RENOWORKS SOFTWARE, INC. (TSXV: RW | OTC: ROWKF)

Renoworks.com

Delivering a **Design Platform** and
Project-Ready Homeowner Leads to
The Remodeling Industry

Investor Presentation – November 2024

Forward-Looking Information

Growing Quarterly Recurring Revenue
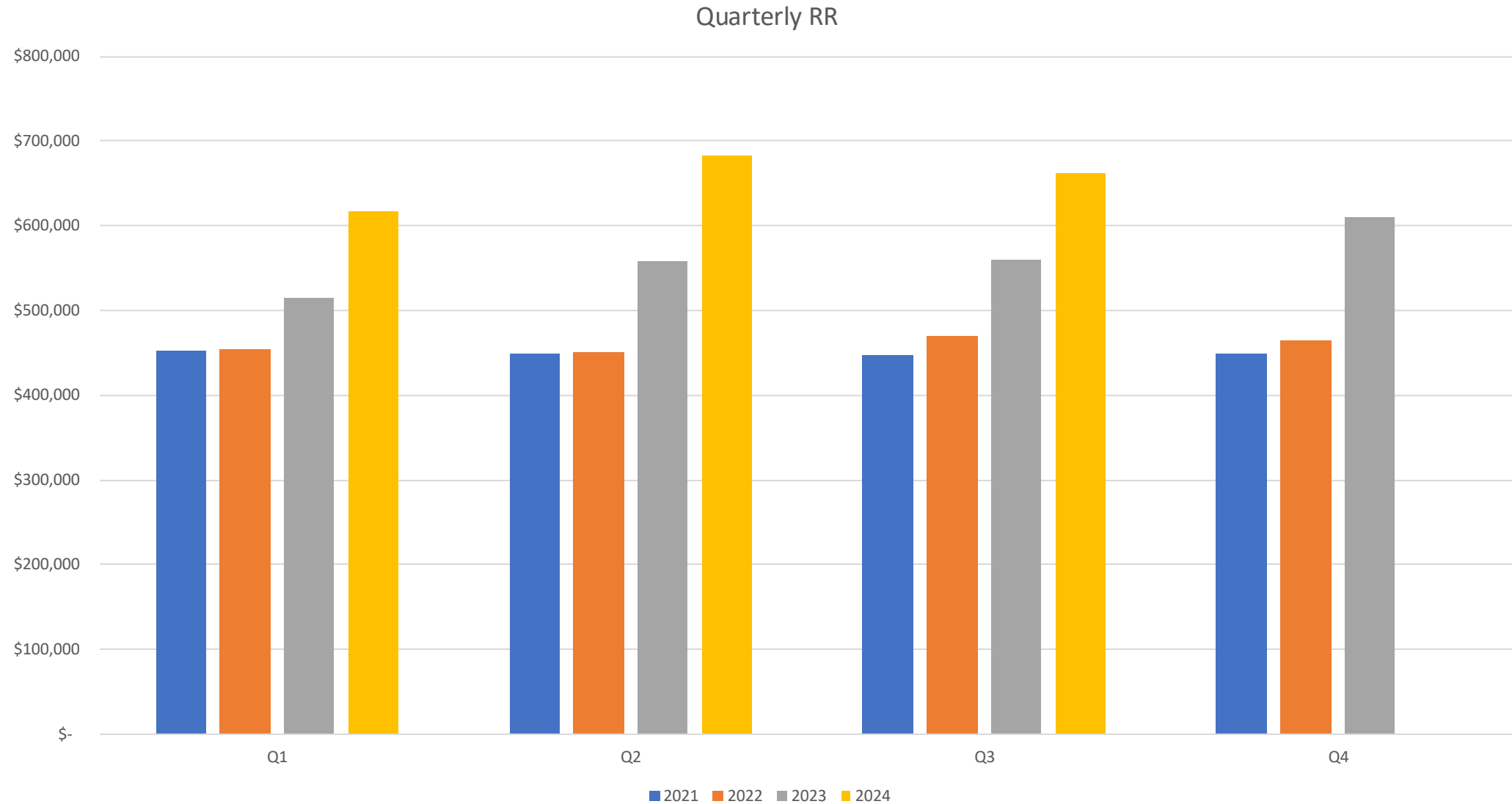
Quarterly RR

Tight Capital Structure & High Insider Ownership

SYMBOL:	TSX.V: RW; Pink: ROWKF
Shares Outstanding (Basic):	40,664,635
Options (Average Price - $0.34):	3,443,000
Warrants:	805,000 @ $0.60 (Oct. 20, 2025)
Shares Outstanding (Fully Diluted):	45,012,635
Insiders:	43%+
Market Cap (November 7, 2024):	$9.963M
Year High/Low:	$0.315/$0.11
Cash Balance (September 30, '24):	$748,223
Margins (Avg.):	+75%
Year End:	December 31

TSX.V:RW

RW.V RenoWorks Software Inc. 0.245 +0.00
CDNX · CAD

1D 1W 1M 3M 6M YTD **1Y** 2Y 5Y 10Y ALL

0.304
0.256
0.208
0.159

November   March   July

Open	0.245	Vol	8.000K	52W H	0.315	Yield	–
High	0.245	P/E	–	52W L	0.110	Beta	–
Low	0.245	Mkt Cap	9.963M	Avg Vol	21.04K	EPS	0.00
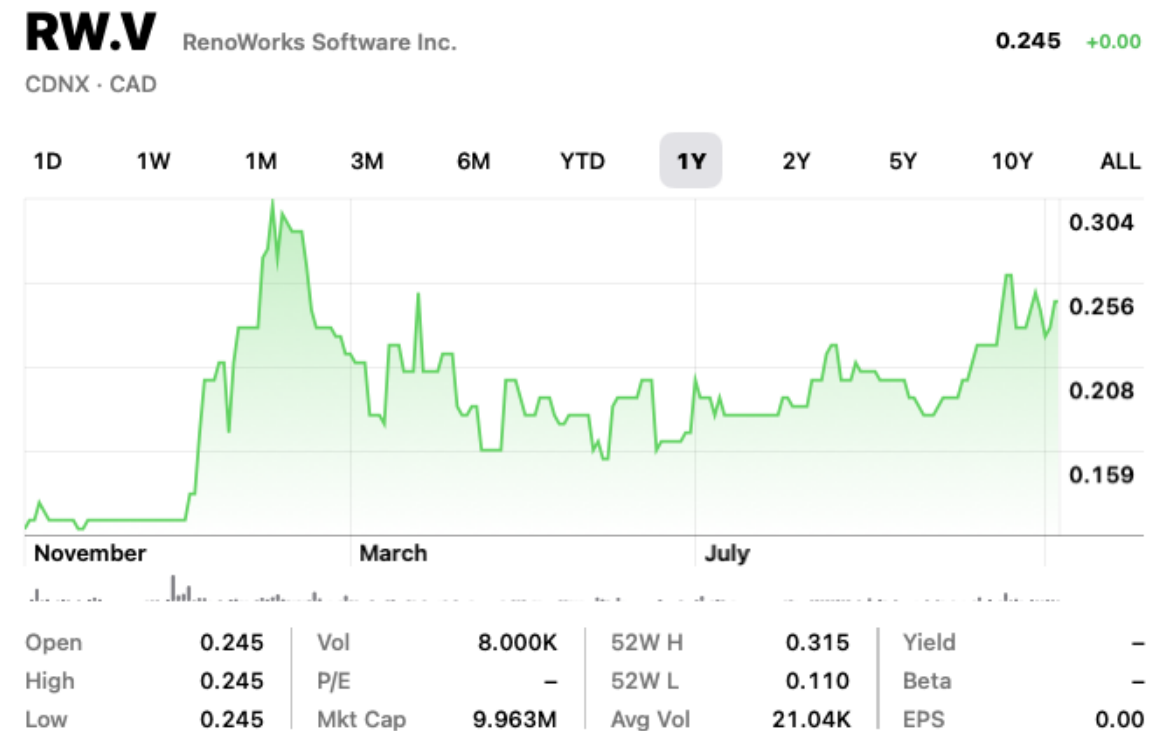
Reasons to Invest

» Over 350 of the leading enterprise Manufacturers use Renoworks to represent their product catalogue in the design process – the RW MOAT

» Growing high margin Recurring Revenue quarter over quarter

» Multiple partner opportunities utilizing the Renoworks PRO Solution

» Unique AI solution to bring a digital online marketplace to a large industry that lags behind

» Over 5 million homeowners use our solutions annually

» New product solutions that are leveraging unprecedented unique big data set of homeowner interactions with Manufacturer Products

Over 80% of homeowners are not able to visualize the outcome of their remodel project before it starts.

Homeowner leads are of low quality and expensive for the Contractor.

We enable material manufacturers & their contractors to provide instant design solutions to homeowners before a project starts.

We capture & qualify homeowner leads using visualization, data science, artificial intelligence, and machine learning so they can sell more product & win more business.

Over **US$450 Billion** industry

Leading Indicator of Remodeling Activity – First Quarter 2024

Homeowner Improvements & Repairs
Four-Quarter Moving Totals
Billions

Four-Quarter Moving Rate of Change

Legend: —●—Historical Estimates   —▲—LIRA Projections

Bar values: 383, 396, 406, 414, 443, 464, 470, 469, 484, 489, 481, 463, 468, 453, 449, 451

Rate of change labels: 11.3%, 11.7%, 12.0%, 11.5%, 15.7%, 17.3%, 15.7%, 13.2%, 9.1%, 5.3%, 2.3%, -1.2%, -3.4%, -7.4%, -6.6%, -2.6%

X-axis: 2, 3, 4, 2022-1, 2, 3, 4, 2023-1, 2, 3, 4, 2024-1, 2 (p), 3 (p), 4 (p), 2025-1 (p)
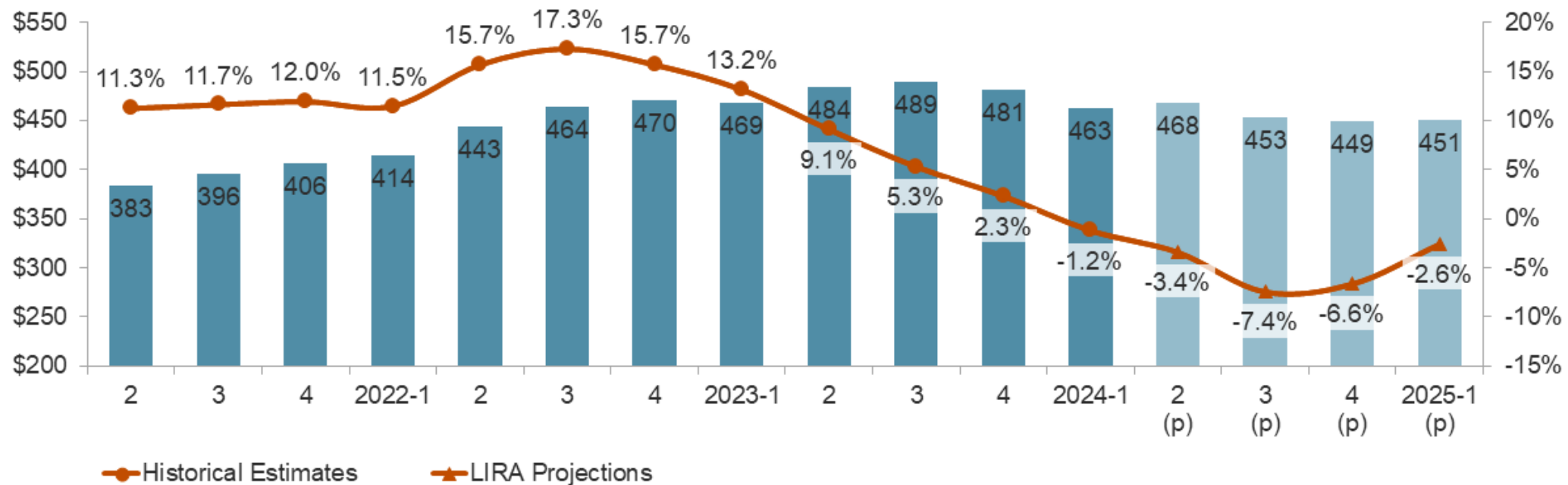
Notes: Improvements include remodels, replacements, additions, and structural alterations that increase the value of homes. Routine maintenance and repairs preserve the current quality of homes. Historical estimates since 2021 are produced using the LIRA model until American Housing Survey benchmark data become available.

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Joint Center for Housing Studies of Harvard University   JCHS

A Solid Base Business to Grow ARR

Contractors

- Contractors want to be connected to serious lead opportunities

Homeowners

- With Renoworks positioned at the top of the lead funnel, we have unprecedented visibility into the entire remodel industry.

7,200,000 HOMEOWNERS EXTERIOR REMODEL PROJECTS

EXTERIOR CONTRACTOR ORGANIZATIONS
200,000+

350 Renoworks Enterprise Customers
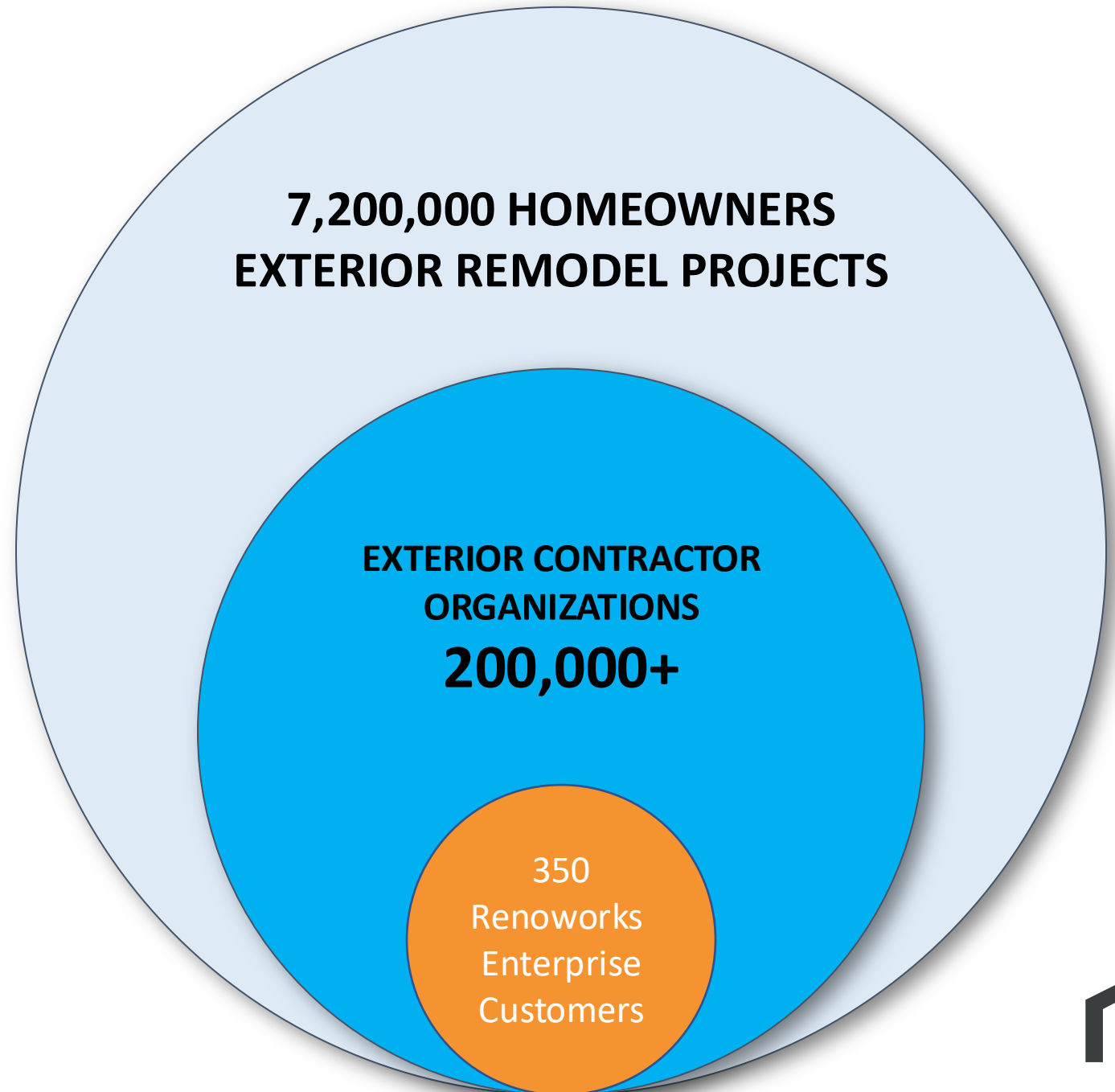
INCREASED ARR WITH NEW SOLUTIONS TO EXISTING ENTERPRISE CUSTOMERS

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A N A L Y T I C S

- AI Lead Generation
- Data Science Dashboard
- Predictive Lead Score

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A N A L Y T I C S

**$3,000,000 - $4,000,000
ARR/year
Target: 2026**

**ARR
~$2,000,000/year**

**350
Renoworks Enterprise Customers**

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- Visualization
- Engagement
- Design

EXISTING SOLUTION   **NEW SOLUTIONS**

INCREASED ARR WITH NEW SOLUTIONS TO CONTRACTORS

THE NEW
renoworks
PRO

$7,200,000 - $9,000,000 ARR/year
Target: 2027

FASTTRACK LEADS

- Contractor SAAS Lead Generation Platform
- Selling Tool
- Receive Leads from Manufacturers
- Unlock Lead Insight
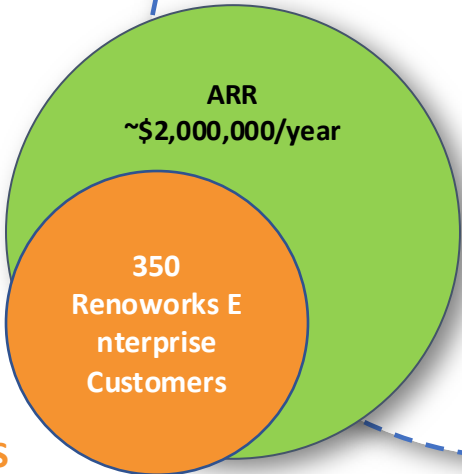- Embed RW Technology on Partner Platforms

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ANALYTICS

- GATED AI Design
- Data Science Dashboard
- Predictive Lead Score

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ANALYTICS

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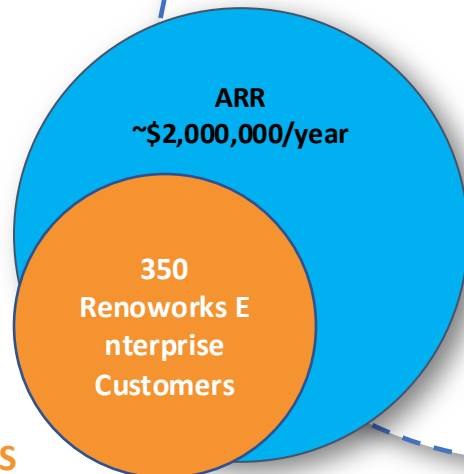
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- Visualization
- Engagement
- Design

EXISTING SOLUTION

NEW SOLUTIONS

Partner Channels to Access Contractors

- There are many technology companies also serving the contractor space that want access to Renoworks Technology.

- The technology companies provide other pieces of core value chain functionality – measurements, estimating and proposals.

- Big Box Retailers and Lead Aggregators are interested in RW end to end solution – providing project ready leads for contractors.

LEAD AGGREGATORS

BUILDING PRODUCT MANUFACTURERS
Access to 200,000+ Contractors

BUILDING PRODUCTS DISTRIBUTORS -
Access to 200,000+ Contractors

BIG BOX RETAILERS -
100,000+ Contractors

TECHNOLOGY PARTNERS -
100,000+ Contractors
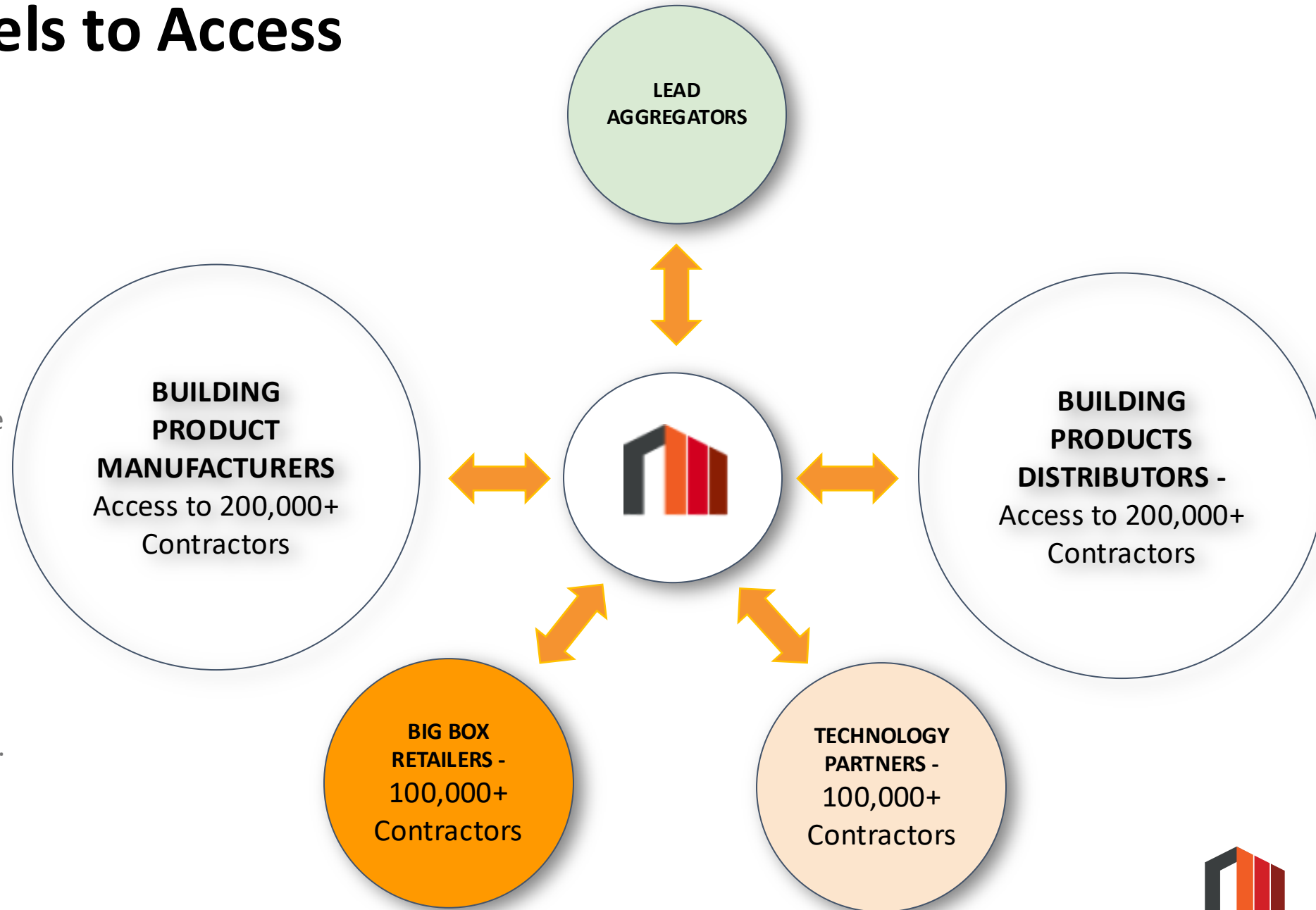
Current Partners as of April 30

Lead Aggregation	Marketing Agencies	Lead Generation	CRMs
Angi	SOCIUS / fatcat STRATEGIES	ROOFLE TECHNOLOGIES	MarketSharp

Sales Coaching	Sales Enablement	Measurements	Quoting
CCN certified contractors network / LEVEL 10 CONTRACTOR / DAVE YOHO ASSOCIATES / Contractor CoachPRO / BREAKTHROUGH ACADEMY	Ingage / PROJECTMAPIT / Hatch	eagleview	Bolster By CostCertified

FY 2023 and Q2 2024

Accelerating revenue growth profile

- strong and growing recurring revenue

- broad-based growth across all business segments

- Strong underlying margin profile built to scale

Solid balance sheet with net cash position

- Invested to grow platform for integration with partners, and sales and marketing

- Focus on increasing recurring revenue will lead to future profitability (FY 2024)

Q1 2024 results:

- Revenue $1,835,791 up 7% over Q2 2023.

- Margin 75% vs 73%.

- Deferred Revenue $2,434,076

*Excluding deferred revenue, a significant non-cash item included in working capital, the Company's working capital at June 30, 2024 is positive $1,831,156.

	FY 2022	FY 2023	Y/Y
Revenue	$5,941,830	$6,292,601	+6%
Gross Margin	64%	70%	+600bps
Deferred Revenue	$1,413,786	$1,633,394	+16%
Working Capital*	$1,459,074	$1,264,069	-13%

Strong Position to Accelerate Growth

1. Contractor Networks
   - **FOCUS – leverage Renoworks channel reach to sell our Renoworks PRO Solution to Contractors.**

2. Monetization of Data Offerings with Existing Enterprise Customers
   - **FOCUS – increasing ARR**

3. Leverage New and Existing Partnerships
   - **FOCUS – integrate RW technology on other partner platforms and to bring complimentary solutions to the market.**

4. New Sales Acquisitions
   - **FOCUS – we continue to add more Enterprise Customers to our ecosystem.**

FOR MORE INFORMATION

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