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# iLobby at a Glance

## iLobby Overview

- iLobby Corp. ("iLobby" or "the Company") is the global leader in Enterprise Visitor Management, trusted by global organizations to track, monitor, and manage millions of people entering their facilities
- The platform is an integral part of day-to-day operations for Fortune 500 / global corporations, governments and major institutions such as Toronto Pearson International Airport, Scotiabank, Manulife, Saputo, Roche and Pepsi
- iLobby has a strong company heritage of serving security-sensitive and highly-regulated industries, with ongoing management focus on building products to fit these needs
- The platform serves over 700 clients, is present at over 2,500 entry points globally, has been implemented in over 45 countries and has been translated into 35+ languages to support localization for specific regions worldwide
- The iLobby platform can be configured and deployed to almost any environment, with support for unique workflows and configurations, customizable to each site
- The company was re-structured into its current form in Fiscal 2018 and is based in Toronto, Canada



## Marquee Client Base of Global Blue-Chip Companies and Governments

| Transportation / Logistics | Food & Beverage                 | Manufacturing & Industrials |
|----------------------------|---------------------------------|-----------------------------|
|                            |                                 |                             |
| Chemicals                  | Pharmaceuticals & Life Sciences | Packaging                   |
|                            |                                 |                             |

# iLobby is the Global Leader in Enterprise Visitor Management



# Modern Visitor Management SaaS Platform Born out of 25+ Years of Security Experience and Built for Demanding Enterprise Environments

## iLobby Platform – The Global Leader In Enterprise Visitor Management

Products



iLobby Delivers



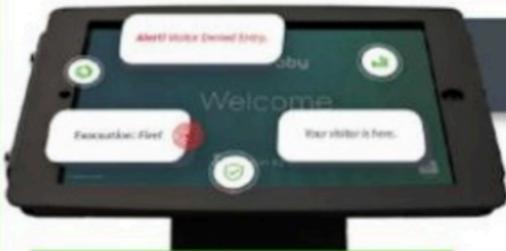
Touchless Sign-In



FeverCheck



Hardware and FaceMatch



Visitor Management

### Track, Monitor, And Manage Who Is In The Facility

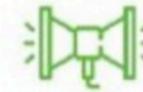
Global leader in Enterprise Visitor Management, trusted by millions of users worldwide to track, monitor, and manage people entering their facilities



ID Card Scanning



Watchlists & Deny Lists



Emergency Evacuation

Solutions

Regulatory Compliance

Data Security

Pharma

Airports

Returning Visitors

Groups

Outlook

slack

Physical Security

Safety

Manufacturing

Government

Events

Pre-Registration

✓ SOC-2 Compliant  
✓ ITAR Compliant

✓ GDPR Compliant  
✓ FISMA Compliant

Requirement

Vertical

Visitor Type

Integrations and Compliance

## Differentiating Features

✓ One-Stop Shop with White Glove Service

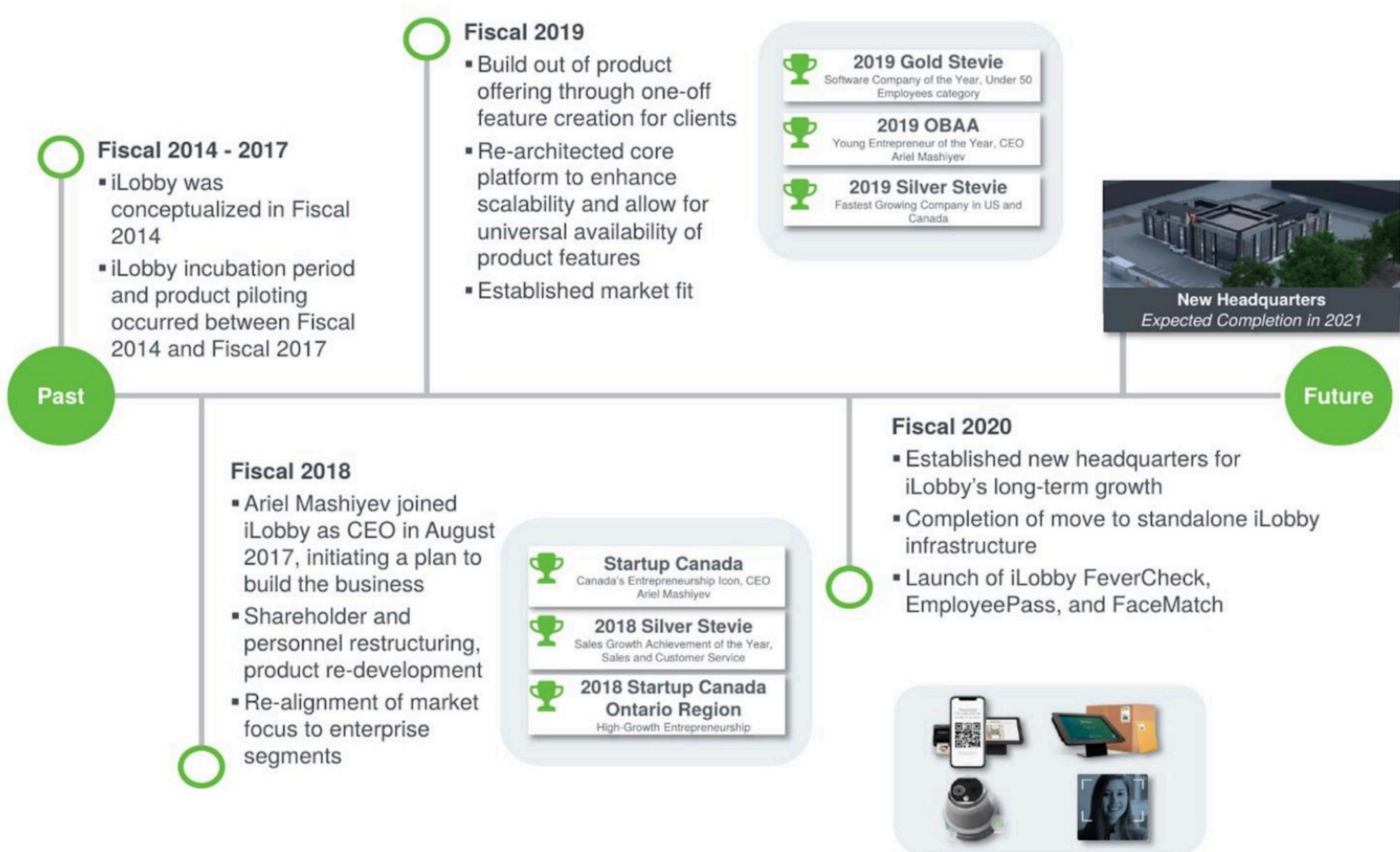
✓ Enterprise Ready, Fully Integrated Solution

✓ Subscription Model with Three Packages

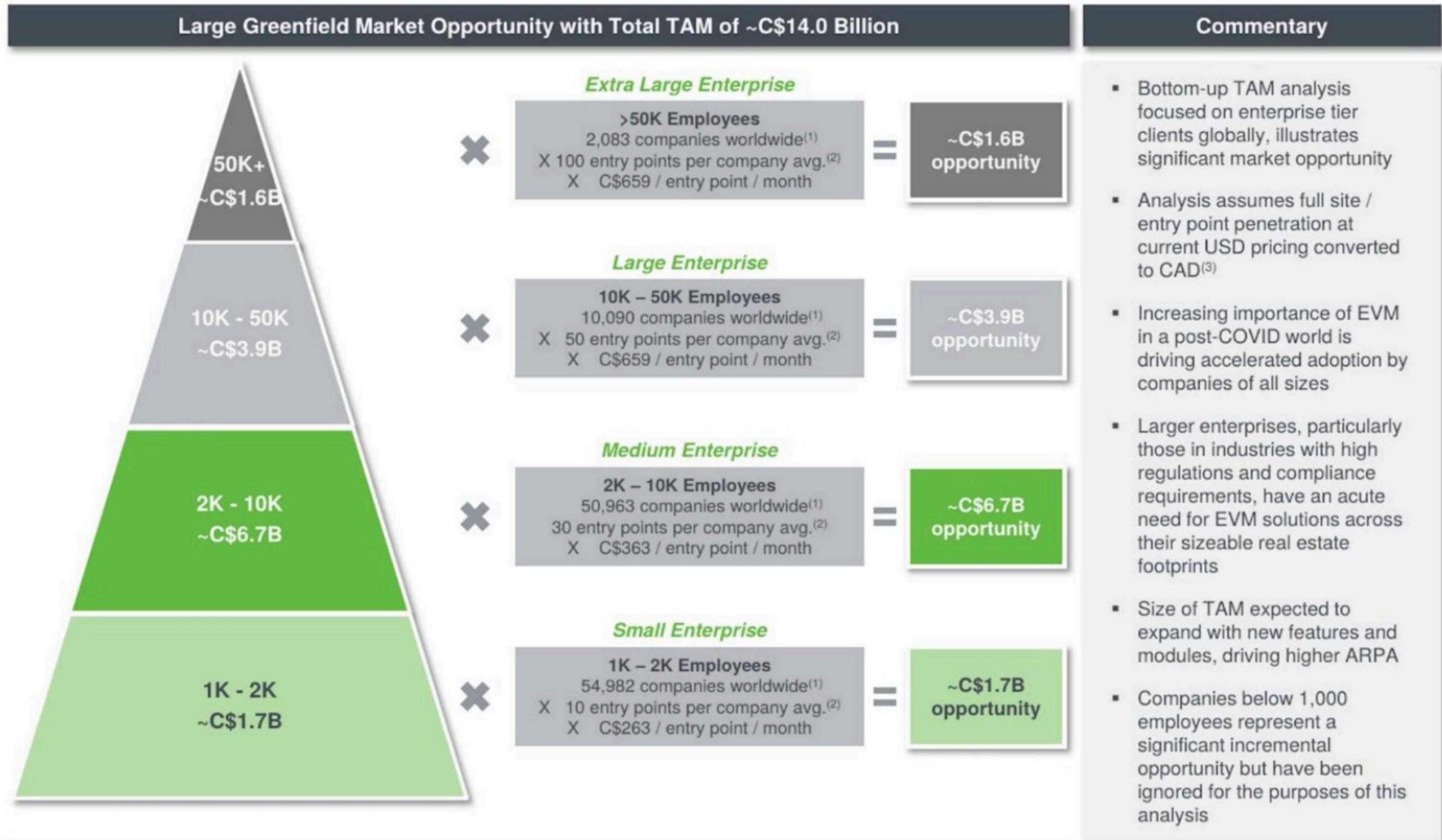
✓ Available Integration With Access Control

✓ Robust Suite of Functions and Cutting Edge Features

# Evolution of the iLobby Story



# iLobby is Positioned for Massive Untapped Market Opportunity



**iLobby's unique focus on large enterprise clients positions it for a massive and growing TAM which is highly underpenetrated**

(1) Source: S&P Capital IQ

(2) Management estimates

(3) Monthly subscription rate per entry point: Corporate - US\$199; Enhanced - US\$275; Enterprise - US\$499; Converted using a CAD/USD exchange rate of 1.32

# iLobby Solves the Unique Challenges of Highly Regulated and Compliance-Oriented Industries



| Unique Challenges                                                                                                                                                                                                                                              | Key Capabilities & Solutions                                                                                                                                                                                                                                                                                                                                                                                               | iLobby's Competitive Advantage                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>Complex Integrations</li> <li>Multi-platform</li> <li>Visual identification</li> <li>Health and safety</li> <li>Complex workflows</li> <li>Large-scale roll-outs</li> <li>Procurements for complex solutions</li> </ul> | <ul style="list-style-type: none"> <li>✓ Windows based kiosks available for unique hardware integrations</li> <li>✓ iOs, Android and Windows supported</li> <li>✓ Support for many badge printing options</li> <li>✓ Complex screening, mustering features</li> <li>✓ Highly robust workflow and rules engine</li> <li>✓ Highly scalable, white-glove solution</li> <li>✓ All hardware provided – one-stop shop</li> </ul> | <ul style="list-style-type: none"> <li>Ⓞ Significant upfront investment in complex development / R&amp;D</li> <li>Ⓞ Support for all types of clients / requirements</li> <li>Ⓞ Enterprise-grade support</li> <li>Ⓞ Ability to expand features into new product lines</li> <li>Ⓞ Extremely sticky solution, particularly with larger clients which have high organizational switching costs</li> <li>Ⓞ Ease of deployment for clients, requires infrastructure</li> <li>Ⓞ iLobby owns the hardware – ease of procurement</li> </ul> |

## Key Examples of How iLobby Addresses the Pain Points Complex Industries Face

|                                               | Requirements Scorecard |                    | Challenges                                                                                                                                                                                                             | iLobby's Capabilities & Solutions                                                                                                                                                                                                                                                                                                                                                                       |
|-----------------------------------------------|------------------------|--------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                               | Regulations            | Process Complexity |                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                         |
| <p><b>Manufacturing &amp; Industrials</b></p> | Medium                 | High               | <ul style="list-style-type: none"> <li>High visitor volume</li> <li>Contractor management</li> <li>Large facility size</li> <li>Multiple entry points, incl. outdoor</li> <li>Global companies</li> </ul>              | <ul style="list-style-type: none"> <li>✓ Fast-track options through QR codes / pre-registration</li> <li>✓ Compliance and induction training, contractor passes, visit schedules, integration with access control</li> <li>✓ iLobby Mobile for handhelds can be used anywhere</li> <li>✓ Data synced across multiple kiosks, gate operation</li> <li>✓ Global shipping, multilingual support</li> </ul> |
| <p><b>Transportation / Logistics</b></p>      | Medium                 | High               | <ul style="list-style-type: none"> <li>Visitors must be pre-screened</li> <li>Identity verification</li> <li>Checks against government lists</li> <li>Passes are issued and verified in different locations</li> </ul> | <ul style="list-style-type: none"> <li>✓ Pre-registration which includes approval and overrides</li> <li>✓ High-grade ID scanning ensures accuracy and enforces security</li> <li>✓ Existing integration with government controlled lists</li> <li>✓ Issuance and verification stations, tracking visitors entering and leaving restricted areas</li> </ul>                                             |
| <p><b>Regulated Industries</b></p>            | High                   | Medium             | <ul style="list-style-type: none"> <li>Must check external watchlists</li> <li>Collection of data / documents prior to arrival</li> <li>Privacy, data residency</li> <li>Unique data retention policies</li> </ul>     | <ul style="list-style-type: none"> <li>✓ Existing integrations with ITAR, C-TPAT and other watchlists</li> <li>✓ Pre-registration with document upload</li> <li>✓ High-grade, geo-specific data storage</li> <li>✓ Support for complex rules at data element level</li> </ul>                                                                                                                           |

# iLobby Leads the Pack with Strong Enterprise Capabilities and Flexible Solution Set

|                         |  | Solution / Functionality |                       |                              |                                |               | Market Focus                        |                    |                    |                    |
|-------------------------|--|--------------------------|-----------------------|------------------------------|--------------------------------|---------------|-------------------------------------|--------------------|--------------------|--------------------|
|                         |  | Enterprise Grade         | Vertical Capabilities | Deep Compliance Capabilities | Integrated Solution / Hardware | Customization | Platforms                           | Commercial         | Industrial         | Office             |
| Enterprise & Mid-Market |  | ●                        | ●                     | ●                            | ●                              | ●             | Cloud, Mac, Microsoft, iOS, Android | ✓<br>Core Offering | ✓<br>Core Offering | ✓                  |
|                         |  | ◐                        | ◑                     | ◐                            | ◐                              | ◐             | Cloud, iOS, Android                 | ✓                  | ✓                  | ✓<br>Core Offering |
|                         |  | ◑                        | ◑                     | ◑                            | ○                              | ◑             | Cloud, iOS, Android                 | ✓<br>Core Offering | ✓                  | ✓                  |
|                         |  | ◑                        | ◑                     | ◐                            | ◑                              | ◐             | Cloud, iOS                          | ✓                  | ✓                  | ✓<br>Core Offering |
|                         |  | ◐                        | ◑                     | ◑                            | ○                              | ◑             | Cloud, iOS                          | ✓                  | ✓                  | ✓<br>Core Offering |
|                         |  | ◑                        | ◑                     | ◐                            | ○                              | ◑             | Cloud, iOS, Android                 | ✓                  | ✗                  | ✓<br>Core Offering |
|                         |  | ◑                        | ◑                     | ◑                            | ○                              | ◐             | Cloud, iOS                          | ✓                  | ✓<br>Core Offering | ✓                  |
| SMB                     |  | ◑                        | ◑                     | ◐                            | ◑                              | ◐             | Cloud, iOS, Android                 | ✓                  | ✓                  | ✓<br>Core Offering |
|                         |  | ◐                        | ◑                     | ◑                            | ◑                              | ◑             | Cloud, Microsoft, Mac, iOS          | ✓                  | ✓                  | ✓<br>Core Offering |

## Why iLobby Wins

Robust Suite of Functions

Scalable SaaS Platform

Wide Ranging Platform Integrations

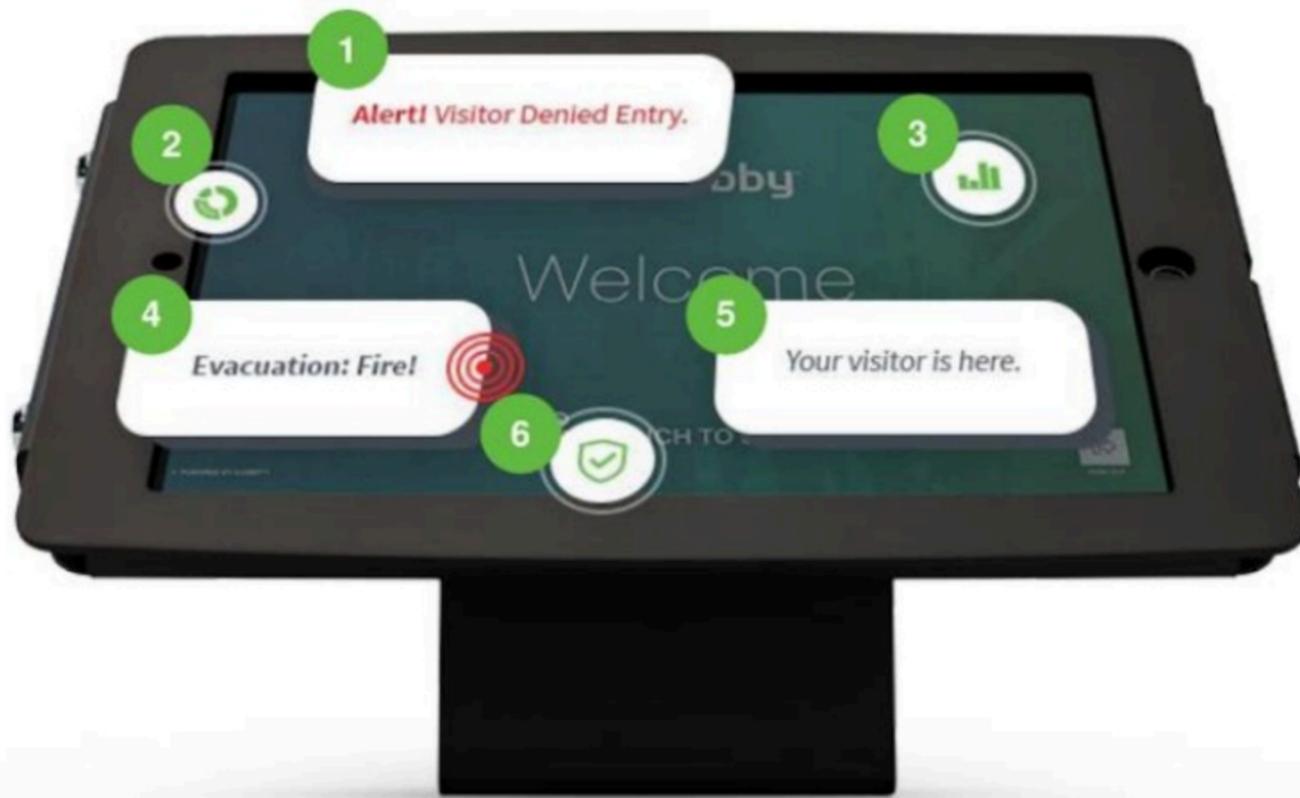
Cutting Edge Features

Focused on Sectors not impacted by COVID<sup>(1)</sup>

(1) Industrial and Commercial are less sensitive to decreases in on-site traffic as compared to Office

# Product Overview: Visitor Management

*iLobby automates the complex process of screening, validating, and monitoring individuals across all business locations, while meeting all privacy, compliance, safety and security requirements*



## Key Metrics

**FY2018**

Original Release Date

**January 2020**

Most Recent Update

**~2,500**

Total # of Entry Points Deployed

**52%**

CAGR in Logos from 2018 - 2020

## Visitor Management Features

- 
**1 Control Physical Access**
  - Streamline visitor sign-in process
  - Integrations with gates and turnstiles
- 
**2 ID Card Scanning**
  - Ensure accurate identification with Photo ID Card scanning
- 
**3 Analytics**
  - Real time visitor management
  - Instant reporting
- 
**4 Emergency Evacuation**
  - Employees are alerted in event of an emergency
  - Full list of individuals on site to assist with headcount
- 
**5 Visitor Notifications**
  - Automatically sends notification to the host
  - Channels include email, text, voice call, or Slack
- 
**6 Automate Security & Compliance**
  - Instantly identify and flag or deny unauthorized guests with internal and 3rd party watch-list databases

Simple, step-by-step sign-in flows collect all the information needed to meet security and compliance requirements



Guided Self Sign In



Instant Security Check



Host Notification



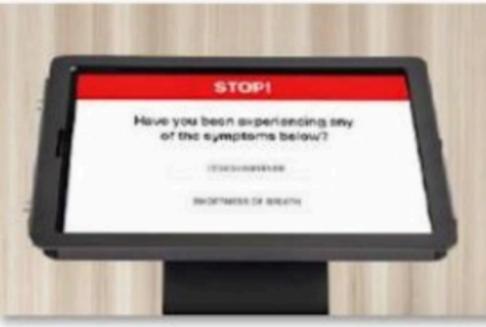
Badge Printing

## Product Overview: Modules and Add-Ons

| Module / Add-On                                                                                                                                          | Description                                                                                                                                                                                                              | Launch Date                                                      |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|
| <p data-bbox="294 410 599 454"><b>iLobby Delivers</b></p>               | <ul style="list-style-type: none"> <li>▪ Full mail management system for workplaces with a high volume of mail and packages; allows businesses to streamline delivery management without any limitations</li> </ul>      | <p data-bbox="2524 454 2744 563"><b>February<br/>2020</b></p>    |
| <p data-bbox="245 694 645 738"><b>COVID-19 Workflows</b> ★</p>          | <ul style="list-style-type: none"> <li>▪ COVID-19 Workflows is a pre-screening tool whereby scheduled visitors are required to complete a mandatory COVID questionnaire</li> </ul>                                       | <p data-bbox="2573 738 2696 847"><b>April<br/>2020</b></p>       |
| <p data-bbox="274 971 619 1015"><b>Touchless Sign-In</b> ★</p>        | <ul style="list-style-type: none"> <li>▪ Touchless experience upon arrival by moving the entire visitor sign-in workflow directly onto a guest's smartphone</li> </ul>                                                   | <p data-bbox="2573 1015 2696 1124"><b>June<br/>2020</b></p>      |
| <p data-bbox="331 1249 562 1292"><b>FeverCheck</b> ★</p>              | <ul style="list-style-type: none"> <li>▪ FeverCheck discreetly takes a body temperature reading at the time of sign-in, without adding any additional steps to the sign-in process</li> </ul>                            | <p data-bbox="2573 1292 2696 1402"><b>July<br/>2020</b></p>      |
| <p data-bbox="339 1528 554 1572"><b>FaceMatch</b></p>                 | <ul style="list-style-type: none"> <li>▪ FaceMatch allows organizations to validate and verify visitors, contractors and employees</li> <li>▪ Visitors are able to bypass multiple check-in work flow screens</li> </ul> | <p data-bbox="2501 1570 2767 1679"><b>September<br/>2020</b></p> |
| <p data-bbox="188 1806 705 1849"><b>Employee Pass Mobile App</b></p>  | <ul style="list-style-type: none"> <li>▪ Employee Pass functionalities include daily sign in and out, visitor management, meeting invitations, door locking / unlocking</li> </ul>                                       | <p data-bbox="2533 1847 2736 1956"><b>October<br/>2020</b></p>   |

# iLobby's COVID-19 Response: Visitor Management Tools for the New Normal

iLobby offers a full solution to help navigate the new normal in workplaces

|                                                                                             |                                                                                                                                                                                                                                                                                                                                        |                                                                                 |                                                                                  |                                                                                       |
|---------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|----------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| <p><b>FeverCheck</b><br/><i>Contactless Body Temperature Readings</i></p>                   | <ul style="list-style-type: none"> <li>An elevated body temperature is one of the early indicators that an individual may have a potential infection, including COVID-19</li> <li>FeverCheck discreetly takes a body temperature reading at the time of sign-in, without adding any additional steps to the sign-in process</li> </ul> | <ul style="list-style-type: none"> <li>✓ Completely Contactless</li> </ul>      | <ul style="list-style-type: none"> <li>✓ Based on FDA, IEC guidelines</li> </ul> |    |
| <p><b>Touchless Sign-In</b><br/><i>Move the Visitor Sign-In to Mobile</i></p>               | <ul style="list-style-type: none"> <li>Touchless experience upon arrival by moving the entire visitor sign-in workflow directly onto a guest's smartphone</li> <li>A fully mobile experience helps keep the workplace safe by reducing physical touchpoints on high-use surfaces at reception</li> </ul>                               | <ul style="list-style-type: none"> <li>✓ Expedite visitor processing</li> </ul> | <ul style="list-style-type: none"> <li>✓ Reduce physical touchpoints</li> </ul>  |   |
| <p><b>COVID-19 Workflows</b><br/><i>Identify High-Risk Individuals Prior to Arrival</i></p> | <ul style="list-style-type: none"> <li>Before arriving at the workplace, scheduled visitors will be required to complete a mandatory COVID questionnaire</li> <li>This pre-screening helps business owners to identify potential high-risk individuals and cancel meetings if necessary</li> </ul>                                     | <ul style="list-style-type: none"> <li>✓ Mandatory questionnaires</li> </ul>    | <ul style="list-style-type: none"> <li>✓ Complete prior to arrival</li> </ul>    |  |
| <p><b>Pre-Registration</b><br/><i>Reduce Wait Times</i></p>                                 | <ul style="list-style-type: none"> <li>Facilitate social distancing in one of the busiest areas of the workplace by allowing visitors to complete key components of the sign-in process prior to their arrival</li> <li>Pre-registration reduces wait times and eliminates unnecessary interactions</li> </ul>                         | <ul style="list-style-type: none"> <li>✓ Check in and out quickly</li> </ul>    | <ul style="list-style-type: none"> <li>✓ Streamline flow of traffic</li> </ul>   |  |

iLobby responds to market needs quickly, helping customers to address the impact of COVID-19 through four recent product launches