



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

# Renoworks.com

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

*Investor Presentation – September 2024*

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# Forward-Looking Information

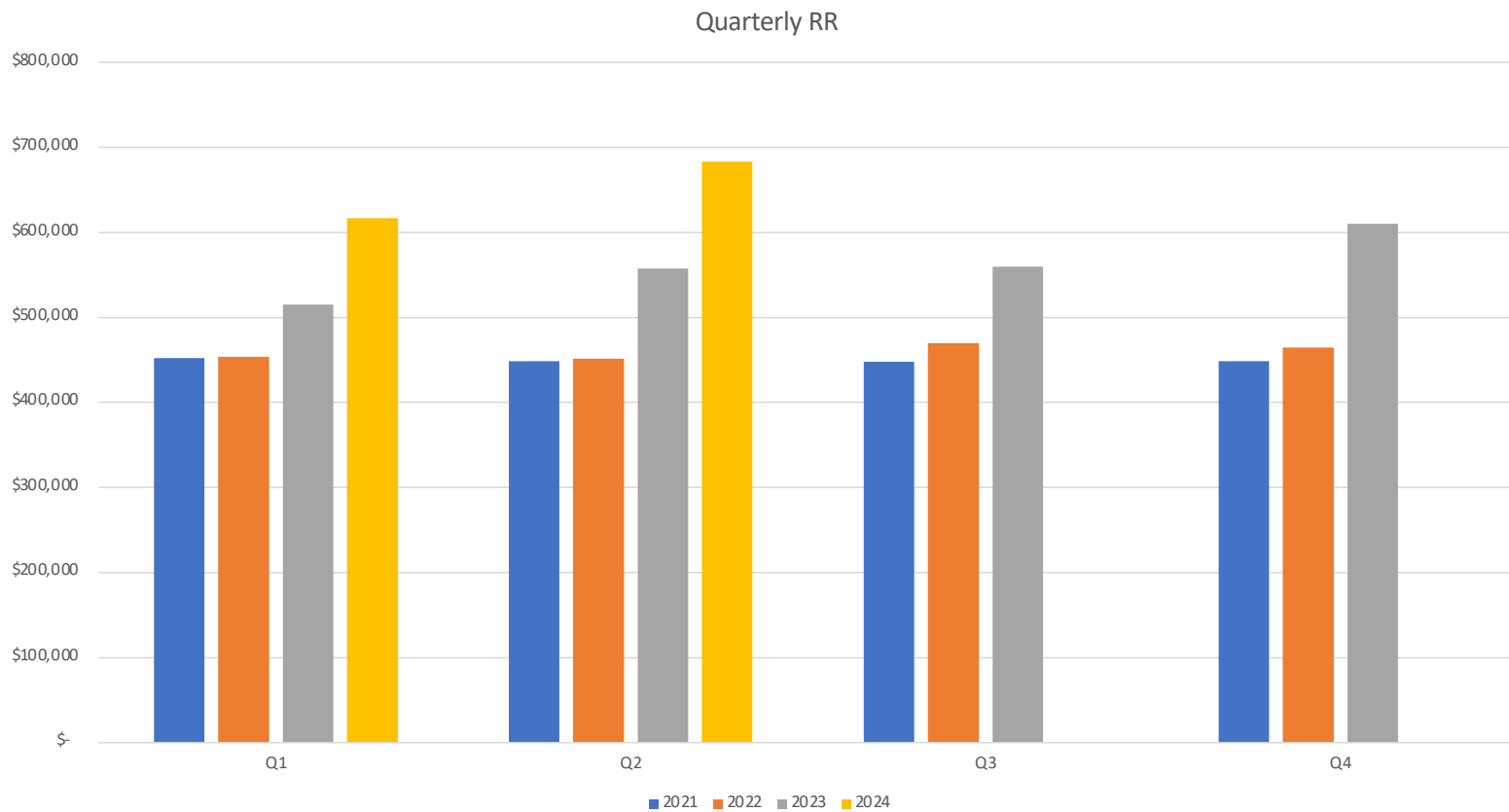
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GROWTH IN ARR

# Growing Quarterly Recurring Revenue

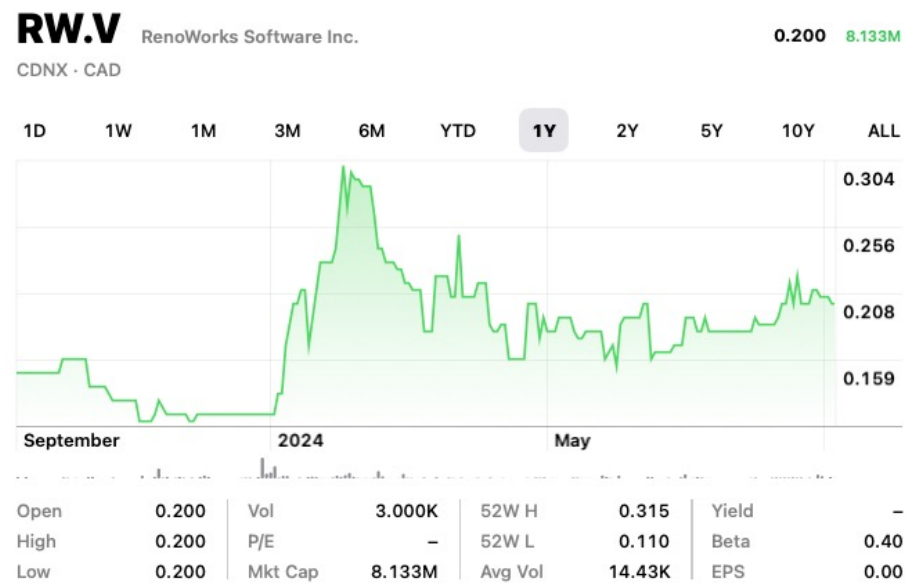


## FINANCIALS OVERVIEW

# 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 (April 1, 2024):	\$8.133M
Year High/Low:	\$0.315/\$0.11
Cash Balance (December 31, 2023):	\$814,964
Margins (Avg.):	+75%
Year End:	December 31

TSX.V:RW



## THE OPPORTUNITY

# 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



INDUSTRY PROBLEMS:

**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.**

SOLUTION: THE RENOWORKS PLATFORM

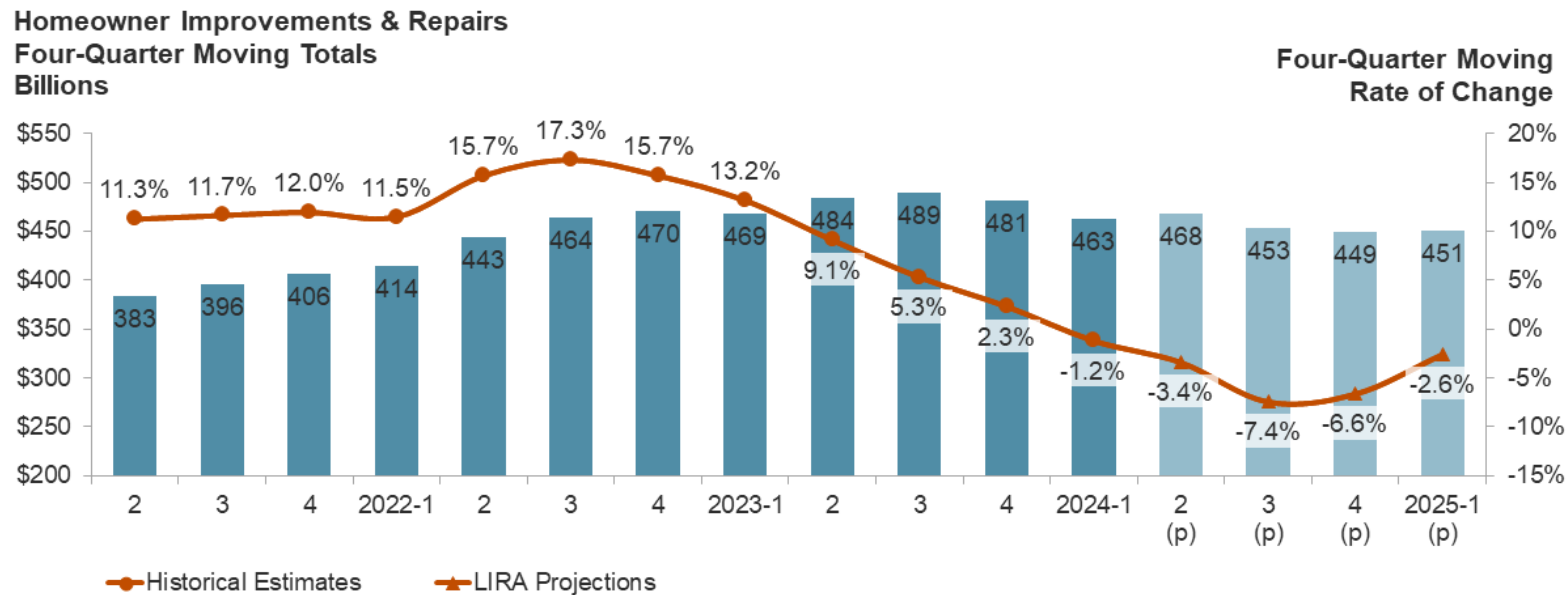
**We enable material manufacturers & their contractors to provide instant design solutions to homeowners before a project starts.**

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

Home Remodeling Market Still Strong and up over historical Averages

# Over US\$450 Billion industry

## Leading Indicator of Remodeling Activity – First Quarter 2024



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.





RESULTS: UNPRECEDENTED MARKET REACH

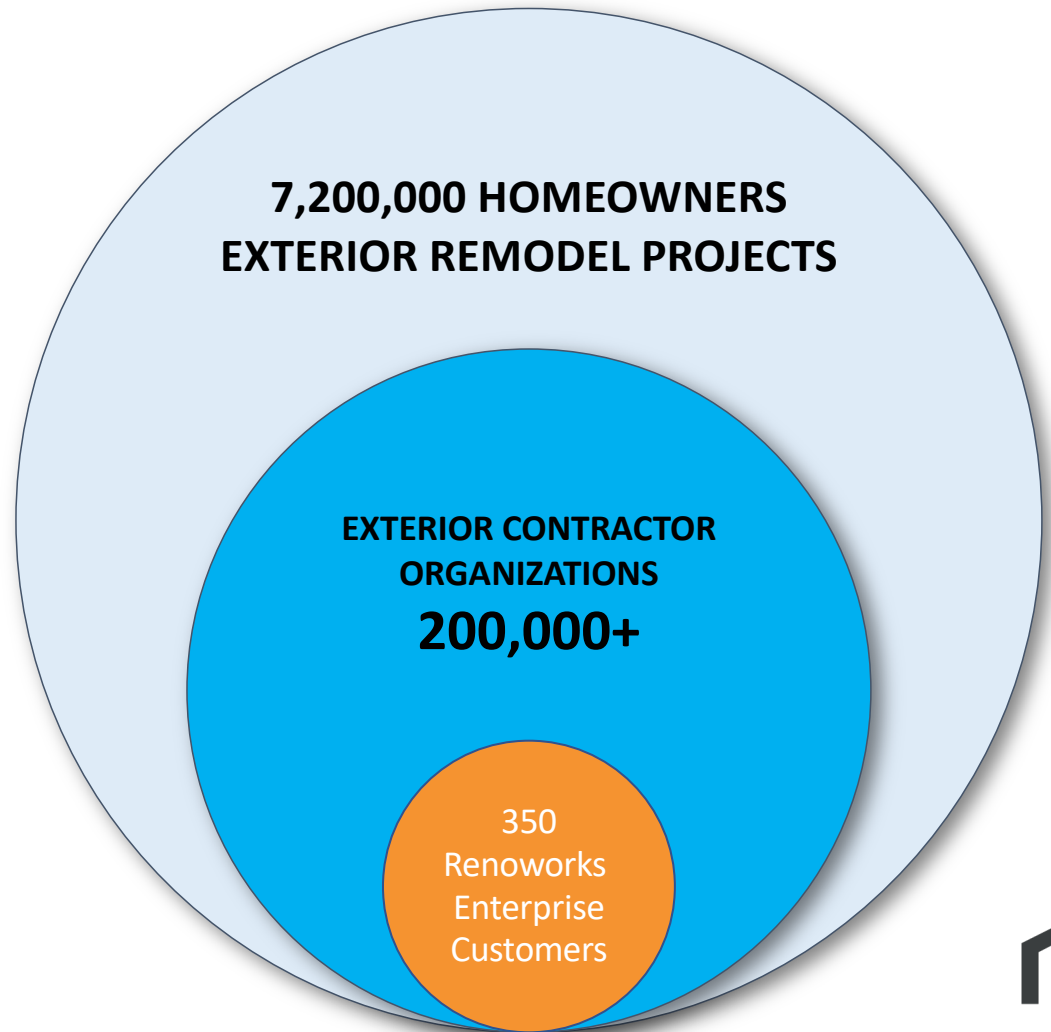
# A Solid Base Business to Grow ARR

## 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.



# INCREASED ARR WITH NEW SOLUTIONS TO EXISTING ENTERPRISE CUSTOMERS



## renoworks ANALYTICS

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

## renoworks ANALYTICS

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

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

**350  
Renoworks  
Enterprise  
Customers**



- Visualization
- Engagement
- Design

EXISTING SOLUTION

NEW SOLUTIONS



## INCREASED ARR WITH NEW SOLUTIONS TO CONTRACTORS

### FASTTRACK LEADS

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

### renoworks ANALYTICS

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



- Visualization
- Engagement
- Design

EXISTING SOLUTION

NEW SOLUTIONS



### renoworks ANALYTICS

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

### THE NEW renoworks PRO

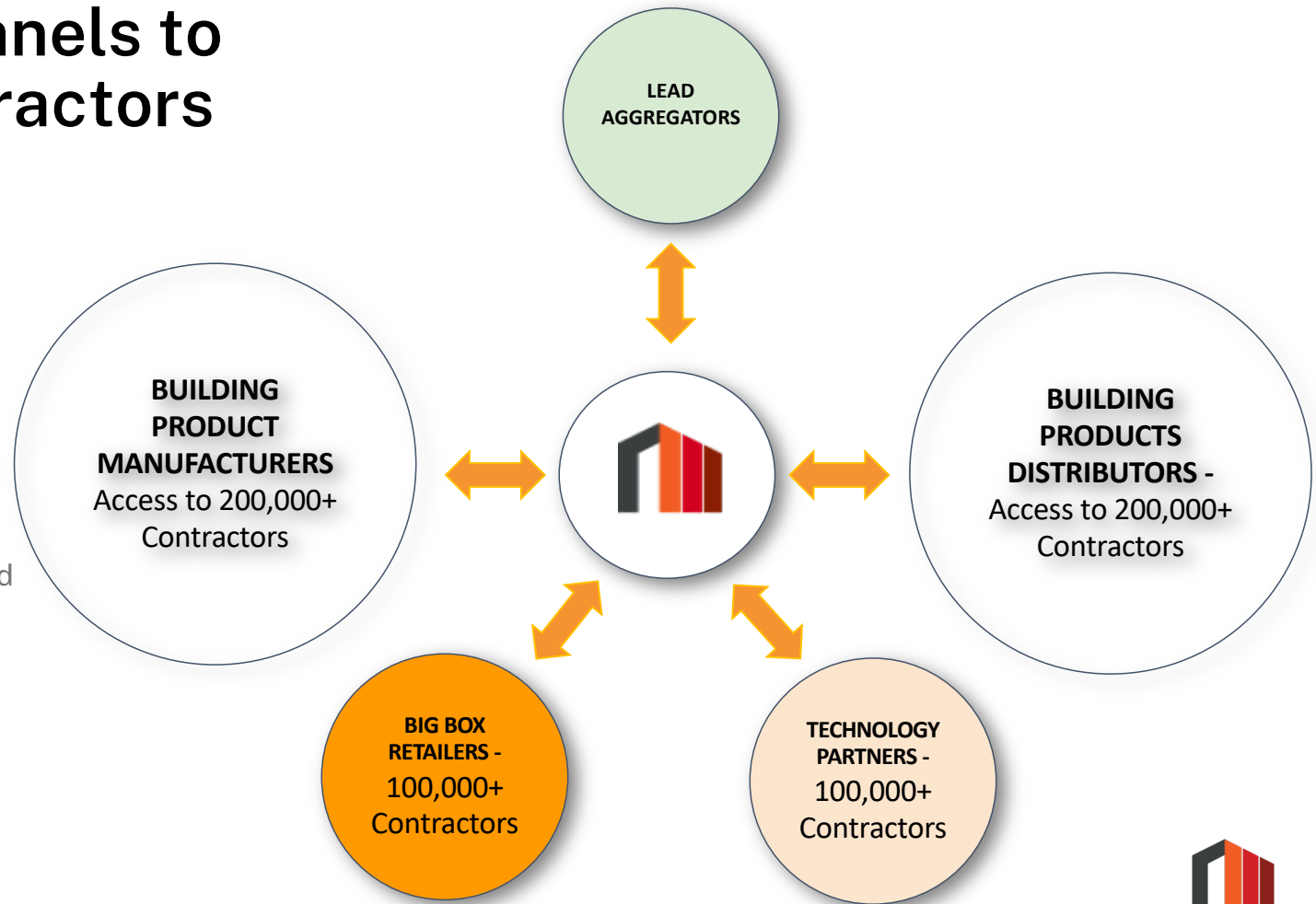
\$7,200,000 - \$9,000,000  
ARR/year  
Target: 2027



## A KEY GROWTH AREA

# 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.



TECHNOLOGY AND INDUSTRY PARTNERS

# Current Partners as of April 30

Lead Aggregation



Marketing Agencies



Lead Generation



CRMs



Sales Coaching



Sales Enablement



Measurements



Quoting



## FINANCIALS OVERVIEW

## 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
<b>Revenue</b>	\$5,941,830	\$6,292,601	+6%
<b>Gross Margin</b>	64%	70%	+600bps
<b>Deferred Revenue</b>	\$1,413,786	\$1,633,394	+16%
<b>Working Capital*</b>	\$1,459,074	\$1,264,069	-13%



## OUR PATH TO ONGOING SUCCESS

# 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

# Contact Us

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A STRONG BASE TO BUILD A GROWTH BUSINESS

# Solid Base Business

1. Renoworks has established a MOAT with industry partnerships – many barriers to entry
2. Established AI Technology developed over many year
3. Significant Data Science and Analytics investment that is beginning to show dividends
4. New Manufacturers continue to enable their product on the Renoworks platform
5. Niche opportunities with Interior Manufacturers



GROWING ARR

# Achieving Growth - Go to market Strategy for Renoworks PRO

1. Measurement Providers
2. Technology and Other Industry Partnerships
3. Manufacturer and Distributor Partnership
4. Direct to Contractor
5. Interior Niche Categories

