

ABSOLUTE SOFTWARE

Company Overview

Enabling a resilient work from anywhere era in a Zero Trust world



November 9, 2021

ABSOLUTE[®]

Disclaimers

Forward-Looking Statements

This presentation contains certain forward-looking statements and forward-looking information, as defined under applicable securities laws, including, without limitation, the U.S. Private Securities Litigation Reform Act of 1995 (collectively, “forward-looking statements”) which relate to future events or Absolute’s future business, operations, and financial performance and condition. Forward-looking statements normally contain words like “will”, “intend”, “anticipate”, “could”, “should”, “may”, “might”, “expect”, “estimate”, “forecast”, “plan”, “potential”, “project”, “assume”, “contemplate”, “believe”, “shall”, “scheduled”, and similar terms and, within this presentation, include, without limitation, any financial outlook/guidance, industry size and addressable market projections, and any statements (express or implied) respecting: Absolute’s future plans, strategies, and objectives, including plans, strategies, and objectives arising out of the NetMotion acquisition; projected revenues, expenses, margins, and profitability; anticipated strategic, operational, and financial benefits of the NetMotion acquisition; future trends, opportunities, challenges, and growth in Absolute’s industry; the impacts of the COVID-19 pandemic on Absolute’s business, operations, prospects, and financial results; Absolute’s ability to grow revenue by selling to new customers and increasing subscriptions with existing customers; Absolute’s ability to renew customers’ subscriptions; Absolute’s ability to maintain and enhance its competitive advantages within its industry and in certain markets; Absolute’s ability to remain compatible with existing and new operating systems; the maintenance and development of Absolute’s PC OEM and other partner networks; existing and new product functionality and suitability; Absolute’s product and research and development strategies and plans; increases to brand awareness and market penetration; foreign operations and growth; and other aspects of Absolute’s operations or operating results. Forward-looking statements are provided for the purpose of presenting information about management’s current expectations and plans relating to the future and allowing investors and others to get a better understanding of our anticipated financial position, results of operations, and operating environment. Readers are cautioned that such information may not be appropriate for other purposes. Forward-looking statements are not guarantees of future performance, actions, or developments and are based on expectations, assumptions, and other factors that management currently believes are relevant, reasonable, and appropriate in the circumstances, including, without limitation: assumptions regarding Absolute’s business, products, financial position, and industry; assumptions regarding the NetMotion acquisition; assumptions regarding Absolute’s ability to successfully manage the impacts of capital markets, economic, and political volatility on its business, operations, and financial results; and those assumptions referred to in Absolute’s most recent Management’s Discussion and Analysis (the “MD&A”) which is available at www.absolute.com, under Absolute’s SEDAR profile at www.sedar.com, and on EDGAR at www.sec.gov. Although management believes that the forward-looking statements herein are reasonable, actual results could be substantially different due to the risks and uncertainties associated with and inherent to Absolute’s business, as more particularly referred to in the MD&A. Additional material risks and uncertainties applicable to the forward-looking statements herein include, without limitation: risks related to the integration of NetMotion and that the anticipated strategic, operational, and financial benefits of the NetMotion acquisition may not materialize; and unforeseen events, developments, or factors causing any of the aforesaid expectations, assumptions, and other factors ultimately being inaccurate or irrelevant. Many of these factors are beyond the control of Absolute. All forward-looking statements included in this presentation are expressly qualified in their entirety by these cautionary statements. The forward-looking statements contained in this presentation are made as at the date hereof and Absolute undertakes no obligation to update publicly or to revise any of the included forward-looking statements, whether as a result of new information, future events, or otherwise, except as may be required by applicable securities laws.

Absolute’s fiscal year ends on June 30 of each year. All dollar figures herein are stated in U.S. dollars unless otherwise indicated.

Disclaimers

Non-IFRS/GAAP Measures

Management uses certain non-standard measures under International Financial Reporting Standards (“IFRS”) and U.S. generally accepted accounting principles (“US GAAP”) that it believes are meaningful in the assessment of Absolute’s, NetMotion’s and the proposed combined company’s performance. Management believes that analyzing operating results exclusive of the significant non-cash items noted above provides a useful measure of Absolute’s performance. As the majority of our customer contracts are sold under prepaid multi-year term licenses, there is a significant lag between the timing of the invoice and the associated revenue recognition. As a result, we focus on the aggregate annual recurring revenue (“ARR”) of our subscriptions under contract and generating revenue as an indicator of our future recurring revenues. “Total ARR” measures the amount of annual recurring revenue we will receive from our commercial customers under contract at a point in time, and therefore is an indicator of our future revenue streams. The term “Adjusted EBITDA” refers to earnings before deducting interest income or expense, income taxes, amortization of intangible assets and property and equipment, foreign exchange gains or losses, share-based compensation, reorganization charges, and post-retirement benefits. Please refer to the appendix to this presentation for a reconciliation of Adjusted EBITDA to IFRS net income after taxes. Please also refer to the section entitled “Non-IFRS Measures and Key Metrics” of Absolute’s latest MD&A. ARR, Total ARR, and Adjusted EBITDA are key operating metrics that do not have standardized meanings prescribed by IFRS or US GAAP, as applicable, and may not necessarily be comparable to similar measures provided by other companies.

NetMotion Financial Metrics

This presentation includes certain as-if combined performance measures, such as ARR and adjusted revenue growth, which reflect the performance of NetMotion. Because Absolute may not calculate such historical measures in the same way as NetMotion, we have applied certain assumptions to such combined measures, and the future results of the combined company may not be a comparable result. The as-if combined financial data in this presentation has not been audited or reviewed by any independent auditor and remains subject to change. Additionally, the combined financial data in this presentation has not been prepared in accordance with the rules and regulations of the U.S. Securities and Exchange Commission, including Regulation S-X, or applicable laws in the United States. Further, NetMotion’s results have been prepared according to US GAAP and Absolute’s results are prepared according to IFRS. As a result, the combined financial data herein reflects certain assumptions that may affect the comparability of such data to NetMotion’s standalone financial statements. As such, the combined financial data is used for illustrative purposes only, and is not a forecast, and may not reflect the actual results of the combined company. Forward looking estimates and statements are subject to any potential closing adjustments for the transaction and do not include any adjustments for US GAAP to IFRS or for any purchase accounting adjustments associated with the transaction.

Industry Data

Information contained in this presentation concerning the industry and the markets in which Absolute and/or NetMotion operate, including Absolute’s perceived trends, market position, market opportunity, market share, and competitive advantages within the markets in which it operates, is based on information from independent industry analysts and third-party sources (including industry publications, surveys, and forecasts), Absolute’s internal research, and management estimates. Management estimates are derived from publicly available information released by independent industry analysts and other third-party sources, as well as data from Absolute’s internal research, and are based on assumptions made by Absolute based on such data and its knowledge of its industry and markets, which management believes to be reasonable. Absolute’s internal research has not been verified by any independent source and Absolute has not independently verified any third-party information. While Absolute believes the market opportunity and market share information included in this presentation is generally reliable, such information is inherently imprecise.

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Absolute Software | A Leader in Self-Healing Zero Trust Solutions



~16k customers across 50 countries

~13m active endpoints

Embedded in 500m+ endpoints

9 offices across 4 countries

>700 employees

>160 global patents

Dual-Listed:



Total ARR



NOTE: Total ARR is a key metric. Please refer to the "Use of non-IFRS measures and key metrics" section of Absolute's latest MD&A for further discussion of this key metric.

(1) Year over year growth for ARR metric for Q1 F22 is calculated on an as-if combined basis compared to Q1 F21. Q1 F2021 ARR on an as-if combined basis combines the historical ARR of Absolute Software and NetMotion at September 30, 2020, as if the acquisition of NetMotion occurred on July 1, 2020.

Today's Security is Not Secure...

\$155B

Expected spending on
IT security and
risk management in 2021¹

49%

of organizations
are still breached²

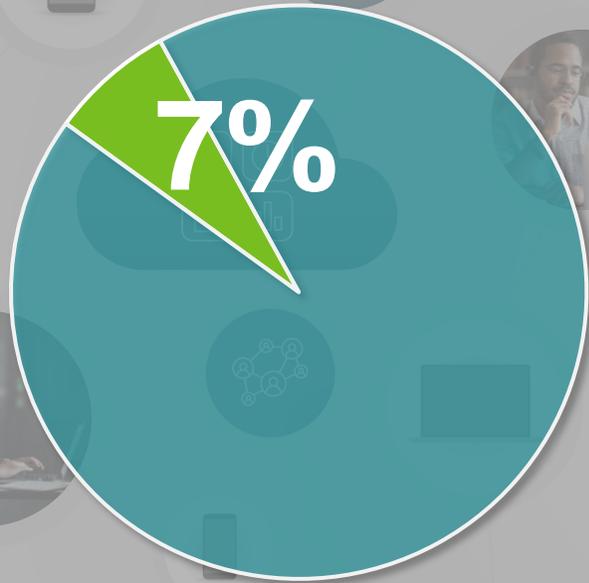
And worse, they're breached on average five times²

¹ Gartner, *Forecast: Information Security and Risk Management, Worldwide, 2019 - 2025, 3Q21 Update*

² Thales. *2020 Thales Data Treat Report*

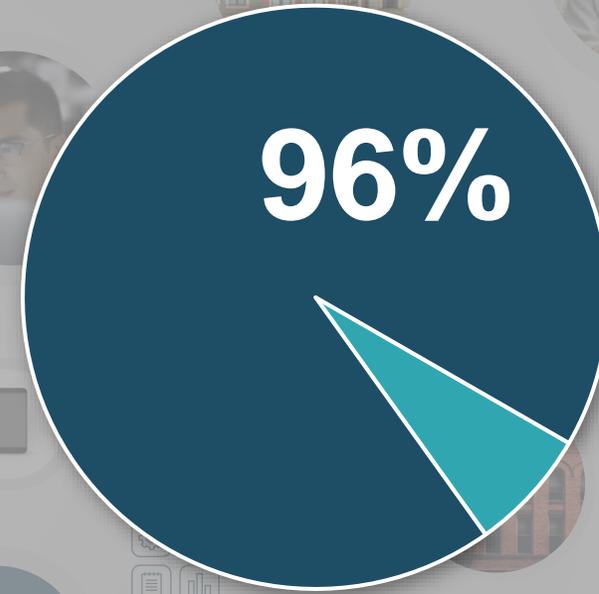
Overnight the Way We Worked Dramatically Changed...forever.

PRIOR TO 2020



Only 7% of employees worked from home most of the time⁽¹⁾

AFTER 2020



96% of companies are willing to offer employees a flexible work schedule⁽²⁾

Sources:

(1) Pew Research: How the Coronavirus Outbreak Has – and Hasn't – Changed the Way Americans Work, December 2020

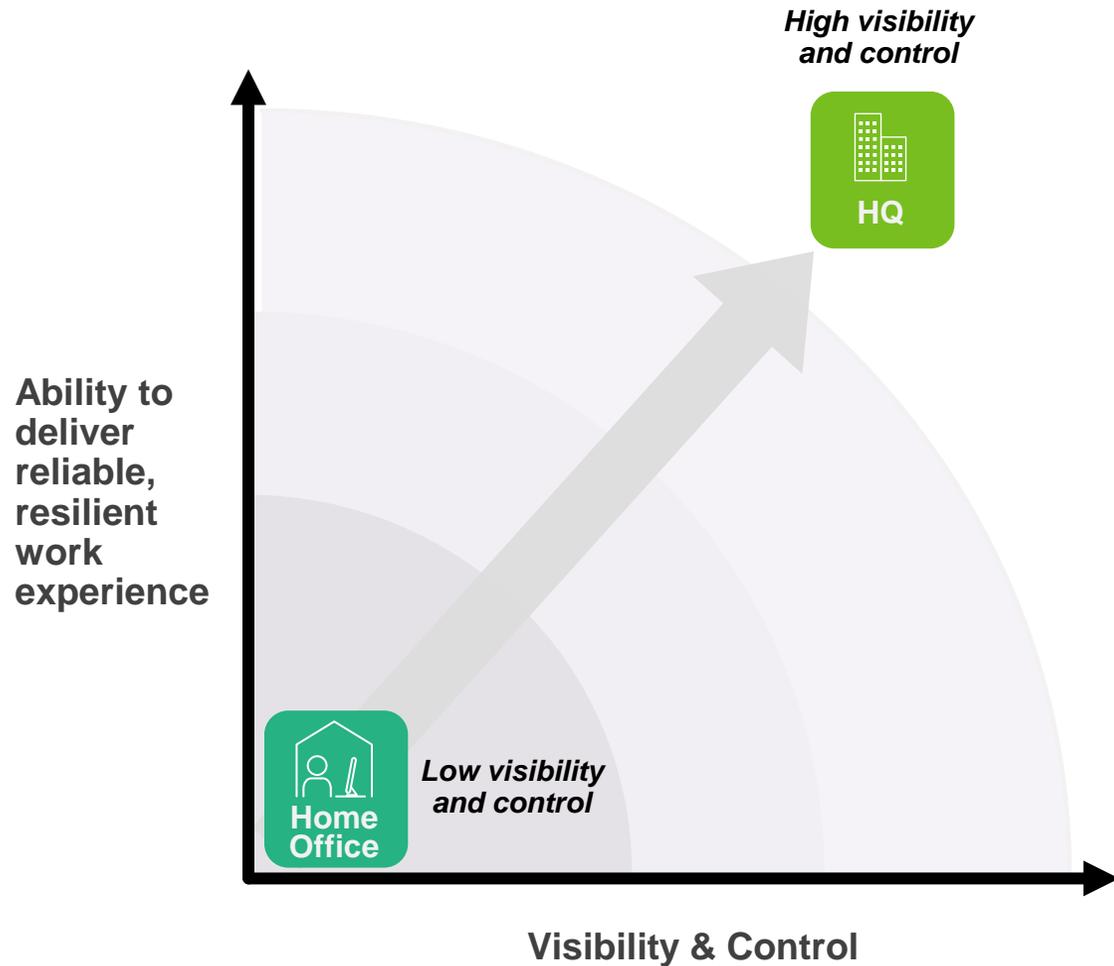
(2) WeWork: Study: Nearly Two-Thirds of Employees are Willing to Pay for Access to Office Space to Support Hybrid Work, April 2021

...Creating Significantly More Complexity



The Ultimate Dilemma: Visibility and Control

Leading to increased disruptions, risks, and costs.



2 hours per week of productive time is currently lost per employee due to interruptions.¹

Get those productive hours back with Absolute.

60% IT issues that hinder remote worker productivity are device-related.²

Reduce those IT issues with Absolute.

\$25 million is the average cost of mobile technology interruptions at the average 10,000-person company.³

Minimize those costs with Absolute.

\$3.86 million was the average cost of a corporate data breach in 2020.⁴

Don't risk your organization's hard-earned dollars. Protect your endpoints, applications, and data with Absolute.

¹ Robert Half Technology, *Wasted Workday: Employees Lose Over Two Weeks Each Year Due to IT-Related Issues*

² Vanson Bourne, *The New Digital Workplace: Employee Experiences with Universal Remote Working Since COVID, 2020*

³ Vanson Bourne, *The Experience 2020 Report: Digital Employee Experience Today, 2020*

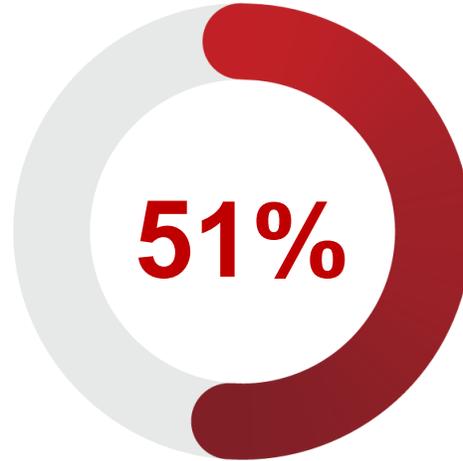
⁴ IBM, *Cost of a Data Breach Report, 2020*

Your Achilles Heel: The Endpoint and Network Access

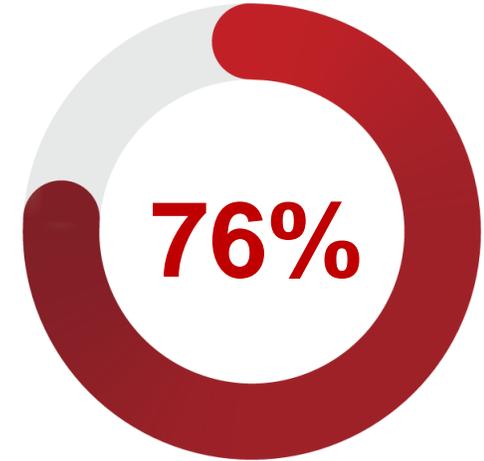
68 percent of organizations suffered a successful endpoint attack within the last 12 months¹.



of devices had unhealthy security controls²

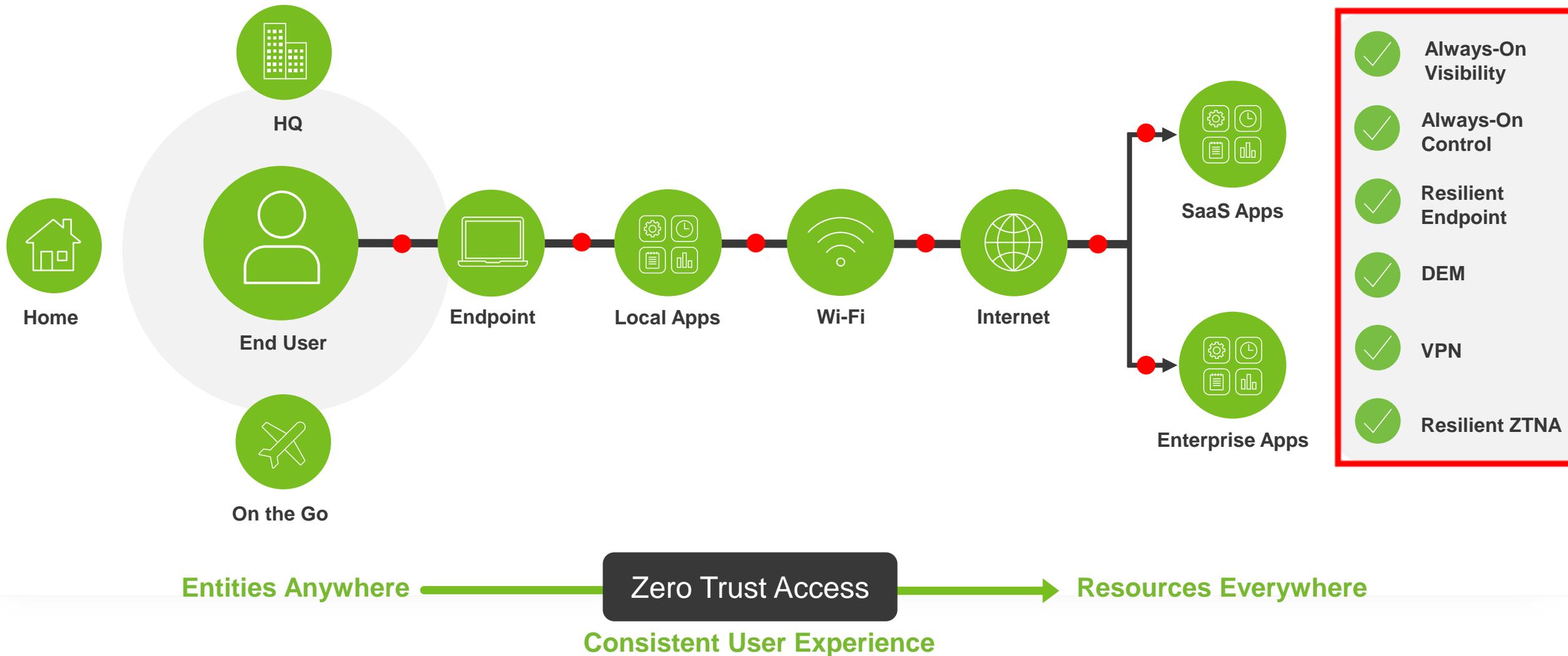


of organizations have seen evidence of compromised endpoints being used to access company data³



of organizations expect to increase the amount of remote access over the next 2 years⁴

Adapting to the Work from Anywhere Environment Requires a New Resilient, Zero Trust Approach

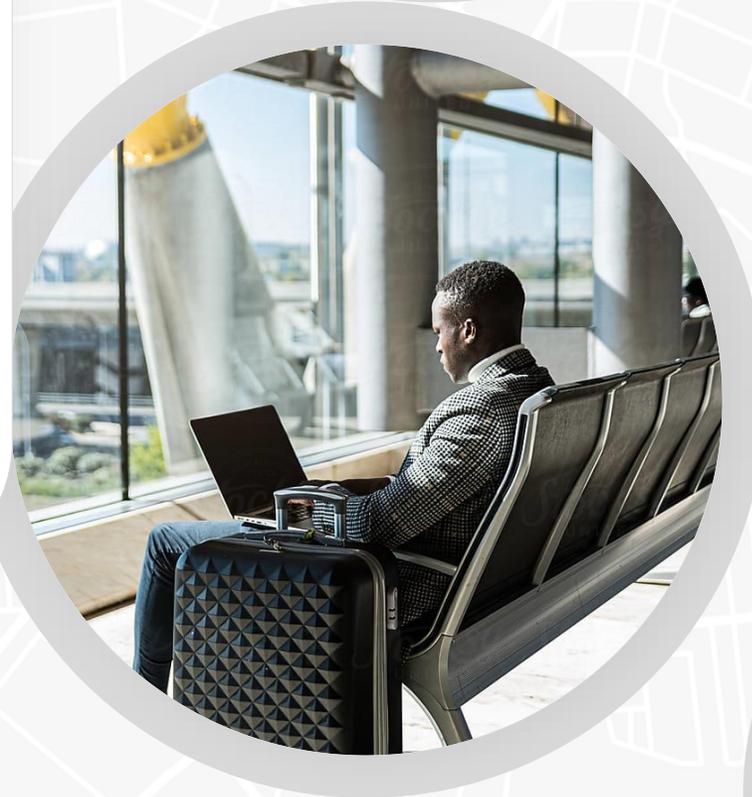


Our Unique Differentiator...



Mission

To enable a reliable, resilient work from anywhere experience by ensuring maximum security and uncompromised productivity while enforcing self-healing Zero Trust principles.



Enabling Reliable and Resilient Work from Anywhere

Address your risk across endpoints, applications, and networks.



Common Challenges Facing Every Customer

ACHIEVE OPERATIONAL EFFICIENCY/PRODUCTIVITY

- Downtime/disruption of service
- Low visibility into failures
- Application connectivity issues
- Poor adoption of tools
- Overlapping tools

MITIGATE RISK AND COMPLIANCE

- Proving regulatory compliance
- Endpoint application decay
- Low endpoint visibility & control
- Overlapping capabilities
- Security incidents (e.g., ransomware)

ENABLE THE BUSINESS

- Frustrated end users
- Inefficiencies in process
- Shadow IT
- Lack of visibility into systems
- Poor application performance

How Absolute Enables Customers with Capabilities They Need to Support Today's Work From Anywhere

ACHIEVE OPERATIONAL EFFICIENCY/PRODUCTIVITY

FORTUNE 100
AIRLINE



Problem

Lack of visibility into network performance throughout tarmac/airports coupled with experiencing unacceptable time to identify and resolve failures and outages.

Solution

Absolute NetComplete turned all devices into real-time network sensors to collect, visualize, and analyze data for operational intelligence.

Result

Able to provide proof as to whether the network was a contributing factor to any flight delays, which allowed them to efficiently remediate issues to reduce flight delays, which often result in fines.

MITIGATE RISK AND COMPLIANCE

LARGE
AMERICAN
RETAILER



Problem

Without application persistence, a ransomware attack deleted anti-malware (Cisco AMP) across the environment.

Solution

Absolute Assist helped restore the OS on the impacted devices. Afterwards, Absolute Resilience will self-heal newly deployed EDR solutions (SentinelOne) through Application Persistence.

Result

Able to begin recovery efforts much faster and has confidence that critical security controls will always remain installed and healthy, future-proofing them against attacks.

ENABLE THE BUSINESS

SERVICE
FIRM
ASPLUNDH



Problem

Employee turnover resulted in high-effort device reclamation process; lack of visibility to assets off network leading to device loss/theft and/or non-compliance.

Solution

Deployed Absolute Resilience on devices.

Result

Customer has visibility into the location of devices as well as whether the devices are up to date and compliant; self-healing endpoint security; peace of mind; increased efficiency.

We Deliver a Differentiated Set of Capabilities for the Anywhere Workforce

Endpoint Telemetry	Endpoint Control	Endpoint Hardening
<ul style="list-style-type: none"> • Always-on visibility • View hardware inventory • View software inventory • View anti-virus/encryption status • Locate and map your entire device fleet 	<ul style="list-style-type: none"> • Geofencing and alerts • File delete and data wipe (NIST-compliance) • Lock devices on demand when at-risk • Enable remote firmware protection 	<ul style="list-style-type: none"> • Endpoint data discovery • Harden and autonomously heal applications • Take remedial action across devices via library of customized scripts • Investigate and locate lost or stolen devices
<p>ENDPOINT RESILIENCE</p>		

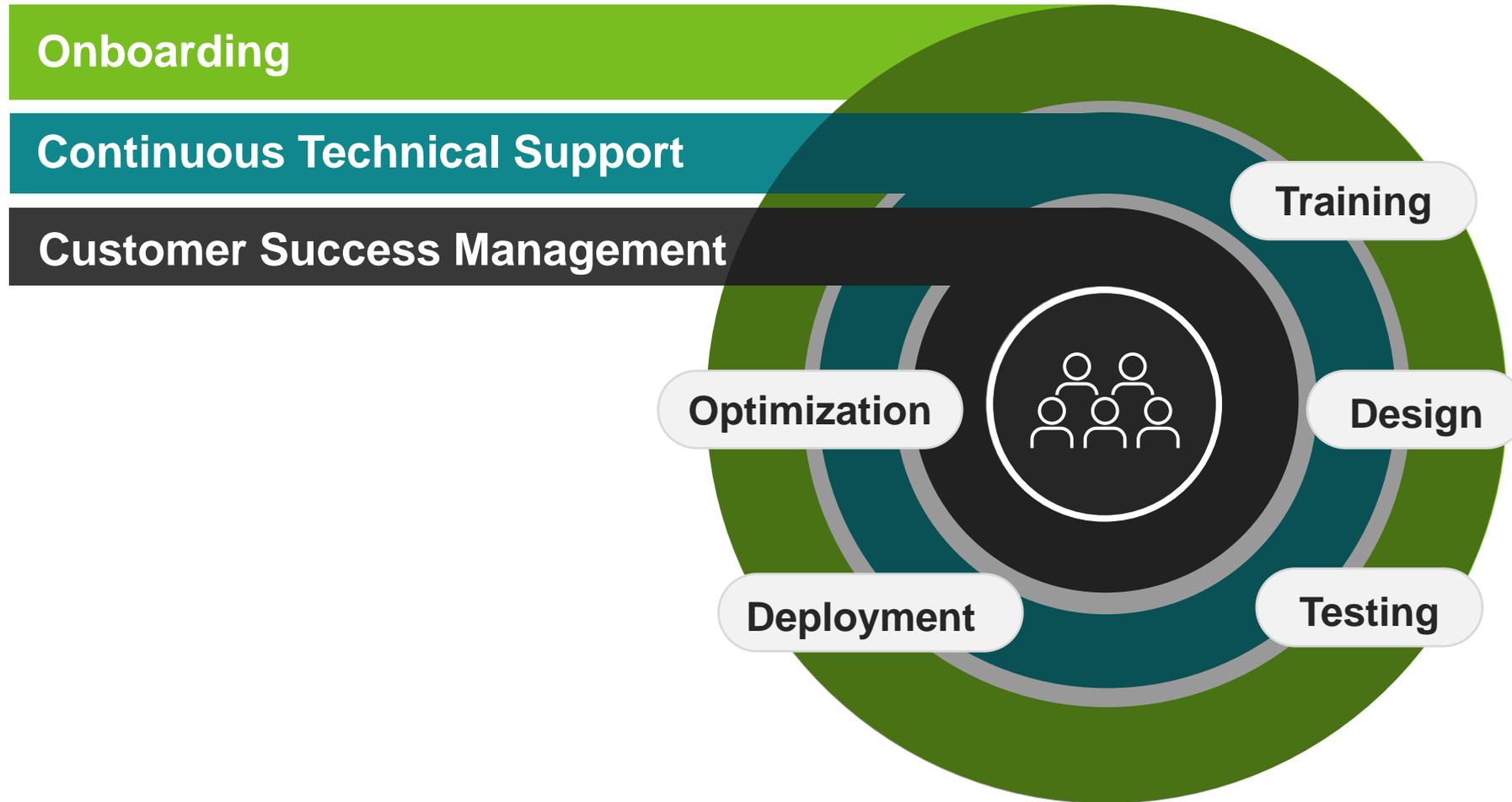


Enterprise Virtual Private Network	Software Defined Perimeter	Digital Experience Monitoring
<ul style="list-style-type: none"> • Actively improve the employee experience • Unbreakable connectivity, using tunnel and session persistence • Video and audio optimizations • Powerful policy and prioritization engine 	<ul style="list-style-type: none"> • Full visibility outside the corporate perimeter • Continuous risk assessments, using multiple data points to power access policies • Restrict access to enterprise resources, no matter where they're hosted 	<ul style="list-style-type: none"> • Diagnostics on device and network • Network performance analytics outside the corporate perimeter; from cellular to public Wi-Fi • Real-time geolocation dashboards • Threat categorization of domains visited by remote workers
<p>RESILIENT ZERO TRUST NETWORK ACCESS</p>		

ABSOLUTE *Offering Endpoint Resilience™ and secure, continuous network access*

Ensuring Customer Success

Not just innovative products. People, processes, and partners.



System Manufacturers



Lenovo



Carriers



VARs and Distribution



Don't Take our Word for It...



Average Overall Score
4.7 out of 5.0



“Integral part of meeting our compliance standards.”

IT Administration, Insurance Industry



“Great product for asset management and device security.”

IT Administration, Healthcare Industry



“NetMotion [by Absolute] – That rare product that just works. It’s reliable, even when the network isn’t.”

IT Consultancy, Legal Services Industry



Average Overall Score
4.6 out of 5.0



“Absolute: ABSOLUTELY the best at securing endpoints today!”

Infrastructure & Operations, Communications Industry



“A great product that enables IT departments to react to threats wherever the asset may be.”

Enterprise Architecture & Technology Innovation, Services Industry



“NetMotion Mobility [by Absolute] – A game changer for remote workers.”

Infrastructure & Operations, Services Industry

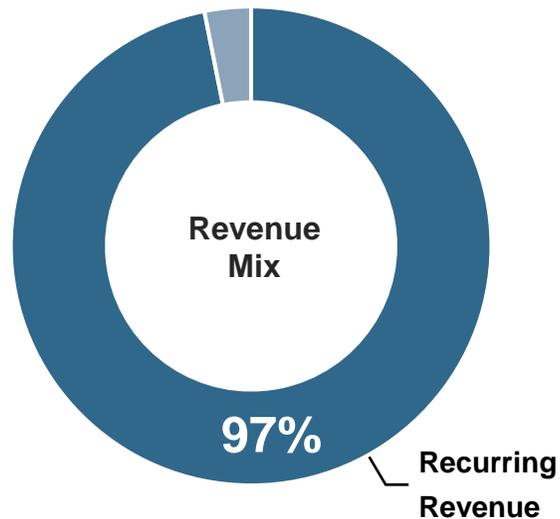


“Secure your networks with NetMotion [by Absolute] and never look back.”

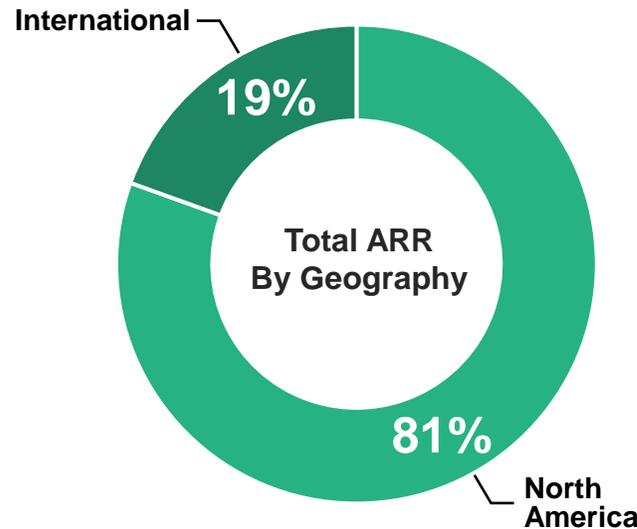
Infrastructure & Operations, Healthcare Industry

Financial Profile

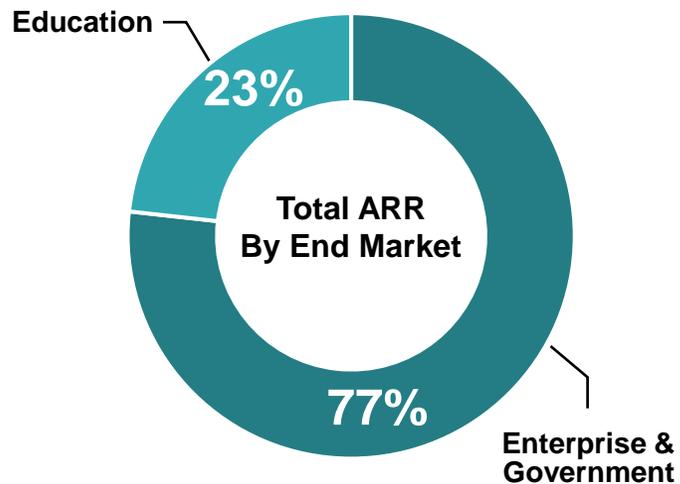
Absolute Software | Compelling Financial Profile



(as of Sep. 30, 2021)



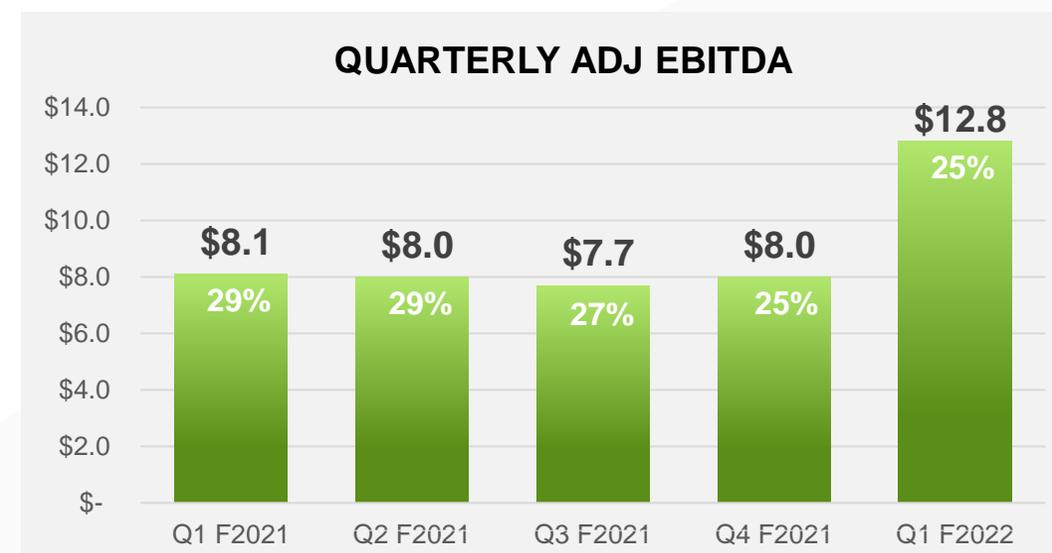
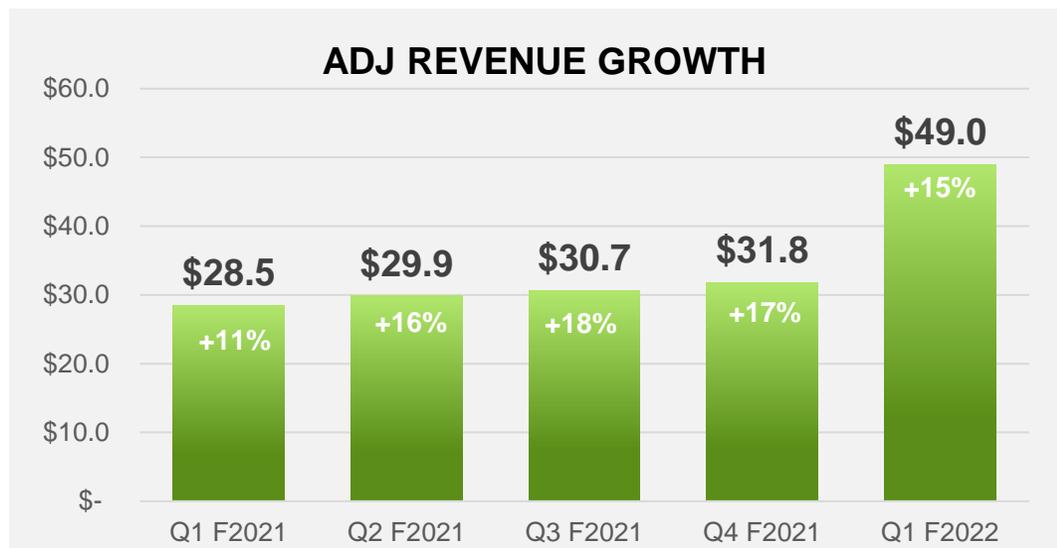
(as of Sep. 30, 2021)



(as of Sep. 30, 2021)

- ✓ Predictable revenue model
- ✓ Strong profitability
- ✓ Improving top-line growth
- ✓ Software gross margin profile
- ✓ Increasing customer spend

Financial Results | Growth Trajectory

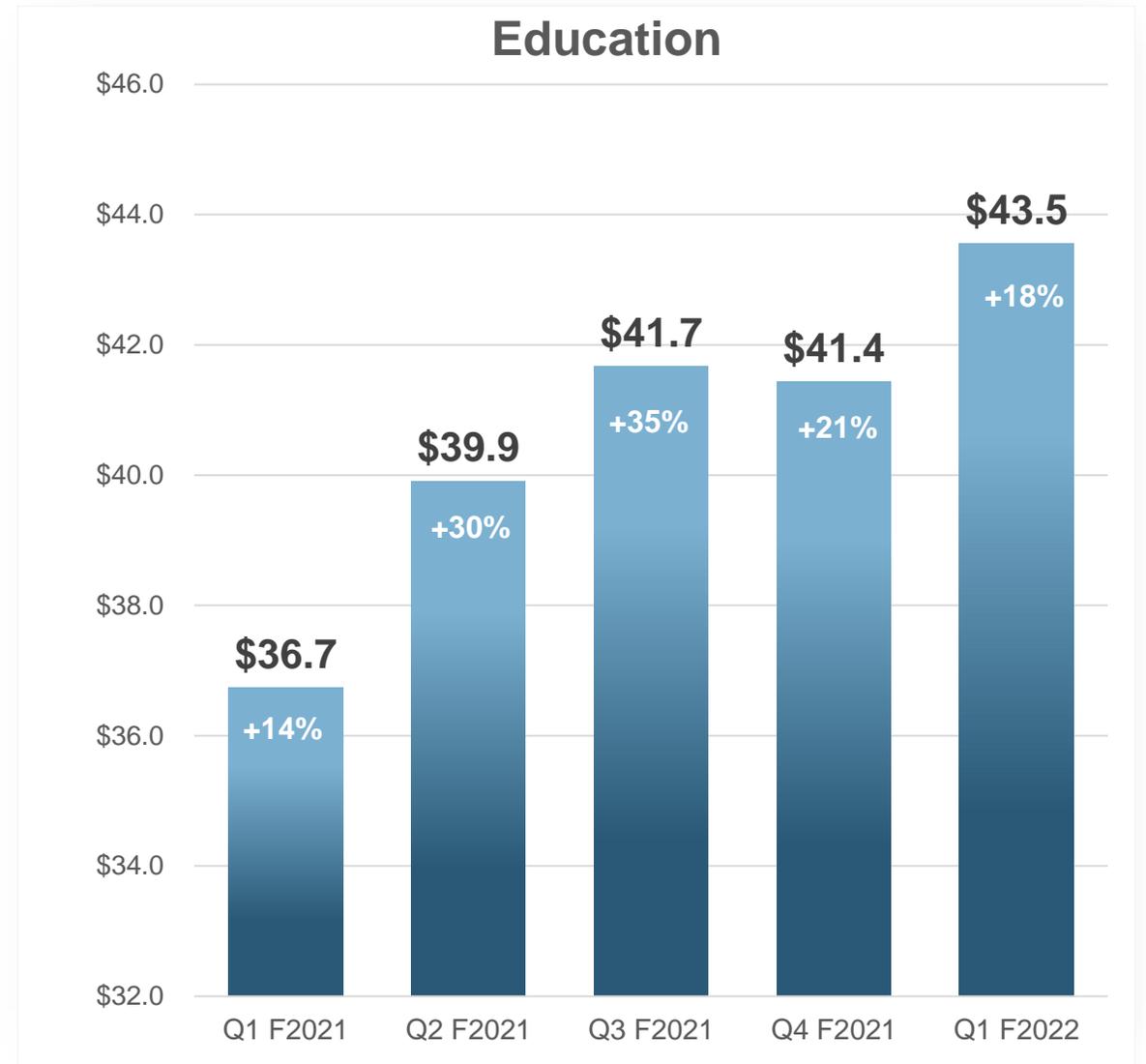
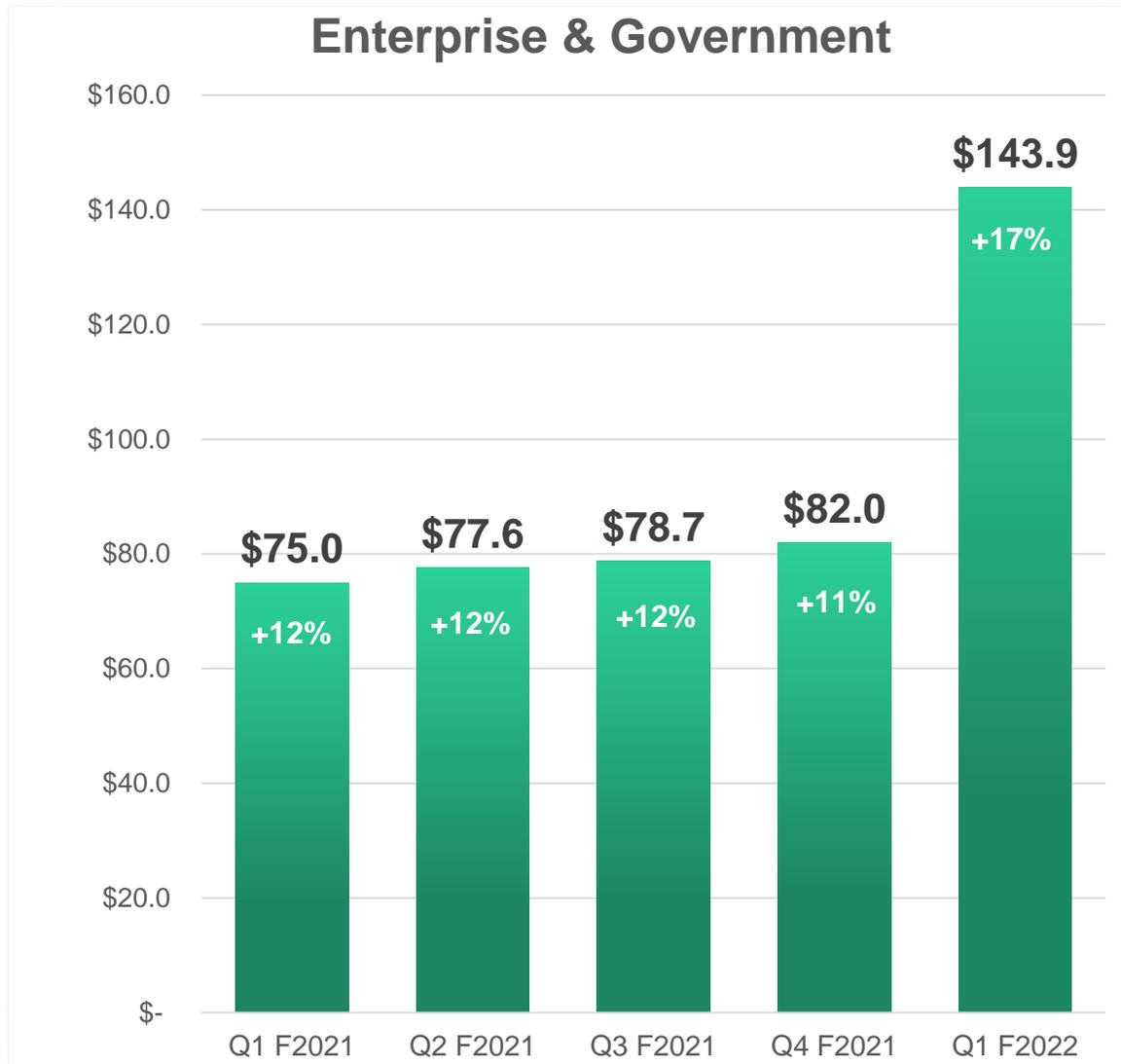


NOTE: Adjusted Revenue and Adjusted EBITDA are key Non-IFRS measures. ARR is a key Financial Metric. Please refer to the "Use of non-IFRS measures and key metrics" section of Absolute's latest MD&A for further discussion of these key metrics.

ARR and Adj Revenue growth is presented on an as-if combined basis without factoring in acquisition related adjustments, where applicable, when comparing current quarter results to Q1 F2021. Q1 F21 revenue on an as-if combined basis includes the combined revenue of Absolute and NetMotion for the three months ended September 30, 2021. Revenue attributable to Absolute is reported under IFRS and revenue attributable to NetMotion is reported under US GAAP.

* The Company adopted IFRS 16, "Leases", effective July 1, 2019 using the modified retrospective approach. Accordingly, financial information presented for 2019 has not been adjusted for the impact of the adoption of IFRS 16.

ARR | Continuing Growth & Expansion



NOTE: Total ARR is a key financial metric. Please refer to the "Use of non-IFRS measures and key metrics" section of Absolute's latest MD&A for further discussion of this key metric. Growth is presented on an as-if combined basis when comparing current quarter results to results in Q1 F2021. Q1 F2021 ARR on an as-if combined basis combines the historical ARR of Absolute Software and NetMotion at September 30, 2020, as if the acquisition of NetMotion occurred on July 1, 2020.

Absolute Software | Why We Win



• **Large Addressable & High Growth Market**

\$113B⁽¹⁾ market opportunity with well-identified drivers and strong business momentum, increasingly distributed workforce; direct access to attractive Zero Trust and SASE markets



• **Proven Leadership Team**



• **Product Offering Built for Work from Anywhere Era**

Accelerates customers' shift to work-from-anywhere through the industry's first self-healing Zero Trust platform, ensuring maximum security and uncompromised productivity



• **Strong Partner Ecosystem**

Broad network of key OEM manufacturers, carriers and resellers; growing ecosystem of resilient third-party applications



• **Attractive Financial Profile Rooted in Profitability**

Predictable SaaS revenue model, strong historical profitability, with scaled ARR and revenue platform, net revenue retention and cash generation



• **Multiple Platforms for Growth**

Channel & global expansion, cross-selling of scaled software platform, pipeline of new products; led by an experienced team with a proven ability to deliver on innovation

Thank You.

For more information:

✉ IR@absolute.com

Appendix

Adjusted EBITDA | Reconciliation to Net Income

USD in 000s	Q4 F2020	Q1 F2021	Q2 F2021	Q3 F2021	Q4 F2021	Q1 F2022
Net Income (loss)	\$ 2,215	\$ 2,602	\$ 1,903	\$ 2,233	\$ (3,006)	\$ (7,568)
Income tax expense (recovery)	1,207	1,294	736	719	(2,124)	(2,417)
Interest expense, net ⁽¹⁾	92	117	139	171	154	5,145
Foreign exchange loss (gain)	18	186	300	102	103	(14)
Share-based compensation	3,137	2,593	2,554	2,806	2,406	3,296
Depreciation and amortization ⁽²⁾	1,336	1,356	1,418	1,464	1,467	6,422
Fair value adjustments relating to acquired deferred revenue	-	-	-	-	-	5,265
Fair value adjustments relating to acquired deferred commission	-	-	-	-	-	(730)
Non-recurring Items ⁽³⁾	-	-	1,000	197	8,977	3,402
Adj. EBITDA	\$ 8,005	\$ 8,148	\$ 8,049	\$ 7,693	\$ 7,977	\$ 12,801

(1) Net interest expense includes interest expense on long-term debt of \$5 million recognized in Q1 F2022.

(2) Depreciation and amortization includes depreciation of property and equipment, amortization of acquired intangible assets, and amortization of right-of-use assets.

(3) Non-recurring items in Q1 F2022 include \$3.4 million of acquisition and integration expenses. Non-recurring items in F2021 includes \$9.1 million of professional fees and other costs relating to the acquisition of NetMotion and \$1.0 million relating to accrued legal settlement costs.

Appendix

Adjusted Revenue | Reconciliation to Revenue

	Q1 F2022
USD in 000s	
Revenue	\$ 43,749
Fair value adjustments relating to acquired deferred revenue	5,265
Adj. Revenue	\$ 49,014

Thank You!