

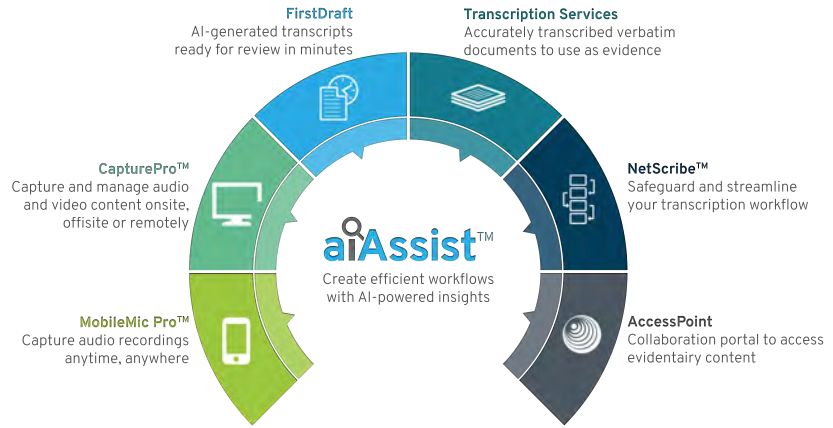


CAPTURE • MANAGE • MINE

# VIQ SOLUTIONS – INVESTMENT HIGHLIGHTS

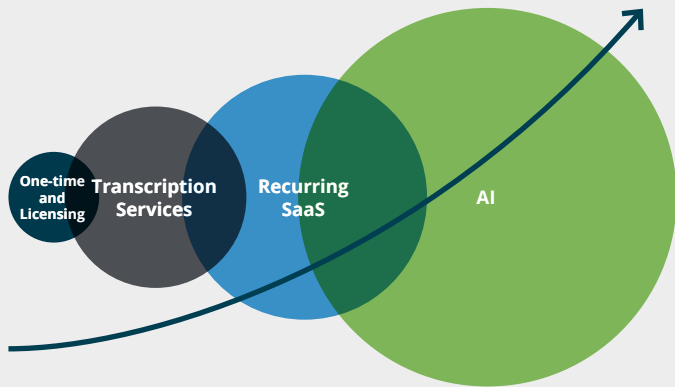
VIQ Solutions, Inc. (TSX Venture Exchange: VQS and OTC Markets: VQSLF) is a global provider of secure, AI-driven, digital voice and video capture technology and services for law enforcement, legal, insurance, courts, and transcription service provider markets representing a \$10.6B TAM.

**TRANSFORMING DATA**  
Driving the transformation of the transcription industry from 0% to 80% AI-human collaboration.



## OUR EVOLUTION

2015–16 VIQ 1.0      2017–19 VIQ 2.0      2020–22 VIQ 3.0      Increasing ADJ. EDITDA growth



Creating business value through driving significant Adjusted EBITDA growth by shifting existing revenue to higher quality, more predictable model.

## OUR GROWTH STRATEGY



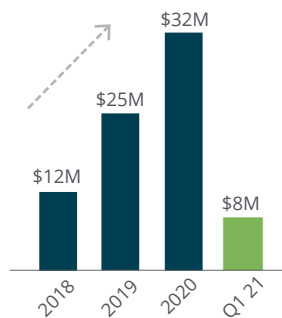
## HIGH LEVEL FINANCIALS

### CASH BALANCE

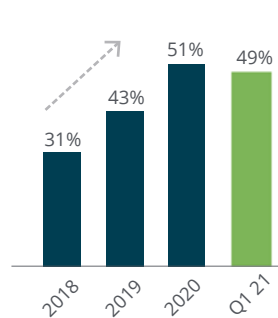


As of March 31, 2021

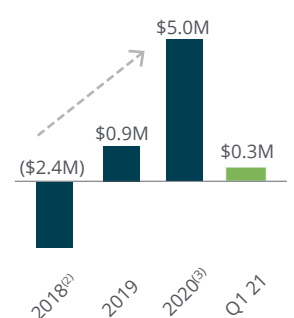
### TOTAL REVENUE



### GROSS MARGIN

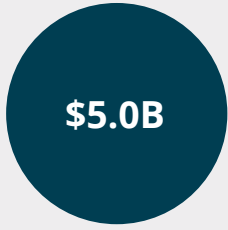


### ADJUSTED EBITDA<sup>(1)</sup>





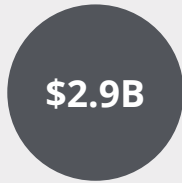
TOTAL ADDRESSABLE MARKET



\$5.0B

**JUDICIAL & LEGAL**

Verbatim reporting and stenotype reporting of live legal proceedings and stenograph services for depositions and related proceedings.



\$2.9B

**LAW ENFORCEMENT**

Legal documents, video to text, officer narratives, witness statements, interrogations, confession, hearings, staff minutes, etc.



\$2.7B

**INSURANCE**

Interviews, witness statements, conference calls, claims and content documentation, etc.



\$10.6B  
TAM in 2021

PROCESS



**CLIENT BASE**

1,300+ customers  
15+ countries



**DIGITAL CONTENT CAPTURE**

400M+ minutes of audio and video/year



**MEDIA TRANSFORMATION**

30M audio minutes/year



**DOCUMENT CREATION**

3.8B+ pages/year



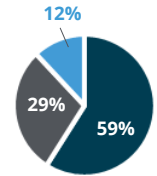
**MARKET POTENTIAL**

100,000+ clients



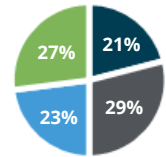
**MARKET POTENTIAL**

200M+ recordable events



**REVENUE BY GEOGRAPHY**

■ USA ■ Australia ■ EMEA & Canada



**REVENUE BY VERTICAL**

■ Criminal justice  
■ Legal  
■ Media corporate finance & government  
■ Insurance

GROWTH TO BE DRIVEN BY:



ORGANIC GROWTH

**ACCRETIVE ACQUISITIONS**

Completed **five accretive** acquisitions since end of 2018 with ongoing **active M&A pipeline**

Results are reported in US dollars and are prepared in accordance with International Financial Reporting Standards (IFRS).

(1) Adjusted EBITDA (Earnings before Stock-based compensation, Interest, Taxes, Depreciation & amortization) is a non-IFRS measure. Please refer to the section entitled "Reconciliation of Non-IFRS Measures" in the Company's most recent MD&A.

(2) Pro forma Adjusted EBITDA was \$0.8M. Pro forma financials reflect the impact of the Net Transcripts, Transcription Express and HomeTech acquisitions as though they were completed on January 1, 2018.

CAPITAL STRUCTURE

As of May 13, 2021

Market Capitalization	TSX: C\$210M (C\$8.42/share) OTCQX: \$173M U.S.(\$6.93/share)
Shares Outstanding	24,893,638
Fully diluted	25,899,905
Cash	\$16.0M <sup>4</sup>
Debt	\$13.5M (includes interest) <sup>4</sup>

(3) The increase in Adjusted EBITDA includes both the negative impact of COVID-19 on revenues and the positive impact from the related wage subsidies and gain on contingent consideration of \$0.9M.

(4) As of March 31, 2021