CONVERGE
TECHNOLOGY SOLUTIONS

Converge Technology Solutions

Q3’2023 Earnings Presentation

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The forward looking information set out above, are subject to significant risks including, without limitation: 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 the Company may not be able to accurately predict its rate of growth and profitability; risks related to economic and political uncertainty; income tax related risks; and those risk factors discussed in greater detail under the “Risk Factors” section of 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 each available under the Company’s profile on SEDAR+ at www.sedarplus.ca. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. In addition, even if the outcome and financial effects of the plans and events described herein are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in subsequent periods. Although Converge has attempted to identify important risks and factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors and risks that cause actions, events or results not to be as anticipated, estimated or intended. Forward-looking information contained in this presentation is based on the Company’s current estimates, expectations and projections, which the Company believes are reasonable as of the date hereof. The Company can give no assurance that these estimates, expectations and projections will prove to have been correct. Readers should not place undue reliance on forward-looking statements, which are based on the information available as of the date hereof. Forward-looking statements contained in this presentation are made as of the date hereof and, except as required by applicable law, the Company assumes no obligation to update or revise them to reflect new events or circumstances. Historical statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. In this regard, certain financial information contained herein has been extracted from, or based upon, information available in the public domain and/or provided by the Company. In particular, historical results should not be taken as a representation that such trends will continue or be replicated in the future. No statement in this presentation is intended to be nor may be construed as a profit forecast.

USE OF NON-IFRS MEASURES AND RATIOS: Converge’s 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 EBITDA, Adjusted Net Income, Gross Sales, Organic Growth, Product Bookings Backlog and ARR, which are not recognized under IFRS and do not have a standardized meaning under IFRS. Management believes that these measures are useful to most shareholders, creditors, and other stakeholders in analyzing the Company’s operating results and can highlight trends in its core business that may not otherwise be apparent when relying solely on IFRS financial measures. The Company also believes that securities analysts, investors and other interested parties frequently use non-IFRS measures in the evaluation of issuers. 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. Management also uses non-IFRS measures in order to facilitate operating performance comparisons from period to period, prepare annual operating budgets and assess the ability to meet capital expenditure and working capital requirements. These non-IFRS financial measures should not be considered as an alternative to the consolidated income (loss) or any other measure of performance under IFRS. Investors are encouraged to review the Company’s financial statements and disclosures in their entirety, are cautioned not to put undue reliance on non-IFRS measures and view them in conjunction with the most comparable IFRS financial measures. A full description of these non-IFRS measures and reconciliations for such non-IFRS measures can be found in the MD&A that accompanies the financial statements for the period ended September 30, 2023 and for the year ended December 31, 2022 and filed under the Company’s profile on SEDAR+ at at www.sedarplus.ca.

Q3’23 Business Highlights

First + $1B Gross Sales[1] Quarter in CTS History

$44.3 M Reduction in Net Debt

$95.9M Cash from Operating Activities

$479M Q3’23 Product Bookings Backlog

Q3’23	Gross Sales[1]	Gross Profit	Adj. EBITDA[1]
	$1.04 B	$174.1 M	$41.3 M
	+41.9% y/y	+24.7% y/y	+33.2% y/y

23.6% Q3’23 Gross Sales Organic Growth[1]

[1] This is a non-IFRS measure and not a recognized, defined or standardized measure under IFRS. See "Use of Non-IFRS Measures" in the disclaimer and refer to the Appendix to this presentation for a reconciliation to the most directly comparable IFRS financial measure.

2023 YTD Business Highlights

1.84x
Net Debt to LTM Adj. EBITDA[1]

$115.1M
YTD Cash from Operating Activities

$307.5M
Net Debt Balance

$95.6 M
YTD Acquisition Consideration Paid[2]

YTD	Gross Sales[1]	Gross Profit	Adj. EBITDA[1]
	$2.96 B	$521.4 M	$123.8 M
	+38.7% y/y	+36.5% y/y	+ 24% y/y

10.8%
YTD Gross Sales Organic Growth[1]

Note: **Net Debt to LTM Adjusted EBITDA[1]** is calculated as net debt of $307.5M divided by LTM Adj. EBITDA of $167.1M.

[1] This is a non-IFRS measure and not a recognized, defined or standardized measure under IFRS. See "Use of Non-IFRS Measures" in the disclaimer and refer to the Appendix to this presentation for a reconciliation to the most directly comparable IFRS financial measure.

[2] Comprised of $20.8M of Contingent payments, $43.8M of deferred consideration; and $31M of non-controlling interest.

Market Opportunity – By Sector

Digital Transformation

Digital Transformation Market Valued at $2.3T in 2023, Expected to Reach $8.92T by 2030

$8.92T

IT Services

Global IT Services Market Expected to Reach $1.59T by 2030

$1.59T

$1.55T

Global Cloud Computing Market Expected to Reach $1.55T by 2030

Cloud Computing

$671B

Global Managed Services Market Expected to More Than Double to $671B by 2030

Managed Services

Source: IDC, Forrester, eMarketer, Gartner, Marketing Land, BigCommerce, IDG, Canalys, Spiceworks, Research And Markets, Mordor Intelligence, Grand View Research

Advanced Analytics

21.1%

CAGR 2023-2030

Data-driven decision making, adoption of big data & related technologies

Application Modernization

16.8%

CAGR 2023-2030

Flexibility and scalability provided by cloud, optimizing legacy applications, reduction of costs

Cloud Platforms

20%

CAGR 2023-2030

Next-gen industrial solutions, adoption of IoT, 5G, edge computing, & real-time analytics

Cybersecurity

13.8%

CAGR 2023-2030

Protection products & services, identity security, detection & response

Digital Transformation

21.6%

CAGR 2023-2030

Flexibility in work-life balance, rapid adoption of advanced technologies

Managed Services

13.1%

CAGR 2023-2030

Update & digitization of business processes, upgrade & innovation of infrastructure, enhancing productivity & scalability

Source: Markets and Markets, Fortune Business Insights, Market Research Future

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AIM – Vertically Integrated Set of Solutions

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

…Delivered through End-to-End AIM Strategy

Advise

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

Implement

- Agile Methodology & DevSecOps
- Build & Design
- Integration & Support
- Program & Project Management
- Talent Services

Manage

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

Across Practices

Net New Logos
Converge added 123 net new logos, contributing to 338 for Q3'23 YTD[1]

332
YTD*
Campaigns

Featured Campaign – ChatGPT and Beyond: A Comprehensive Guide to Unlocking the Power of LLMs
External Attendees/Leads: 197

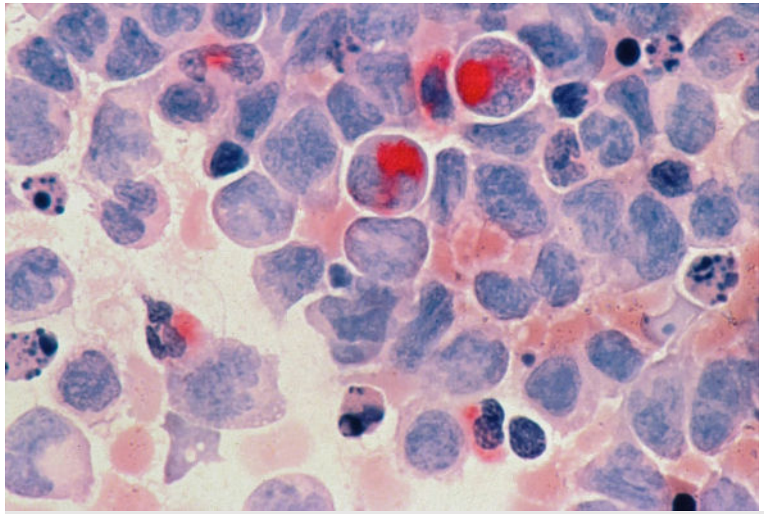
163
YTD*
Events

5,928 Attendees

9,078 Registrants

*January 1, 2023 – October 31, 2023
[1] Statistic based on United States and Canada.

Case Study: Cancer Treatment Center



About

This client is a cancer treatment and research institution. It is among the best hospitals for cancer care in the nation.

Industry: Healthcare   Employees: 21,000

Challenge

The client needed to build an HPC Center of excellence where they can provide cutting-edge high-performance computing systems and dedicated solution engineers to address a range of computationally intensive scientific research needs to both their internal researchers and external collaborators. This will enable their researchers and data scientists to run large data sets dedicated to cancer research and early detection. This HPC data center, called SDC or Scientific Data Center, is also being built to help attract the best doctors and researchers in the world to continue the client's mission.

Solution

Converge provided over 200 servers considered to be part of the company's acceleration-optimized server portfolio. These servers are designed for complex compute and AI/ML/DL and HPC intensive workloads. They are typically used by large enterprises and research institutions for tasks such as machine learning, data analytics, and scientific computing.

For networking, the client decided to move forward with switches used in high-performance computing (HPC) environments to provide high-bandwidth, low-latency connectivity between compute nodes, storage devices, and other networking equipment. They are now running at twice the speed as they continue to expand.

On the storage side, we provided 20PB of modern software-defined object storage designed for both traditional and next-generation workloads. The Converge staffing team provided 20 people to install, operate, and support the environment daily.

Results

The client, along with Dell, Nvidia, Weka, and Converge, was able to build a state-of-the-art HPC facility to attract top cancer researchers and doctors from around the world.

The ability to run large data queries for oncology imaging creates faster results in detecting cancer cells.

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Case Study: Financial Services Brokerage Firm

About

The client is a quantitative trading firm and liquidity provider with a unique focus on technology and collaborative problem solving. The firm trades a broad range of asset classes on more than 200 venues in 45 countries.

Industry: Financial Services   Employees: 2,000

Challenge

- Speed and Efficiency: The client had a need for speed and efficiency for their financial analytics.
- Scalability: The firm had increasingly larger datasets and scalability was a critical concern.
- Advanced Analytics and Insights: Financial markets are highly complex and constantly evolving. To stay competitive, this client had to employ advanced analytics and gain deeper insights into market trends and patterns.

Solution

Leveraging GPU technology for its analytics has brought substantial benefits to this client. The parallel processing power of GPUs allows for lightning-fast data crunching and complex calculations, significantly reducing the time required for risk assessments, portfolio optimization, and market analysis.

With GPUs and leveraging VAST Data GPU integration, this client now has the ability to handle massive amounts of real-time financial data more efficiently, enabling quicker decision-making and capturing profitable opportunities faster than competitors.

Results

Enhanced computational capabilities of GPUs paired with the VAST Data Platform helps facilitate sophisticated machine learning algorithms, improving prediction accuracy and uncovering valuable insights from large datasets.

Adopting GPU technology with VAST Data technologies empowers this client to gain a significant competitive edge, enhance its investment strategies, and achieve superior returns for its clients.

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Case Study: Region of York

About

The Region of York is a government entity located in Ontario, Canada. It serves as a municipality that encompasses both urban and rural areas, with approximately 1.2 million citizens.

Industry: Public Sector   Employees: 5,000

Background

Converge initiated a relationship with Region of York Transit in 2017 and established a comprehensive partnership over the last five years to become a trusted advisor to the client. The collaboration initially concentrated on tasks such as contractor performance analysis, traffic signal performance, trip assessment, and net cost per passenger evaluation. This endeavor utilized data from mobility applications and vehicle health monitoring to derive holistic insights, while setting standards for Data Warehousing & Business Intelligence at the Region.

Solution

An RFP was issued by Environmental Services, with whom Converge was already engaged using budget from the Roads division RFP. Converge will provide 9,500 hours of consulting services over the next 3 years for:

- Data Science
- Data Engineering
- Cloud Architecture & Migration
- Azure DevOps Support
- Data Architecture
- Business Intelligence (Power BI and SSRS)
- Custom Application Development

Results & Reasons for Win

Converge provided a strong RFP response with detailed implementation methodology for all areas outlined.

A strong custom demonstration was presented of Converge's data science, dashboarding, custom app development, and data engineering skillsets. Additionally, adjacent practices to Analytics provide a value-add.

Next Steps

- Similar RFP for Transit Division upcoming
- Additional budget for Roads Division provided soon
- Planning for delivery & execution of this RFP with client

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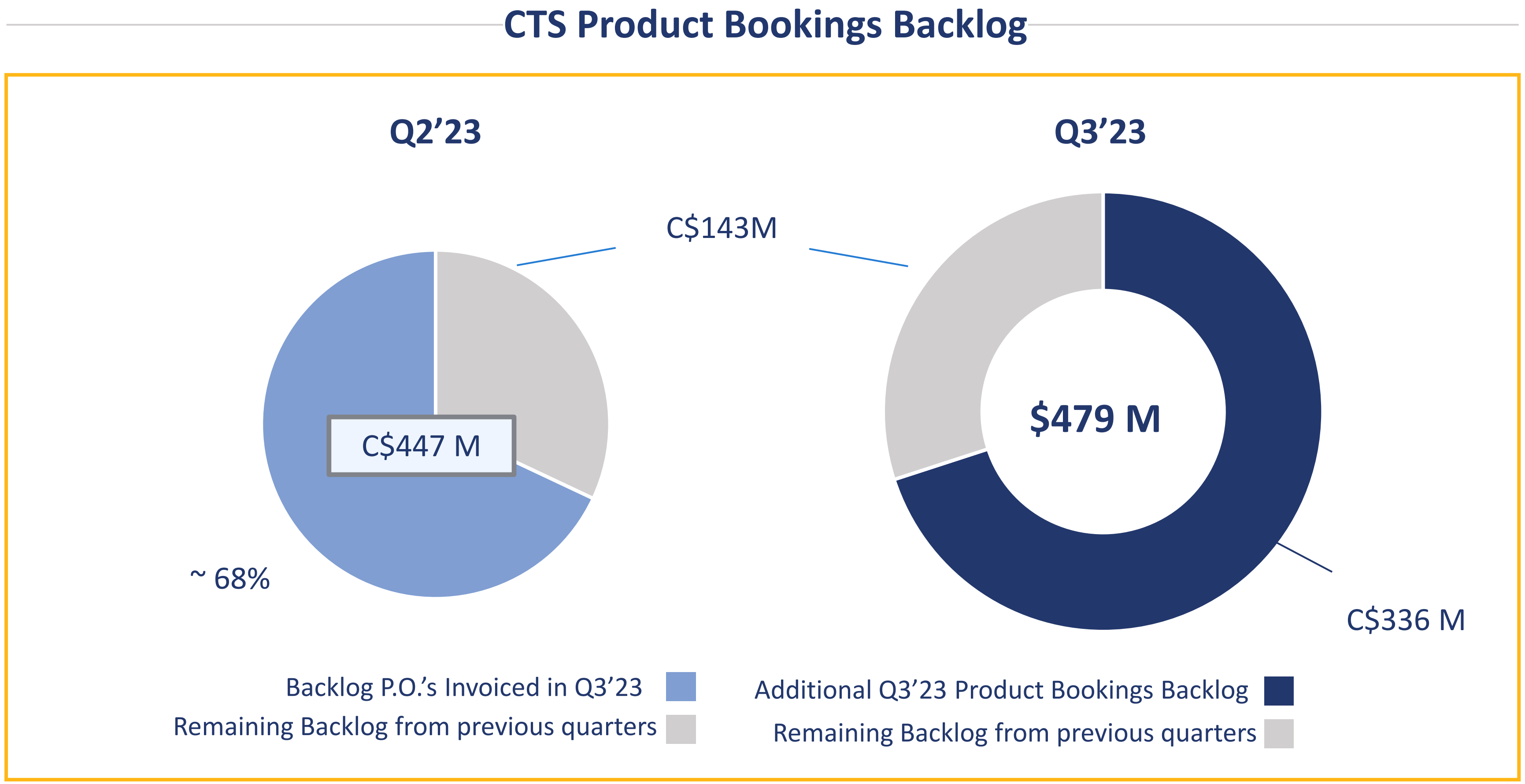
Converge Product Bookings Backlog Management



Note: Product bookings backlog is for product only and is calculated as purchase orders received from customers that are not yet delivered at the end of the fiscal period for United States and Canada.

Key Financial Metrics

In $000s except per share amounts	**Q3 23**	Q3 22	**Q3 23 YTD**	Q3 22 YTD
Gross Sales[1]	**1,036,760**	730,571	**2,959,237**	2,134,178
Revenue	**710,106**	514,485	**2,054,117**	1,523,721
Gross Profit (GP)	**174,090**	139,654	**521,351**	381,851
Gross Profit (GP) as %	**24.5%**	27.1%	**25.4%**	25.1%
Adjusted EBITDA[1]	**41,258**	30,967	**123,789**	99,804
Adjusted EBITDA[1] as % of GP	**23.7%**	22.2%	**23.7%**	26.1%
Adjusted EBITDA[1] as % of Revenue	**5.8%**	6.0%	**6.0%**	6.6%
Net (loss) income	**(3,316)**	18,228	**(11,174)**	27,449
Adjusted net income[1]	**20,622**	21,266	**70,187**	73,676
Adjusted EPS[1]	**0.10**	0.10	**0.34**	0.34

[1] This is a non-IFRS measure and not a recognized, defined or standardized measure under IFRS. See "Use of Non-IFRS Measures" in the disclaimer and refer to the Appendix to this presentation for a reconciliation to the most directly comparable IFRS financial measure.

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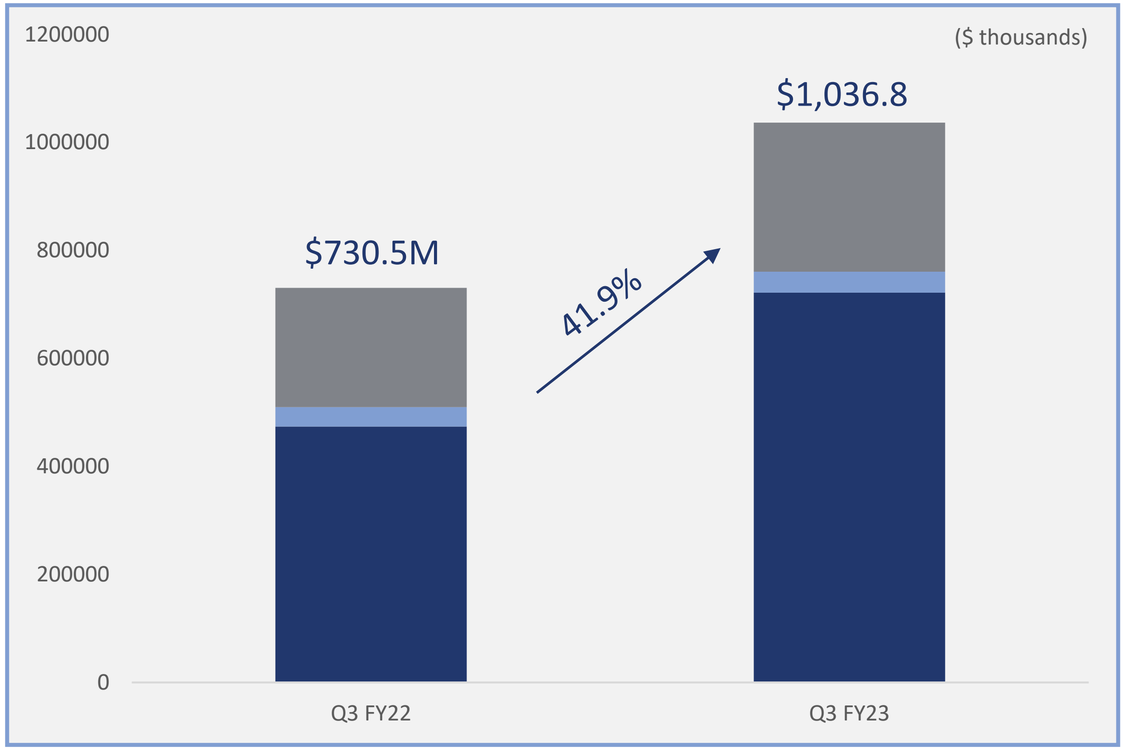
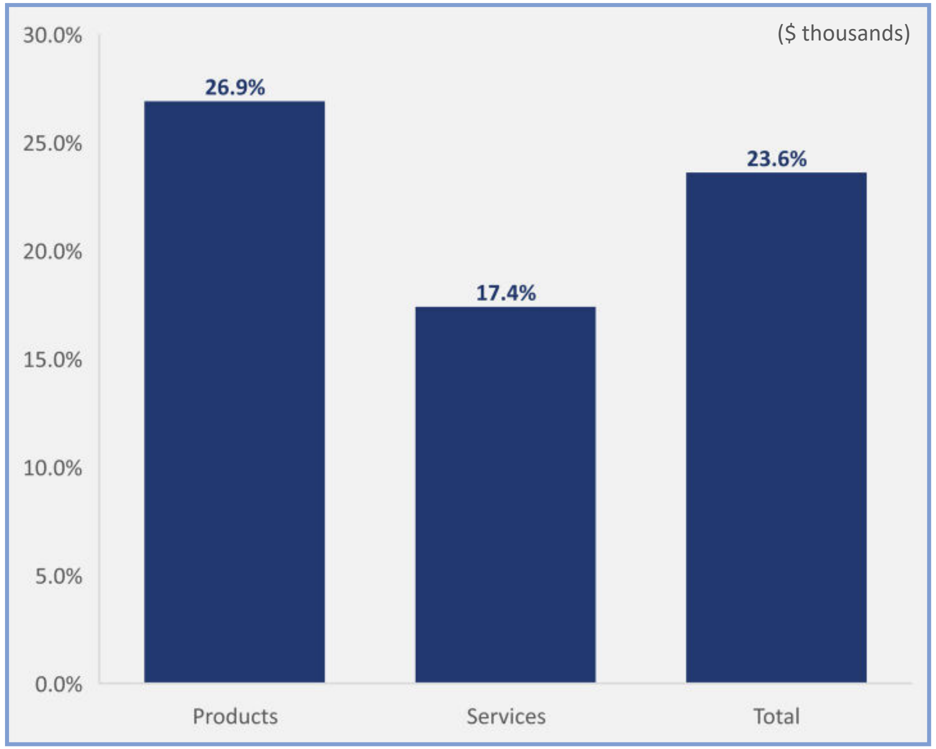
Q3’23 | Gross Sales

Gross Sales[1] – Q3’23



Hardware & Software | 3rd Party & Professional Services | Managed Services

Organic Growth[1] – Q3’23



Note: Services includes managed services and 3rd party & professional services.

Gross sales organic growth[1] of 23.6% drive by strong solutions sales

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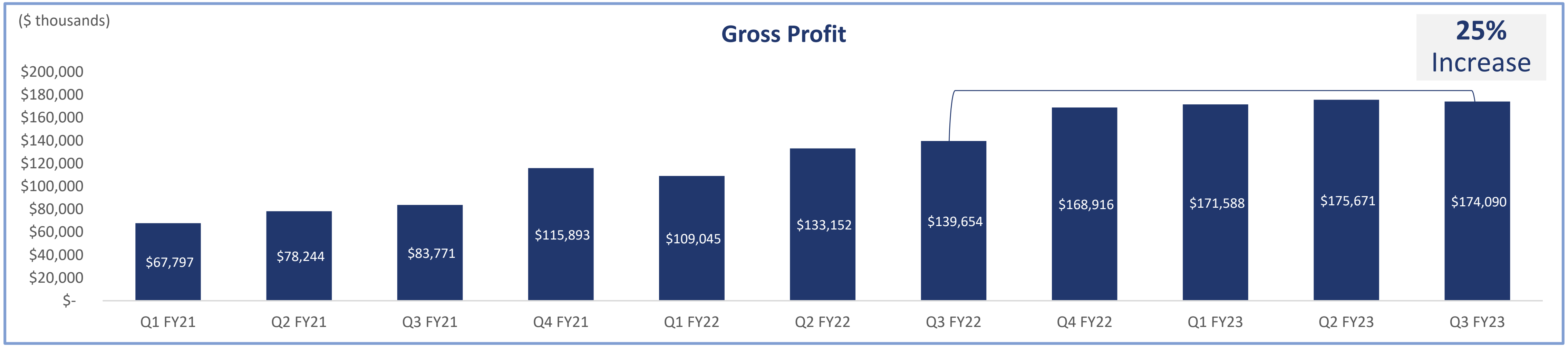
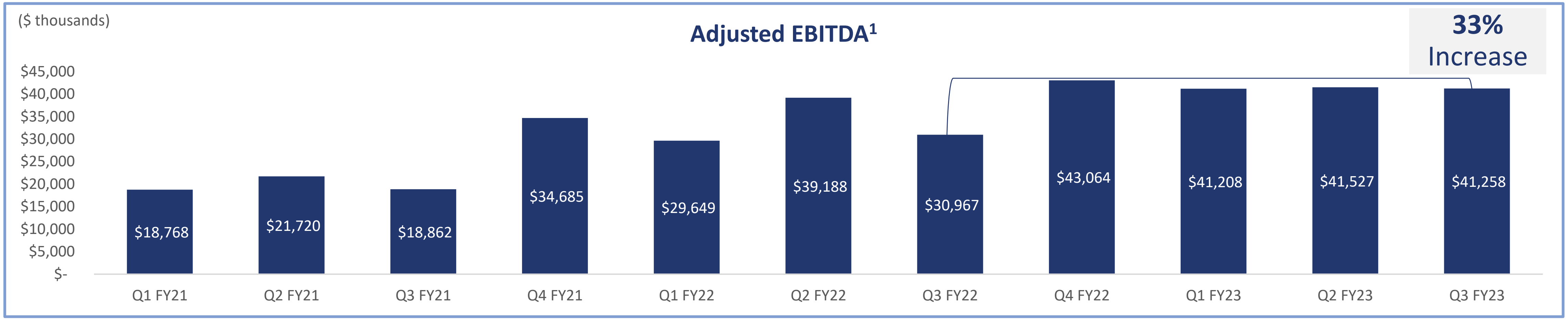
Profitability





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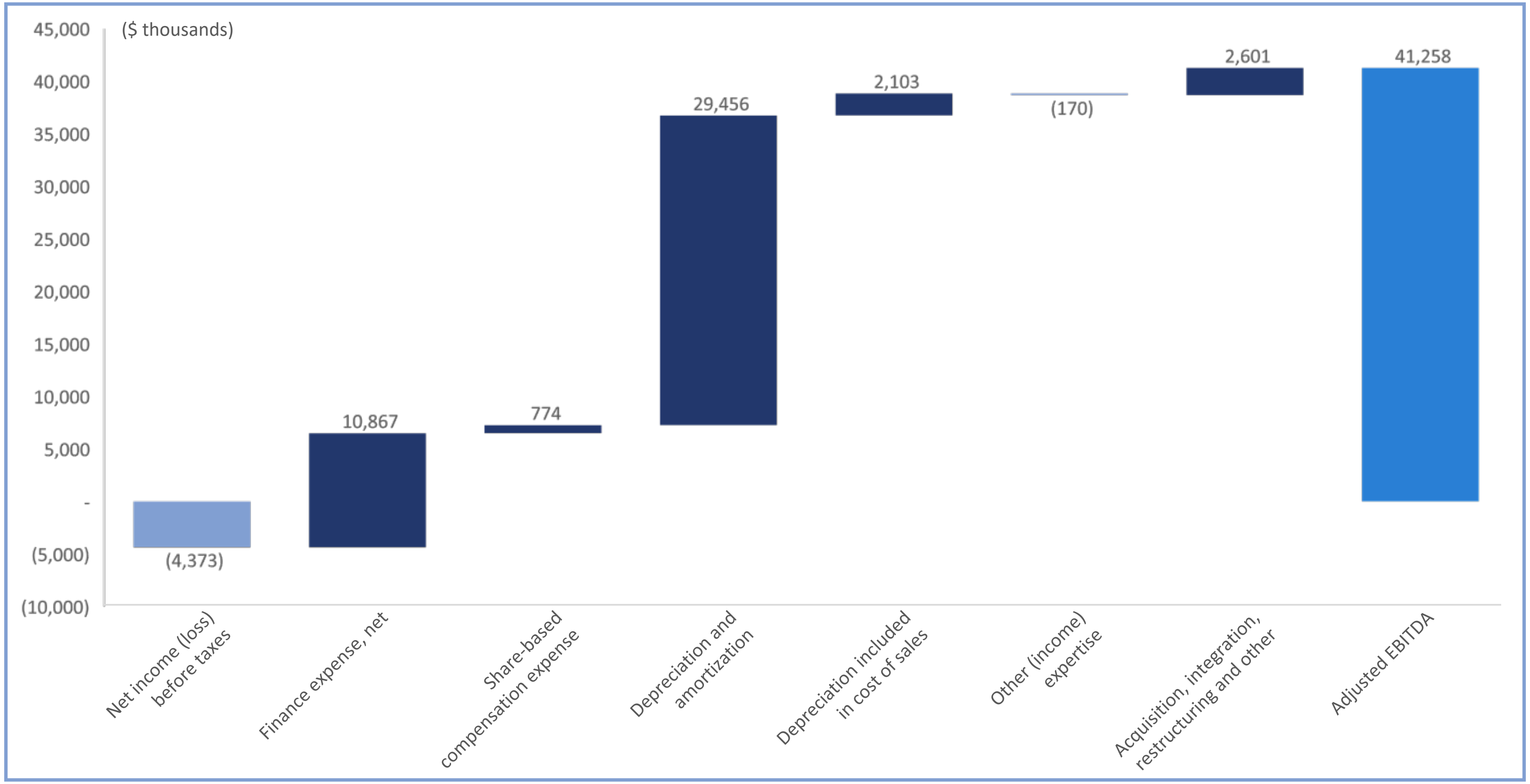
Adjusted EBITDA

Net Loss Before Taxes to Adj. EBITDA[1] Reconciliation



Adj. EBITDA[1]

$41.3 M

+33% y/y

Gross Profit

$174.1 M

+25% y/y

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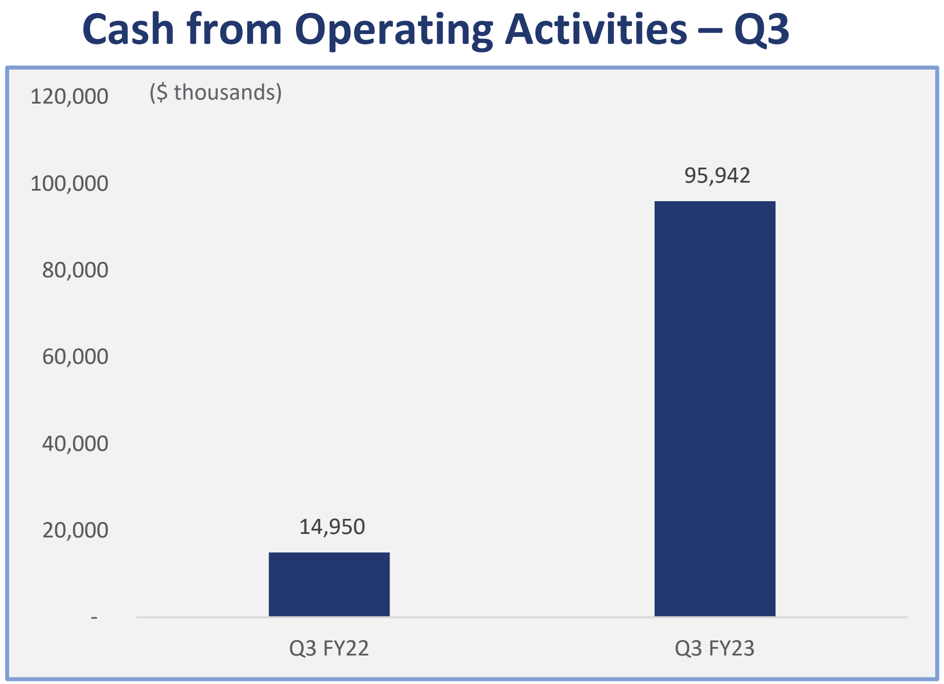
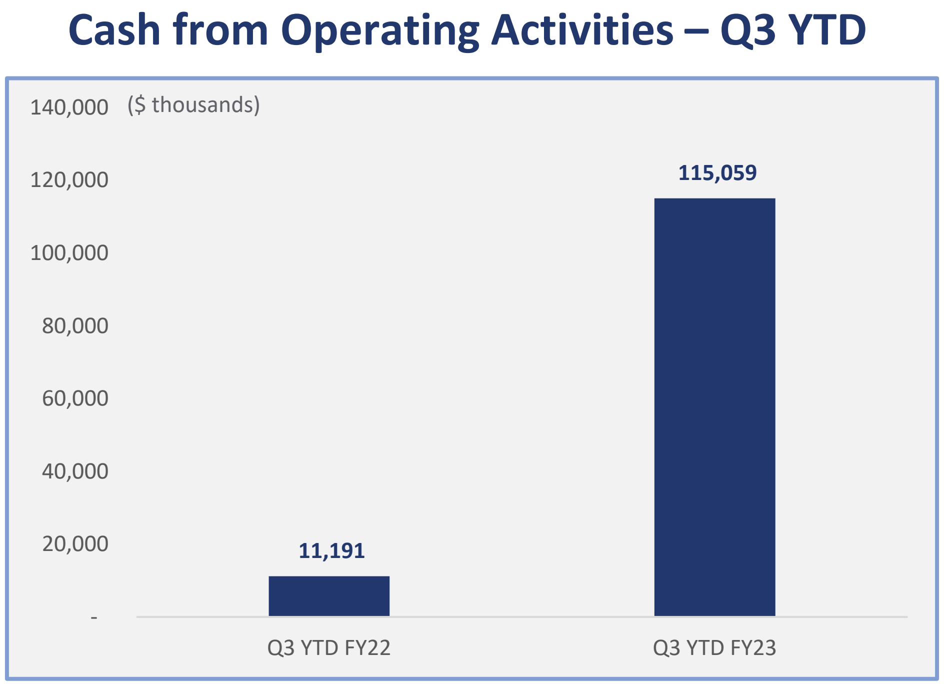
Liquidity and Cash Flows





Liquidity Available	~$292M	Net Debt to LTM Adjusted EBITDA[1]	1.84x	Net Debt to LTM Adjusted EBITDA[1] Leverage per credit agreement	2.55x

Note: **Net Debt to LTM Adjusted EBITDA[1] Leverage per credit agreement** only allows of $50M of cash deduction. Debt also includes capital lease liabilities, deferred and contingent consideration and NCI liability. Adj. EBITDA is based on pro-forma LTM Adj. EBITDA of $169.7M, excluding Portage.

[1] This is a non-IFRS measure and not a recognized, defined or standardized measure under IFRS. See "Use of Non-IFRS Measures" in the disclaimer and refer to the Appendix to this presentation for a reconciliation to the most directly comparable IFRS financial measure.

Q&A

Shaun Maine
Group Chief Executive Officer

Greg Berard
Global Chief Executive Officer & President

Avjit Kamboj
Chief Financial Officer

Non-IFRS Measures & Reconciliation

Adjusted EBITDA[1]

	Q3 2023	Q3 2022	**Q3 2023 YTD**	Q3 2022 YTD
Net income (loss) before taxes	**(4,373)**	15,726	**(14,111)**	27,803
Finance expense, net	**10,867**	5,886	**30,870**	10,798
Share-based compensation expense	**774**	1,275	**2,738**	4,172
Depreciation and amortization	**29,456**	23,094	**82,239**	54,751
Depreciation included in cost of sales	**2,103**	1,008	**6,105**	3,320
Other (income) expense	**(170)**	(24,233)	**(4,230)**	(20,532)
Change in fair value of contingent Consideration	**-**	-	**9,209**	-
Acquisition, integration, restructuring and other	**2,601**	8,211	**10,969**	19,492
Adjusted EBITDA	**41,258**	30,967	**123,789**	99,804

[1] Adjusted EBITDA represents net income or loss adjusted to exclude amortization, depreciation, interest expense and net finance expense, foreign exchange gains and losses, other expenses and income, share-based compensation expense, income tax expense, change in fair value of contingent consideration, and acquisition, integration, restructuring and other expenses. Acquisition and transaction related costs primarily consists of acquisition-related compensation tied to continued employment of pre-existing shareholders of the acquiree not included in the total purchase consideration and professional fees. Integration costs primarily consist of professional fees incurred related to integration of acquisitions completed. Restructuring costs mainly represent employee exit costs as a result of synergies created from acquisitions and organizational changes. Adjusted EBITDA is not a recognized, defined, or standardized measure under IFRS. The Company's definition of Adjusted EBITDA will likely differ from that used by other companies and therefore comparability may be limited. Adjusted EBITDA should not be considered a substitute for or in isolation from measures prepared in accordance with IFRS.

Non-IFRS Measures & Reconciliation

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Adjusted Earnings per Share (EPS)[1]

	Q3 2023	Q3 2022	Q3 2023 YTD	Q3 2022 YTD
Net income (loss)	**(3,316)**	18,228	**(11,172)**	27,498
Acquisition, integration, restructuring and other	**2,601**	8,211	**10,968**	19,491
Change in fair value of contingent consideration	**-**	-	**9,209**	-
Amortization on intangibles	**21,056**	17,785	**62,791**	43,047
Foreign exchange loss (gain)	**(493)**	(24,233)	**(4,348)**	(20,532)
Share-based compensation	**774**	1,275	**2,739**	4,172
Adjusted Net Income	**20,622**	21,266	**70,187**	73,676
Adjusted Earnings per Share (EPS) - basic	**$ 0.10**	$ 0.10	**$ 0.34**	$ 0.34
Weighted average # of shares - basic	**205,076**	210,724	**207,451**	214,480

[1] Adjusted Net Income represents net income adjusted to exclude acquisition, integration, restructuring and other expenses, change in fair value of contingent consideration, amortization of acquired intangible assets, unrealized foreign exchange gain/loss, and share-based compensation. The Company believes that Adjusted Net Income is a more useful measure than net income as it excludes the impact of one-time, non-cash and/or non-recurring items that are not reflective of Converge's underlying business performance. Adjusted EPS is calculated by dividing Adjusted Net Income by the total weighted average shares outstanding on a basic and diluted basis.

Non-IFRS Measures & Reconciliation

Gross Sales[1]

	Q3 23	Q3 22	Q3 23 YTD	Q3 22 YTD
Product	**721,871**	474,006	**2,027,384**	1,419,216
Managed services	**38,728**	35,681	**124,546**	101,932
Third party and professional services	**276,161**	220,884	**807,307**	613,030
Gross sales	**1,036,760**	730,571	**2,959,237**	2,134,178
Adjustment for sales transacted as agent	**(326,654)**	(216,086)	**(905,120)**	(610,457)
Net revenue	**710,106**	514,485	**2,054,117**	1,523,721

Gross Sales Organic Growth[2]

	Q3 2023	Q3 2022
Gross sales	**1,036,760**	**730,571**
Less: gross sales from Companies not owned in comparative period	133,891	230,348
Gross sales of Companies owned in comparative period	**902,869**	**500,223**
Prior period gross sales	730,571	472,419
Organic Growth - $	**172,298**	**27,804**
Organic Growth - %	**23.6%**	**5.9%**

[1]Gross sales, which is a non-IFRS measurement, reflects the gross amount billed to customers, adjusted for amounts deferred or accrued. The Company believes gross sales is a useful alternative financial metric to net revenue, the IFRS measure, as it better reflects volume fluctuations as compared to net revenue. Under the applicable IFRS 15 'principal vs agent' guidance, the principal records revenue on a gross basis and the agent records commission on a net basis. In transactions where Converge is acting as an agent between the customer and the vendor, net revenue is calculated by reducing gross sales by the cost of sale amount.

[2]Gross sales organic growth is calculated by deducting prior period gross sales, as reported in the Company's public filings, from current period gross sales for the same portfolio of companies. Gross sales organic growth percentage is calculated by dividing organic growth by prior period reported gross sales.

Non-IFRS Measures & Reconciliation

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Gross Profit Organic Growth[1]

	Q3 2023	Q3 2022
Gross profit	**174,090**	**139,654**
Less: gross profit from companies not owned in comparative period	20,375	44,994
Gross profit of companies owned in comparative period	**153,715**	**94,660**
Prior period gross revenue	139,654	83,771
Organic Growth - $	**14,061**	**10,889**
Organic Growth - %	**10.1%**	**13.0%**

[1] Gross profit organic growth is calculated by deducting prior period gross profit, as reported in the Companies public filings, from current period gross profit for the same portfolio of companies. Gross profit organic growth percentage is calculated by dividing organic growth by prior period reported gross profit.