



GTY Technology

The preeminent SaaS Solution Provider to the North American Public Sector

Steve Rohleder, Chairman and CEO

John Curran, CFO

Needham Growth Conference

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Forward Looking Statements

This presentation includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. The company’s actual results may differ from its expectations, estimates and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as “expect,” “estimate,” “project,” “budget,” “forecast,” “anticipate,” “intend,” “plan,” “may,” “will,” “could,” “should,” “believes,” “predicts,” “potential,” “continue,” and similar expressions are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, the company’s expectations with respect to future performance and anticipated impacts of the business combination. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside of the company’s control and are difficult to predict. Factors that may cause such differences include, but are not limited to: (1) the risk that the business combination disrupts current plans and operations; (2) the ability to recognize the anticipated benefits of the business combination, which may be affected by, among other things, competition, the ability of the company to grow and manage growth profitably and retain its key employees; (3) costs related to the business combination; (4) the outcome of the New York and California lawsuits among the company, OpenGov, Inc. and the other parties thereto, as well as any other legal proceedings that may be instituted against the company in connection with the business combination; (5) changes in applicable laws or regulations; (6) the possibility that the company may be adversely affected by other economic, business, and/or competitive factors; (7) any government shutdown which impacts the ability of the company’s customers to purchase its products and services; and (8) other risks and uncertainties included in the company’s prospectus on Form 424B4 filed with the SEC on June 6, 2019, including those under “Risk Factors” therein, and in the company’s other filings with the SEC. We caution you that the foregoing list of factors is not exclusive, and readers should not place undue reliance upon any forward-looking statements, which speak only as of the date made. We do not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based.

OPPORTUNITY: DIGITIZING STATE & LOCAL GOVERNMENT

Drivers of Change:

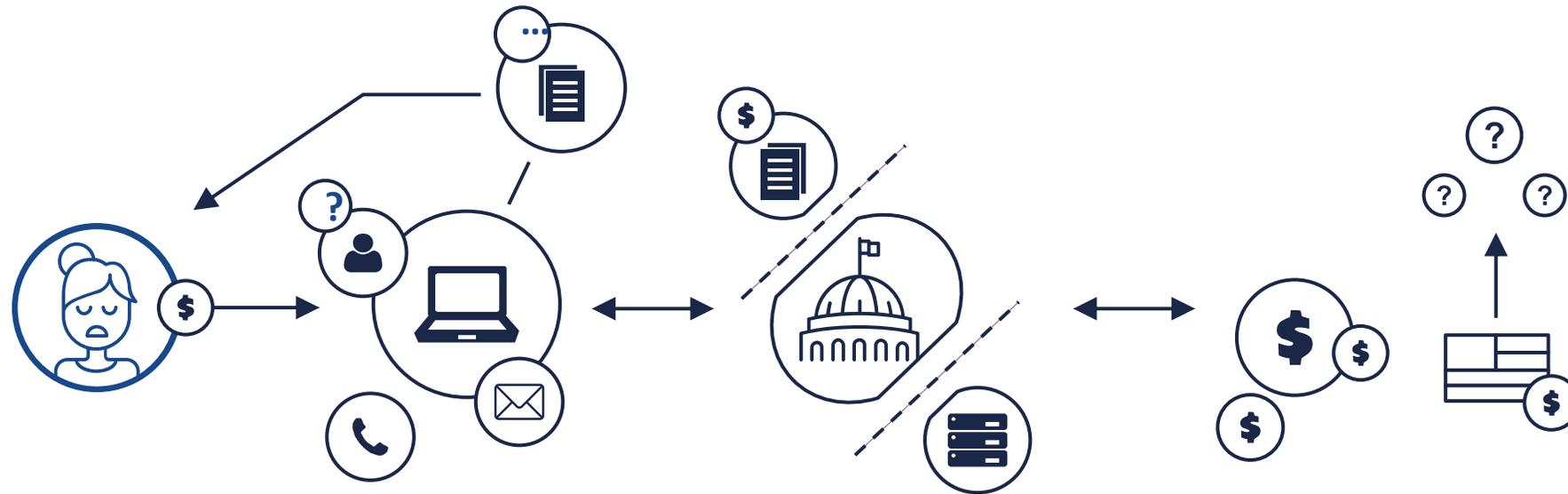
1. Citizen demand for a modern, user-friendly, digital experience.
2. Demographics of a retiring workforce replaced by the digital native workforce.
3. Availability of technical solutions and business models that are friendly to the public sector.

State & Local Market Metrics:

- Nearly 10% of US GDP
- \$3.25 Trillion in annual spending
- 20 million employees
- Over 90,000 distinct entities

The Problem: Government Software Today

A local government operates like dozens of separate businesses. Each agency has its own technology and means of engaging the public.



Multiple citizen engagement points = poor customer satisfaction, high costs and lost revenue

Siloed Budgeting and poor transparency

Lost Funding Opportunities and Isolated Purchasing Decisions

Who is GTY Technology

- Native SaaS/Cloud software company targeting North American State & Local Governments
- High growth, highly recurring revenue business model
- Serving a large, highly fragmented and underpenetrated market from a position of trust
- Best of breed product solutions complimenting the existing ecosystem



GTY's Best of Breed Solutions



Guides applicants through the process of applying for permits and helps city staff to process incoming applications more efficiently.



Payment technology exclusively for government and utilities. The secure, cloud-based platform is available through online and in-person channels.



Helps state and local governments maximize grant funding, optimize financial and program performance, and prepare cost allocation plans.



Budgeting, performance, and transparency solutions that enable public sector organizations to shift from data collection to a focus on what's important: deeper analysis and data-driven decision-making.



Provides software that helps procurement teams and stakeholders come together to make smarter buying decisions, easily and with certainty.



MARKETING AND SALES STRATEGY

Direct Sales Force

- Enterprise
- Mid-Market



Partner Ecosystem

- Technology Providers
- Consulting Firms
- Channel Partners

(1) Source: Gartner – Local & Regional Government and Primary & Secondary Education spending on applications and vertical specific software

GTY Technology Leadership Team

Executive Leadership with Deep Operating and Financial Experience



Stephen Rohleder
Chairman and CEO



*Experience: 23 Years as
Accenture Operating Partner*



John Curran
Chief Financial
Officer



*Experience: 24 years in high growth
technology companies*



Suzanne Barth
Chief Human
Resource Officer



*Experience: over 20 years
in Human Resources*



Andrew Kopans
General
Counsel



*Experience: 16 years as
an attorney*



John Albanese
EVP of Sales



*Experience: 25 Years
In Technology Sales Leadership*

Operating and Product Leadership with Decades of Public Sector Experience



Corry Flatt

Procurement

*Public Sector
Experience: 10 Years*



Michael Duffy

Payments

*Public Sector
Experience: 6 Years*



James Ha

**Grants
Management**

*Public Sector
Experience: 10 Years*



Joel Mahoney

Permitting

*Public Sector
Experience: 8 Years*



TJ Parass

**Budgeting &
Transparency**

*Public Sector
Experience: 17 Years*



David Farrell

**Budgeting &
Transparency**

*Public Sector
Experience: 20 Years*



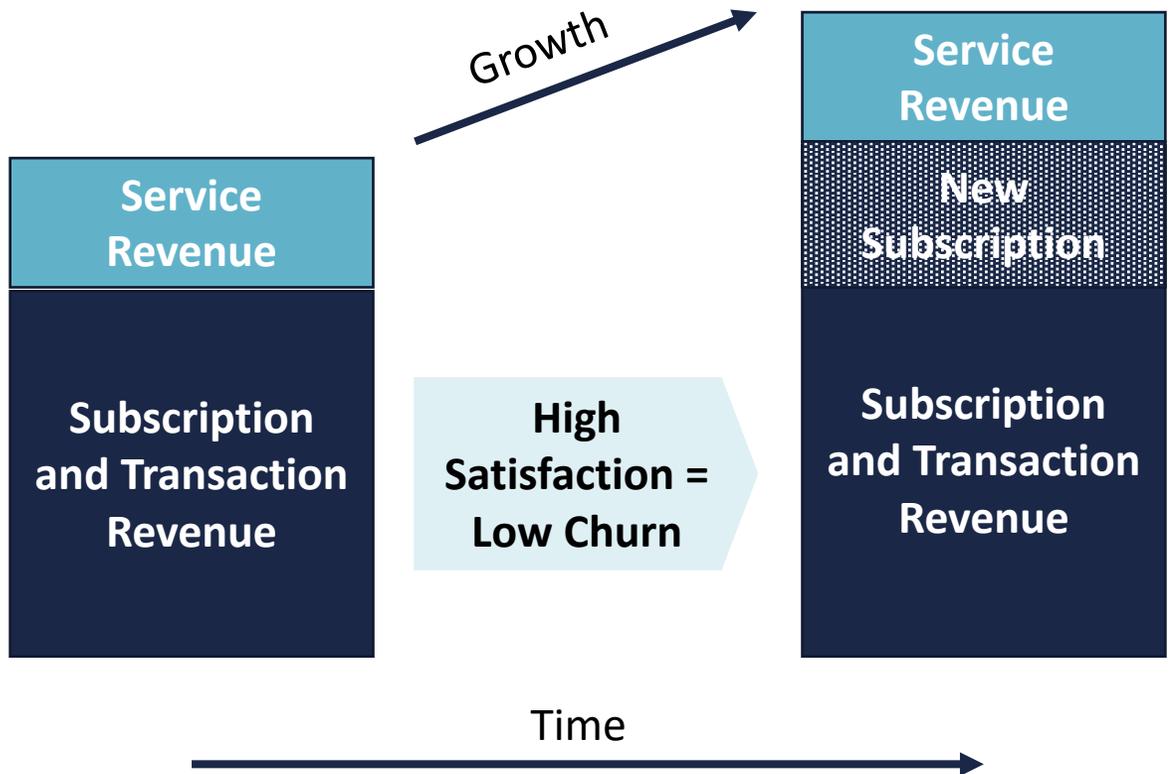
Key Value Drivers for 2020 Performance

Value Driver	Impact
Exceptional Client Service	High customer satisfaction and low churn
Go-To-Market	Sales productivity and revenue growth
Always-On Innovation	New Product Development
Operational Efficiency	Being one of the best run SaaS companies in the marketplace and standardizing operations for scale
Talent Development	Best Team in Public Sector Tech



NATIVE SAAS MODEL

Recurring, Sticky, Operating vs Capital

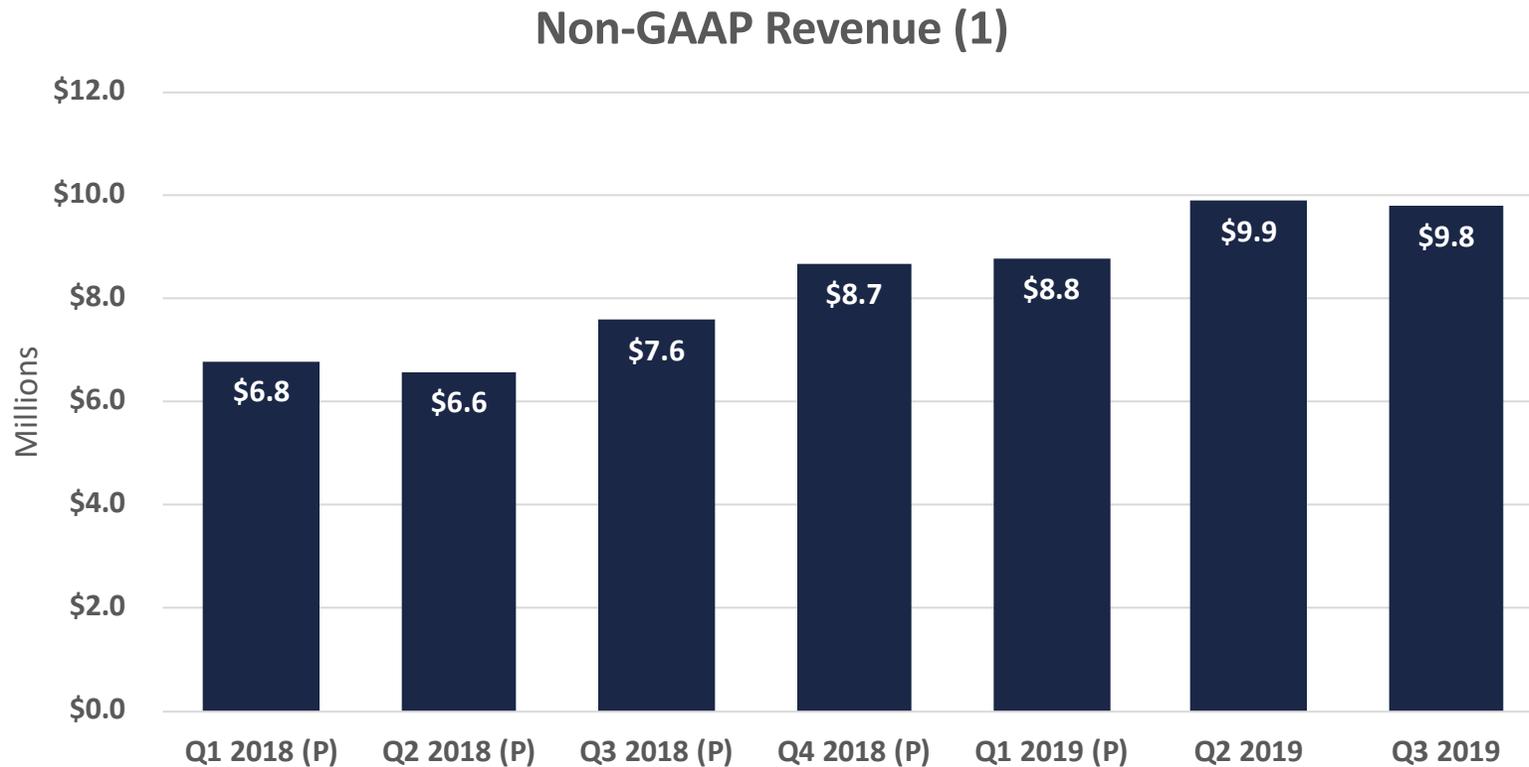


Service revenue aligned with new subscriptions.

Excellent products in a large, underpenetrated market. Customer friendly business model.

Satisfied customers result in a stable recurring revenue base.

Track Record of Growth



Revenue for the first 9 months of 2019 grew by 36% when compared to the first 9 months of 2018

(1) See appendix for GAAP to non-GAAP reconciliation

(P) See appendix for presentation of predecessor and successor revenue results

2020 Outlook

Major Headlines

- Non-GAAP revenues to be between \$57M and \$63M ⁽¹⁾
- Growing subscription base with ARR growing faster than revenue
- Operating leverage as we scale
- Improving EBITDA and Free Cash Flow performance

(1) 2020 values are based on Company estimates. See appendix for GAAP to non-GAAP reconciliation

GTY Momentum

Strong Customer Demand

- Enterprise wins in budget space
- Market momentum with FundMax

Expansion of Partner Ecosystem

- Strong interest from both Professional Service and Technology partners

Customer Satisfaction and Retention

- Low churn rates and positive net dollar churn
- High net promoter scores and willing references

Market Recognition

- GovTech 100



Year in Review THE STORIES



#6

govtech technology

MAGAZINE NEWSLETTERS EVENTS PAPERS NAVIGATOR SECTIONS

Cybersecurity GovTech Biz Emerging Tech Cloud Gov Experience

GovTech Biz GOVTECH 100 INVESTORS DATA

GTY Completes 6-Company Gov Tech Merger, Trades on Nasdaq

By combining some of the top SaaS providers in their respective fields with the cloud and resources of a publicly traded company, GTY helps to corner the market for widespread government adoption of cloud software.

BY ANDREW WESTROPE, FEBRUARY 20, 2019

Read the Full Story - <https://www.govtech.com/biz/GTY-Completes-6-Company-Gov-Tech-Merger-Trades-on-Nasdaq.html> #govtechlive

- SHERPA
- eCIVIS
- Questica
- CITYBASE
- OpenCounter
- Bonfire

- **Demand growing for Digitization of the North America Public Sector market**
- **Trusted partner providing best of breed point solutions using a native SaaS model**
- **Multi-Channel Go-To-Market Strategy**

Appendix

Presentation of Predecessor and Successor Revenue Results

As a result of the business combination on February 18, 2019, GTY is the acquirer for accounting purposes and Bonfire, CityBase, eCivis, Open Counter, Questica, and Sherpa are the acquirees and accounting predecessor. The company's financial statement presentation distinguishes the company's presentations into two distinct periods, the period up to the closing date (labeled "Predecessor") and the period including and after that date (labeled "Successor"). The merger was accounted for as a business combination using the acquisition method of accounting, and the Successor financial statements reflect a new basis of accounting that is based on the fair value of the net assets acquired.

Non-GAAP Revenues. Non-GAAP revenues are defined as GAAP revenues adjusted for the impact of purchase accounting resulting from its business combination which reduced its acquired contract liabilities to fair value. The company believes that presenting non-GAAP revenues is useful to investors as it eliminates the impact of the purchase accounting adjustments to revenues to allow for a direct comparison between periods.

GAAP and non-GAAP Historical Revenues by Quarter

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019
Revenues – Predecessor Period	\$6.8	\$6.6	\$7.6	\$8.7	\$4.9	-	-
Revenues – Successor Period	-	-	-	-	\$3.0	\$8.2	\$8.8
Pro forma as Adjusted Revenues	\$6.8	\$6.6	\$7.6	\$8.7	\$7.9	\$8.2	\$8.8
Purchase accounting adjustment to revenue	-	-	-	-	\$0.9	\$1.7	\$1.0
Non-GAAP Pro forma as adjusted revenue	\$6.8	\$6.6	\$7.6	\$8.7	\$8.8	\$9.9	\$9.8

GAAP to non-GAAP reconciliation for FY2020

	Low	High
GAAP revenue estimate FY2020	\$56M	\$62M
Purchase accounting adjustment to revenue FY2020	\$1M	\$1M
Non-GAAP revenue estimate FY2020	\$57M	\$63M