



PROJECT A1Blue

OVERVIEW

teQUITY

OVERVIEW

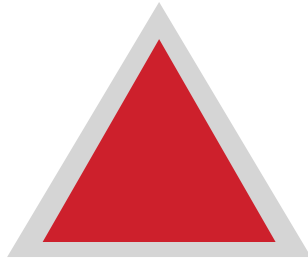


- ✓ Founded in 2002. Privately held. Located in Canada.
- ✓ Market leaders in the delivery of JavaScript enterprise software development and enablement services
- ✓ Leading software product reseller in specific niche market
- ✓ Loyal, highly skilled senior consultants with deep expertise
- ✓ 25 Employees plus 2 contractors of which 19 are billable
- ✓ Excellent Work Environment and High Performance Culture
- ✓ 95% Utilization rate of billable resources
- ✓ 600 Total active clients in enterprise software development and software reseller support
- ✓ Clients in USA and Canada
- ✓ Known for delivering complex IT solutions
- ✓ Long-term client relations

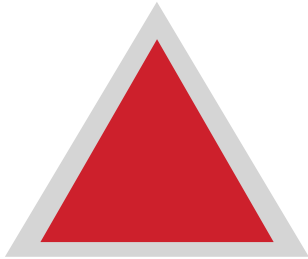
ACQUISITION OPPORTUNITY



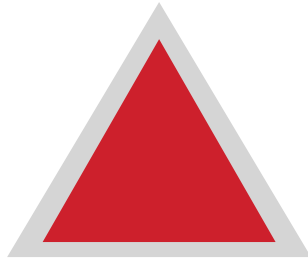
SHAREHOLDER OBJECTIVES



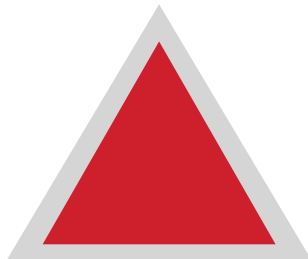
The shareholders are evaluating all opportunities to grow A1Blue, one of which is to become part of a larger team with additional reach and resources to leverage their unparalleled experience in JavaScript development



Monetize their Equity



Key management will stay on post transaction to participate in the growth of the company



Join a company that exhibits a similar culture and provides an equal workplace environment to A1Blue

EXPERTISE & SERVICE OFFERINGS

Current JavaScript Frameworks



React Native

A framework for building native apps with React.

Emerging JavaScript Frameworks we are preparing for



Deep expertise in JavaScript development

Continually upgrading skills to remain a top-tier development company

Trusted partner of one of the largest software companies in the world

TEAM



TEAM

- › 3 Senior Management
- › 1 Administration
- › 3 Sales & Marketing (plus Senior Management)
- › 19 Consultants



POSITIVE ENVIRONMENT

- › Fun, family atmosphere
- › Low turnover



Constant Improvement

- › Constant learning environment
- › Sharing of knowledge and teamwork approach to complex challenges
- › Delivering knowledge in the wider developer community through public speaking, user group management and blogs

CLIENTS



Software Development

- › **The Company has Blue-chip enterprise clients**
- › **Industry specializations include technology, consumer goods, healthcare, telecom, transportation and auto industry**
- › **Vast majority of business is continuous and long-term**
- › **Clients in USA and Canada**



Software Product Reseller

- › **A1Blue is a top reseller of one of the largest software companies in the world**
- › **This is limited to a specialized product**
- › **Clients are typically larger organizations which include many universities and colleges, governments and FinServ companies**
- › **Superior knowledge of products and support options**
- › **90% of clients renew each year**

FINANCIAL HIGHLIGHTS

| \$ CDN | 2015 | 2016 | 2017 | 2018P | 2019P |
|----------------------|---------|---------|---------|---------|---------|
| Total Revenue | \$5.16m | \$5.87m | \$6.04m | \$6.41m | \$7.97m |
| Gross Margin | \$1.43m | \$1.63m | \$2.01m | \$2.31m | \$3.03m |
| Adj EBITDA | \$.83m | \$1.01m | \$1.39m | \$1.73m | \$2.24m |



OF NOTE

- > Profitable & growing year after year
- > 48% Margin on development services division
- > No long-term debt
- > Year-end financials prepared by Deloitte

A1BLUE WILL BE OF INTEREST TO



Larger IT Services Companies

- › Who want to add Revenue Growth and Profitability
- › Who can leverage A1BLUE's skills for new sales back into their current client base
- › Who wish to take advantage of strong relationships with upper management of Fortune 500 clients



International Software and Consulting firms

- › Who are targeting and wish to expand their base of Tier-one Enterprise clients
- › Who wish to expand their footprint in North America with an experienced Management team
- › Who are looking to add Senior Enterprise JavaScript development skills to their team



Large Resellers

- › Who need an experienced development team to fulfill their growth plans



Private Equity Groups

- › Who have a focus on active investments in Software Consulting firms

INTERESTED?

A1BLUE & TEQUITY

A1BLUE has retained Tequity to explore its options and evaluate interested acquirers. A substantial amount of detailed information to assist in your analysis has been accumulated in our Virtual Data Room. Qualified prospective acquirers will be required to sign a Non-Disclosure Agreement and provide information that illustrates their credibility in being able to complete a transaction.

Should you have an interest in exploring this opportunity, we welcome the chance to speak with you. Replies will be kept in the strictest confidence.

For more information please contact:

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TEQUITY

THANK YOU



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