

# NOBELIUM TECH CORP.

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



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

APRIL 2016

Nobelium is a corporation that will own and acquire a growing collection of high quality, profitable SaaS businesses or platform businesses with recurring revenue models solving specific vertical or industry needs. NBL will become a permanent home for these high-quality software 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 IRR-sensitive capital allocation model in the VMS industry creates opportunity for above average shareholder returns.

NBL plans on acquiring two to three operating companies in the first year of operations. NBL aims to grow annual acquisition capital deployed by at least 25% per year thereafter.

## Financing Growth

We seek to achieve a balanced mix of internal financing, debt, Vendor Take Back notes ("VTB") and shares carefully weighted against risks.

## Transaction Model

Transaction consideration will be paid in cash, vendor take back notes ("VTB") and NBL shares. The VTB and shares will be subject to time and performance based vesting.

Ticker	NBL.P
Recent price	\$0.10
Shares outstanding (basic)	12.775 mm
Market capitalization	\$1.277 mm
Cash balance	\$0.664 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

Maximize  
Reinvestment  
Options

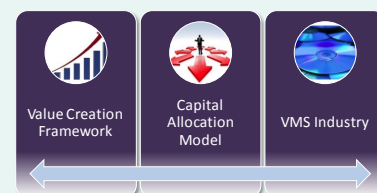
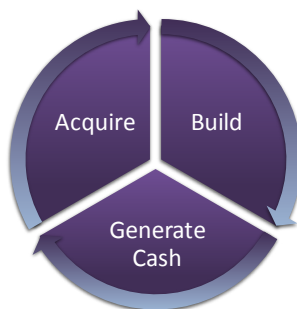
Minimize  
Dilution

Focus on  
Payback and  
IRR

Align  
Incentives to  
ROIC

## 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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