

The logo for Dye & Durham is a stylized, thick magenta square frame with a speech bubble-like shape on the left side. Inside the frame, the text "Dye & Durham" is written in a bold, dark magenta serif font.

Dye & Durham

Matthew Proud, CEO

Eric Tong, COO

June 30, 2020

A preliminary containing important information relating to the securities described in this presentation has been filed with the securities regulatory authorities each of the provinces and territories of Canada other than Québec. A copy of the preliminary prospectus, and any amendment, is required to be delivered with this presentation. The preliminary prospectus is still subject to completion. There will not be any sale or acceptance of an offer to buy the securities until a receipt for the final prospectus has been issued. This document does not provide full disclosure of all material facts relating to the securities offered. Investors should read the preliminary prospectus, the final prospectus and any amendment for disclosure of those facts, especially risk factors relating to the securities offered, before making an investment decision.

Disclaimer

General

Prospective investors should rely only on the information contained in the Company's preliminary prospectus dated June 29, 2020 (the "prospectus"). This presentation is qualified in its entirety by reference to, and must be read in conjunction with, the information contained in the prospectus. A prospective investor is not entitled to rely on parts of the information contained in this presentation to the exclusion of others. Neither Dye & Durham Limited (the "Company", "D&D", "us", "we" or "our"), the Selling Shareholder nor any of the Underwriters have authorized anyone to provide prospective investors with additional or different information. The Selling Shareholder and the Underwriters are not offering to sell the common shares in any jurisdiction where the offer or sale of such securities is not permitted.

For prospective investors outside Canada, neither we, the Selling Shareholder nor any of the Underwriters has done anything that would permit this offering or possession or distribution of the prospectus in any jurisdiction where action for that purpose is required, other than in Canada. Prospective investors are required to inform themselves about, and to observe any restrictions relating to, this offering and the possession or distribution of the prospectus.

THIS DOCUMENT IS BEING FURNISHED SOLELY IN RELIANCE ON APPLICABLE EXEMPTIONS FROM THE REGISTRATION REQUIREMENTS UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED. D&D'S SECURITIES HAVE NOT AND WILL NOT BE REGISTERED UNDER THE U.S. SECURITIES ACT OR ANY STATE SECURITIES LAWS, AND MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES, OR TO OR FOR THE ACCOUNT OR BENEFIT OF U.S. PERSONS, UNLESS AN EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE U.S. SECURITIES ACT IS AVAILABLE.

ACCORDINGLY, ANY OFFER OR SALE OF SECURITIES WILL ONLY BE OFFERED OR SOLD (I) WITHIN THE UNITED STATES, OR TO OR FOR THE ACCOUNT OR BENEFIT OF U.S. PERSONS AND ONLY IN RELIANCE UPON APPLICABLE EXEMPTIONS UNDER THE U.S. SECURITIES ACT AND (II) OUTSIDE THE UNITED STATES IN OFFSHORE TRANSACTIONS IN ACCORDANCE WITH REGULATION S UNDER THE U.S. SECURITIES ACT.

An investment in our common shares is subject to a number of risks that should be considered by a prospective purchaser. Prospective purchasers should carefully consider the risk factors described under "Risk Factors" in the prospectus before purchasing common shares.

In this presentation, all amounts are in Canadian dollars, unless otherwise indicated. Capitalized terms that are not defined in this presentation have the meanings ascribed to them in the prospectus. Any graphs, tables or other information in this presentation demonstrating the historical performance of D&D or of any other entity contained in this presentation are intended only to illustrate past performance and are not necessarily indicative of future performance of D&D or such entities.

Forward-Looking Statements

This presentation contains forward-looking statements that relate to the Company's current expectations and views of future events. In some cases, these forward-looking statements can be identified by words or phrases such as "forecast", "target", "goal", "may", "might", "will", "expect", "anticipate", "estimate", "intend", "plan", "indicate", "seek", "believe", "predict", or "likely", or the negative of these terms, or other similar expressions intended to identify forward-looking statements. The Company has based these forward-looking statements on its current expectations and projections about future events and financial trends that it believes might affect its financial condition, results of operations, business strategy and financial needs. These forward-looking statements include, among other things, statements relating to: our strategic plans and growth opportunities; the Company's fiscal 2020 targets; and our post-IPO net debt.

Forward-looking statements are based on certain assumptions and analyses made by the Company in light of management's experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate, and are subject to risks and uncertainties. Although the Company believes that the assumptions underlying these statements are reasonable, they may prove to be incorrect and there can be no assurance that actual results will be consistent with these forward-looking statements. Given these risks, uncertainties and assumptions, prospective purchasers of common shares should not place undue reliance on these forward-looking statements. Whether actual results, performance or achievements will conform to the Company's expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those listed under "Risk Factors" in the prospectus.

Although the Company bases these forward-looking statements on assumptions that it believes are reasonable when made, the Company cautions investors that forward-looking statements are not guarantees of future performance and that its actual results of operations, financial condition and liquidity and the development of the industry in which it operates may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. In addition, even if the Company's results of operations, financial condition and liquidity and the development of the industry in which it operates are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in subsequent periods. Given these risks and uncertainties, investors are cautioned not to place undue reliance on these forward looking statements. Any forward-looking statement that are made in this presentation speaks only as of the date of such statement, and the Company undertakes no obligation to update any forward-looking statements or to publicly announce the results of any revisions to any of those statements to reflect future events or developments, except as required by applicable securities laws. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless specifically expressed as such, and should only be viewed as historical data.

See "Forward-Looking Statements" and "Risk Factors" in the prospectus for more details.

Non-IFRS Measures

This presentation makes reference to certain non-IFRS financial measures. These measures are not recognized measures under IFRS, do not have a standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement IFRS financial measures by providing further understanding of the Company's results of operations from management's perspective. The Company's definitions of non-IFRS measures may not be the same as the definitions for such measures used by other companies in their reporting. Non-IFRS measures have limitations as analytical tools and should not be considered in isolation nor as a substitute for analysis of the Company's financial information reported under IFRS. The Company uses non-IFRS financial measures, including "EBITDA", "Adjusted EBITDA", "Adjusted EBITDA Margin" and "Net Debt" to provide investors with supplemental measures of its operating performance and to eliminate items that have less bearing on operating performance or operating conditions and thus highlight trends in its core business that may not otherwise be apparent when relying solely on IFRS financial measures. The Company believes that securities analysts, investors and other interested parties frequently use non-IFRS financial measures in the evaluation of issuers. The Company's management also uses non-IFRS financial measures in order to facilitate operating performance comparisons from period to period. "Net Debt" as used in this presentation equals total debt less cash and cash equivalents. For further details on certain of these Non-IFRS measures, including relevant reconciliations, see "Non-IFRS Measures" in the prospectus.

Certain totals, subtotals and percentages may not reconcile due to rounding.

Dye & Durham's Platform is a **one-stop** legal **gateway** to public records data

Validation

Compliance

Legal professionals



Incorporation



Due diligence



Real estate



Auto



Merger



Public records

*selected examples



Service Ontario



BC Registry Services



Service Alberta



BC Land Title & Survey



HM Land Registry

Best in **class** technology based **platform**

Large & Diverse Customer Base with Significant Room for Growth

Law Firms &
Legal Professionals



Government



Financial Institutions



25,000+ Active clients

Predictable Business Model

2%

Customer churn¹

16.6 years

average tenure of
top 100 accounts²

Dye & Durham Net Promoter Score: **58**³

Software Industry Average: **30**³

Broad penetration into blue-chip client base

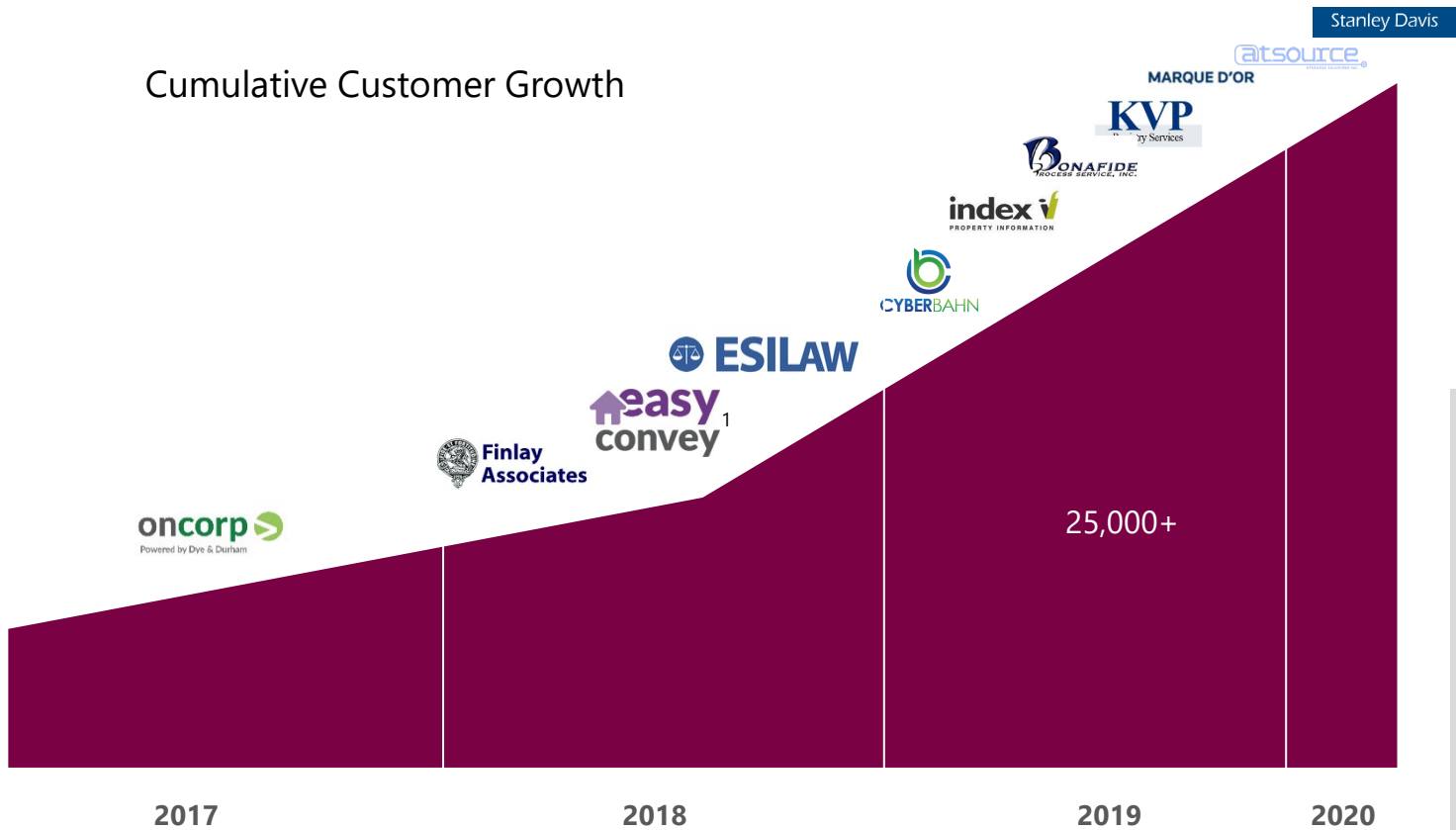
¹ Calculated by multiplying (a) 100, by (b) a fraction, (i) the denominator of which is the total number of clients that generated revenue of >\$5,000 in FY2018, and (ii) the numerator of which is the total number of clients from (i) that generated no revenue in FY2019.

² Based on the Company's top 100 clients by revenue in FY2019.

³ NICE Systems Inc. 2019 U.S. Consumer Net Promoter Benchmarks.

Track Record of Successfully Executing Accretive Acquisitions

Cumulative Customer Growth



2%
Customer churn²

109%
Net revenue retention³

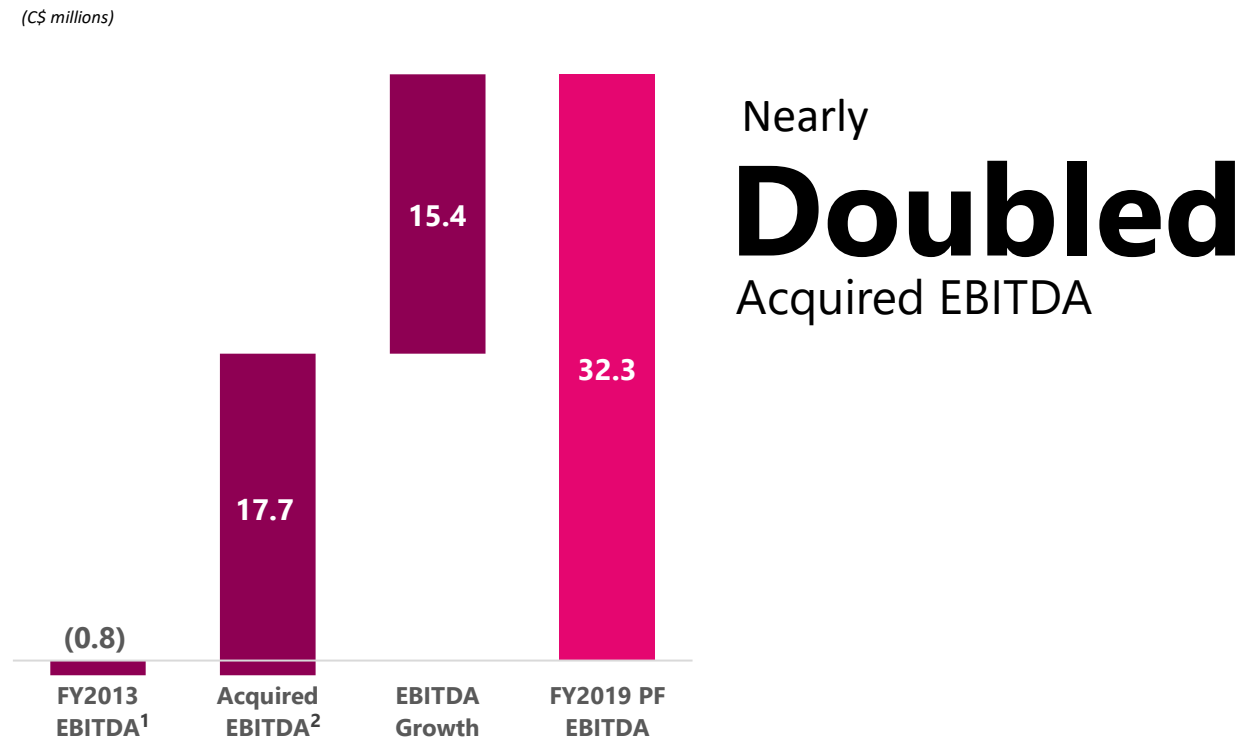
Disciplined Acquisition Criteria Mitigates Risk

- Deeply embedded software and technology enabled services
- Flow-through disbursement model
- High relative market share without customer concentration
- English, Common-Law jurisdiction

Acquisitions driving growth and opening new markets

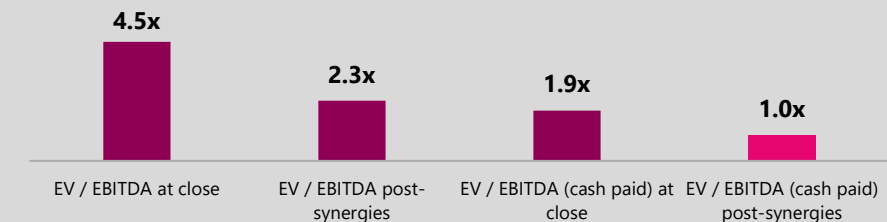
¹ Easyconvey acquisition consisted of the remaining 49% interest.
² Calculated by multiplying (a) 100, by (b) a fraction, (i) the denominator of which is the total number of clients that generated revenue of >\$5,000 in FY2018, and (ii) the numerator of which is the total number of clients from (i) that generated no revenue in FY2019.
³ Calculated by multiplying (a) 100, by (b) a fraction, (i) the denominator of which is the total revenue generated from all clients with >\$5,000 of revenue in FY2018, and (ii) the numerator of which is the total revenue generated from all such clients in FY2019.

Multiple Benefits from Acquisitions on EBITDA: Both Growth and Synergies



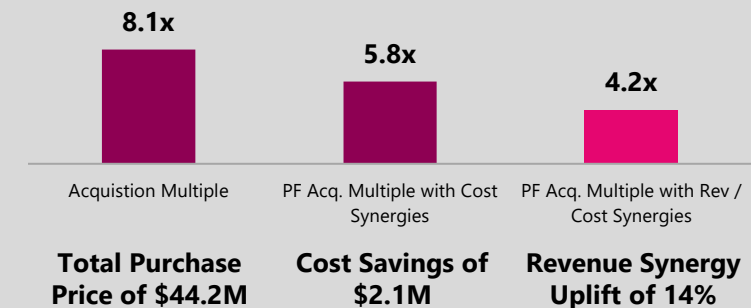
Case Study #1 : Stanley Davis Group ("SDG")

Dye & Durham was able to acquire the business at a very attractive multiple and structure the transaction so significant cost synergies took effect at close



Case Study #2 : Cyberbahn Acquisition

Dye & Durham was able to successfully integrate and improve the operations of Cyberbahn to bring its acquisition multiple down from **8.1x to 4.2x**

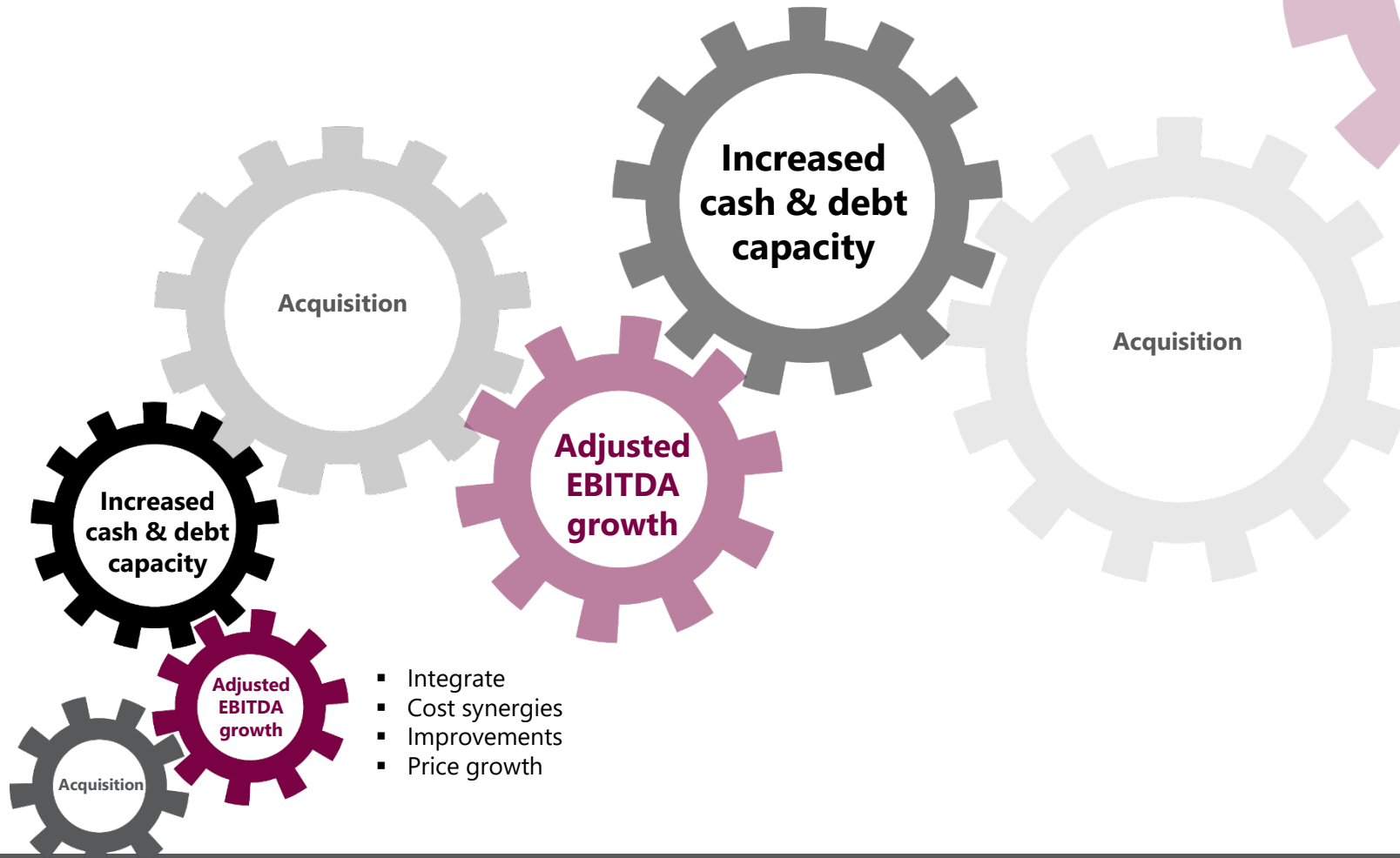


Acquire, Integrate, Operate – DRIVE EBITDA

¹ FY2013 represents June 30, 2013 year end audited financials.

² Acquired EBITDA represents the addition of all acquisitions since 2013, excluding SDG.

Attractive Consolidation Platform



14
acquisitions completed since 2013

2.0 – 3.0X
targeted debt/EBITDA ratio

136%
Adjusted EBITDA CAGR
(FY16A-FY19A)

71% Revenue CAGR
(FY16A-FY19A)

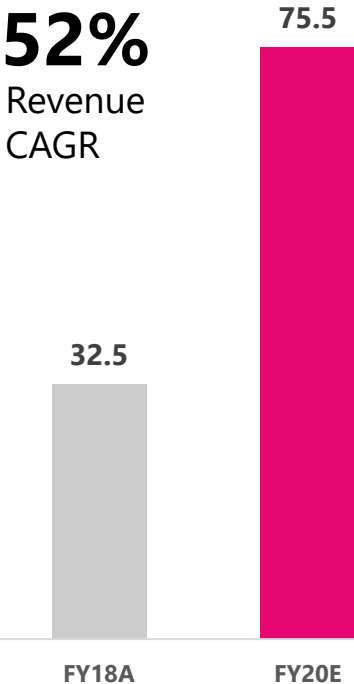
Cash flow growth and debt capacity fuels platform consolidation strategy

Delivering on Our Commitments

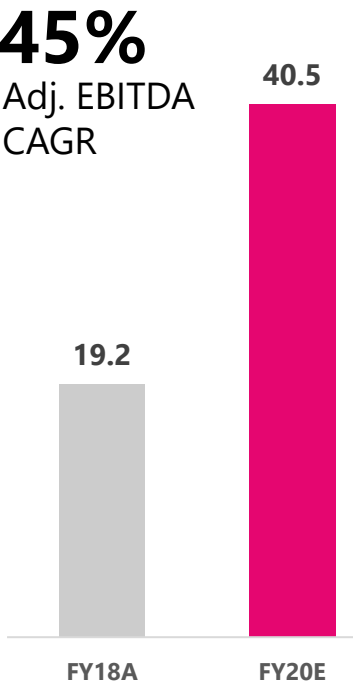
October 2018
'what we said'

20% to 25%
Revenue &
Adj. EBITDA Growth

Revenue¹
(C\$M for the year ending June 30th)



Adjusted EBITDA¹
(C\$M for the year ending June 30th)



Key Updates Since October 2018:

- 20,000+**
Number of new customers
- \$67+ Million**
Deployed on acquisitions
- \$50 Million**
Paid in dividends²
- 7 acquisitions**
completed
- \$0**
Equity raised³

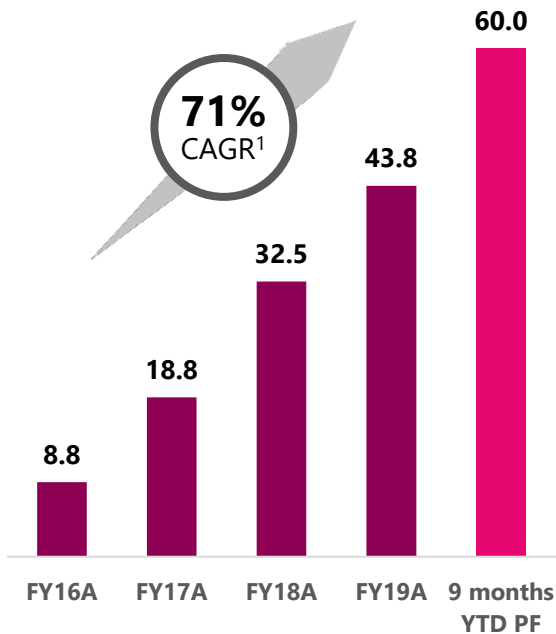
A Proven Track Record for Real Value Creation

¹ FY20E represents mid-point of management estimates.
² Includes return of capital.
³ Excludes management option exercises.

Robust Financial Performance

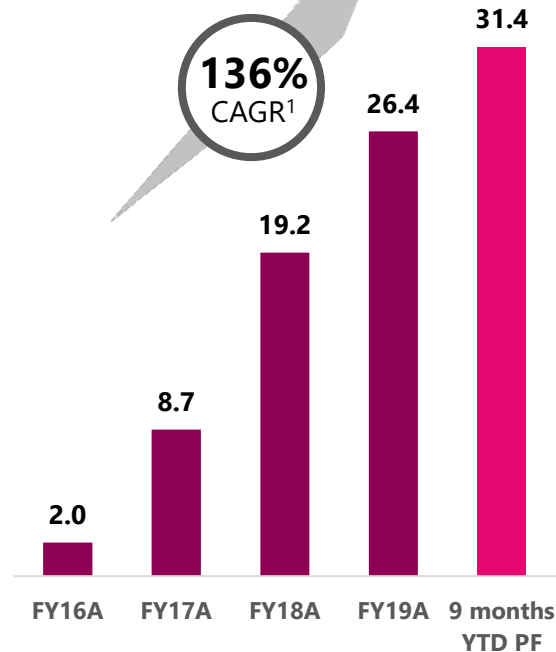
Revenue

(C\$M for the year ending June 30th)



Adjusted EBITDA

(C\$M for the year ending June 30th)



DOUBLED

Revenue in ~ <2 years

55% Average EBITDA margin
(past 3 years)²

NO one customer accounts
for 2%+ of revenue

High growth, high margin business

¹ CAGR is based on growth from FY16A to FY2019A.

² F2017 to F2019.

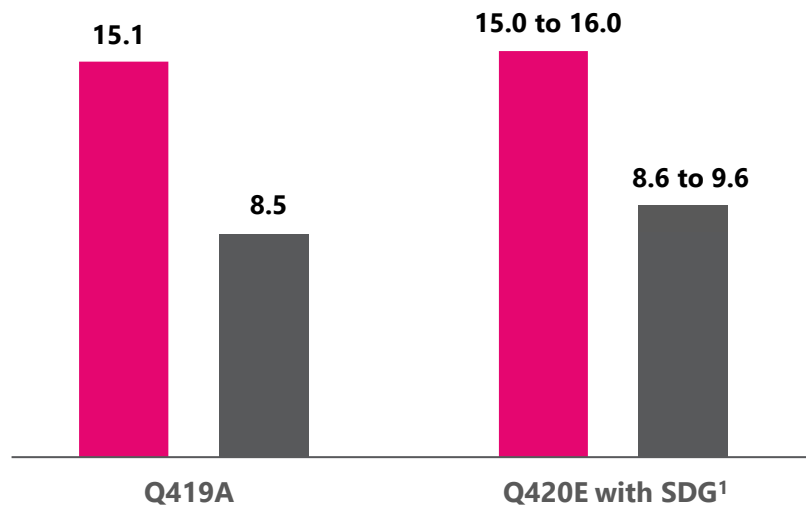
Recent Business Performance

- The Company has performed well despite COVID-19
- In response to COVID-19, in mid March management reduced costs through both permanent and temporary measures that will result in ~\$3.3 million of cost reductions in Q4 FY2020
- The Company was able to put through price increases despite COVID-19 in late May 2020
- Acquired Stanley Davis Group ("SDG") on favourable terms due to COVID-19

(C\$ millions)

■ Revenue

■ EBITDA



Outlook: Fiscal 2020 Targets

Fiscal 2020E

(C\$, for the year ended June 30th)

Pro forma Revenue

\$75 million to \$76 million

Pro forma Adjusted EBITDA

\$40 million to \$41 million

Resilient business model with downturn protection

¹ Q420E with SDG includes Revenue and Adjusted EBITDA results of the Company and SDG including anticipated synergies for the quarter (that are in effect as of close of the transaction).

Opportunities for Immediate Growth

ACQUISITION OPPORTUNITIES



Total Addressable Market ¹ :	\$1.1 Billion	\$900 Million
Dye & Durham Revenue Breakdown ²	79%	21%

ORGANIC OPPORTUNITIES

Subscription Revenue (Utilize the Platform)

- Subscription service offering
- Implemented monthly-subscription offering to customers using platform less frequently
 - Pilot projects successfully launched in January (using product bundling) with a conversation success rate of 1,100 of 1,700 targeted customers converted to subscription offering

Long-Lasting Revenue

- Create a sustainable stream of SaaS revenue from mid to smaller sized clients which will improve D&D’s already very stable revenue

An accretive and actional focused M&A pipeline

Multiple vectors for growth

¹ Total addressable market is based on management’s estimates using its industry knowledge.
² Based on 9 months YTD Pro Forma results.

Experienced Leadership Team with Successful Track Record

Executive Management Team



Matthew Proud,
CEO & Director – *Toronto, Canada*
CEO of Dye & Durham since 2014, previously CEO of OneMove, a predecessor to the Company. BA from the University of Cambridge and a Law degree LL.B. (Hons.) from the University of Buckingham.



Jae Cornelissen,
VP, Finance and CFO – *Toronto, Canada*
Prior to joining Dye & Durham, Jae oversaw the accounting at a leading Canadian mining rental company. Jae also worked at KPMG Corporate Finance Inc. where he executed numerous debt and M&A transactions. Jae is a Chartered Professional Accountant, Chartered Financial Analyst, and holds a Bachelor of Commerce Degree (Hons.) from the University of Alberta.



Eric Tong,
COO – *Toronto, Canada*
Previously, COO at OnCorp, a predecessor to the Company, where he oversaw the day-to-day operations and led the product development team to successfully bring new products and services to the market for 14 years. Holds a Bachelor of Applied Science in computer engineering from the University of Toronto and a Master of Business Administration from Queens University.



Conor Maguire,
CIO – *Lightwater, United Kingdom*
Mr. Maguire is a technology leader and strategist, with over 20 years of experience in IT leadership. His background includes building high-performance teams in fast-growing start-ups like ioki.com and established multinational institutions like the Royal Bank of Scotland and Arriva Plc. Bachelor of Commerce degree from the University of Calgary.



Charlie MacCready,
General Counsel & Corporate Secretary – *Toronto, Canada*
20 years of experience in corporate securities law and M&A. Prior roles include, partner positions at a National Canadian law firm and a Global law firm; Senior Counsel and Manager at the Ontario Securities Commission and the TSX. BSc (Hons) in Mathematics and Computer Science from McGill University and a LL.B. from Osgoode Hall Law School.

Board of Directors

Brian L. Derksen, Chair
Chairman, Dye & Durham
Former Deputy CEO of Deloitte; serves as a Director of the Board of Oneok; Fish Technologies; and Brookshire Grocery

Mario Di Pietro
NED, Dye & Durham
Principal of Origin Merchant Partners. Previously a Director of Technology Investment Banking at BMO Capital Markets

Randy Fowlie
NED, Dye & Durham
Previously the President and Chief Executive Officer of RDM Corporation, Chief Operating Officer and Chief Financial Officer of Inscrubber Technology Corporation. Randy is currently a director of Open Text Corporation and InvestorCom Inc.

David MacDonald
NED, Dye & Durham
Previously the Chief Executive Officer of Softchoice. David is currently a venture partner at Leaders Fund and a director of Softchoice and Densify.

Edward Prittie
NED, Dye & Durham
Chief Executive Officer of RIM Incorporated, a Hungary-based records management company.

Matthew Proud
CEO, Dye & Durham



Appendix

Summary Terms of the Offering

Issuer:	▪ Dye & Durham Limited
Selling Shareholder:	▪ Seastone Invest Limited
Offering:	▪ \$100 million (\$115 million assuming the Over-Allotment Option is exercised in full)
Offering Price:	▪ \$7.00 to \$7.50 per Share
Treasury Offering:	▪ \$90 million (\$105 million assuming the Over-Allotment Option is exercised in full)
Secondary Offering:	▪ \$10 million
Use of Proceeds:	▪ The Company expects to receive approximately \$80.6 million of net proceeds from the Treasury Offering (\$94.7 if the Over-Allotment Option is exercised in full), of which (i) \$60.0 million will go towards reducing the Company's Term Loan, (ii) \$9.0 million will go towards repaying the full amount of the Revolver, and (iii) the remaining balance will go towards working capital and general corporate purposes
Dividend Policy:	▪ The Company intends to pay an annual dividend on its Shares, initially at a rate of \$● per share
Eligibility for Investment:	▪ Eligible for RRSPs, RRIFs, RDSPs, DPSPs, RESPs, and TFSAs
Listing:	▪ The Company has applied to have the Common Shares listed on the TSX under the symbol "DND" and is also exploring the possibility of dual-listing the Shares on the AIM following Closing
Lead Bookrunner:	▪ Canaccord Genuity Corp.
Joint Bookrunners:	▪ Scotia Capital Inc., BMO Nesbitt Burns Inc. and Infor Financial Inc.
UK Sub-Agent:	▪ FinnCap Ltd.

In accordance with Section 13.7(4)(b) of National Instrument 41-101 - General Prospectus Requirements, all the information relating to comparables and any disclosure relating to the comparables, which is contained in the presentation to be provided to potential investors, has been removed from this template version for purposes of filing on the System for Electronic Document Analysis and Retrieval (SEDAR)

Pro Forma Capitalization and Ownership

Pro Forma Capitalization

(C\$ thousands)

	As at March 31, 2020	Pro Forma as at March 31, 2020 ^{1,2}
Cash	5,190	12,389
Debt		
Revolver	9,000	-
Term Loan	179,858	119,858
Shareholders' equity		
Share Capital	9,070	89,670
Contributed surplus	1,214	1,214
Accumulated other comprehensive income (loss)	(1,553)	(1,553)
Non-controlling interest	-	-
Deficit	(71,888)	(71,888)
Total Capitalization	125,701	137,301

Pro Forma Ownership³

	Offering Price		
	\$7.00 per Share	\$7.25 per Share	\$7.50 per Share
Plantro	27.5%	27.8%	28.1%
Seastone	18.1%	18.5%	18.8%
Manulife	10.0%	10.2%	10.3%
Other D&D Shareholders	5.9%	6.0%	6.1%
IPO Shareholders	38.4%	37.5%	36.7%
Total	100.0%	100.0%	100.0%

1 Assumes an offering price of \$7.25.

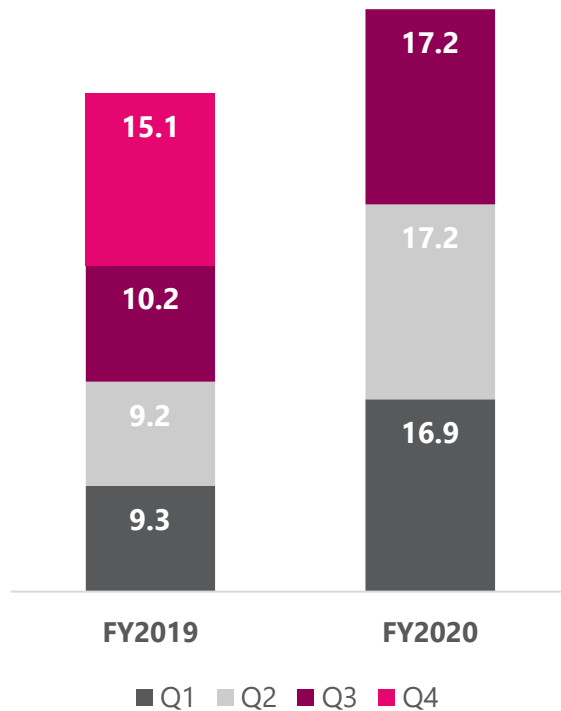
2 As at March 31, 2020, the Company had approximately \$189 million outstanding under its Credit Facilities. The Company expects to use approximately (i) \$60 million of the net proceeds from the Treasury Offering to permanently reduce a portion of Dye & Durham Opco's outstanding indebtedness under the Term Loan (ii) \$9 million of the net proceeds of the Treasury Offering to repay the full amount of Dye & Durham Opco's outstanding indebtedness under the Revolver and (iii) the remaining net proceeds from the Treasury Offering for working capital and general corporate purposes.

3 Assumes no exercise of the Over-Allotment Option; excludes all dilutive securities.

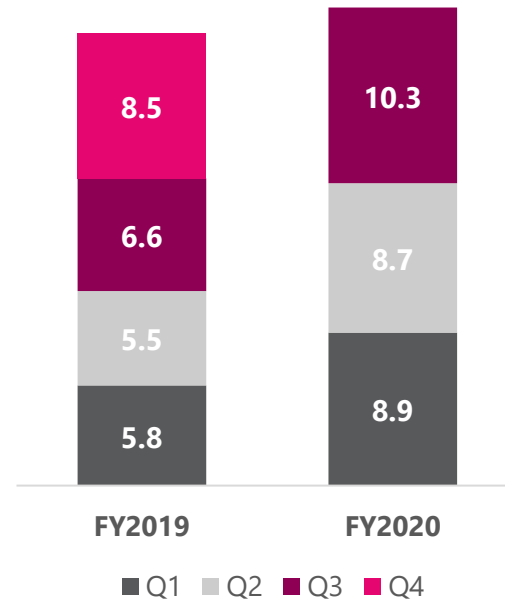
Q3 Financial Results

(Expressed in millions of Canadian dollars, for the nine months ended March 31, 2020)

Revenue (C\$M)



Adj EBITDA. (C\$M)



Revenue by Business Line (9 months March 31, 2020)

	\$
Business Law	27.3
Real Estate	16.9
Litigation	7.1
Total Revenue	51.3

Adjusted EBITDA Reconciliation (9 months March 31, 2020)

Net Income for period	-7.47
Finance Cost	15.79
Income Tax recovery	-3.47
Amortization and Depreciation	11.12
EBITDA	15.97
<i>Adjustments to EBITDA</i>	
Loss on settlement of loan and borrowing	1.94
Change in fair value of derivative liabilities	2.12
Acquisition, restructuring and other costs	6.46
Cost synergies realized	1.16
Stock-based compensations	0.23
Adjusted EBITDA	27.89
Adjusted EBITDA Margin	54%

Revenue by Country (9 months March 31, 2020)

	\$
Canada	47.6
UK	3.7
Total Revenue	51.3

Current Credit Facility (as at March 31, 2020)

Total Outstanding Debt	\$188,858
Total Net Leverage Ratio Covenant	7.25x
Interest Rate ¹	BA + 6.5%
Loan Maturity	July 2024

¹ The Company can also elect to go with a Banker's Acceptance ["BA"] rate + 6.5% or the prime rate of interest [as announced by the Toronto-Dominion Bank] + 5.5% payable quarterly. The Company's credit facility also contain other covenants, representations and warranties, events of default, indemnities and other provisions customary for transactions of this type.

Glossary

“Adjusted EBITDA” adjusts EBITDA for stock-based compensation expense, transactional gains or losses on assets, asset impairment charges, interest income, net foreign exchange gains or losses, gains or losses from changes in fair value of derivative financial instruments and contingent consideration liabilities measured at fair value through profit or loss, gains or losses from disposals of equipment, net income or loss from equity accounted investees and income tax expense or recovery, operational restructuring costs, non-recurring expense items, restructuring costs and includes impact to the full year of cost synergies related to the reduction of employees in relation to acquisitions.

Non-recurring expense items are transactions or events which management believes will not re-occur within the foreseeable future, and include: a one-time income tax credit, transaction expenses related to potential ownership changes, contract termination (recovery) provisions, royalties which will no longer be required to be paid and others, which include provisions for write-down on investments, capital dividends and gains on divestiture of an investment.

“Adjusted EBITDA Margin” means Adjusted EBITDA divided by revenue.

“CAGR” means compound annual growth rate.

“Customer Churn” is calculated by multiplying (a) 100, by (b) a fraction, (i) the denominator of which is the total number of clients that generated revenue of greater than \$5,000 in Fiscal 2018, and (ii) the numerator of which is the total number of clients from (i) that generated no revenue in Fiscal 2019.

“EBITDA” means net income (loss) before amortization and depreciation expenses, finance and interest costs, and provision for income taxes.

“Net Promoter Score” or **“NPS”** is a management tool that can be used to gauge the loyalty of a firm’s customer relationships and serves as an alternative to traditional customer satisfaction research. NPS has been widely adopted by many Fortune 1000 companies and aims to measure the loyalty that exists between a provider and a consumer. An NPS that is positive (i.e., higher than zero) is considered good, and an NPS of +50 is excellent. The Company determines its NPS based on internal surveys of its clients. In this survey, the Company asks users to respond to the following question: “Based on your overall experience in the last six months, how likely would you recommend PRODUCT X to a friend or colleague?” The NPS is calculated as the difference between the percentage of promoters and detractors. The NPS is not expressed as a percentage but as an absolute number lying between -100 and +100. For instance, if you have 25% promoters, 55% passives and 20% detractors, the NPS will be +5.

“Net Revenue Retention” is calculated by multiplying (a) 100, by (b) a fraction, (i) the denominator of which is the total revenue generated from all clients with greater than \$5,000 of revenue in Fiscal 2018, and (ii) the numerator of which is the total revenue generated from all such clients in Fiscal 2019.

“Pro forma” statements reflect the income statement if results from acquisitions were fully integrated into the Company for the entire year.