

# Investor Presentation – Q2 FY22

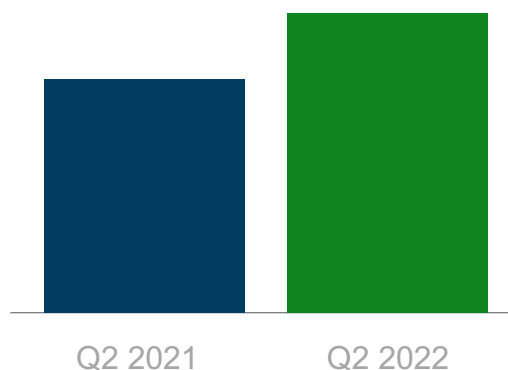


# Caution Regarding Forward Looking Statements

Certain information included in this document is forward-looking and is subject to important risks and uncertainties. The results or events predicted in these statements may differ materially from actual results or events. Such statements are generally accompanied by words such as “intend”, “anticipate”, “believe”, “estimate”, “expect” or similar statements. Factors which could cause results or events to differ from current expectations include, among other things: the impact of price competition; scarce number of qualified professionals; the impact of rapid technological and market change; loss of business or credit risk with major customers; technical risks on fixed price projects; general industry and market conditions and growth rates; international growth and global economic conditions, and including currency exchange rate fluctuations; and the impact of consolidations in the business services industry. For additional information with respect to certain of these and other factors, please see the Company’s most recent annual report and other reports filed by Calian with the Ontario Securities Commission. Calian disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. No assurance can be given that actual results, performance or achievement expressed in, or implied by, forward-looking statements within this disclosure will occur, or if they do, that any benefits may be derived from them.

# Q2FY22 Highlights

**Adjusted EBITDA** \$16.8M (\$14.2M)



**+18%**  
over Q2 2021.

**Gross Margins**



**28%**  
+4% increase over  
Q2 2021.

Revenue \$142M (\$138M) **3% increase**  
over Q2 2021.

Adjusted net profit **\$13.3 M (\$10.3M)**  
23% increase over Q2 2021.

New contract signings **\$160M (\$138M)**  
\$1.3B in backlog.

Dividend **\$0.28/share.**

Period ended March 31, 2022

# Strategy in Action



## **Retention**

\$160M in Q2 contract signings; \$75M of which were renewals with long-time customers.



## **Diversification**

Computex—expanding footprint in USA; synergies with previous acquisitions



## **Innovation**

Virtual Care Solutions and the Calian Nexi™ Digital Health platform



## **Improvement**

Implementation of ERP and technology to scale the company to \$1B

# Diverse Service Offerings and Markets Served

## Diversified in four segments

Q2 2022 revenue

**\$142M**

Learning

IT and  
Cyber Solutions

Health

Advanced  
Technologies

**+19%**

**+47%**

**-14%**

**-7%**

Q2 2022 over Q2 2021 revenue growth



# Calian Supports Global Defence



# Consolidated Dashboard

## Q2



**\$142M**  
REVENUE



**28%**  
GROSS MARGIN



**12%**  
EBITDA



**\$160M**  
NEW  
CONTRACT  
SIGNINGS

## Trailing Twelve Months



**\$535M**  
REVENUE  
+11% Growth



**\$546M**  
NEW  
CONTRACT  
SIGNINGS  
+7% Growth

## Q2 BALANCE SHEET /OTHER



**\$1.3B**  
BACKLOG



**\$154M**  
NET LIQUIDITY  
(Cash less Debt plus  
unused debt capacity)



**-7% / 1%**  
Q2 / TTM  
ORGANIC GROWTH



**10% / 10%**  
Q2 / TTM  
ACQUISITIVE  
GROWTH

## DIVERSITY PRIORITIES



**52%**  
Canadian  
Government  
**48%**  
Commercial



**78%**  
Canada  
**22%**  
International

# Key Performance Indicators

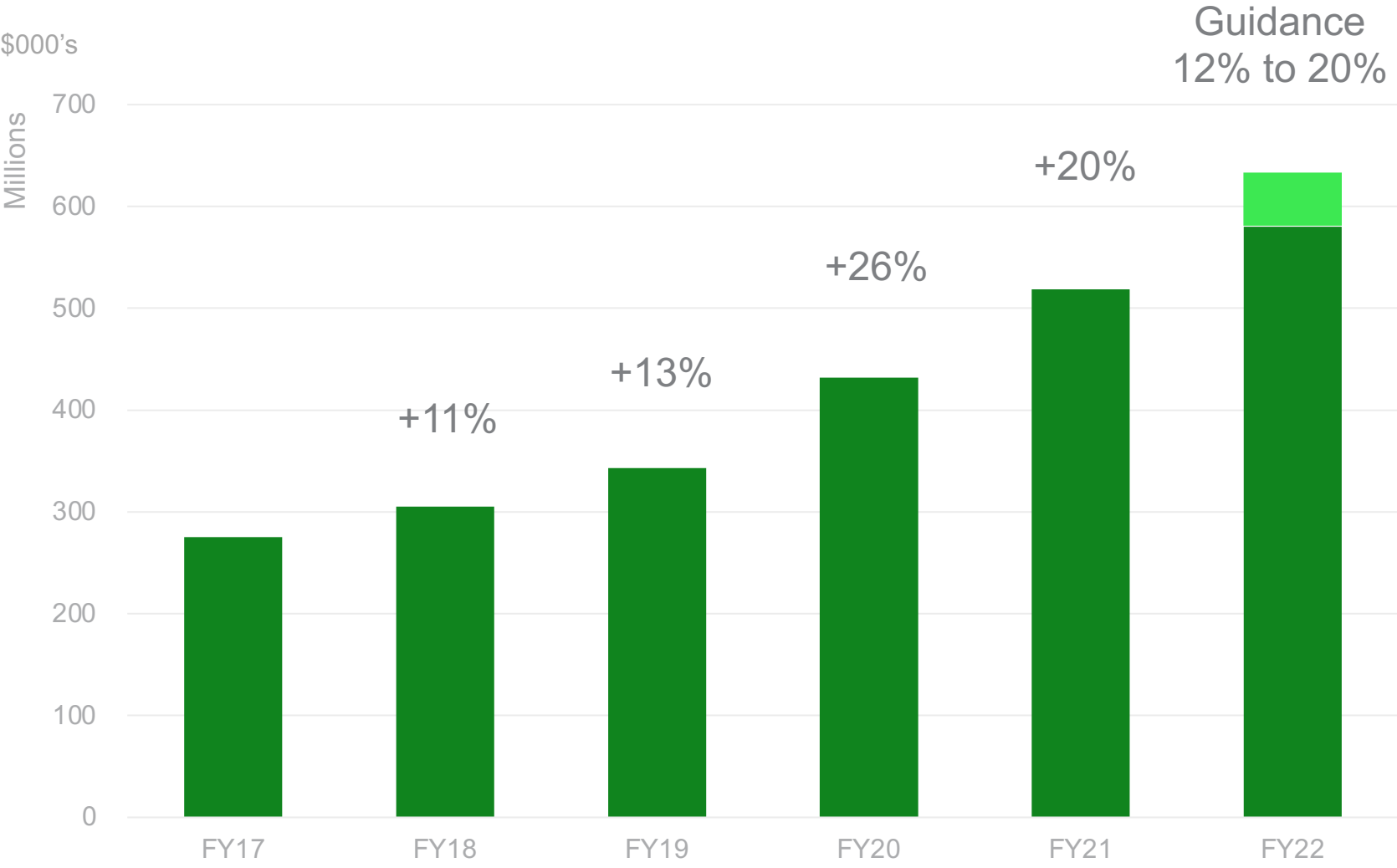
	Q2 2022	Q2 2021	Growth
Revenue	142,102	138,470	3%
Gross Margin	39,919	33,514	19%
Gross Margin %	28%	24%	
EBITDA	16,767	14,153	18%
EBITDA %	11.8%	10.2%	
Less: Depreciation, interest and taxes	3,506	3,828	
Adjusted Net Income	13,261	10,325	28%
Adjusted Net Income %	9.3%	7.5%	

	Q2 2022	Q2 2021
<b>Cash and Debt Position</b>		
Cash	59,391	119,927
Debt	25,396	55,000
Net Cash	33,995	64,927
<b>Current Asset Position</b>		
Assets	304,538	321,015
Liabilities	231,971	172,764
Net Current Assets	72,567	148,251

Canadian dollars, in 000s



# Annual Revenue and Guidance



## 2022 Guidance

Revenue

**\$580-625M**

EBITDA

**\$61.0-65.5M**

Adjusted Net Income

**\$41.5-45.5M**

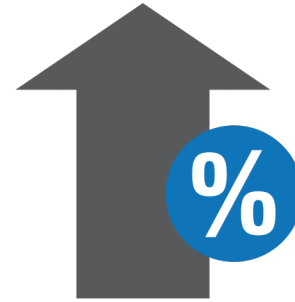
# Investment Value Proposition



Track record of capital  
deployment driving  
long-term value



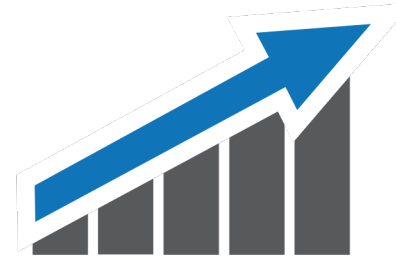
Global expansion



Expanding  
margins



Strong Balance  
sheet



R&D and Sales &  
Marketing

Thank you

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**CALIAN**®

Confidence. Engineered.

# 4-Piston Engine Business Model

4 Operating  
Segments

Advanced  
Technologies

Health

Learning

IT &  
Cyber Solutions



**Canadian  
Headquarters**



**4,500+  
Employees  
Globally**



**40 Years  
in Business**

# Second Quarter Results

## Second Quarter

	Q2 2022	Q2 2021
Revenue	\$142,102	\$138,470
Gross Margin	\$39,919	\$33,514
Adjusted EBITDA	\$16,767	\$14,153

## Growth

	Q2 2022	Q2 2021
Organic	-7%	20%
Acquisitive	10%	13%
New contract signings	\$160,000	\$138,000

Canadian dollars, in 000s