



NOBELIUM TECH CORP.

Acquirer of **Vertical Market Software** (“VMS”) companies focusing on **Software as a Service** (“SaaS”)

Corporate Fact Sheet | **TSX.P: NBL**

OCTOBER 2016

Nobelium is a corporation that will own and acquire a growing collection of high quality, profitable SaaS businesses or IT services and provisioning businesses with recurring revenue models solving specific vertical or industry needs. NBL will become a permanent home for these high-quality companies, while enabling their entrepreneurs to keep running their businesses. NBL will provide them with capital and management expertise to facilitate future growth, as well as realizing cost savings via centralized finance and administration.

Corporate Strategy

We seek to compound shareholder capital at attractive per share rates over the long term by prudently acquiring and building a collection of high-quality VMS businesses and continuously reinvesting their cash earnings. We believe that applying a disciplined and return-sensitive capital allocation model in the VMS industry creates opportunity for above average shareholder returns.

NBL aims to deploy \$10-20m of capital in its first year of operation in up to three operating businesses, and to grow its invested capital per share at high rates thereafter.

Financing Growth

We expect to finance transactions with balanced mix of internal financing, debt, contingent vendor take back notes (“VTB”) and NBL shares, carefully weighted against risks.

Transaction Model

Transaction consideration will be paid in cash, contingent VTB notes and NBL shares. The contingent VTB notes will be subject to profit performance where possible.

Ticker	NBL.P
Recent price	\$0.10
Shares outstanding (basic)	12.775 mm
Market capitalization	\$1.277 mm
Cash balance	\$0.600 mm
Board / mgmt. ownership	39.1%
Options outstanding / strike	1.277 mm / \$0.10

Directors and Officers

- John Varghese, Chairman and CEO
- Michael Anaka, CFO
- Glenn Jessome, Corporate Secretary
- Glen Lavigne, Director
- Erroll Treslan, Director

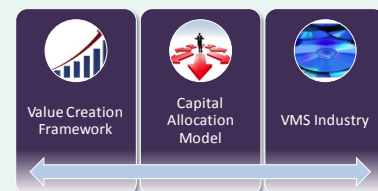
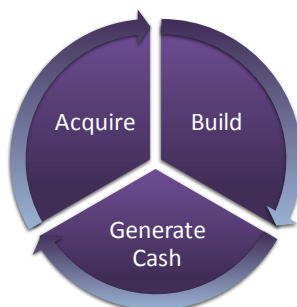
Our acquisition criteria

- Knowledgeable, passionate, stable management teams
- Software companies with \$3m – \$20m revenue
- (EBITDA - sustaining capital expenditures) > \$500k
- Runway for growth in broader vertical market
- Strong customer captivity / revenue predictability and visibility



We look for the following characteristics when evaluating potential acquisitions

- Above average revenue growth
- Stable margins, with leverage to fixed costs / assets
- High returns on invested capital
- Deferred revenues
- Customer captivity / revenue predictability
- Mission critical software
- High switching costs, network effects
- Contracted / recurring revenue, low-churn
- Long product life cycles
- Minimal service and support component



Contact Investor Relations

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