

Quinsam Capital Corporation

Corporate Presentation

July 2021



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QUINSAM: A UNIQUE INVESTMENT

Quinsam focuses on micro-cap and small-cap companies with strong growth potential.

Because of our stable base of assets and corporate structure, we are able to invest in seed-stage start-ups, pre-public private companies, RTO transactions and public companies using a variety of investment structures. We are thus able to invest in situations which are unavailable to many retail and institutional investors.

Our goal is to generate above-market returns with lower volatility than other performance-oriented investment vehicles. We strive to do this with a cost structure that is superior to most managed investment products.

Summary Information

Symbol		CSE: QCA
Share Price		\$0.21
Shares Outstanding	Basic (06/30/21)	103,442,106
	Fully Diluted (06/30/21 est.)	106,066,490
Market Capitalization	(in millions)	\$24.7
Shareholders' Equity	(in millions, as of 03/31/21)	\$37.7
Dividend	(per quarter)	\$0.00125
Yield		2.4%
NAV per Share	(03/31/21)	\$0.35

Share Repurchases Support Share Price and Grow NAV Per Share

	Shares
Dec. 31, 2018 outstanding	118,692,644
2019 repurchases	-8,717,951
Dec. 31, 2019 outstanding	111,172,693
2020 repurchases	-6,180,587
Dec. 31, 2020 outstanding	104,992,516
2021 repurchases YTD	-1,500,000
Shares outstanding (current)	103,492,516

Leadership Team

Senior Management



Roger Dent

CEO & Director

Mr. Dent has been involved in the Canadian financial markets for over 30 years and has extensive experience in “small cap” evaluation and investment. Most recently, he was a noted portfolio manager with Matrix Fund Management Inc., where he guided the Matrix Small Companies Fund and the Matrix Strategic Small Cap Fund. Previously, he was Vice Chairman of one of Canada’s largest independent investment dealers.



Eric Szustak

Chairman & Corporate Secretary

Mr. Szustak is a CPA, CA with over 33 years of financial service, business development, marketing, accounting, and CFO experience. Mr. Szustak has worked at both small and large accounting firms advising a wide range of businesses. He has been involved in various small cap Public companies during his career. Mr. Szustak holds a B.A. Honors Chartered Accountant Studies and Economics from the University of Waterloo and received his Chartered Accountant designation in 1985.



Keith Li

CFO

Mr. Li is a CPA, CA with over 10 years of experiences in corporate finance, financing reporting and regulatory compliance services. Mr. Li had also worked in both the public accounting and private sector, specializing in audit and accounting, including two years as Manager of External Reporting with Sears Canada Inc. (2016 - 2017). Mr. Li holds a Bachelor of Commerce Degree in Finance from McGill University, and received his Chartered Accountant designation in 2012.

Leadership Team

Outside Directors

Ross Geddes

Mr. Geddes has been a Finance Professor at Sheridan College since 2005. His research has focused on corporate valuation, corporate finance, and IPO's. He has published five books, including IPO's and Secondary Offerings. He was co-founder of X3 Labs Inc. in 2006 and was its CFO until 2013. Mr. Geddes has a BA from the University of Toronto and an MBA from the University of Western Ontario.

Anthony Roodenburg

Mr. Roodenburg is the founder, largest individual shareholder and CEO of Greencastle Resources Ltd., (TSXV - VGN) a diversified investment company focused on the natural resource sector. His experience includes four years as an Investment Executive with National Bank Financial (1987-1991). Subsequently, Mr. Roodenburg has been an active investor and founder, officer and director of several public companies, assisting in the areas of corporate development and finance primarily in mineral exploration and the oil and gas sectors.

Roger Dent – Prolific Investor & Portfolio Manager

Small Cap Veteran

30+ year career in the Canadian investment industry, primarily in the small cap growth space

Top Ranked Small Cap Analyst

Former #1 ranked small cap analyst in Canada
– *Brendan Wood Institutional Investor Survey*

Prominent Small-Cap Portfolio Manager

Managed Matrix Strategic Small Cap Fund & Matrix Small Companies Fund - Frequently among Canada's top performing sector funds



FINANCIAL POST

“Roger Dent makes solid and steady progress at Quinsam Capital” – Financial Post, Sept 4, 2014

Simple & Successful Philosophy

- Seek out attractively priced companies with strong growth potential
- Diversify prudently. Never bet the farm.
- Preference for value, cash flow & yield
- Shareholder mindset: control costs, buy back shares & pay dividends

Opportunity in the Small Cap Space

“There are always emerging new investment opportunities that are not recognized by the broader investment community. We try to find these before others and thereby achieve superior investment returns.”

– Roger Dent, CEO

Specialists at Core Competencies



Robust Deal Flow

- Ability to tap relationships across the Canadian investment landscape
- Deals sourced through referral, brokers, or direct negotiation



Disciplined Due Diligence

- Experience in assessing opportunities in the small cap space
- Strong understanding of regulatory frameworks
- Insights into investment fundamentals & critical success factors



Hands-On Portfolio Mgmt.

- Work closely with portfolio companies
- Monitor performance and drive growth
- Know when to buy and know when to sell

Strong Track Record

(Excluding NAV Benefit of Share Repurchases)

Period	Average Assets (\$mm)	Pre-tax Income (\$mm)	Return
2016	\$2.7	\$0.7	25.7%
2017	\$11.2	\$3.8	32.9%
2018	\$34.0	\$17.6	45.7%
2019	\$41.4	\$11.9	-28.8%
2020	\$34.7	\$2.2	6.5%
2021 Q1	\$37.0	\$4.3	11.5%

Investment Focus and Approach

- Professional management approach to pursue high returns at acceptable risk
- Focus on pre-public investments with near-term go public events – not available to most investors
- Purchase unit new issues where possible to build a substantial warrant portfolio over the long term
- Preference for convertible debt when available
- Diversification across numerous names leads to frequent liquidity events

Investments Summary – March 31, 2021

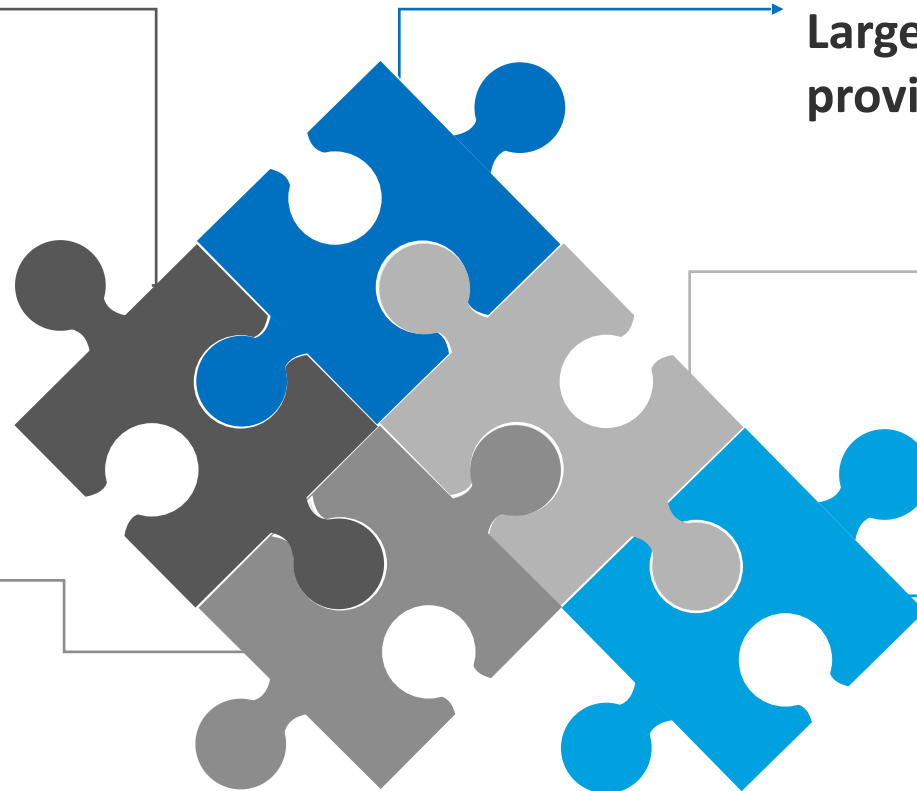
50+ Different Investments

Large **warrant portfolio** provides upside leverage

Stream of upcoming expected liquidity events

Large portion of the investments are pre-public

Current Key Investments include: Agriforce, CityView Green, PMML, Guelph, Budd Hutt



Contact Us

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