



## **DISCLAIMER**



This presentation has been prepared for informational purposes only. By accepting delivery of this presentation and/or attending the meeting where this presentation is made, you agree: (1) to keep strictly confidential the contents of this presentation and such other information and not to disclose such document, the contents thereof or any such information to any third party; (2) not to copy all or any portion of this presentation, or any such other information; and (3) to return this presentation and all such other documents and information to Dye & Durham Limited (the "Company" or "Dye & Durham") upon its request.

These materials are not, and in no circumstances are they to be construed as, a prospectus, an offering memorandum, an advertisement, or a public offering of securities. In addition, these materials do not form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, or any offer to underwrite or otherwise acquire any securities, nor shall they or any part of them nor the fact of their distribution or communication form the basis of, or be relied on in connection with, any contract, commitment or investment decision in relation thereto, nor does it constitute a recommendation regarding the securities of the Company. No securities regulatory authority or similar authority has reviewed or in any way passed upon the document or the merits of these securities and any representation to the contrary is an offence.

No reliance may be placed for any purposes whatsoever on the information contained in these materials or on their completeness. No representation or warranty, express or implied, is given by or on behalf of the Company, any agent of the Company or any of such persons' directors, officers or employees or any other person as to the accuracy or completeness of the information contained in these materials and no liability whatsoever is accepted by the Company, any agent of the Company or any of such persons, directors, officers or employees nor any other person for any loss howsoever arising, directly, from any use of such information or otherwise arising in connection therewith.

If any recipient of these materials wishes to make an investment in the Company (each such recipient, a "prospective investor"), such prospective investor must rely on their own examination of the Company, including the merits and risks involved. Prospective investors should not construe anything in this presentation as investment, legal or tax advice. Each prospective investor should consult its own investment, legal, tax and other advisers regarding the financial, legal, tax and other aspects of any investment in the Company.

#### Forward-Looking Statements

This presentation may contain forward-looking information within the meaning of applicable securities laws, which reflects the Company's current expectations regarding future events, including statements related to the Company's expectations of future results, performance, prospects, the markets in which the Company operates, or about any future intention with regard to the Company's business and acquisition strategy. In some cases, but not necessarily in all cases, forward-looking statements can be identified by the use of forward-looking terminology such as "plans", "targets", "expects" or "does not expected", "is expected", "is expected", "is expected", "intends", "assumers", "anticipates" or "does not anticipates" or "does not antic

Forward-looking information is based on a number of assumptions, opinions, and estimates including, but not limited to: (i) Dye & Durham's results of operations will continue as expected, (ii) the Company will continue to effectively execute against its key strategic growth priorities, (iii) the Company will continue to retain and grow its existing customer base and market share, (iv) the Company will be able to take advantage of future prospects and opportunities, and realize on synergies, including with respect of acquisitions, (v) there will be no changes in legislative or regulatory matters that negatively impact the Company's business, (vi) current tax laws will remain in effect and will not be materially changed, (vii) economic conditions will remain relatively stable throughout the period, (viii) the industries Dye & Durham operates in will continue to grow consistent with past experience, and (ix) those assumptions described under the heading "Caution Regarding Forward-Looking Information" in the Company's Management's Discussion and Analysis for the fourth quarter and year ended June 30, 2022.

While these opinions, estimates and assumptions are considered by Dye & Durham to be appropriate and reasonable in the circumstances as of the date of this presentation and given the time period for such projections and targets, they are subject to known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, levels of activity, performance, or achievements to be materially different from those expressed or implied by such forward-looking information. Such risks and uncertainties include, but are not limited to: that the Company will be unable to effectively execute against its key strategic growth priorities, including in respect of acquisitions; the Company will be unable to continue to retain and grow its existing customer base and market share; risks related to the Company's business and financial position; that Dye & Durham may not be able to accurately predict its rate of growth and profitability; risks related to economic and political uncertainty; income tax related risks; as well as the factors of in the Company's most recent annual information form and under the heading "Risks and Uncertainties" in the Company's most recent Management's Discussion and Analysis, which are available on the Company's profile on SEDAR at www.sedar.com.

Many of these risks are beyond the Company's control. If any of these risks or uncertainties materially from those anticipated in the forward-looking information. 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 are not material that could also cause actual results or future events to differ materially from those expressed in such forward-looking information

Although the Company bases these forward-looking statements on assumptions that it believes are reasonable when made, the Company cautions investors that forward-looking statements are not guarantees of future performance and that its actual results of operations, financial condition and liquidity and the development of the industry in which it operates may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. In addition, even if the Company's results of operations, financial condition and liquidity and the development of the industry in which it operates are consistent with the forward-looking statements contained in this presentation, those results or developments may not be industry in which it operates are consistent with the forward-looking statements contained in this presentation, those results or developments in subsequent periods. No forward-looking statement is a guarantee of future results. Given these risks and uncertainties, investors are cautioned not to place undue reliance on these forward-looking statements. Any forward-looking statements that are made in this presentation speaks only as of the date of such statement, and the Company undertakes no obligation to update any forward-looking statements or to publicly announce the results of any revisions to any of those statements to reflect future events or developments, except as required by applicable securities laws. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless specifically expressed as such, and should only be viewed as historical data. All of the forward-looking information contained in this presentation is expressly qualified by the foregoing cautionary statements.

### Non-IFRS Measures

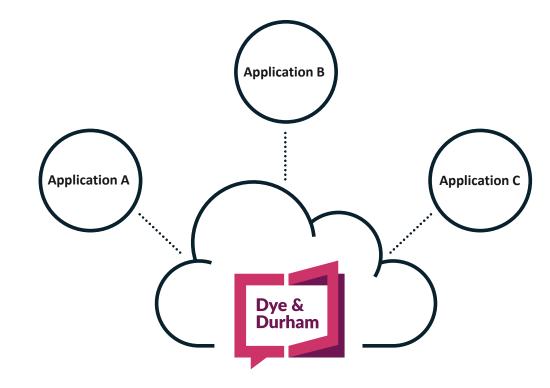
This presentation makes reference to certain non-IFRS financial measures. These measures are not recognized measures under IFRS, do not have a standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement IFRS financial measures by providing further understanding of the Company's results of operations from management's perspective. The Company's definitions of non-IFRS measures may not be the same as the definitions for such measures used by other companies in their reporting. Non-IFRS measures have limitations as analytical tools and should not be considered in isolation nor as a substitute for analysis of the Company's financial information reported under IFRS. The Company uses non-IFRS financial measures, including "Adjusted EBITDA", and "Adjusted EBITDA" and

Certain totals, subtotals and percentages may not reconcile due to rounding.

## DYE & DURHAM AT-A-GLANCE



- √ 60,000+ customers
- ✓ \$475M FY 2022 Revenue
- √ \$267M FY 2022 Adjusted EBITDA¹
- √ 56% Adjusted EBIDTA margin¹
- √ 129% Adjusted EBITDA¹ YoY growth















We have created a highly reliable Platform for our customers

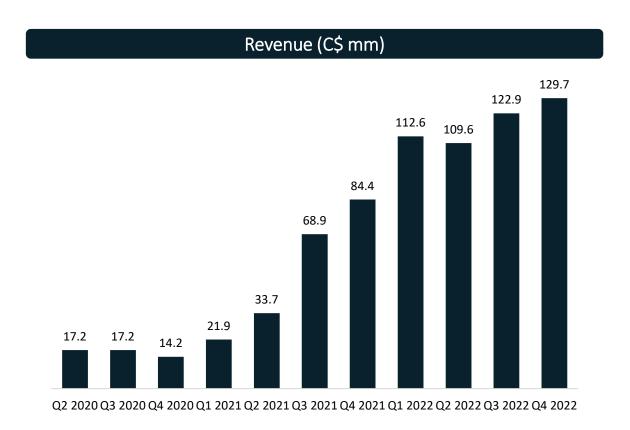
When being certain is everything

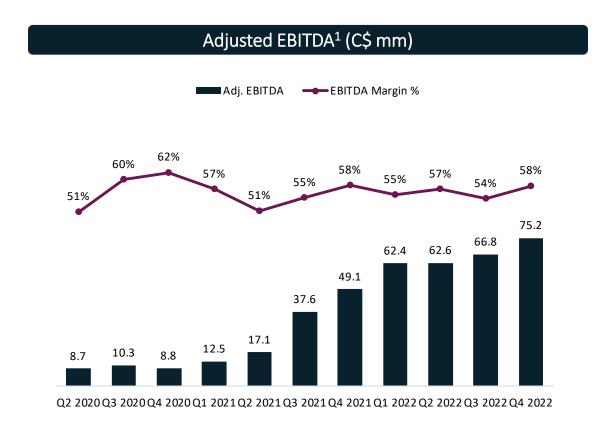
Adjusted EBITDA and Adjusted EBITDA margin are non-IFRS measures. Please see "Non-IFRS Measures".

## HISTORICAL QUARTERLY PERFORMANCE



• Revenue and Adjusted EBITDA<sup>1</sup> performance have been driven by acquisitions and near-term realization of synergies





1. Adjusted EBITDA and Adjusted EBITDA margin are non-IFRS measures. Please see "Non-IFRS Measures".

## FINANCIAL OVERVIEW – FY 2022 RESULTS



\$266.9 Million Adjusted EBITDA<sup>1</sup>

\$474.8 Million Revenue

56% Adjusted EBITDA Margin<sup>1</sup>

\$150.6 Million Adjusted EBITDA Growth<sup>1,2</sup>

\$265.9 Million Revenue Growth<sup>1,2</sup>

129% Adjusted EBITDA Growth<sup>1,2</sup>

Adjusted EBITDA and Adjusted EBITDA margin are non-IFRS measures. Please see "Non-IFRS Measures".

<sup>12-</sup>months ended June 30, 2022 vs 12-months ended June 30, 2021

## FINANCIAL OVERVIEW – Q4 FY 2022 RESULTS



\$75.2 Million Adjusted EBITDA<sup>1</sup>

\$129.7 Million Revenue

58% Adjusted EBITDA Margin<sup>1</sup>

\$26.0 Million Y-o-Y Adjusted EBITDA Growth<sup>2</sup>

\$45.3 Million Y-o-Y Revenue Growth<sup>2</sup>

53% Y-o-Y Adjusted EBITDA Growth<sup>1,2</sup>

Adjusted EBITDA and Adjusted EBITDA margin are non-IFRS measures. Please see "Non-IFRS Measures".

<sup>3-</sup>months ended June 30, 2022 vs 3-months ended June 30, 2021



# MISSION CRITICAL SOFTWARE FOR THE LEGAL AND BUSINESS COMMUNITY

We created the global leader

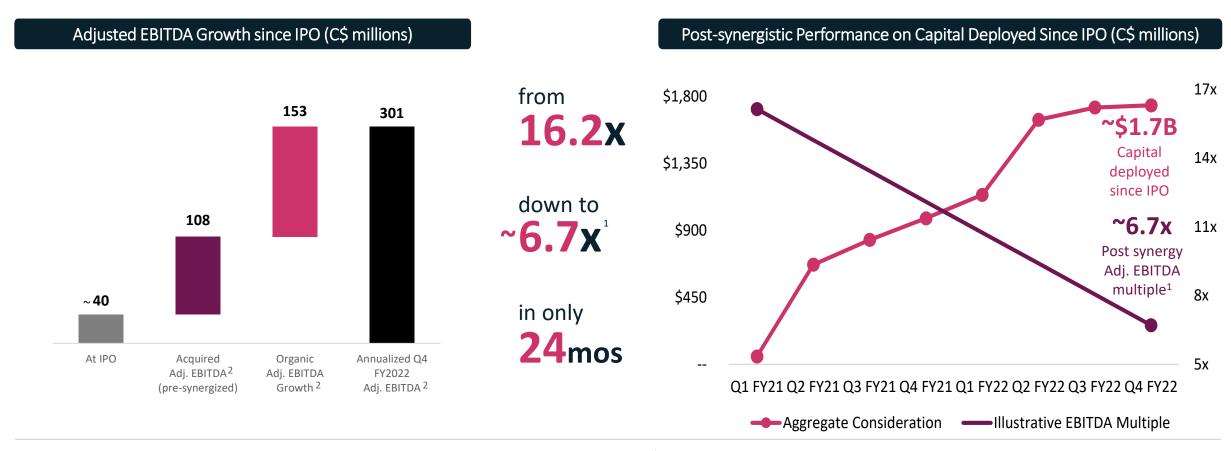


## TRACK RECORD OF SUCCESSFUL CAPITAL ALLOCATION



## Since the IPO in July 2020, D&D has deployed a total of ~C\$1.7 billion on acquisitions across Canada, UK, Ireland, and Australia

• D&D continues to successfully grow the business through M&A and execute on synergy plans post acquisition, having achieved a blended post synergy adjusted EBITDA multiple of 6.7x<sup>1</sup>



Illustrative multiple only; calculated as aggregate consideration of all acquisitions since IPO / Incremental EBITDA since IPO (Annualized Q4 FY22 Adj. EBITDA less Adj. EBITDA at IPO)

<sup>2.</sup> Adjusted EBITDA is a non-IFRS measures. Please see "Non-IFRS Measures"

# **BALANCE SHEET OVERVIEW**



## **Available Liquidity**

As of June 30	2022
Cash	224
Revolving Credit Facility	75
Delayed Draw Term Loan	200
Total	\$499

## **Leverage Ratio**

As of June 30	2022
Total Debt Outstanding	905
(-) Cash	224
Net Debt	\$681
FY 2022 Adj. EBITDA <sup>1</sup>	\$267
Net Debt/Adj. EBITDA <sup>1</sup>	2.6x
Q4 FY 2022 Adj. EBITDA¹ Annualized	\$300
Net Debt/Adj. EBITDA <sup>1</sup>	2.3x

<sup>1.</sup> Adjusted EBITDA is a non-IFRS measures. Please see "Non-IFRS Measures"



