

Investor Presentation – Q1FY22

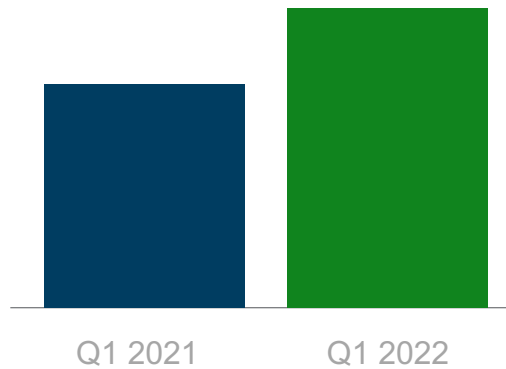


Caution Regarding Forward Looking Statements

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.

Q1 FY22 Highlights

Adjusted EBITDA \$13.9M (\$10.4M)



34%

Increase
over Q1 2021



26%

Gross margins

Sustained high for the company

Revenue \$129M (\$116M) **11% increase**
over Q1 2021

New contract signings **\$185M (\$112M)**
\$1.3B in backlog

Adjusted net profit **\$9.7M (\$6.8M)**
41% increase over Q1 2021

Dividend **\$0.28/share**

Period ended December 31, 2021

Strategy in Action



Retention

>\$90 Million in Q1 contract signings on existing programs



Diversification

SimFront - learning into non-military



Innovation

L-Spark and Hub 350



Improvement

Margin expansion across all segments

SimFront
A Calian Company

Dapasoft
A Calian Company

iSecurity
A Calian Company


L-SPARK

hub₃₅₀

Diverse Service Offerings and Markets Served

Diversified in four segments

Q1 2022 revenue

\$129M

Advanced
Technologies

Health

Learning

IT and Cyber

+10%

-10%

+26%

+68%

Q1 2022 over Q1 2021 revenue growth

First Quarter Results

First Quarter

	Q1 2022	Q1 2021
Revenue	\$129,502	\$116,201
Gross Margin	\$33,654	\$26,222
Adjusted EBITDA	\$13,962	\$10,405

Growth

	Q1 2022	Q1 2021
Organic	2%	2%
Acquisitive	9%	15%
New contract signings	\$185,000	\$112,000

Canadian dollars, in 000s

Key Performance Indicators

	Q1 2022	Q1 2021	Growth
Revenue	129,502	116,201	11%
Gross Margin	33,654	26,222	28%
Gross Margin %	26%	23%	
EBITDA	13,962	10,405	34%
EBITDA %	10.8%	9.0%	
Less: Depreciation, interest and taxes	4,315	3,572	
Adjusted Net Income	9,647	6,833	41%
Adjusted Net Income %	7.4%	5.8%	

	Q1 2022	Q1 2021
Cash and Debt Position		
Cash	67,335	30,280
Debt	Nil	Nil
Net Cash	67,335	30,280
Current Asset Position		
Assets	245,576	202,665
Liabilities	109,347	86,987
Net Current Assets	136,229	115,678

Canadian dollars, in 000s

Introducing Computex



Hardware. Software. Brainware.

30 years of solving IT & cyber problems & delivering business value for customers

\$38M acquisition

Stronger Together



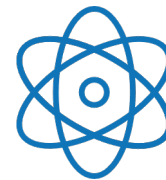
Customer-First



Teamwork

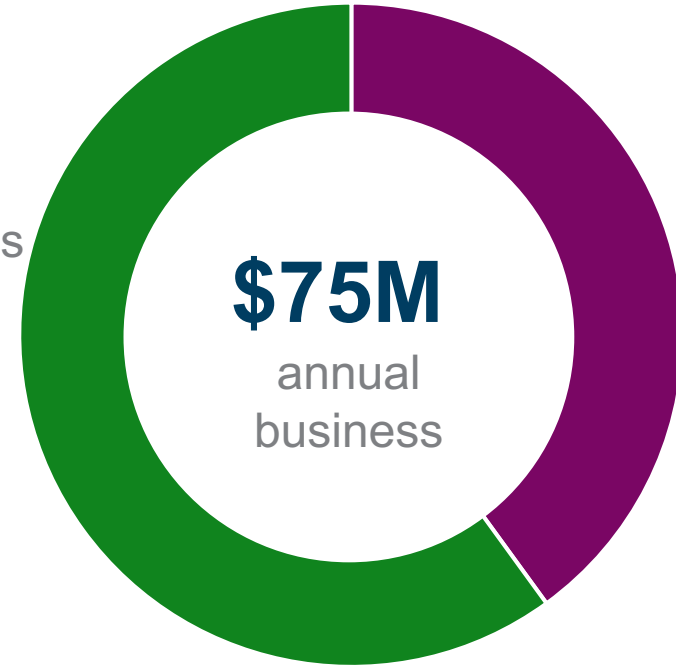


Integrity



Innovation

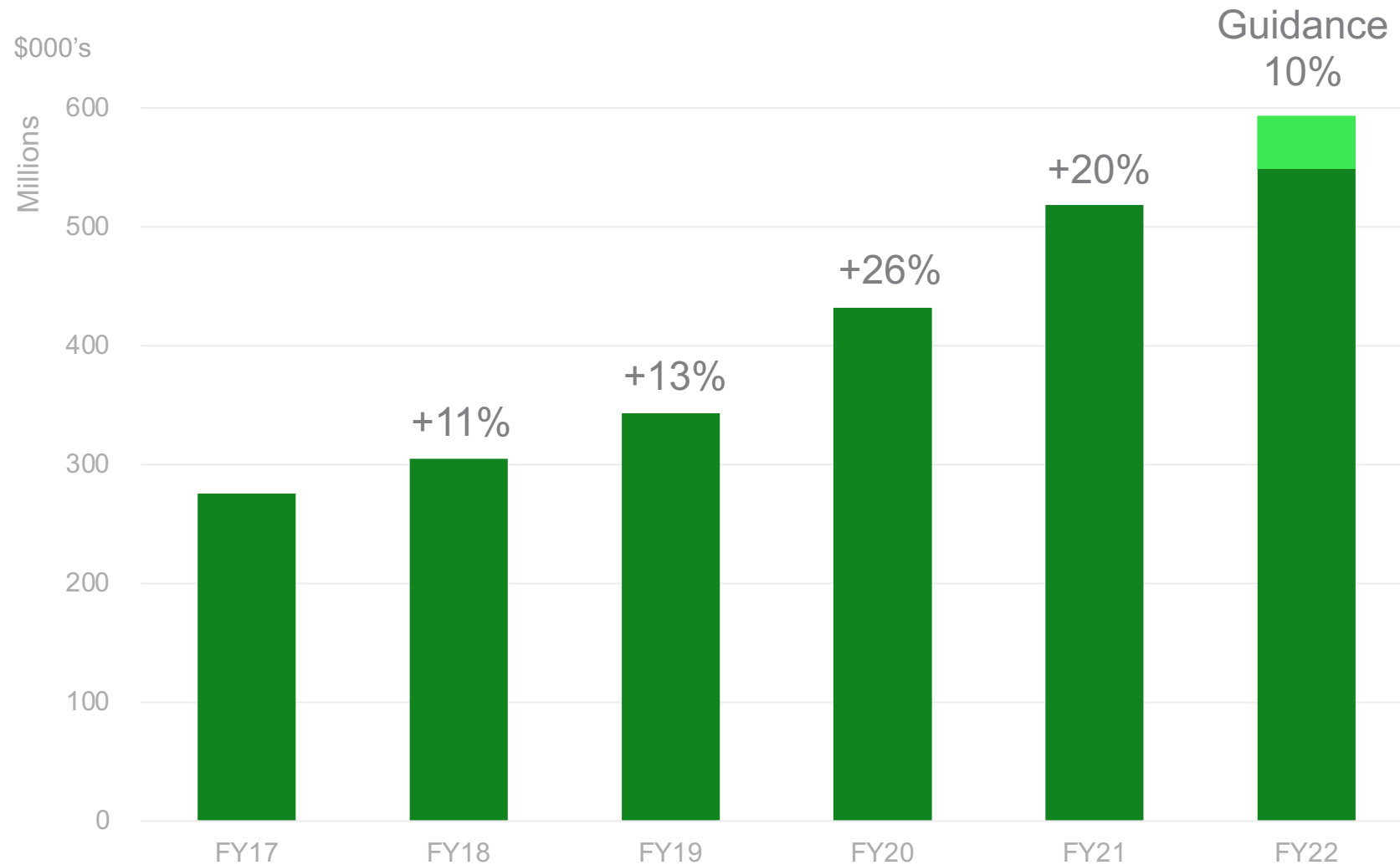
\$45M
Other sales
cycle revenues



\$30M
recurring
revenue

\$75M
annual
business

Annual Revenue and Guidance



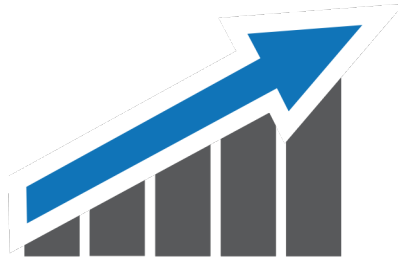
2022 Guidance

Revenue
\$550-590M

EBITDA
\$57-61M

Adjusted Net Income
\$39.25-42.75M

Investment Value Proposition



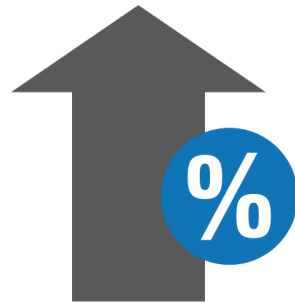
CAGR of 16% over
the last 5 years



Track record of capital
deployment driving
long-term value



Strong Balance
sheet



Expanding
margins



Global expansion

Calian Investor Event

www.calian.com/events

February 16 at 10:30 AM EST

Learn

- How Calian is innovating virtual healthcare and clinical CRM
- Why the future looks bright for IT and Cyber Solutions
- How VR and AR technology creates immersive training experiences
- Why Calian has a “place in space”



Thank you

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