Converge Technology Solutions

Software-Enabled IT & Cloud Solutions Provider

June 2022

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USE OF NON-IFRS MEASURES AND RATIOS: Converge’s audited annual consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board and the accounting policies we adopted in accordance with IFRS. In this presentation, management has used certain terms, including “Adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA)” and “Earnings before interest, taxes, depreciation and amortization (EBITDA)”, Gross Revenue, Organic Growth, adjusted earnings per share (“Adjusted EPS”) and Adjusted Free Cash Flow and Adjusted Free Cash Flow Conversion, which are not recognized under IFRS and do not have a standardized meaning under IFRS. Converge’s method of calculating such non-IFRS measures and ratios may differ from methods used by other companies and therefore may not be comparable to similar measures presented by other companies. The Company refers to the non-IFRS measures and ratios because certain investors may use this information to assess the Company’s performance and also determine the Company’s ability to generate cash flow. Such non-IFRS measures and ratios are furnished to provide additional information and should not be considered in isolation as a substitute for measures of performance prepared in accordance with IFRS and is not necessarily indicative of operating costs presented under IFRS. A full description of these non-IFRS measures and ratios and reconciliations for such non-IFRS measures an ratios can be found in the MD&A that accompanies the financial statements for the year ended December 31, 2021 and filed under the Company’s profile on SEDAR at www.sedar.com

All figures in this document are in C$ unless otherwise stated.

CONVERGE
TECHNOLOGY SOLUTIONS

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Company Overview – FY 2021

About Converge

Converge is a software-enabled IT & cloud solutions provider focused on delivering advanced analytics, application modernization, cloud, cybersecurity, digital infrastructure, and digital workplace offerings to mid-market customers

$1.5B Net Revenue — **49%** 3 YR CAGR

$ 345.7M Gross Profit — **57%** 3 YR CAGR

$94M Adj. EBITDA — **79%** 3 YR CAGR

Adj. FCF $78 M | **83%** Adj. FCF Conversion

Q4'21 Adj. EPS $0.12 | **FY21 Adj. EPS** $0.35 | **+ 26%** Y-o-Y

$2.3M Pro Forma Gross Revenue — **9.6%** Gross Revenue Organic Growth[1]

[1] Organic growth is based on invoiced revenue and includes companies that Converge has owned for at least 3 months.

Q1'22 Financial Highlights

$550.0M
Net Revenue
+ 77% Y-o-Y

$109M
Gross Profit
+ 61% Y-o-Y

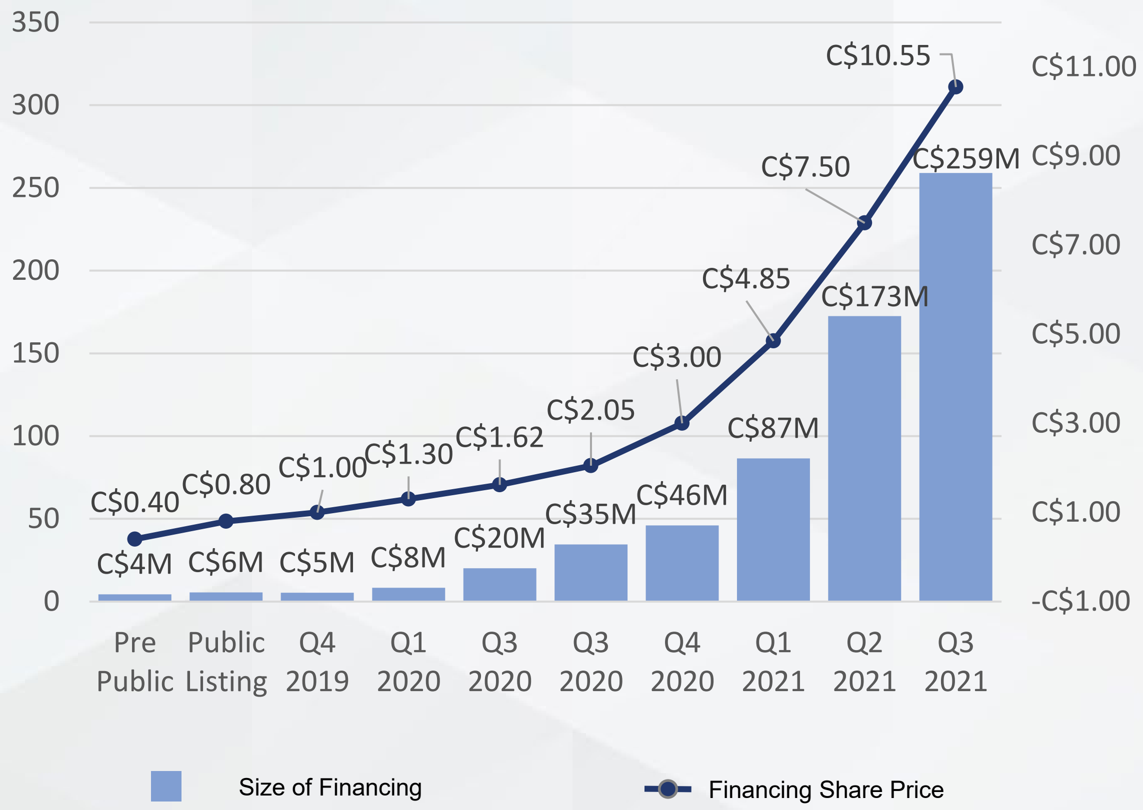
$29.6M
Adj. EBITDA
+ 58% Y-o-Y

$674M
Gross Revenue
7.2% Gross Revenue Organic Growth[1]

Q1'22 EPS		LTM EPS	
$0.10	+ 25% Y-o-Y	$ 0.38	+ 27% Y-o-Y

[1] Organic growth is based on invoiced revenue and includes companies that Converge has owned for at least 3 months.

CTS Historical Equity Financings



- Raised over $500 million through a series of bought-deal financings in 2021 and upsized debt facilities to $300 million
- Converge's equity financing size has grown from C$45M during its pre-public financing at C$0.40 per share to C259M in its latest financing at C$10.55 per share
- CTS added to S&P/TSX Composite Index as of market close on September 17, 2021

IBM

2021 – Top NA Sell Business Partner

2021 – Beacon Award for Outstanding Technology SSS

2021 – IBM Data and AI Business Unit Excellence

2021 – IBM Business Unit Excellence Award for Digital Trust

Platinum Partner Status

INGRAM MICRO

2020, 2021 & 2022 Ingram Micro Cloud Reseller of the Year Award for North America

2022 Ingram Micro Women in Cloud Female Leader of the Year Award, Rochelle Manns

2021 – Ingram Micro Blue Series Partner of the Year & CORE Partner of the Year NA

PURESTORAGE

2022 – Advantage Partner of the Year

2021 – Elite Partner Status

THE CHANNEL CO. CRN

2022 – Solution Provider 500 List Ranked #36

2022 –Tech Elite 250 Category

2021 – Managed Service Provider 500 List in Elite 150

paloalto NETWORKS

2021 – Diamond Status

Hewlett Packard Enterprise

2021 – North America SMB Partner of the Year

2021 – Platinum Partner Status

Red Hat

2021 – Top NA IBM and Red Hat Synergy Partner

Premier/APEX Partner Status

vmware

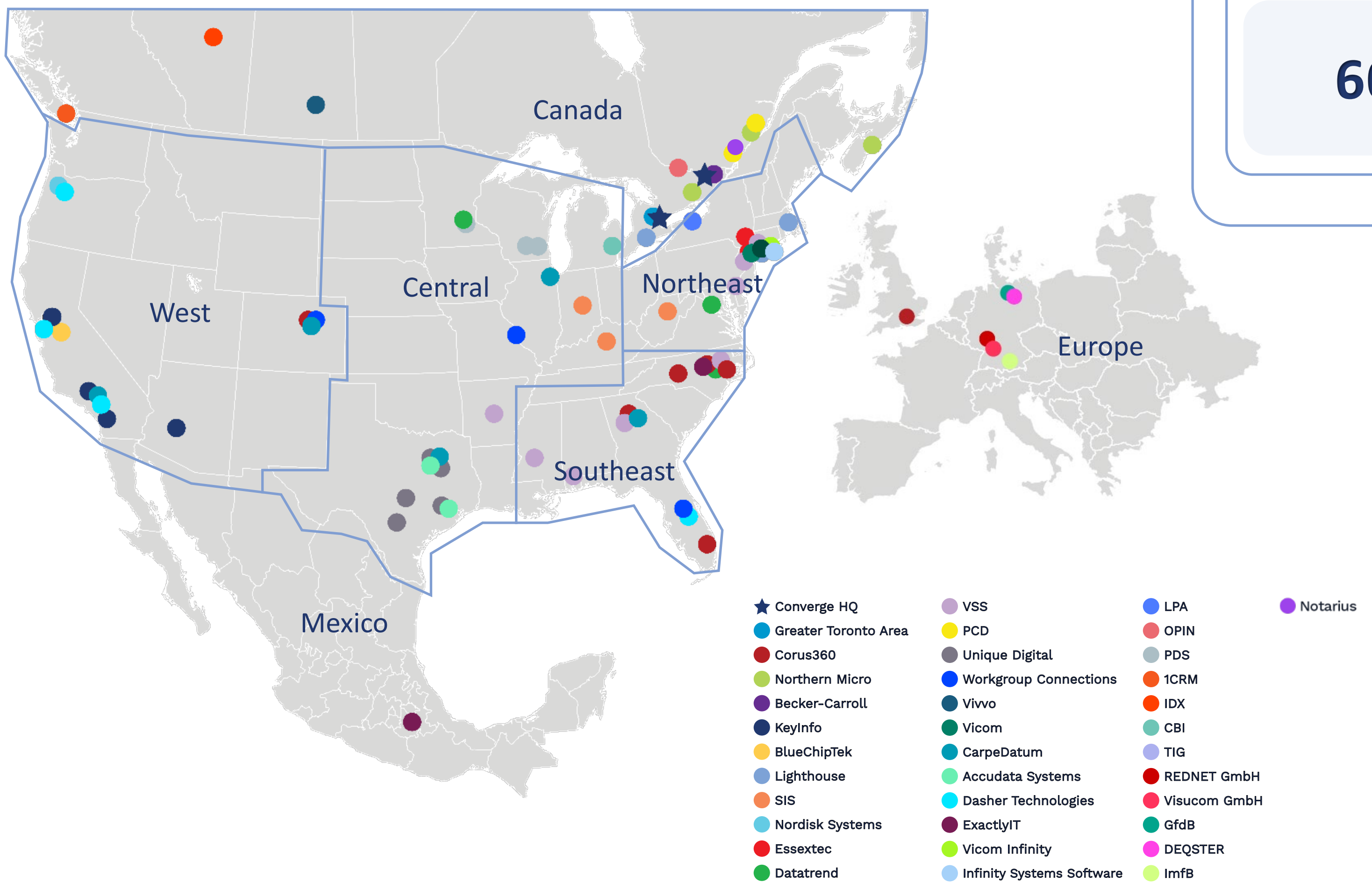
MC: Data Center Virtualization	MC: Network Virtualization	MC: VMware Cloud on AWS	MC: Cloud Mgmt and Automation

Recent Business Highlights

- Announced 14 acquisitions since April 2021, contributing approximately $927.7 M of LTM Gross Revenue and $53.3 M of EBITDA year-to-date
- Announced signed definitive agreements to acquire Gesellschaft für digitale Bildung (“GfdB”), Institut für moderne Bildung (“IfmB”), and DEQSTER
- Announced signed definitive agreements to acquire PC Specialists, Inc. d/b/a Technology Integration Group (“TIG”)
- Announced a new Google Cloud Marketplace solution offering, Converge Enterprise Cloud – IBM Power for Google Cloud (IP4G) & managed security solution Converge Enterprise Cloud for IBM Guardium Insights (CECIGI)
- Achieved 2022 Pure Storage Advantage Partner of the Year
- Achieved 2022 Ingram Micro Cloud Reseller Partner of the Year for third consecutive year and Rochelle Manns Vice President of Cloud Platforms, was awarded the first Women in Cloud Female Leader of the Year Award
- Recently placed 36th on CRN® 2022 Solution Provider 500 List, named to CRN® Managed Service Provider (MSP) 500 List in the Elite 150 Category & 2022 CRN® Tech Elite 250 List and placed 8th on 2022 CDN Top 100 Solution Providers List
- Achieved five 2021 IBM Excellence Awards including Top North America National Sell Business Partner of the Year and recognized as top IBM and Red Hat Synergy Partner

Converge Platform

Full Service Offering with Strong Support Network & Vendor Alliances



Office Locations
60+

Sales Personnel
310+

Technical Resources
750+

CONVERGE TECHNOLOGY SOLUTIONS

600+
Certifications

4000+
Customers

10
Key Vendor Relationships

700+
Total Vendor Relationships

Converge Solutions & Services

Advanced Analytics

- Artificial Intelligence
- Machine Learning
- Business Analytics
- Data Visualization
- Data Platforming & Integration
- Financial & Operational Mgmt
- Robotic Process Automation

Application Modernization

- Application Development
- Application Migrations
- DevOps
- Containers Services & Kubernetes Platforms
- Automation & Orchestration
- Observability & Intelligent Operations
- Integration & Middleware

Cloud Platforms

- Cloud Foundations & Landing Zones
- Cloud Migrations
- IBM Power on Cloud
- VMware on Cloud
- Infrastructure as Code & Automation
- Cloud Governance & Operations
- FinOps & Cost Optimization

Cybersecurity

- Threat Assessments
- Risk & Compliance
- Identity & Access
- Data Protection
- Security Intelligence & Analytics
- Response, Remediation & Maturity

Digital Infrastructure

- Datacenter & Compute
- Intelligent Networking
- Customer Experience
- Multi-site Deployment
- Configuration Centers
- Infrastructure Security

Digital Workplace

- Voice & Unified Communications
- Workplace Productivity Solutions
- Endpoint Management Solutions
- Virtual Desktop Solution
- End User Compute

IN EACH OF THE ABOVE SOLUTION AREAS, **WE DELIVER A FULL SPECTRUM OF SERVICES**:

Advisory Services

Architecture Planning & Insights
Roadmap Design & Prioritization
Software Asset Management
Strategic Transformation
Workshops & Assessments

Consulting & Implementation

Agile Methodology & DevSecOps
Build & Design
Integration & Support
Program & Project Management

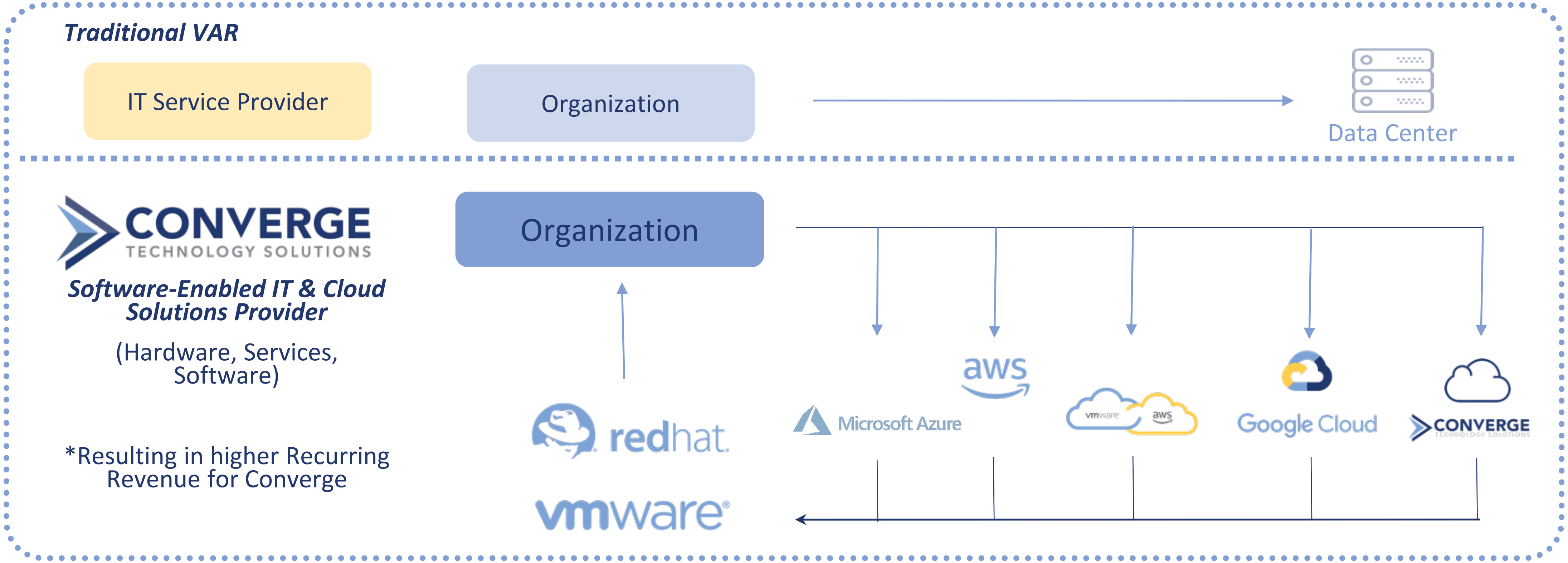
Managed Services

Service Desk & Managed ITSM
Managed Applications (AMS)
Security Operations Center (SOC)
Infrastructure Operations Center (IOC)

Talent Services

Staffing
Recruiting
Contract Temp / Hire
Permanent Placement

Transformation into a Software-Enabled IT & Cloud Solution Provider



- VARs are experiencing the impact of a shift of IT towards software and the cloud as their clients become less dependent on hardware
- These small, sub-scale and undercapitalised regional VARs are not able to build a sophisticated services offering themselves

- Converge upsells higher-margin and recurring managed services contracts along with specialised services depending on the stage of a customer's journey to cloud
- These are higher-margin, multi-year contracts that reduce customer churn and add revenue visibility

Differentiated Business Model with Unique Strategic Focus Areas

Distribution Focused ⟷ *Service Oriented*

Distributors	VARs	IT Solutions	CONVERGE TECHNOLOGY SOLUTIONS	Global SIs
5 – 13% Gross Margins	13 – 16% Gross Margins	16 – 19% Gross Margins	22-30% Gross Margins	30 – 39% Gross Margins
Ingram Micro, Tech Data	softwareONE, Insight, Bytes, CDW, Softline	e+, Presidio		accenture, CGI, Capgemini
Predominately product sales to resellers	Product and software resale focused with minimal cloud expertise	Able to bundle hardware, software, and services to create sophisticated solutions	Full suite of IT & Cloud Solutions selling infrastructure, software, and managed services solutions	Large services vendors with IT services and consulting under bundled contracts
	Primarily focused on low product cost with a small services element	Limited managed services and cloud product coverage	Leading managed services, security, and cloud offerings	

- Mid-market leadership
- Software first approach
- PHD level engineers
- MSS expansion
- Superior Support
- M&A engine

Phased Approach to Growth

Phase	Key Initiatives	Pro Forma Run-Rate Revenue	Pro Forma Run-Rate Adj. EBITDA	Annualized Recurring Revenue
Phase 1 Broad Geographical Coverage 2018	• Built national footprint across the U.S. and Canada through nine acquisitions since Oct. 2017 • Developed national managed services and other recurring revenue offerings	(in C$) ~$545M Pro Forma Run-Rate Revenue	Actual Results ~$23M Pro Forma Run-Rate Adj. EBITDA	~$75M* Annualized Recurring Revenue
Phase 2 Enabling Hybrid IT & Cross-Sell 2019 / 2020	• Continue M&A strategy to expand coverage into the 30+ largest U.S. cities • Strengthen national managed services and other recurring revenue offerings across acquired businesses	~$1.0B Pro Forma Run-Rate Revenue	Targeted Pro Forma Results* ~$50M Pro Forma Run-Rate Adj. EBITDA	~$140M* Annualized Recurring Revenue
Phase 3 Cost Synergy Realization 2020 / 2021	• Further enhance scale with larger acquisitions across North America • Continued cross-sell opportunities within existing customer base • Fully integrate back office ERP and focus on additional cost take-out opportunities	$2.0B+ Pro Forma Run-Rate Revenue	Targeted Pro Forma Results* $100 – 200M Pro Forma Run-Rate Adj. EBITDA	$240M+* Annualized Recurring Revenue
Phase 4 European Expansion & Managed Services 2022 - 2025	• Continue to acquire 3-5 companies in North America (C$400 million annually) • Further enhance scale across Europe with 3-5 acquisitions per year (€400 million annually) • Grow Software and Services to 60% of Revenue, including managed services	$5.0B+ Pro Forma Run-Rate Revenue	$500M Pro Forma Run-Rate Adj. EBITDA	

Note: *Annualized Gross Recurring Revenue

= Approx. Targeted Pro Forma Results

CONVERGE TECHNOLOGY SOLUTIONS

Acquisition Overview – Proven M&A Track Record

M&A Strategic Pillars

Culture

Target must have a winning culture that is consistent with Converge's way of doing business

Hardware

Hardware focus helps to keep acquisition multiple low and maximises synergy opportunities

Clients

Important that the target offers access to a high-quality client base from which we can grow

Returns

All transactions must stack up from a financial returns perspective – we are careful custodians of shareholder capital

Proven Track Record

2017 — 2018 — 2019 — 2020 — 2021 — European Expansion — 2022

European Expansion

Portage Focused

Acquired LTM Gross Revenue* & Adjusted EBITDA*

2021 Acquisition Overview

$733.7 Million

Gross Revenue Acquired

$47.2 Million

EBITDA Acquired

YTD Acquisition Overview

$927.7 Million

Gross Revenue Acquired

$53.3 Million

EBITDA Acquired

4.8x Multiple

4.9x Average

5.0x Multiple

*Excludes ExactlyIT and Portage Cybertech's acquisitions. Includes TIG and GfdB, IfmB, and DEQSTER acquisitions announced but not closed.

CONVERGE TECHNOLOGY SOLUTIONS

Acquisition Strategy

Acquisition Strategy Template

5.0x multiple on $3m EBITDA
- Acquire Target which generates $100m of revenue and 3% EBITDA margins for 5.0 x EBITDA ($15m)

+ $3.5m EBITDA
- Target can access Converge's volume discounts with key vendors adding 1.5% to the EBITDA margin (4.5% margin)
- Cost savings through headcount reduction adds a further 2% to EBITDA margin (6.5% margin)

2.5x multiple on $6.5 EBITDA
- By following this strategy Converge can lower the effective multiple paid from 5.0x to 2.5x EBITDA
- Acquisitions are highly value accretive very quickly

+ $3m cash
- Target can access Converge's superior payment terms, lengthening payment terms from 45 days to 60-75 days
- This can free up $3-7m of working capital

+ $3-4m EBITDA
- Target can cross-sell Converge's broader offering including managed services to its existing customer base

Additional Growth Drivers

- Run campaigns with Tier-1 vendors repeating industry specific sales across geographies
- Cross-sell best of breed solutions and high margin services to other Converge customers
- Consolidate recurring revenue offerings across acquisitions and service a broader range of customers
- Leverage relationships to increase enterprise sales
- Introduce Converge 'TrustBuilder' Platform into large North American customer footprint

Acquisition – Clear Integration Approach & Execution

ERP Program

2019 & 2020 | 2021 | 2022

Benefits:

Streamlined standard business processes (e.g. inventory standard built with NM)	Ability to easily adapt to mandate of Converge	Month end closure time reduction	Improvement in Audits – all companies in one system	Resource availability – teams providing regional support	Operational / Financial performance and reporting

Drivers of Success

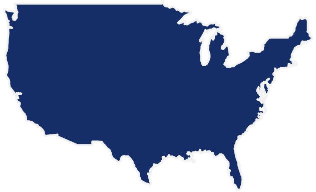
- 5+ years of experience successfully integrating multiple acquisitions of varying scale and complexity
- Smooth process enabled by all Group functions, with established procedures in place to ensure the management team has all relevant information
- Specific training programmes for new sales colleagues, helping to drive optimum performance and cross sell
- Gradual rebranding and ‘one company’ approach
- All underpinned by Converge’s core values and culture

Market Opportunity & Customer Segments

Large Market Opportunity (1)

$3.7T

Global Market



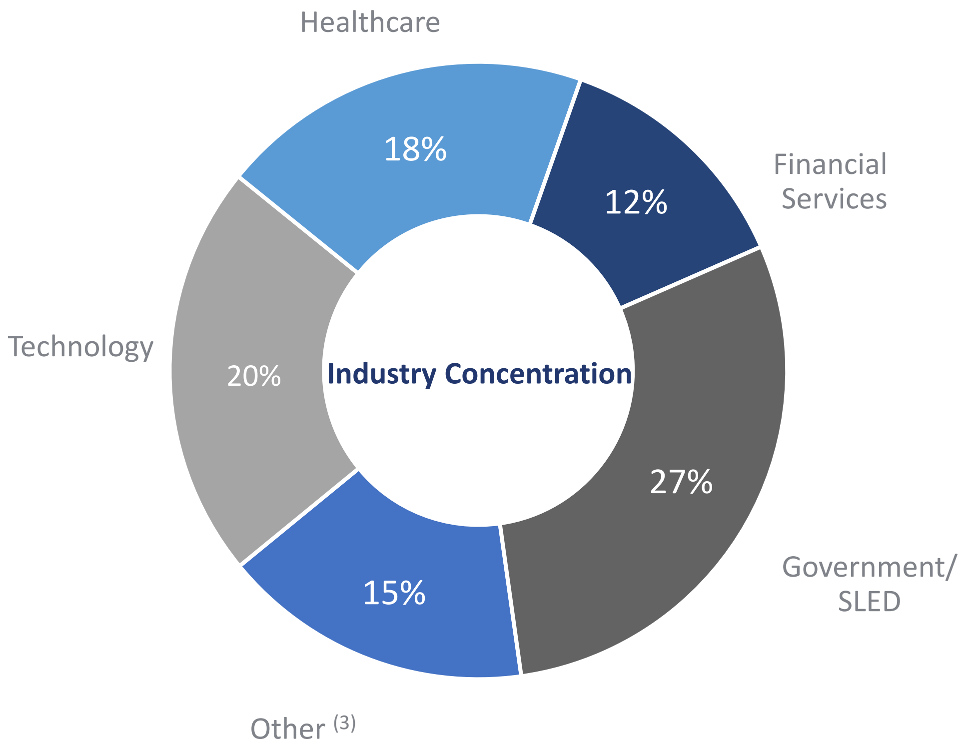
$1.2T

U.S. Market

Converge Focus

$400 B SMB	**$650B** Mid Market + Enterprise	**$150B** Other

Customer Concentration (2)



1. CMA Market Report – all figures in USD.
2. Three Months Ended March 31 2022
3. No vertical included in "Other" exceeds 4% concentration

Market Opportunity – Total Addressable Market

The industry's growth is set to continue as businesses continue to transition to the cloud – COVID - 19 has accelerated IT transformation to facilitate the new reality

Enterprise Software

9%[1]
CAGR 20-22

Rapid growth in SaaS, partially offset by mature license sales

Public Cloud

18%[1]
CAGR 20-22

Companies moving multiple, simultaneous **workflows and application** into public clouds, with hybrid and multi cloud being the most relevant for mid-market enterprises

Managed Services

9%[2]
CAGR 20-25

Organizations increasingly **outsource** the **management and support on IT infrastructure** to 3rd parties with margin upside for VARs

Data Centre Systems

5%[1]
CAGR 20-22

Network infrastructure is the strongest segment of data centre spend

Professional Services

7%[3]
CAGR 20-25

Focus on **software implementations**, cloud migrations, DevOps, cybersecurity and analytics, avoiding the accumulation of technology debt

Total Addressable Market

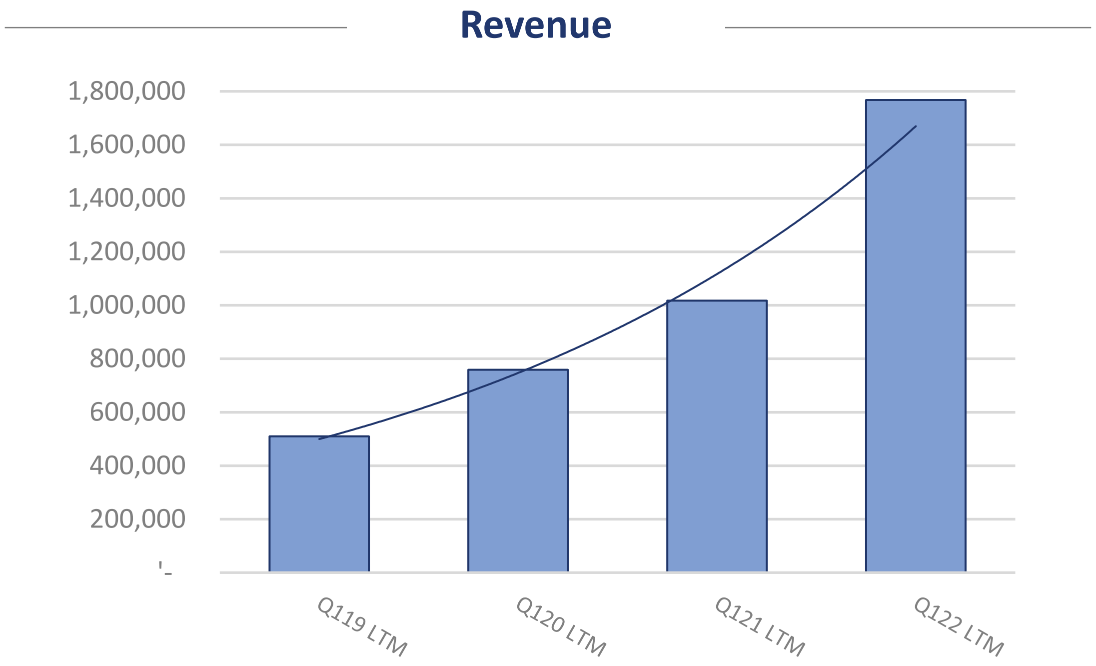
North America: $1,495bn[4]

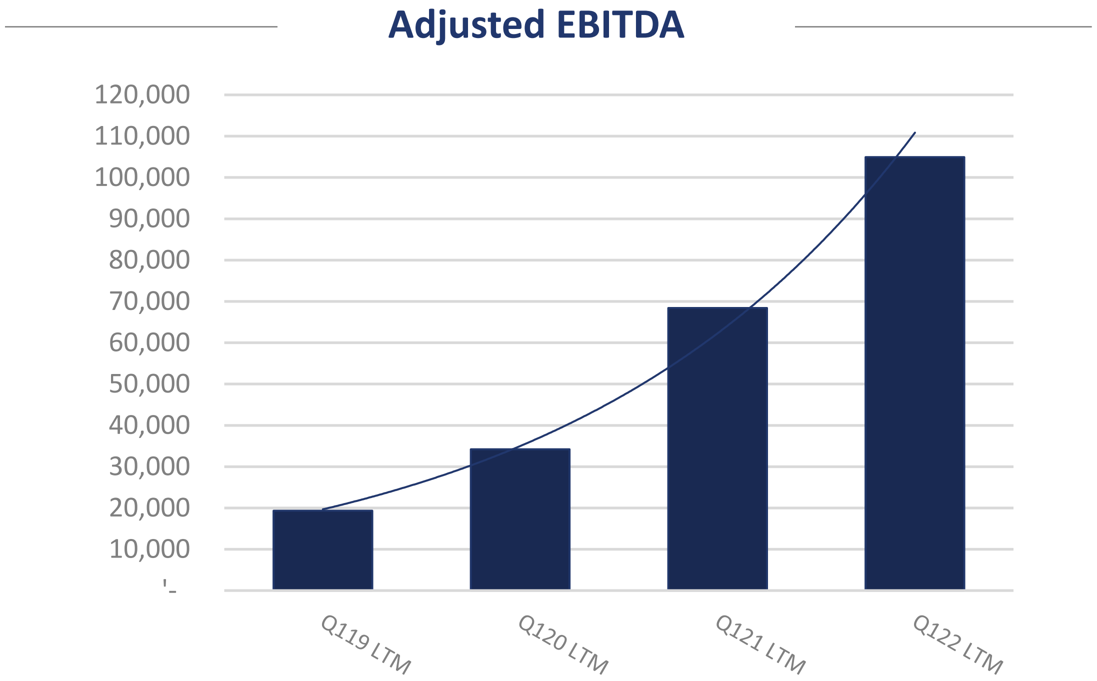
Europe: $881bn

Converge is at the heart of the fastest growing sub-segments

1. Gartner, 2MarketsandMarkets, 3ResearchandMarkets 4Breakdown: SMB $400bn, Midmarket + Enterprise $650bn, Other $445bn

Significant Revenue and Adjusted EBITDA Growth





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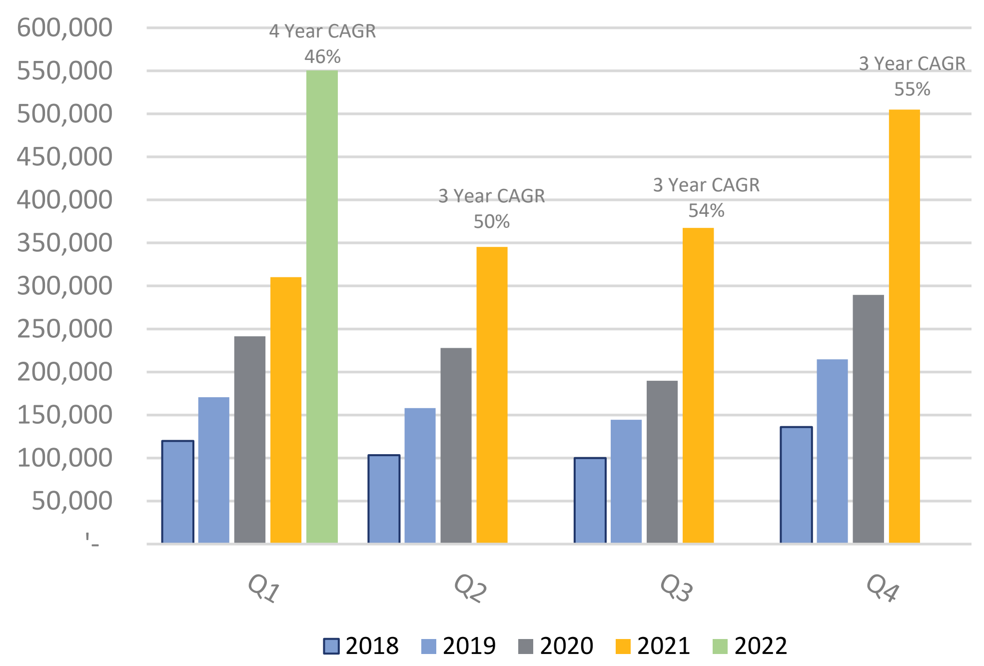
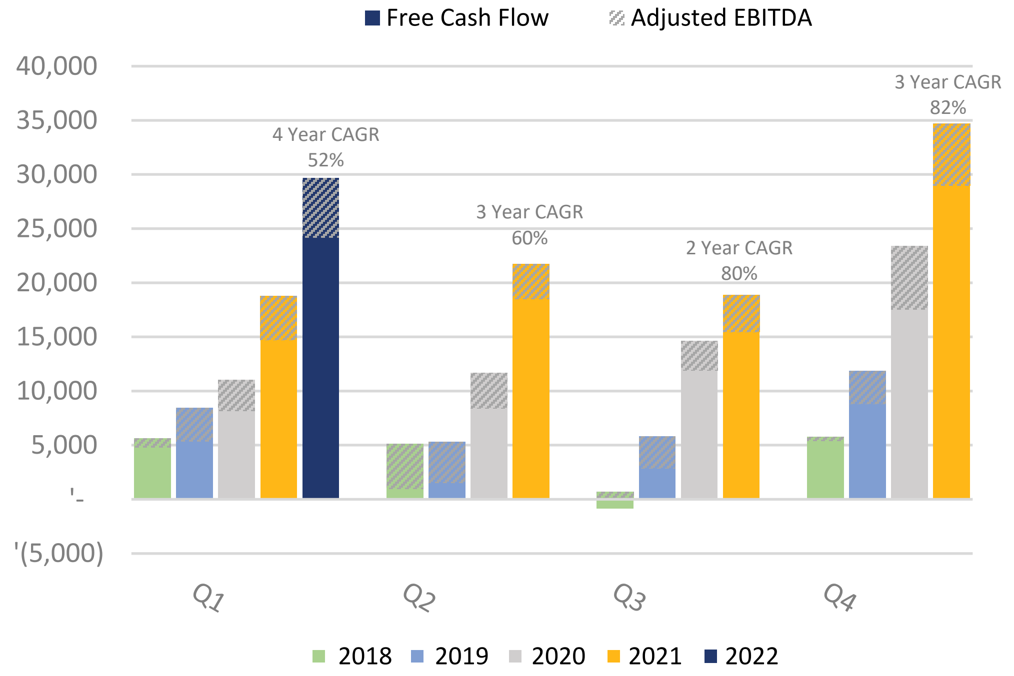
- Q1 2022 LTM revenue increased 74% to $1.768 billion
- Adjusted EBITDA increased 53% to $104.9 million
- As a percentage of revenue Adjusted EBITDA increased from 3.8% in Q1 2019 LTM to 5.9% in Q1 2022 LTM

Record Q1 Revenue

Revenue



Adjusted EBITDA



P&L Highlights

- YoY Q1 2022 Revenue increased 77% to $550M
- YoY Q1 2022 Adjusted EBITDA increased 58% to $29.6M

- **51% Q1 LTM 3 Year Revenue CAGR**
- **76% Q1 LTM 3 Year Adj. EBITDA CAGR**

Positive Free Cash Flow (FCF)*

- Q1 FCF increased 64% to $24.2 million
- FCF was $24.2M ($0.11/share) and $81.1M ($0.44/share) for the 3 and 12 months ended Q1 2022, respectively

*Adj EBITDA less Recurring CAPEX and payment of lease liabilities

CONVERGE TECHNOLOGY SOLUTIONS

Strong Balance Sheet

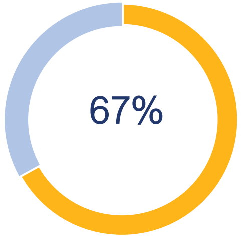
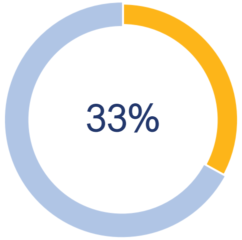
(C$ thousands)	31-Mar-22
Cash	216,664
Restricted cash	63,493
Trade & other receivables	468,512
Inventories	120,193
Other current assets	13,369
Total Current Assets	**882,231**
Long-term assets	658,992
Total Assets	**1,541,223**
Trade & other payables	528,325
ABL Bank Line	161,976
Other third-party facilities	804
Other financial liabilities	26,920
Deferred revenue and other	36,623
Income taxes payable	16,790
Total Current Liabilites	**771,438**
Long-term liabilites	128,741
Total Liabilities	**900,179**
Shareholders' Equity	**641,044**
Total Liabilities and Shareholders' Equity	**1,541,223**

Recent Events:

- Replaced ABL credit line that charged 9% interest with a three-year committed $300 million ABL credit line charging prime plus 0% to 2% interest
  - Q1FY22 total interest expense was $1.8 million compared to $2.4 million the previous year
  - Equates to over $16 million in interest savings on an annualized basis
- January 15th, 2021 common share bought deal at $4.85 for gross proceeds of $86.5 million
- June 3rd, 2021 common share bought deal at $7.50 for gross proceeds of $172.5 million
- September 1st, 2021 common share bought deal at $10.55 for gross proceeds of $259 million
- October 14th, 2021 Portage common share non-brokered placement at $0.80 for gross proceeds of $35 million

CONVERGE TECHNOLOGY SOLUTIONS

Converge Gross Revenue Breakdown

	Product	Managed & Professional Services [1]
% of Q1'22 Gross Revenue		
Q1'22 YoY Growth	+80%	+42%

Managed Services
34.0M
66% Y-o-Y

Professional & Other Services [1]
186.6M
38% Y -o-Y

Solutions & Services

- Digital Infrastructure
- Cloud Platforms
- Advanced Analytics
- Digital Workplace
- App Modernization
- Cybersecurity

[1] Includes third party gross revenue from product maintenance and public cloud.

Organic Growth & Recurring Revenue

Converge has displayed strong organic revenue growth driven by the development of managed services offerings and cross-selling efforts

Recurring Revenue

Converge realized a 39% increase Year over Year in Q122 Gross Recurring Revenue.

Net New Logos

Converge realized 111 net new logos in Q122 contributing to 424 for LTM

Q1'22 Customer Events

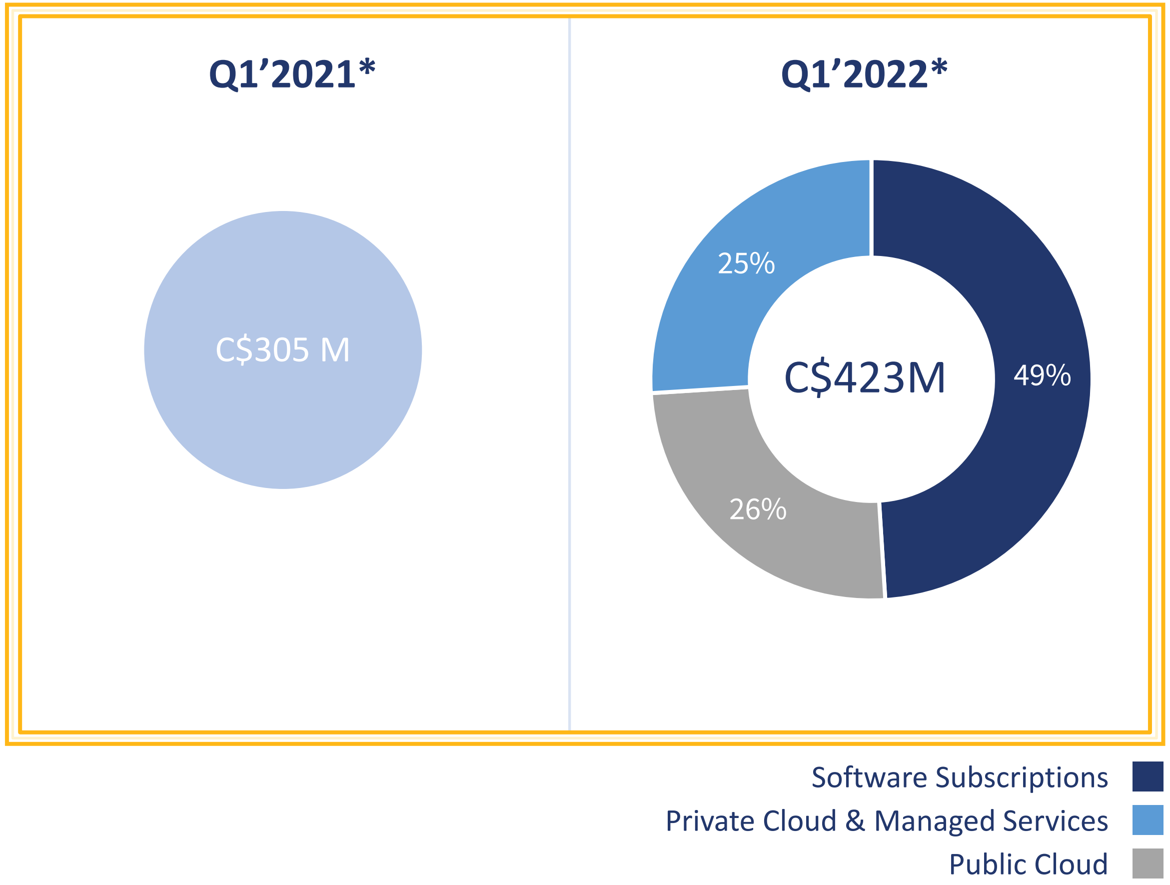
+600 External Attendees

30 Client-Facing

21 Solution-Focused

25 Partners Featured

Recurring Revenue



Note: *Annualized Gross Recurring Revenue

The Converge Vision

Sector market growth

New customer/ vendor wins

Increase share of wallet

Extend services offering

Strategic M&A platform

Vision 2025

CONVERGE TECHNOLOGY SOLUTIONS

$5bn + total revenue

$500 M Adjusted EBITDA

Execute M&A plan[1]

Software and Services to 60% of total revenue[2]

55-60% Gross Margin on MSS (25% EBITDA margin)

1. Continue to acquire 3-5 companies in North America ($400m CAD annually); additionally acquire 3-5 companies in Europe annually (€400m annually)
2. Annualized Gross Recurring Revenue

Converge Leadership Team

Shaun Maine
CEO

- Former COO of Pivot
- Ran Prosys Info Systems ($700M+ ITSP) and performed diligence & integration for Pivot acquisitions
- Early Java Pioneer with extensive experience in software industry

Greg Berard
President

- Extensive experience in IT Management across hardware, services and software
- Oversees business development, client services, strategic partnerships, and go to market strategy

Matt Smith
Interim CFO

- Former Director of Finance at Espial Group – acquired by a leading Canadian software company
- Oversees Strategic Financial Planning and Analysis, Financial Reporting, and Internal Controls Management

John Teltsch
Chief Revenue Officer

- Former IBM GM of Technology Sales across U.S., Canada and Latin America
- Over 40 years of leadership and growth experience
- Developing Global Strategy, Profit Alignment & Revenue Related Functions

Thomas Volk
Board Chair

- Former CEO of Cancom
- Uniquely experienced in leading global enterprises and mid-market companies as CEO and in executive roles across the U.S. and Europe
- Currently serving as Director and Chairman of five organizations

Doris Albiez
Director, European Advisory Board

- Has served in various national and international roles
- Previously led international teams at IBM & Dell Technologies
- Combines business acumen with a passion for mentorship & emotional intelligence

Cari Hash
SVP Enterprise Sales

- SVP of Enterprise Sales & SVP of Sales for Datatrend
- Over 20 years experience in Global Enterprise Sales and Leadership
- Responsible for Enterprise Sales & Strategy, along with Converge Sales Strategy with Cisco

Karie Timion
VP of Marketing

- Experienced leader with 20+ years of marketing leadership in IT
- Former VP of Marketing for Datatrend
- Focuses on delivering brand vision, digital communication strategies, and marketing operations

Rhonda Hanes
VP of HR

- VP of Human Resources and Director of HR for Corus360
- Leads Human Resources practices emphasizing teamwork, communication, and growth
- Heads multiple leadership groups including Emerge 360 Leadership Development Program, GRIT (Girls Rule IT), and Toastmasters

Cory Reid
COO

- Former CIO of Pivot
- 25+ years of experience in both the software and infrastructure sides of the technology sector, as well as sales and warehouse operations
- Leads integration initiatives from acquisitions to operations

Don Cuthbertson
CTO

- Former Chief Data Officer of Pivot, and Former CEO of IntelligentWorks – a custom software development company based in Ottawa
- President of Canadian Region
- Leads Blockchain initiatives

Gordon McMillan
Advisor

- Co-Founder of Converge TP
- Co-Founder of Pivot, Triax Capital, Skylon Capital
- Director of Flow Capital Corp., and Quisitive Technology Solutions Inc.
- Financial Industry entrepreneur and investor

CONVERGE TECHNOLOGY SOLUTIONS

Thank You

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