

# Dealnet Capital

## Long-Term Performance Analysis

April 16, 2020

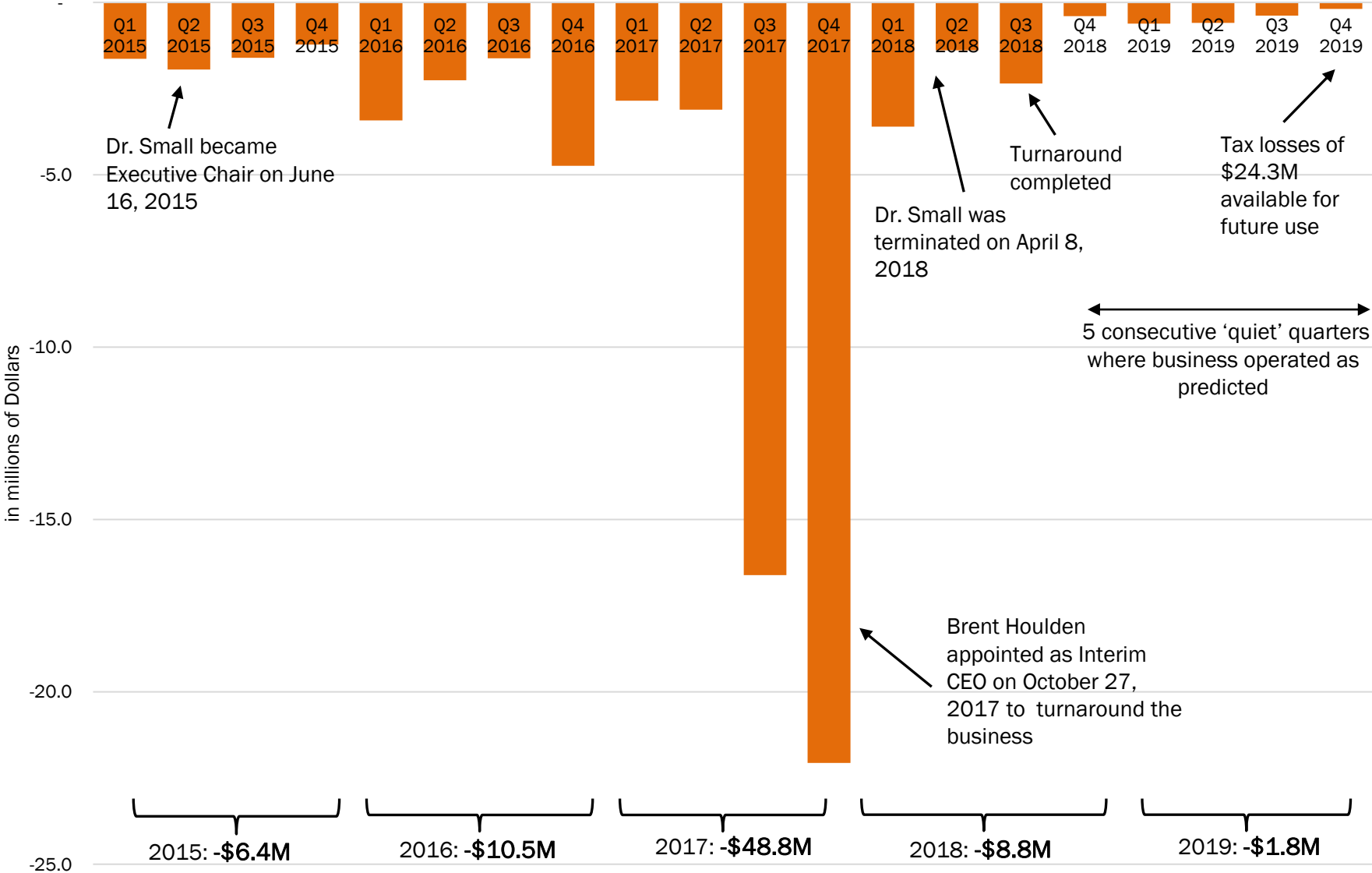
# Cautionary Statement

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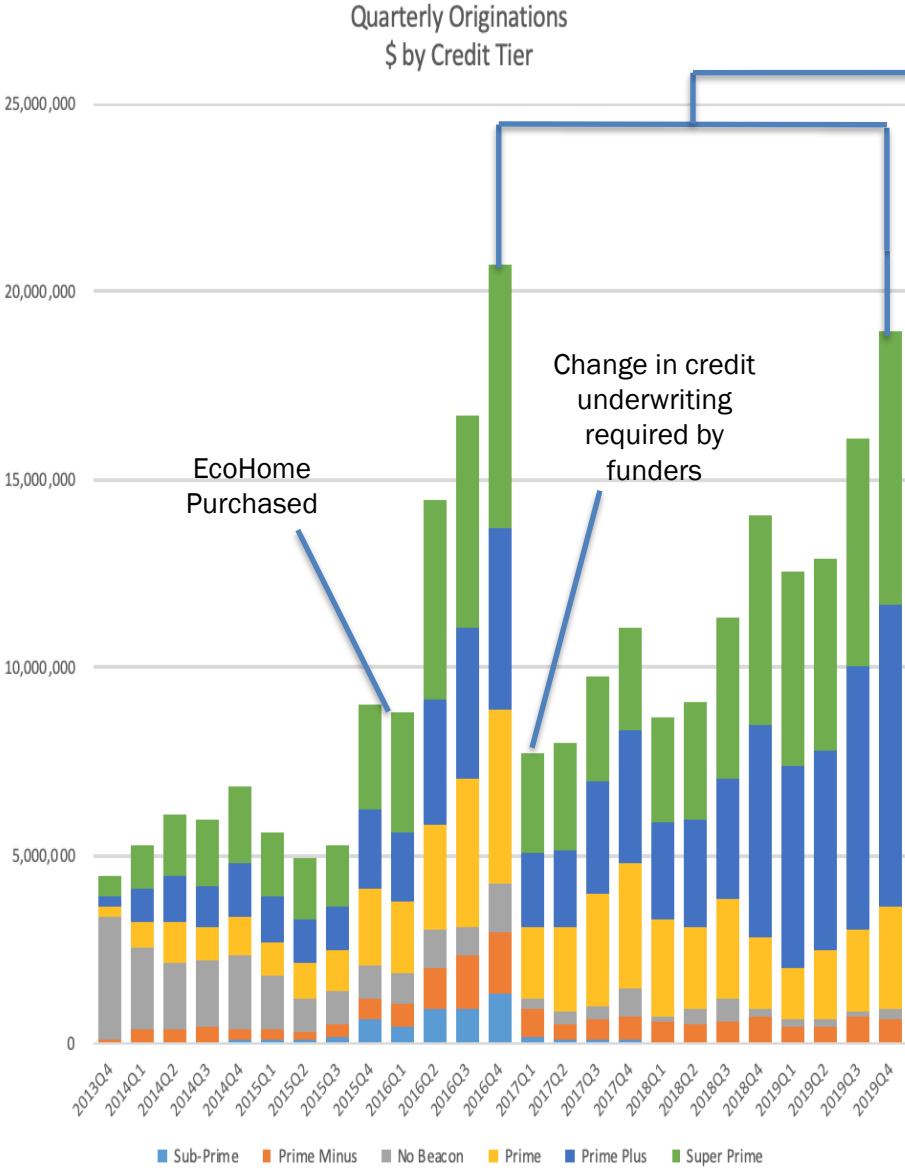
This Presentation has been prepared taking into consideration information available and contains forward-looking information that involves risk and uncertainties. All statements, other than statements of historical facts, which address Dealnet's expectations, should be considered forward-looking statements. 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.

# Stopped Significant Losses from Continuing Operations



# Originations at Higher Risk Adjusted Margins



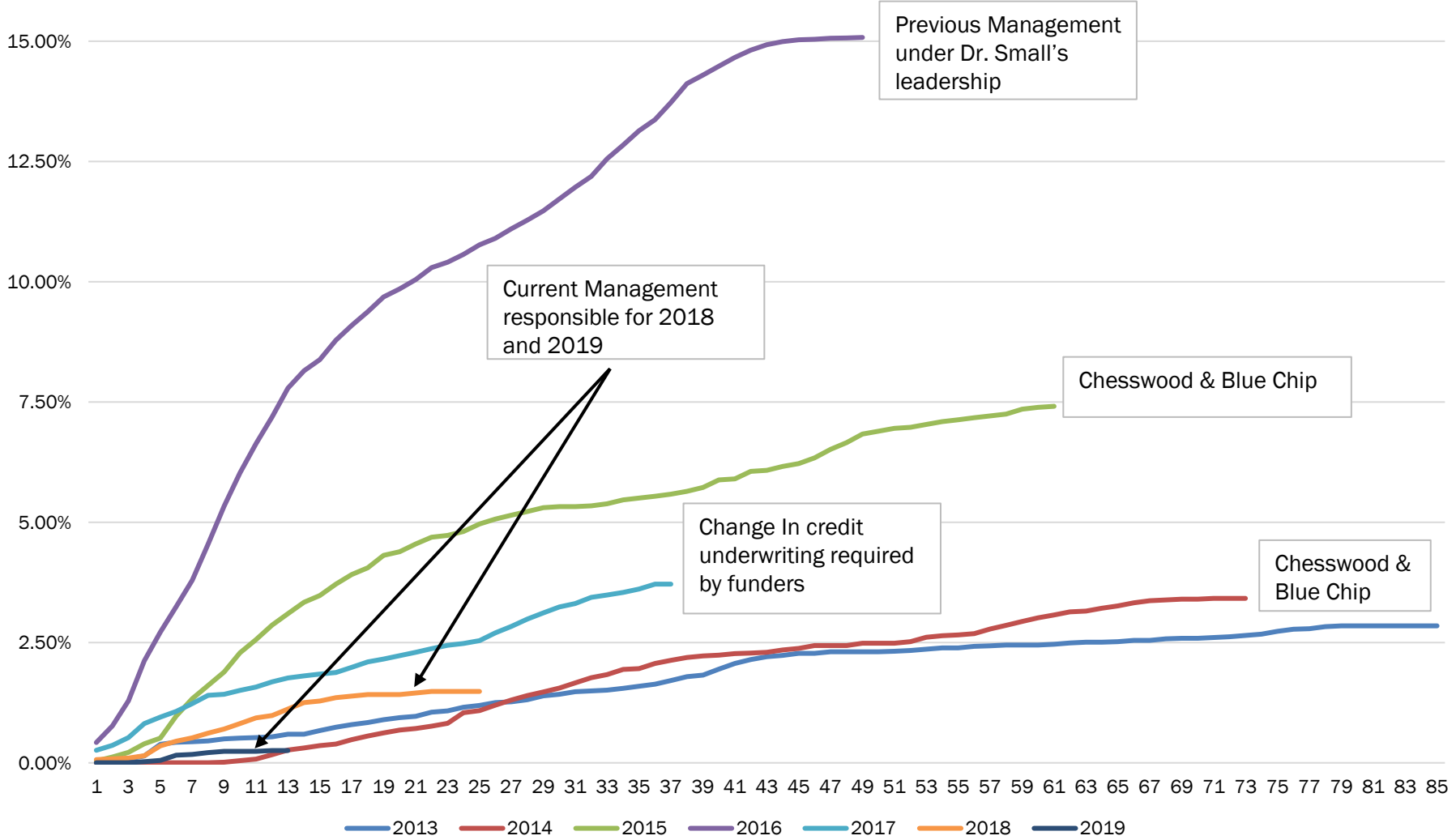
	Q4 2019	Q4 2016	Increase from Q4 2016
Originations	\$18.9M	\$20.8M	-9%
Yield	9.45%	8.74%	7%
Cost of Funds	4.95%	5.16%	-4%
Expected Credit Losses	0.24%	0.54%	-55%
Risk Adjusted Margins	4.17%	3.05%	37%

Current management driving originations:

- better credit quality,
- better yield,
- better cost of funds,
- better documentation, and
- better dealer experience.

# Improved Lifetime Defaults by Vintage

All Dealers (All Credit Tiers) - DF



# EcoHome Rebuilt by Current Management

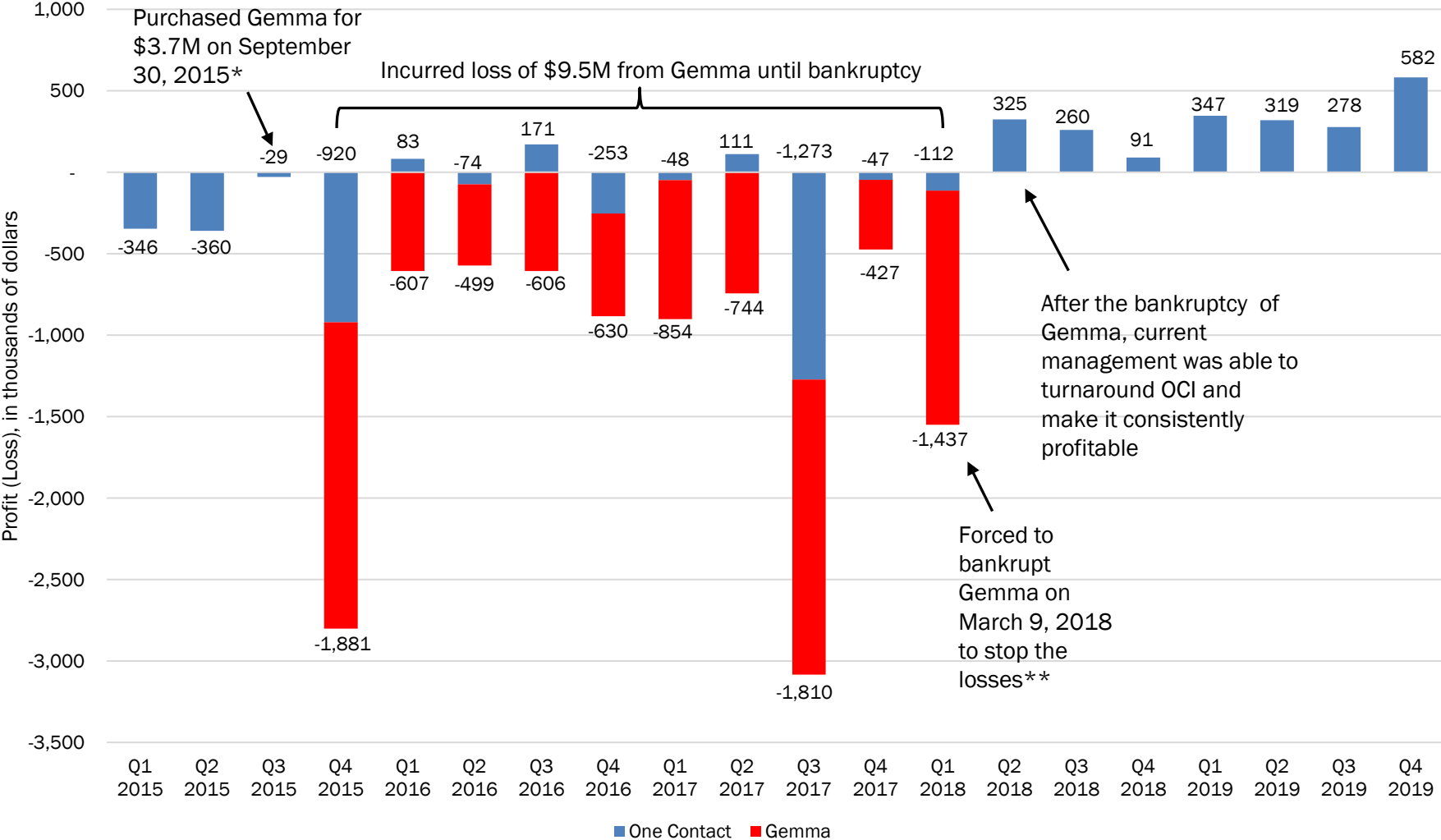
	Net Assets Feb 18, 2016 \$ in thousands	Net Assets Dec 31, 2019 \$ in thousands
Cash	422	5,357
Cash reserve	5,008	12,764
Accounts receivable	33	-
Lease receivable	53,360	78,562
Loan receivable	24,135	113,162
Due from Dealers	-	2,434
Prepaid expenses and other assets	1,074	452
<b>Assets</b>	<b>84,032</b>	<b>212,731</b>
Accounts payable and other liabilities	(2,020)	(858)
Deferred income tax liability	(1,565)	-
Secured borrowings	(69,220)	(165,706)
Secured promissory note	(8,000)	(19,949)
<b>Liabilities</b>	<b>(80,805)</b>	<b>(186,513)</b>
<b>Net Assets</b>	<b>3,227</b>	<b>26,218</b>

- In February 18, 2016, EcoHome was acquired from Chesswood Group for \$34.5M (\$3.2M net assets + \$31.3M of intangibles).
- Dealer relationships with a value of \$12.7M were written off due to dealer terminations, and poor operating results required Goodwill (\$17.6M) to be written off in 2017.
- In 2018 and 2019, current management improved its credit underwriting and collection practices, and ensured proper operational discipline to ensure that all originations were eligible for securitization by funders.
- Today, EcoHome's origination portal, bots and 'dealer-friendly' processes, sales force, rate cards and products present a competitive and compelling offer for our dealers.

*Since 2017, EcoHome has been rebuilt and now its net asset value has grown by over 8X from acquisition date. In addition, EcoHome has contractual residual cashflows of \$75M commencing in 2022 and rights to end of term payments on 16,000 leases. End of term payments are not included in net assets.*

# Call Centre Fixed

## Call Centre Segment Profit (Loss)



\*Gemma acquisition opportunity was identified and sponsored by Dr. Small.

\*\*Dr. Small was terminated on April 8, 2018

# Current Management Cut Overheads

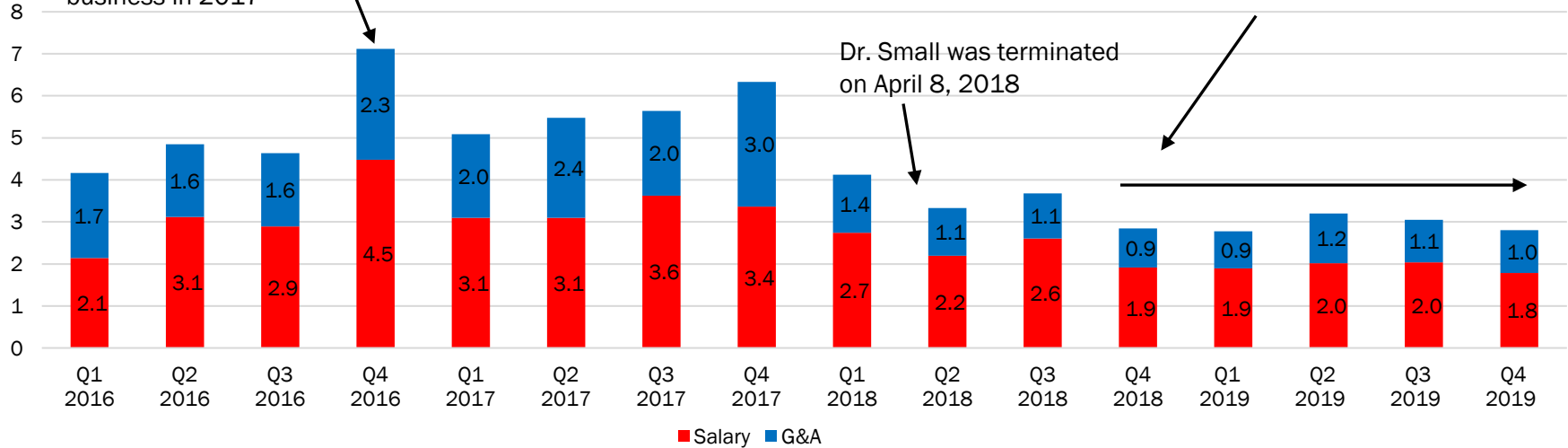
Significant bonuses approved for Dr. Small and management at Dr. Small's recommendation prior to decline of business in 2017

## Overhead Expenses

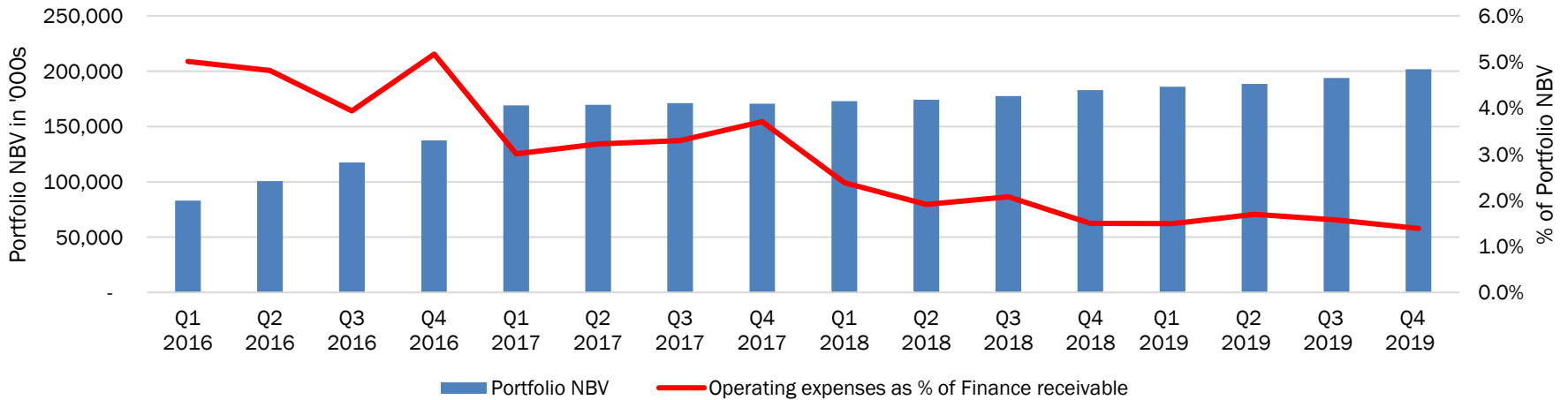
Current management committed to maintain at \$1M per month

Dr. Small was terminated on April 8, 2018

in millions of dollars



## Operating Expenses as % of Portfolio NBV





# Dealnet Vision: Building Compounding Growth

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.



- Net asset value of 8X greater from acquisition date.
- Winning in the marketplace.
- Origination at higher risk adjusted margins.
- Flatted default vintage curves and improved delinquency ageing.
- Commencing in 2022, contractual residual cashflows of \$75M.
- Rights to end of term payments on 16,000 leases and the opportunity to sell replacement equipment
- Opportunity to cross sell to 38,000 households.

+



- US and Canadian operations with a profitable niche.
- Valued at 5X multiple of EBITDA.
- Blue chip client base.
- Strong sales funnel and winning new accounts.
- Renewed existing contracts at higher prices.
- Proven omnichannel capabilities.
- Able to exceed the requirements of its most demanding clients – no service level penalties in 2019.

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- Recapitalized without shareholder dilution
- Stopped significant operating losses–Q4 2019 loss of \$190K.
- 5 ‘quiet’ quarters with no surprises
- Overheads reduced to \$1M per month. Overheads are not increasing as business gets to scale.
- \$24M unbooked tax losses.
- New management team, with fair compensation. with a broader set of skills.
- Cost of Board reduced.