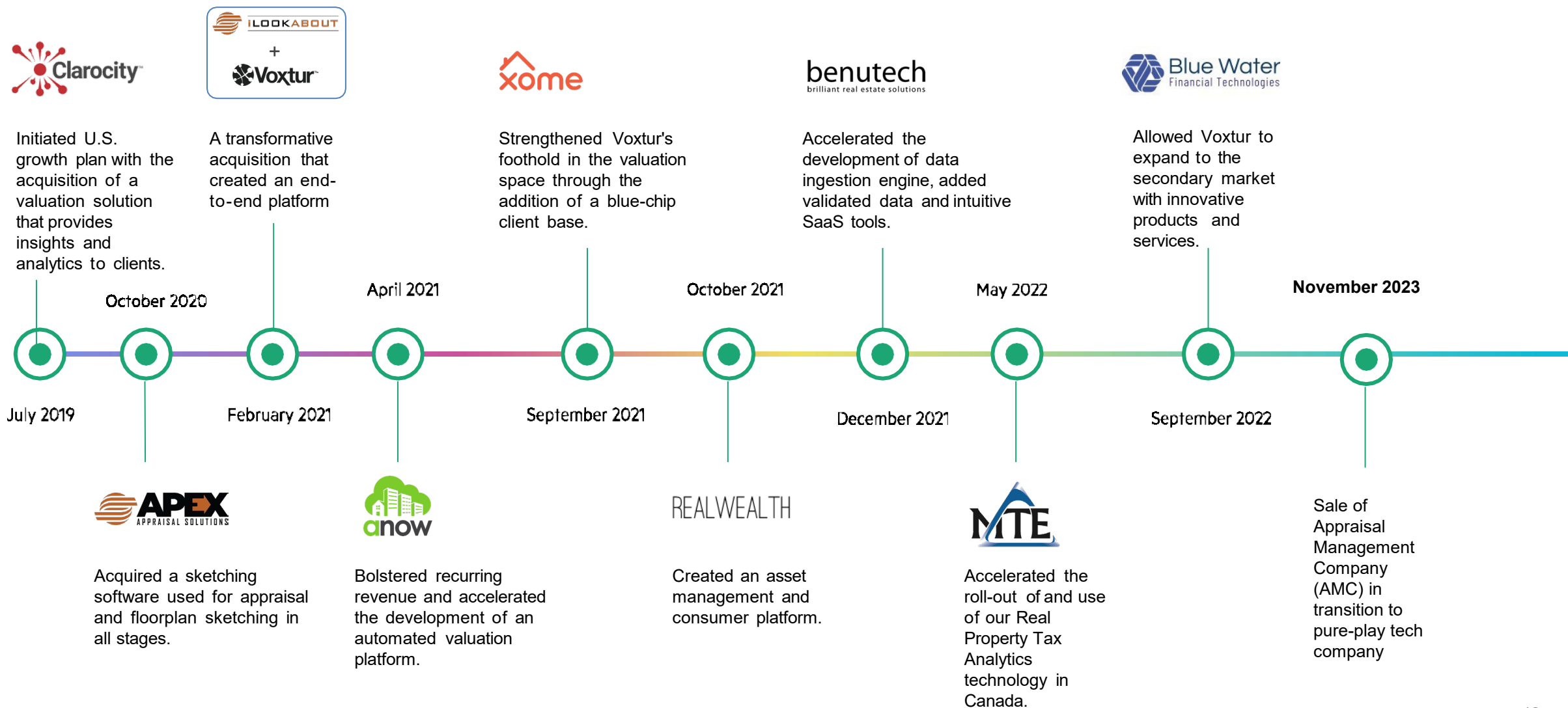




# Thank You

# Appendix

# VOXTUR'S TRANSFORMATION





# VOXTUR Capital

## Digital Mortgage Asset Trading Platform

### Transfer Services

The Platform assists buyers and sellers of MSRs by preparing the Mortgage Loan file documentation paperwork required to settle an MSR transaction, for a fee per loan.

### MSR-X Transactions

The Platform assists buyers and sellers of MSRs to determine real-time prices and transact when the prices meet their criteria, and earns a fee when the deal closes.

### Bulk Brokerage

The Platform assists buyers and sellers of Mortgage Loans and MSRs to negotiate transactions, and earns a fee when the deal closes.

### Hedge Advisory Services

The Blue Water-owned Registered Investment Advisor ("RIA") provides hedging services for Mortgage Loans and MSR portfolios to its clients for a monthly fee.

### Valuation Services

The Platform values portfolios of Mortgage Loans and MSRs for its clients on an ongoing basis for a recurring fee.

### Ad Hoc Bid Advisory

The Platform analyzes portfolios of Mortgages Loans and MSRs that clients are considering buying and concludes what their current value is, for a one-time fee.

### Mortgage Correspondent As A Service

Mortgage Correspondent As A Service Platform allows Third Party Origination, Pricing and Purchase of Mortgage Loans by the Correspondent Services Provider, and then Transfer of the Mortgage to the initial mortgage servicer for recurring fees.

### Pre-Close and Post-Close QC

Pre-Close and Post-Close QC automates the review of electronic loan files to identify issues related to underwriting and/or investor delivery including but not limited to missing documents, missing data, and problems requiring manual review.



Blue Water  
Financial Technologies  
a VOXTUR company





# VOXTUR Valuation

## Solution Overview

- Full-service digital valuation suite used across North America
  - Streamlines big data, machine learning, and process automation functionality
  - Allows appraisers to outsource entire tech stack and operational software
  - Allows lenders and servicers to manage professional network, review valuations, and create on-demand valuation services
- Combination of a SaaS offering for professionals and transaction model for lenders and servicers

Leading the way for valuation modernization to create a modular approach that can be optimized for any application.

Modernizing the Real Estate Value Chain



## Lending Lifecycle Approach



### Origination

- Fully digitized hybrid appraisal reports
- Valuation workflow management platform (assigns appraisal, enables invoicing, payment, etc.)



### Servicing

- Mobile digital inspections and updates
- Digital floor plans



### Default

- Provides verified data and analytics
- Workflow management for AMCs and servicers



### Secondary

- Appraisal reviews

## Solution Overview

- Scalable, digital processes representing the next generation of title and settlement services
  - Improves title and closing operations with flexible, dynamic workflows
  - Mitigates loss with better processes and more automation
  - Drives client satisfaction with a proven, experienced signing network
  - Leverages best-in-class technologies to deliver a personalized experience
- Combination of a SaaS offering for professionals and transaction model for lenders

Setting new standards for excellence in the next generation of title and settlement services.

## Modernizing the Real Estate Value Chain



## Lending Lifecycle Approach



### Origination

- VoxturVerified™ data
- Client-customized workflows
- Streamlined settlement process
- Innovative products and services, including Voxel AOL, a full-coverage alternative to title insurance



### Servicing

- Lien reviews
- Automated title searches



### Default

- Provides verified data and analytics
- Custom integrations and workflow management to service defaulted assets



### Secondary

- Comprehensive title reports
- Instant title products

# VOXTUR Property Tax

## Solution Overview

- Centralized hub to identify property assessment risk in real-time
  - Combines data management and visualization tools to identify unrealized tax revenue and avoid future tax liabilities
  - Expedites mass assessments with powerful desktop and mobile solutions
  - Identifies outliers with integrated AI-enhanced analytics and visualization tools
- Combination of a SaaS offering for governments and transaction model for lenders

Modernizing the assessment landscape with proven solutions to identify property assessment risk in real time

Modernizing the Real Estate Value Chain



## Lending Lifecycle Approach



### Origination

- Database of editable sketches drives accurate tax and valuation
- Provides tax certificate based on current tax bill
- Project management / professional services



### Servicing

- Automated property tax reviews
- Tax confirmations



### Default

- Provides verified data and analytics
- Project management / professional services



### Secondary

- Annual property updates
- Property tax reviews