

Dealnet Capital

Profitable Growth

November 7, 2019

Cautionary Statement

This Presentation has been prepared taking into consideration information available to November 7, 2019, and contains forward-looking information that involves risk and uncertainties. All statements, other than statements of historical facts, which address Dealnet's expectations, should be considered forward-looking statements. Such statements are based on management's exercise of business judgment as well as assumptions made by and information currently available to management. When used in this document, the words "may", "will", "anticipate", "believe", "estimate", "expect", "intend" and words of similar import, are intended to identify any forward-looking statements.

You should not place undue reliance on these forward-looking statements. These statements reflect Management's current view of future events and are subject to certain risks and uncertainties as contained herein and, in the Company's, other filings with Canadian securities regulatory authorities. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, the Company's actual results could differ materially from those anticipated in these forward-looking statements. Management undertakes no obligation to reflect events or circumstances after the date hereof, or to reflect the occurrence of any unanticipated events. Although we believe that these expectations are based on reasonable assumptions, we can give no assurance that those expectations will materialize.

Overview of Dealnet Capital

Dealnet Capital Vision

To provide an interconnected network of synergistic organizations that consistently deliver above average growth and profitability.

EcoHome: To set the standard for profitable growth in specialized consumer finance lending, leveraging strong management expertise and technology to drive innovation, superior service and operational efficiency.

One Contact: To deliver our customers best-in-class omni-channel contact centre and back office solutions.

EcoHome Highlights

- Receivable portfolio \$194m
- HVAC, water treatment and home improvements
- Consumer finance contracts – 37,500 households
- 52% loans / 48% leases
- Average credit score – 728 (Prime plus)
- Average yield of 9.0%
- Weighted average interest expense of 4.9%

One Contact Highlights

- Call centre services out of Toronto, Ontario and Reno, Nevada
- 34% gross margin
- Non-voice work revenue grew from 4% in 2016 to 19% in Q3 2019
- All of One Contact's major accounts have been renewed at increased rates

Dealnet combines its two operating segments to offer 'engagement powered lending'

Management Team has Performed for the Last 2 Years

Phase 1: Turnaround completed and recapitalized without dilution

Phase 2: Re-ignited growth and continued on path to profitability

Phase 3: Using our systems, processes and people as a springboard to bigger plays. Investigating game changing opportunities and acquisitions



Harold Bridge
Chairman and Chair of Audit Committee



Brent Houlden
President, Chief Executive Officer, Board Member



Michael Koshan
CFO & Treasurer



Jason Reid
President, One Contact



Siddharth Kakkar
Credit Risk Officer



Barclay Morton
Senior Vice President, Sales and Marketing



Peter Soon
Senior Vice President Operations



Matthew Lewis
Chief Technology Officer



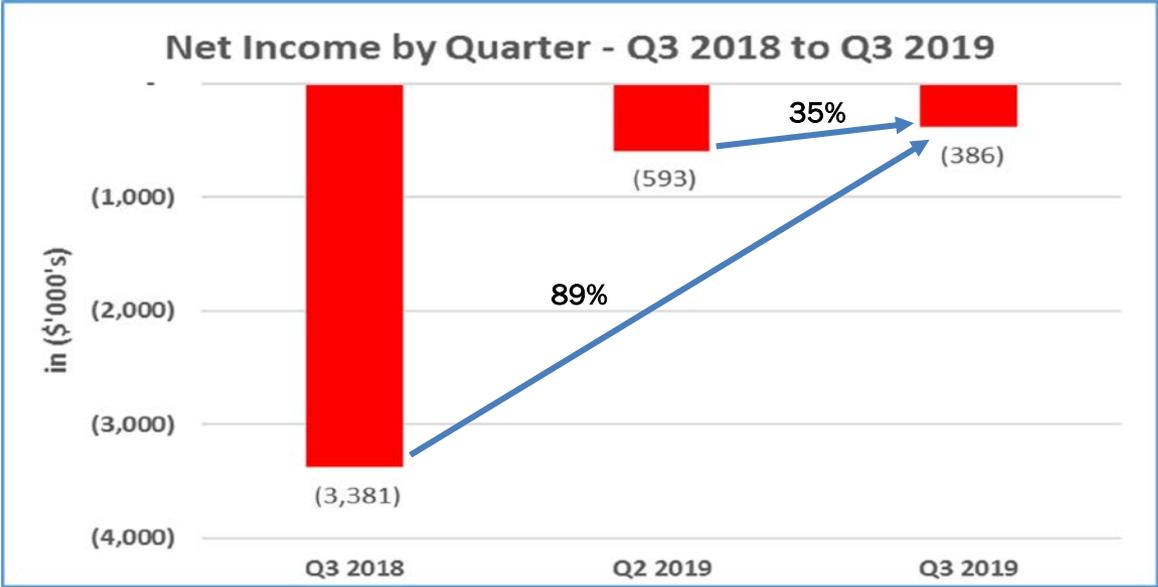
Kathryn Houlden
Senior Vice President, General Counsel and Corporate Secretary

Management is singularly focused on growing Dealnet to profitability and scale

Continued Progress on Path to Profitability

Continued evidence of sound financial management:

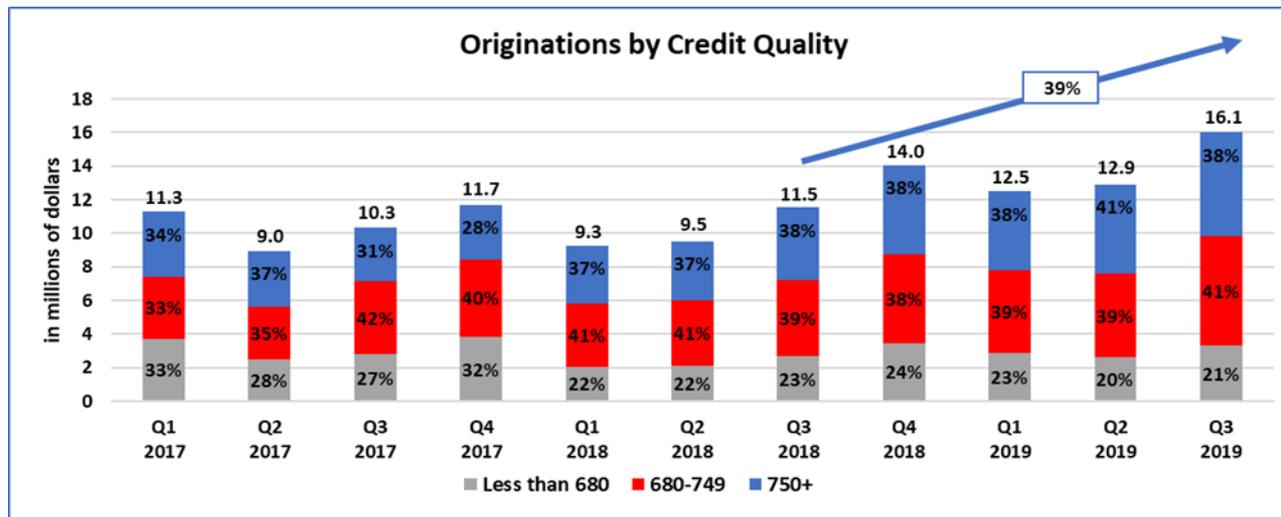
- ❑ 4th consecutive 'quiet' quarter - as forecasted
- ❑ Solid liquidity position
- ❑ Improved delinquency profile
- ❑ Healthy risk adjusted spreads on new originations – disciplined risk based pricing
- ❑ Growing fee income
- ❑ Stable fixed overheads



Operating leverage gaining traction – portfolio growth now delivering gains in profitability

Driving Profitable Originations

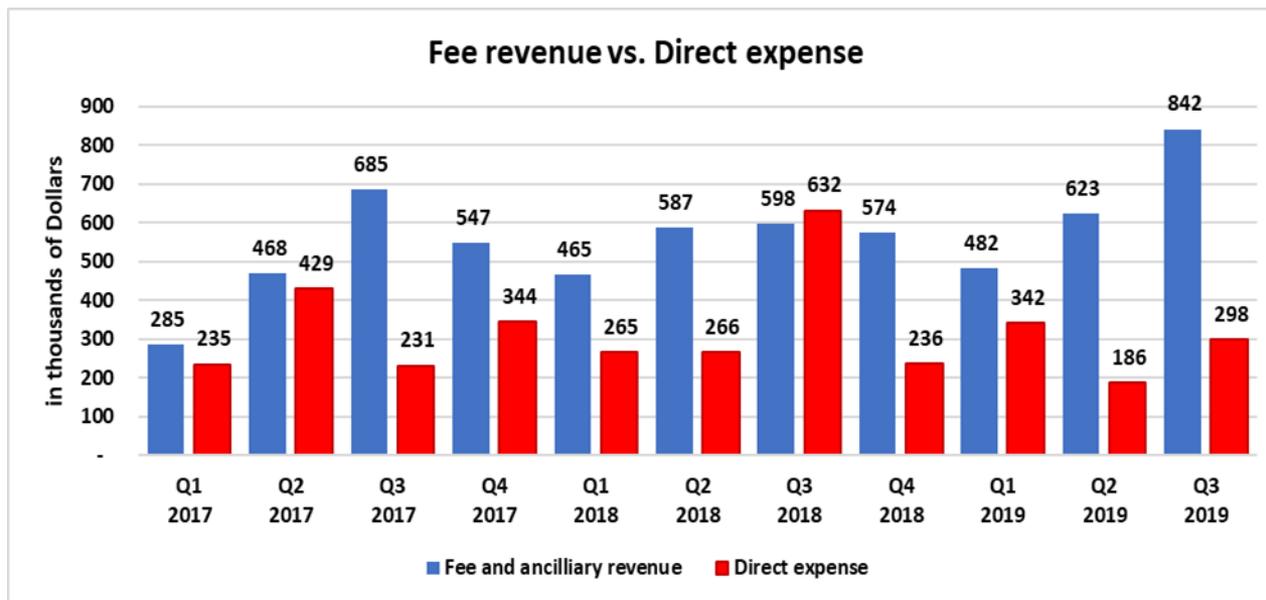
- ❑ Current rate card is competitively priced. Targeting to hold our risk adjusted margin constant between 4% to 4.5%.
- ❑ The average credit score for Q3 2019 originations was 732 versus 706 for Q3 2018 while average yield for the third quarter originations was 9.3% versus 9.4% for the same period in 2018.
- ❑ In 2019, started the next phase of risk-based pricing – risk optimization. Rather than setting exposure levels to minimize risk, now setting exposures to levels that maximize customer value net of expected losses. Risk is optimized at the exposure levels where return on assets and customer value intersect.



Credit quality has improved with renewed growth

Q3 Fee Revenue up 41% from Prior Year

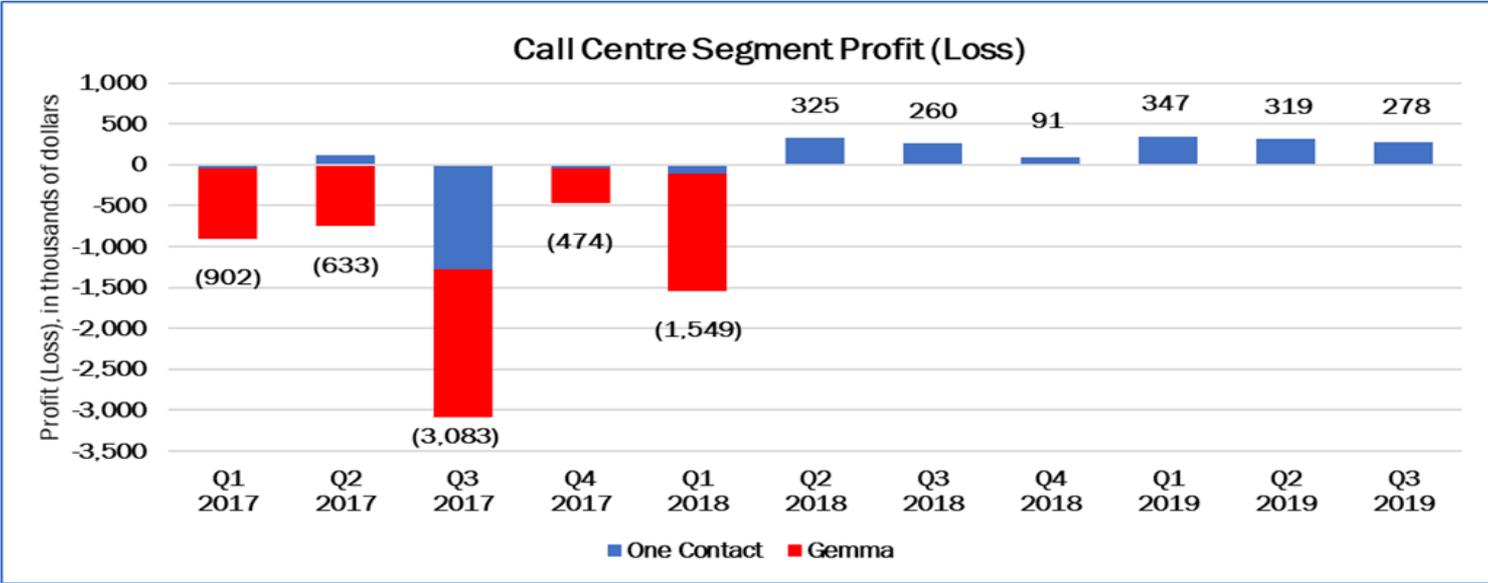
- ❑ Implementing the following initiatives to ensure fee income will be a sustainable and prominent source of profitability going forward:
 - Benchmarking our fees to those charged by our direct competitors
 - Identifying new value-added services for our consumers
 - Comparing and studying the cost of the providing the service to the fee charged
 - Utilizing innovative technology to reduce the cost of providing the service, and
 - Leveraging our growing customer base by investigating and negotiating various strategic partnership opportunities.
- ❑ Direct expenses vary depending upon various factors such as timing of Notice of Security Interest (“NOSI”) registrations, collections costs, and service contractor needs.



Fees are non-capital intensive and generate immediate cash flow

Leading Omnichannel Solutions Provider - One Contact

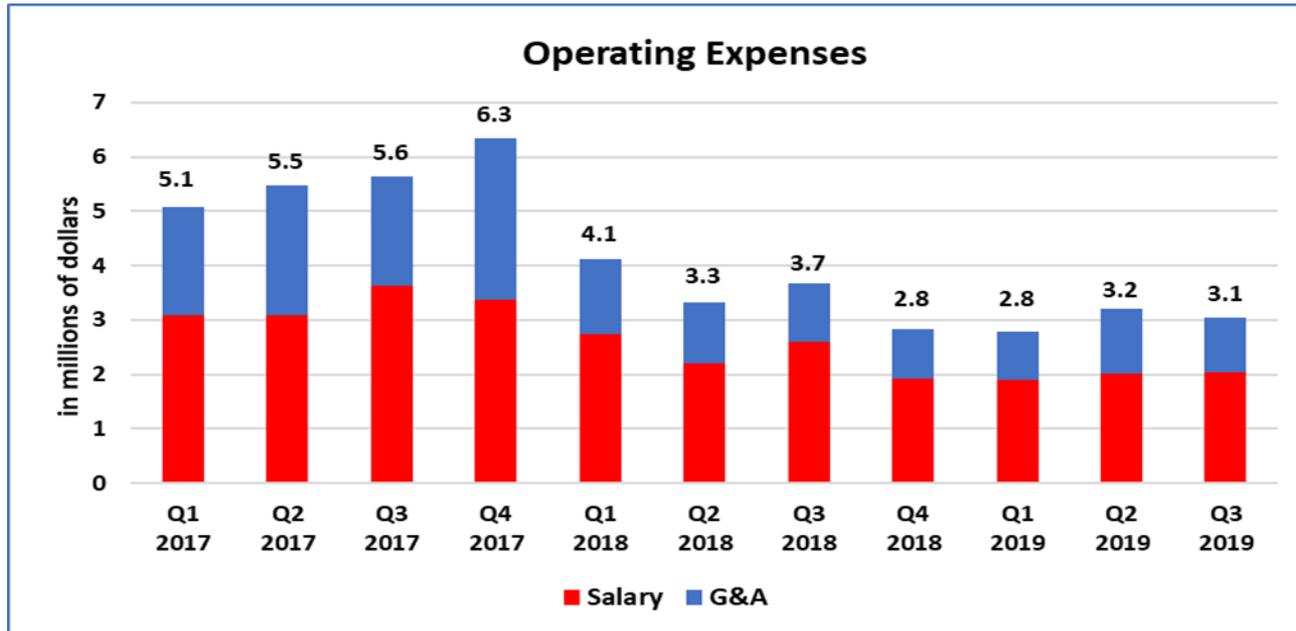
- ❑ **Renewed its major accounts at higher rates:** No lost accounts and Management is focused on converting its strong sales funnel
- ❑ **Offering more than traditional call centres:** Powered by Genesis, a leading industry call centre package, One Contact is truly an omnichannel solutions provider. In 2016 non-phone work represented only 4% of revenue, today more than 19% of our revenue is generated by email, SMS and Chat based support. Some of our accounts are now 100% digital with no live voice support
- ❑ **Supporting EcoHome’s growth:** In 2019, One Contact agents were actively working with EcoHome to target new dealers and communicate with its customers. Long term, the goal is to have 30% of One Contact revenue to be earned from services provided to EcoHome



Continuing evidence that our turnaround is complete

Reducing Overheads through Bots

- ❑ Over the last 2 years, Dealnet has focused on rationalizing its cost base by reducing staff as well as general and administrative costs.
- ❑ Implementing RPA (Robotic Process Automation) technology within our back office to ensure a first-rate dealer and customer experience. These bots automate manual processes and thereby drive cost savings and improve accuracy.



Cost rationalization as part of the push to move the Company to profitability

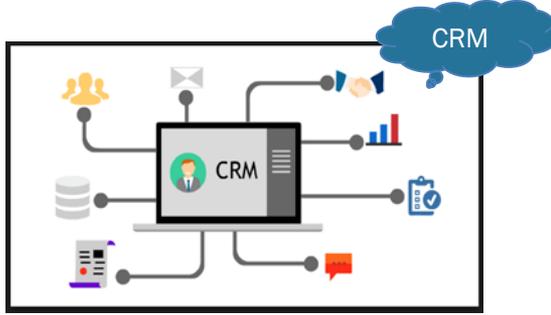
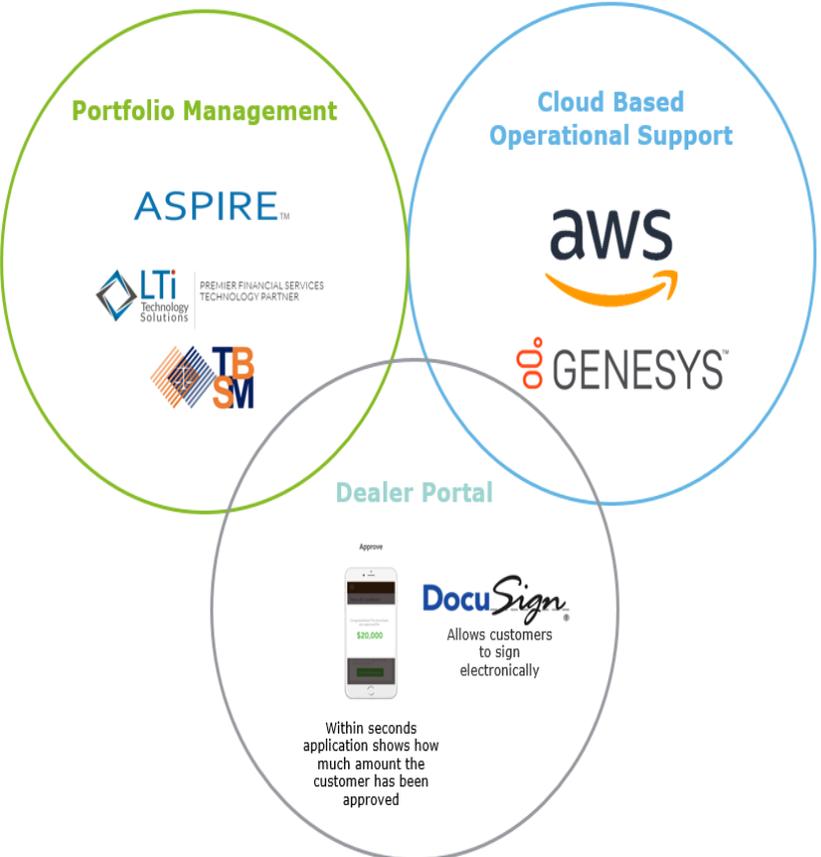
Renewal of our Funding Facilities

- ❑ Our two primary funding facilities now include funding for our Quebec-based originations at a competitive cost of funds to the rest of Canada.
- ❑ In addition, our Canadian LifeCo funding partner added the following enhancements:
 - Additional eligibility for contracts in excess of \$25,000 up to \$100,000
 - Support for a pilot program in Ontario to fund non-prime credit (i.e., credit scores between 580 and 600), and
 - A shift to improved monthly cash flow with its Canadian Lifeco partner equal to approximately 1.1% for each pool funded. The chart below illustrates the change in our cash flow profile with respect to our loans and leases:

Timeline	Leases			Loans		
	Old Facility	New Facility		Old Facility	New Facility	
Up-front	10%	10%	-	21%	21%	-
Monthly	28%	40%	+ 12%	24%	37%	+ 13%
After maturity	62%	50%	- 12%	55%	42%	- 13%
Total Cash Flow	100%	100%	-	100%	100%	-

Q3 Securitization funding at 4.7% p.a.

Investing in Solid Technology Platform



Deploying digital technologies to earn immediate ROI

Unencumbered Future Cash Flows

The Company's funding facilities require that the majority of cash flows from its collateralized receivables are paid to the funders until the related debt has been completely paid. At that point, any remaining **contractual residual cash flow** and funder cash reserves will flow to the Company. The amount of contractual residual cash flow to be received will be nominal until 2022.

In addition, the Company may also receive **end-of-term payments** from its consumer portfolio. End-of-term payments are those made by the customer after the expiration of their lease contract and essentially allows the customer to continue to lease their equipment on a month-to-month basis (cancellable with one-month's notice). Since end-of-term payments are not contractual, they are NOT included in the contractual residual cash flow table below:

Contractual Residual Cash Flow =
Finance Receivables cash flow –
repayment of all Securitization &
Warehouse debt

Cumulative Contractual Residual Cash Flow			
(in millions)	2022	2025	2031
Contractual Cash Inflows	141	249	284
Contractual Cash Outflows	(127)	(188)	(190)
Net Cash Flows	14	61	95
Debenture Repayment	(10)	(10)	(20)
Surplus	4	51	75

Sufficient liquidity and capital to fund the current growth rate for the foreseeable future

Considerable Fundamental Value



EcoHome
FINANCIAL

- Winning in the marketplace
- Dealer network targeting \$20m of profitable originations per quarter
- Opportunity to cross sell to 37,000 households

Plus:

- \$75 million of contractual residual cash flows (undiscounted)
- Significant number of end-of-term payments



CONTACT.
Customer Service Solutions

- US and Canadian operations
- Proven omnichannel capabilities
- Profitable
- Well managed
- Able to exceed the requirements of its most demanding clients
- Expanding to back office solutions



Dealnet Capital

- Path to profitability and scale
- Sufficient liquidity and capital to sustain current growth rate for the foreseeable future
- Commencing in 2022, contractual residual cash flows provide value enhancing options for shareholders

Dealnet's future is bright