



OVERVIEW Q1 2021
AI for Retail Supply Chain

Executive Summary

Venzee is a Disruptive Retail Supply Chain Tech Solution

Applying \$10M of investment, the Venzee team built a proprietary SaaS-based AI platform that solves a massive retail supply chain problem. A pervasive problem that limits how, where, and to whom brands sell their products.

850,000 unique global retailers all require brands to follow complex processes to set up a product for sale.

So, brands cope by limiting what, how, and where they sell products. The **larger the brand, the larger the problem.**

Using Venzee, brands set up a product 1-Time and let our proprietary Artificial Intelligence learn how best to conform and adapt initial product setup to any retail destination.

Venzee allows brands to unlock more sales channels, in less time, with less cost, less labor, and fewer errors.

Our **1-Time product setup** is radically simpler than trying to set up thousands of individual retail channels.

1 > 850,000



Retail growth now **requires integration** of online, offline, logistics, and data

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Venzee allows brands to rapidly expand retail sales connections without costly and inflexible human resources and complex, confusing, and redundant manual processes.

Like Jack Ma, we believe integrated, intelligent supply chain functionality is inevitable and massively disruptive.

Venzee is uniquely positioned to both disrupt and benefit.



Jack Ma

Founder, Alibaba Group

NYSE: BABA, Market Cap \$546.44B USD





Manual Supply Chain Processes Collapse Under Stress

This, according to research from: McKinsey & Company, Deloitte, the World Economic Forum and anyone who has tried to buy toilet paper during the COVID-19 Pandemic.

People don't scale. Tech does.

Like other industries that embraced digital automation, retail is now digitizing. Those in retail that do not move to digital will be left behind.

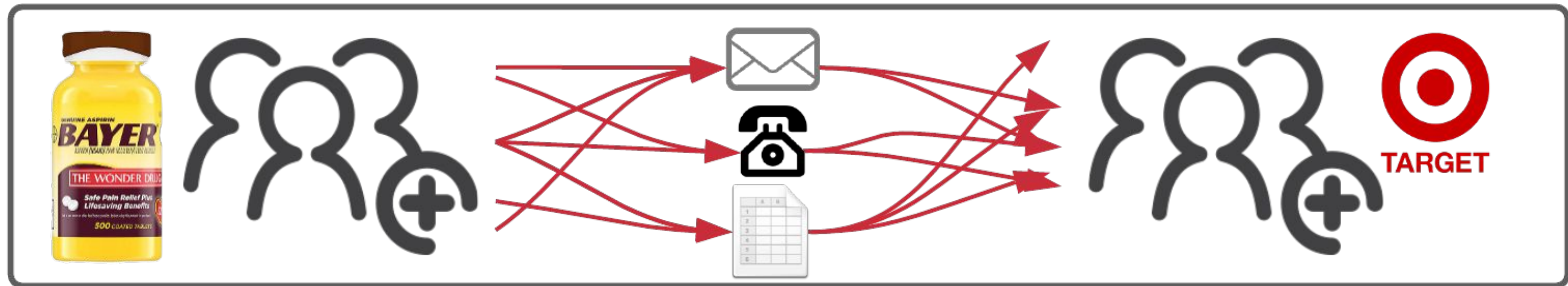


Brands Struggle to Setup Each Product for Sale

Each retailer mandates a unique process with hundreds of steps and layers

Traditionally, a brand must set up each **individual product** with each and **every retailer** – adapting to errors, changes, and anomalies manually, over time. A lot of time.

Using **teams of people**, this approach is costly, manual, slow, and limits how, where, and to whom brands sell their products. It is a one way process not capable of enabling direct consumer engagement with a brand.



Legacy approach – Extended time to market, No consumer connection, manual, costly, & labor-intensive

Venzee is **The 1-Step Product Setup Solution for Brands**

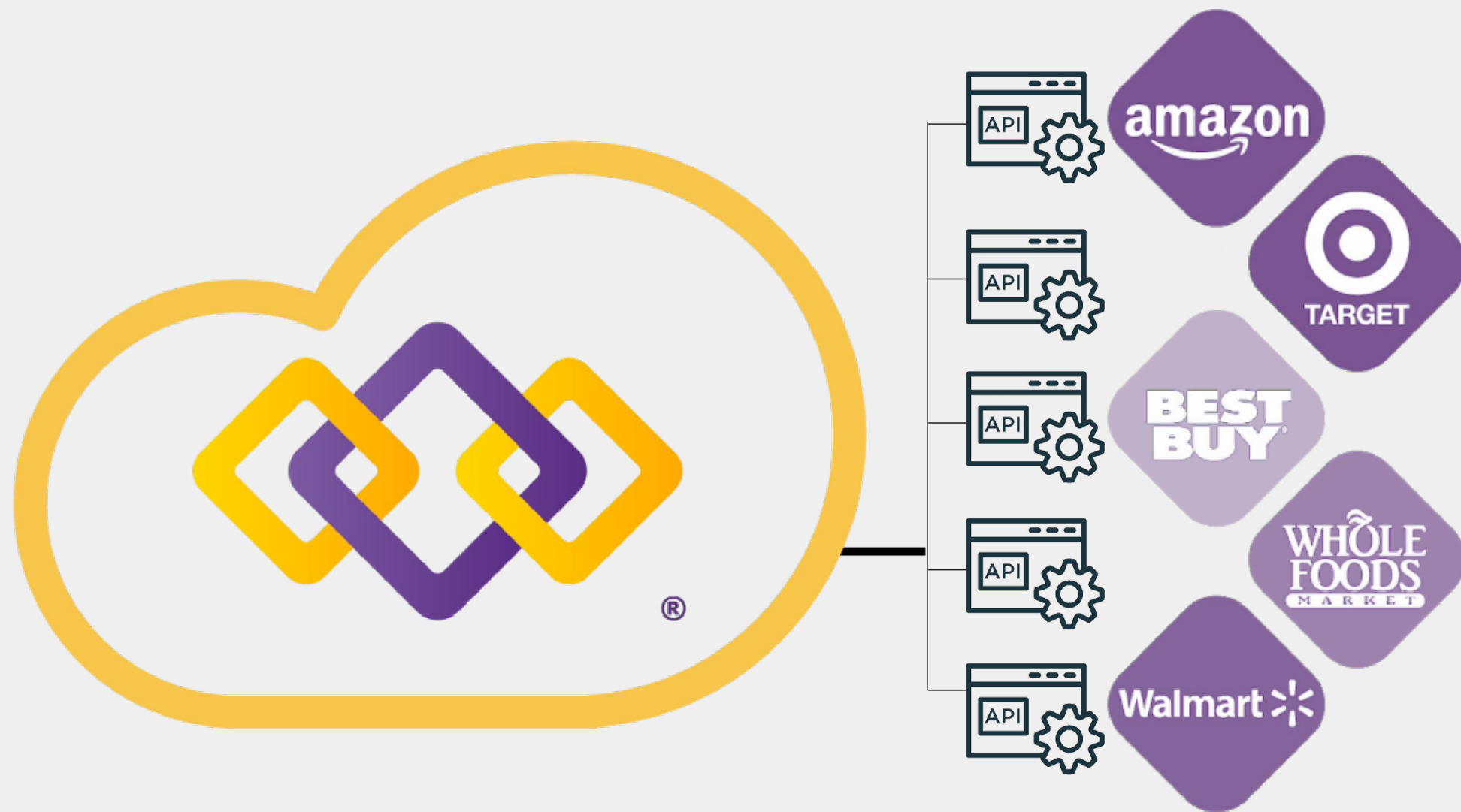
Venzee uses artificial Intelligence to adapt Brand data to diverse, ever-changing, and exacting Retailer requirements.

Venzee allows Brands to set up products 1-Time and infinitely expand their retail selling channels.

The Venzee approach is fast, based on modern AI tech, and infinitely scalable. And, it enables two-way communication opening the door to direct consumer engagement for recalls and responsive communication.



Venzee Solution – 1-Time Setup to Multiple Retailers, Tight Consumer Connection, Endlessly Scalable



Venzee builds & sells Retail Connectors

Brands connect to Venzee using a modern API to our globally available Amazon AWS instance.

Venzee has begun to use a trade name **Mesh Connector™** to represent its proprietary, SaaS model, revenue generating product.

For a full list of available retail Mesh Connectors™ visit:

tinyurl.com/venz-retail

/ Proven Business Model

Our SaaS revenue model offers rapid and cost compelling retail channel expansion for global brands

Because Venzee provides brands with retail connections using tech rather than people, we offer Mesh Connectors™ at an attractive price point of \$250 USD /month

With Venzee, brands can expand retail connections at low cost and far beyond their current manual labor limitations

1 Partner Brand Connected to...



X

1 Venzee Mesh Connector™ results in...



=

\$250 in Venzee revenue (MRR)

US \$250/m



Scalable **Recurring Revenue Model**

Brands have endless need to get product data to retailers

There are an estimated 850,000 retailers on the planet. Venzee revenue scales as brands work to grow their sales by connecting with as many global retailers as possible

Venzee charges brands \$250 USD /month for each active retail connection

1 Partner Brand Connected to...



25 Mesh Connectors™



Venzee MRR @ \$250 USD each

\$6250/m

/ Revenue Outlook

We are on pace to achieve our 2021 our goal of more than 2,000 active Mesh Connectors™

Our goal of 13K Mesh Connectors™ in 2022 will position Venzee as the **dominant digital path** to global retail

This opportunity is truly massive

Q4 2021 Outlook
2,080 @ \$7.5M ARR

Q4 2022 Outlook
13K @ \$45M ARR



Built-Out **Addressable Market**

Beginning in 2019, we used a **contracted partner** selling model to penetrate large brands.

Across **11 enterprise brands** - including Bayer, Mueller, General Mills, Georgia-Pacific, Newell Brands, SC Johnson, and Stanley Black & Decker - we have **activated 65 Mesh Connectors™** since July 31

We have built a Mesh Connector™ **pipeline of 408**

Our existing, contracted, partner base provides a Total Addressable Market (TAM) in excess of our 2022 targets

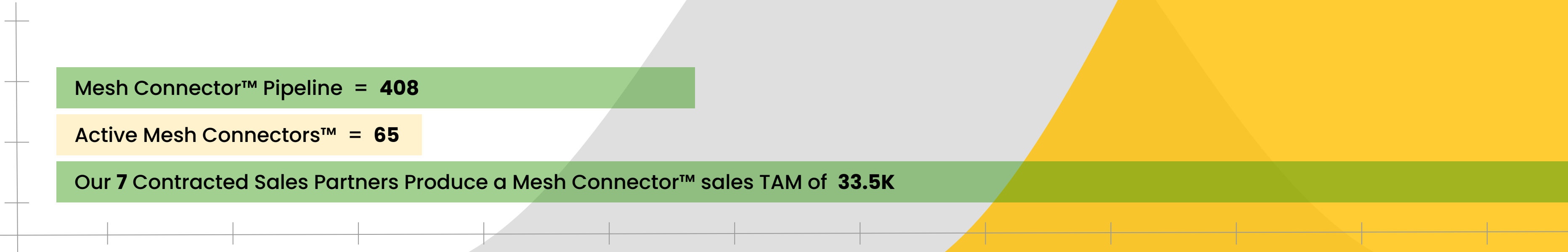
Q4 2022 Outlook
13K @ \$45M ARR

Q4 2021 Outlook
2,080 @ \$7.5M ARR

Mesh Connector™ Pipeline = **408**

Active Mesh Connectors™ = **65**

Our **7** Contracted Sales Partners Produce a Mesh Connector™ sales TAM of **33.5K**



Venzee Team

Venzee is run by a select team of experienced supply chain tech leaders. We know this market and understand how to unlock the massive opportunity.

John Sexton Abrams

CEO. Leadership, strategy, and MA&D experience in successful startups and Fortune 20 companies. Proven operational supply chain expertise in senior posts for large, regulated, multinational organizations.

Darren Battersby

CFO. Canadian Institute of Chartered Accountants member with expertise advising and developing early-stage companies through to IPO or successful acquisition.

Sean Copeland

Board Member. An internet policy advisor with expertise in Fintech and supply chain startups. His work has delivered financial, logistics, and supply chain visibility solutions to sovereign nations, regulatory bodies, and others with complex global needs.

Peter Montross

EVP Commercial Operations. Senior sales executive with deep expertise in the retail supply chain industry. Demonstrated revenue delivery and sales growth for companies including Edgenet and Shotfarm - both acquired in 2019.

Dan Wilkinson

Board Member. Previously Chief Commercial Officer at IWorldSync his strategic work advantaged the company at acquisition in 2019. A retail supply chain expert with broad industry engagement, unmatched market insight, and tremendous intellect.

Marc Bertrand

Board Member. Former founder, President, and CEO of Mega Brands. Marc is an industry expert with a wealth of experience in brand building, strategic licensing, international markets and manufacturing.

Chad Kaczmarek

Senior Director, Integrations. Experienced in client-facing integration roles with Venzee competitors IWorldSync and Edgenet - both recently acquired.

Thomas J. Linden

Board Member. "Big Four" strategist with expertise guiding organizations through mergers, acquisitions, IPOs, spin-offs, equity financings, revenue recognition, and other areas of strategic growth.



/ Rapidly Accelerating Market Sector Investment



Sales partner **Pivotree Inc.** completed a \$46M USD IPO on the TSX:V in October 2020



Primary competitor **Salsify** closed \$155M USD Series E Financing Led by Warburg Pincus in September 2020 growing total investment to more than \$300M USD



Nordic PIM partner **inRiver** closed a \$35M USD follow-on investment round from backers Lugard Road Capital, Verdane, Industrifonden, Zobito and RoosGruppen

SGS International content management service acquired by PE firm The Jordan Company for an undisclosed amount in April 2020

Lansa Data Sync Direct and Sync Manager product content syndication solutions acquired by competitor IWorldSync in August 2019

Competitor **IWorldSync** acquired by **Battery Ventures** for a reported +15x revenue premium in July 2019

Content distribution providers **Edgenet, Attribytes, Kwikiee, WiseBase** and **Shotfarm** acquired by PE firm The Jordan Company in 2019

PE firm Symphony Technology Group acquired product content management service **Enterworks** in February 2019

Content Analytics, product content syndication provider, acquired by Syndigo in August 2019

SellPoints, an eCommerce content engine, acquired by PE firm The Jordan Company for an undisclosed amount in August 2019

ItemMaster, a product content management provider acquired by Syndigo in January 2019

CovalentWorks, a product data distribution services acquired for \$23M USD by SPS Commerce in December 2018



Capitalization Table

Venzee Technologies, Inc.

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Venzee is a publicly-traded company on the Toronto Stock Exchange TSX Venture Exchange (TSX:V)

Our ticker symbol is VENZ

Share Structure

Common Shares	205.627M
Warrants	128.744M
Stock Options	12.723M
Fully Diluted	347.094M

Stock Options

Outstanding	12.723M
AVG Px	0.14c

Warrants

@ 0.15c Apr 2022	30.150M
@ 0.10c Nov 2022	3.291M
@ 0.10c Dec 2022	7.805M
@ 0.10c Jan 2023	19.481M
@ 0.10c May 2023	29.848M
@ 0.10c Dec 2023	38.788M
AVG 0.12c	128.744M

Enterprise Value

Shares Outstanding	205.627M
Share Price	0.07c
Volume AVG 50d	528.997
Market Cap	11.826M
Cash (USD)	1.153M
Debt	0.00



This presentation contains “forward-looking information” within the meaning of applicable Canadian securities legislation. Forward-looking information includes, but is not limited to, statements with respect to the execution of the Company’s growth strategy. Generally, forward looking information can be identified by the use of forward-looking terminology such as “plans”, “expects” or “does not expect”, “is expected”, “budget”, “scheduled”, “estimates”, “forecasts”, “intends”, “anticipates” or “does not anticipate”, or “believes”, or variations of such words and phrases or state that certain actions, events or results “may”, “could”, “would”, “might” or “will be taken”, “occur” or “be achieved”. Forward-looking information is subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of the Company to be materially different from those expressed or implied by such forward-looking information, including but not limited to: general business, economic, competitive, geopolitical and social uncertainties; and regulatory risks. Additional information about these assumptions and risks and uncertainties is contained under “Risk Factors” in the Company’s Annual Information Form dated August 29, 2018,

which is available under the Company’s SEDAR profile at www.sedar.com, and in other filings that the Company has made and may make with applicable securities authorities in the future.

Although the Company has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking information. The forward-looking information contained in this news release is expressly qualified in its entirety by this cautionary statement. The Company does not undertake to update any forward-looking information, except as required by applicable securities laws.

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Forward-looking information





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