

Corporate Presentation

November 2020

TSXV: WLTR

use**walter**

The app **no one can live without**
to manage the home and workplace

INTRODUCING USEWALTER (TSXV: WLTR)

- Smart building technology **SaaS solution** for **property managers and residents** in high-density urban environments
- Enables efficient and cost-effective management of a building across three key areas:
 - **Communication**
 - **IoT management**
 - **Commerce and delivery**
- Active product development to build on existing Smart Building technology and continue generating value-add solutions for commercial and multi-residential units
- >35,000 doors currently serviced by Usewalter with **aggressive North American expansion** targeted for 2021 given increased market demand caused by COVID
 - Plan to leverage property management client base and existing relationship for new client and partner acquisition
- Corporate rebrand to **Usewalter** (previously GOLO Mobile)

INVESTMENT HIGHLIGHTS

Exposure to Unique, High-Growth SaaS Solution

Growth opportunity supported by increasing urban density and rising demand for 'smart living'



De-risked, Revenue-positive Commercial Product

Commercial application with existing and growing annual recurring revenue (ARR) and >35,000 doors serviced currently



First-Mover Advantage

First SaaS solution to integrate seamlessly with existing building applications provided by other prop-tech software providers



Further Market Potential with Expanded Tech Adoption

COVID has led to incremental demand as property managers and residents rely on technology to meet needs



~\$1.0 Billion Annual Total Addressable Market

Across N. American large cities only; further potential with smaller centres



Strong Capital Providers & Aligned Insiders

Supportive investors Blackstone Group L.P. and CVC Capital Partners; ~65% insider ownership and no debt



USEWALTER IS 'THE' SOLUTION

BUILDING PROBLEM

No ability to contact all residents at once

Effective Communication

USEWALTER SOLUTION

Building managers can efficiently contact all residents simultaneously; saving time, cost and reducing risk

Difficult to share building / tenant information without using physical bulletin boards

Centralized Information

Aggregate building info in a single location, reducing administrative burden for property managers while enhancing convenience for residents

Challenge with both building and document access

Secure Access

Enhances security and convenience with smart door-lock technology integration and simplifies document sharing for property managers

Tracking multiple assets in a portfolio is cumbersome; lacks automation

Multi-Asset Monitoring

Property managers can easily and cost-effectively track all assets from a centralized hub that includes customized tools tailored for each property

Residents and property managers use multiple applications to achieve goals

Simplified Engagement

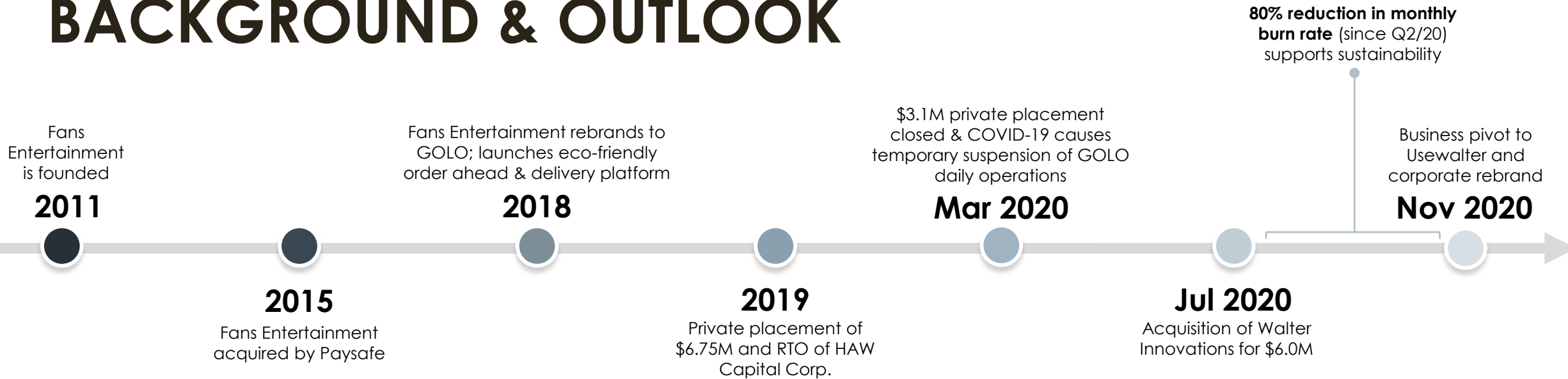
Integrating multiple solutions within a single hub ensures the usewalter app is the only one needed by residents and property managers for home or work

Property managers and residents struggle with packages and deliveries

One-Stop Solution

E-commerce capabilities, secure delivery receipt and storage and improved building safety and efficiency benefit residents and property managers

BACKGROUND & OUTLOOK



Q4/20 → 2021

- Secure capital to accelerate Usewalter marketing and growth strategy across major urban centres in North America
- Accelerate product development to enhance app and advance integration of proprietary API
- Attract additional vendors for inclusion in the usewalter app for in-home services
- Re-launch final 100 feet of last mile delivery solution for commercial tenants with broad-reaching return to offices

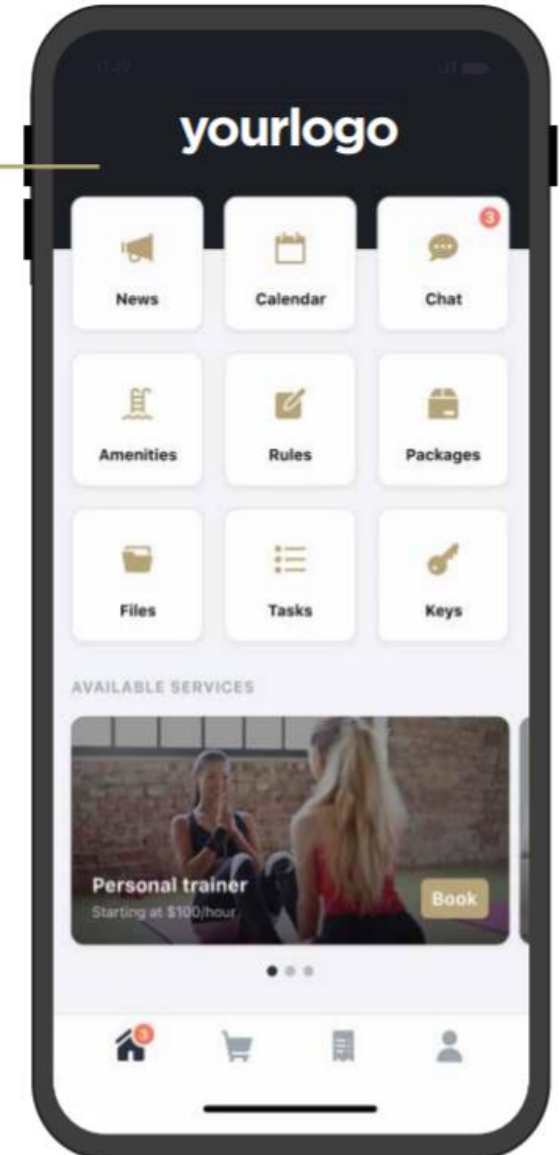
THE ONLY APP YOU NEED

- A single platform that simplifies and streamlines information for property managers
- Web management platform offers intuitive technology that can be customized for each building
- In-app e-commerce allows tenants to securely shop for direct-to-home products and services, while the app's integration allows for shared access and payments*
- Online concierge service and final 100 feet of last-mile delivery solution are designed to minimize building congestion, enhance convenience for tenants and increase throughput for carriers and last-mile delivery providers
- Represents a cost-effective, smart technology solution for building managers to support premium pricing per square foot

custom logo

Upper-dashboard focuses on the building: communication, by-laws, amenities, front desk, calendar.

Lower-dashboard includes all curated on-demand services: cleaning, pet services, flower delivery, car wash, handyman, personal trainer, massage therapist, dry-cleaner & more



STRONG & GROWING PARTNER NETWORK

- Robust partner network which includes leading property managers for commercial and residential towers, as well as key integration partners
- Ongoing efforts to secure additional integration and distribution partners to facilitate access to incremental residential and commercial units

COMMERCIAL PROPERTIES



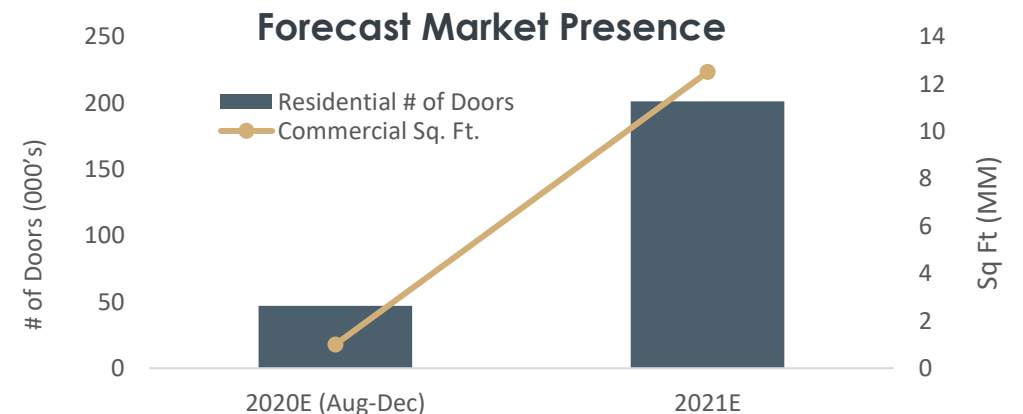
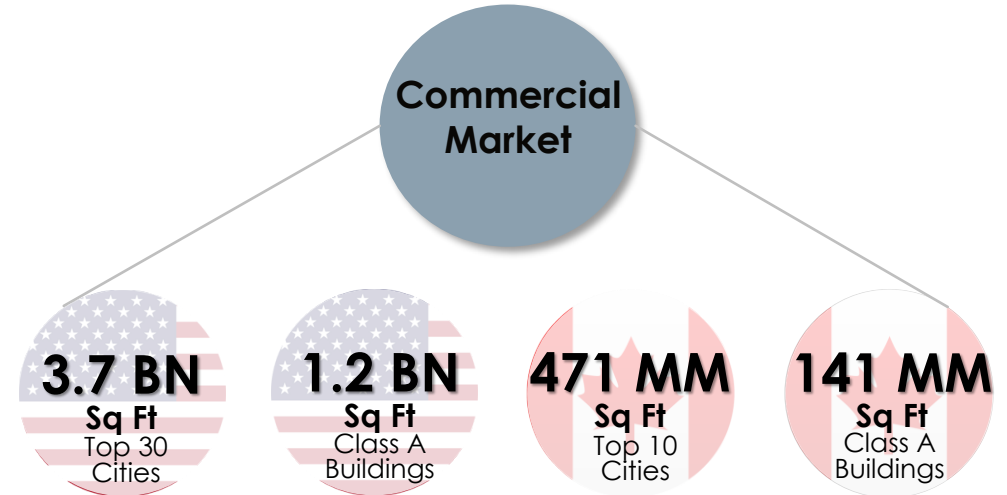
RESIDENTIAL PROPERTIES



INTEGRATION PARTNERS



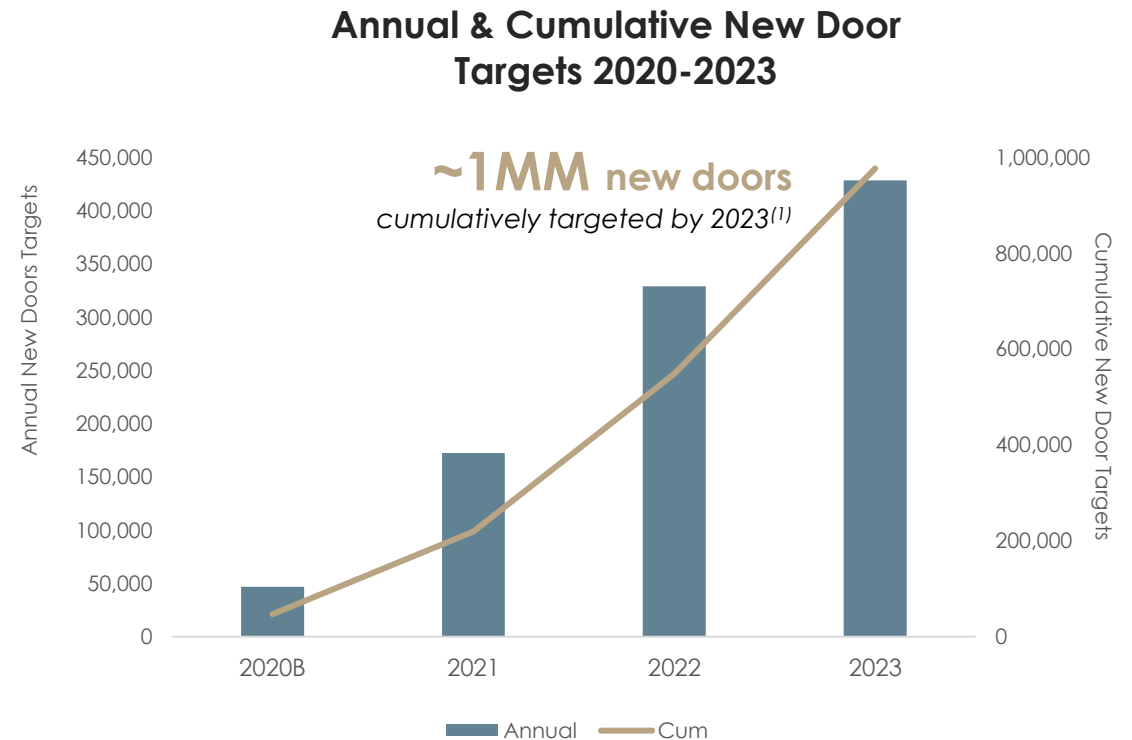
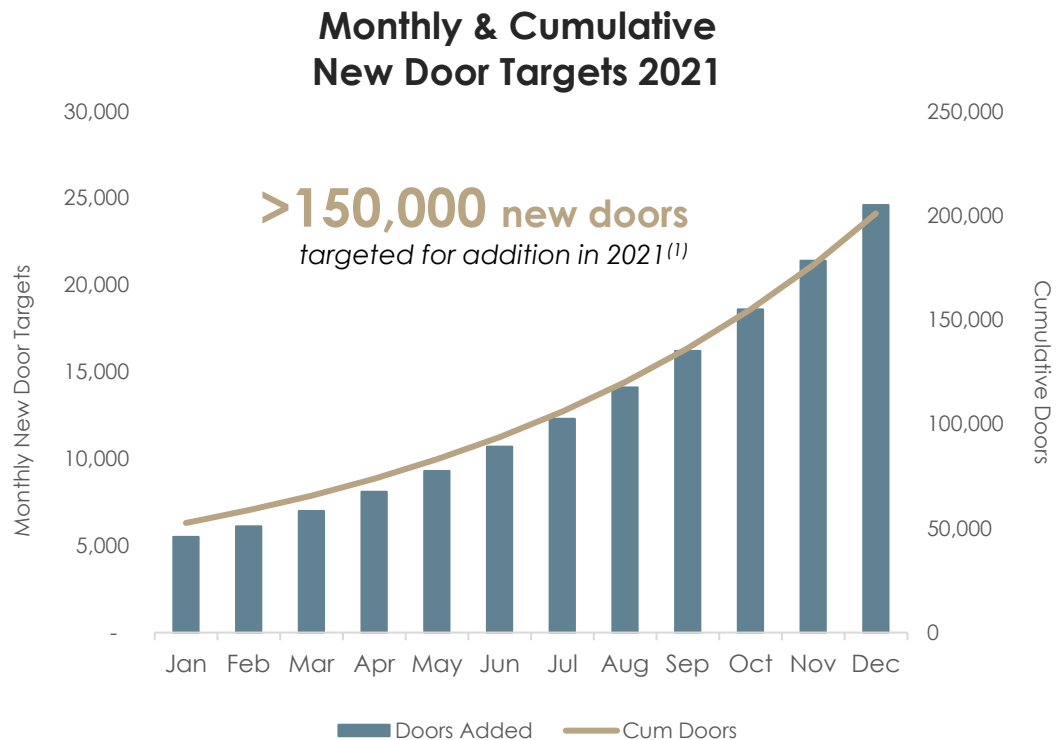
NORTH AMERICAN LARGE CITIES' TAM¹ OFFERS SIGNIFICANT GROWTH OPPORTUNITY



1) TAM = Total Addressable Market
 2) Commercial market size based on 5.5 Bn Sq ft of real estate in the top 30 US cities and top 10 Canadian cities; assumes \$0.0025 - \$0.04 per Sq ft per month
 3) Residential market size based on 19.8MM doors in the top 30 US cities and top 10 Canadian cities; assumes \$1.00 per door per month + 10% of doors opting for ancillary services for an incremental ~\$10/door/yr

REVENUE MODEL: RESIDENTIAL

- Residential property manager revenue:
 - **\$0.75-\$2.00/door/month** + revenue sharing arrangement for concierge and delivery products enabled on the app

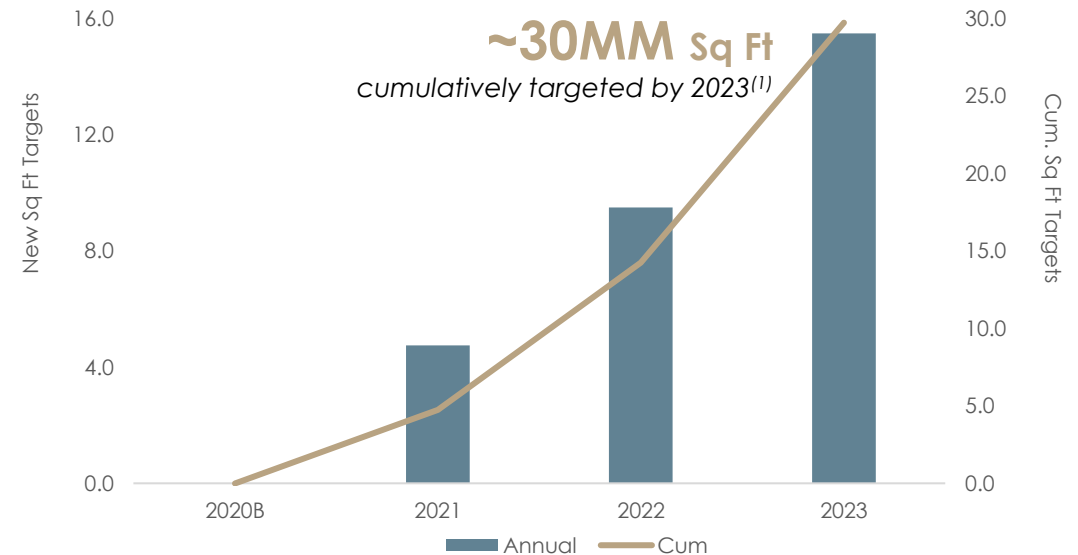


REVENUE MODEL: COMMERCIAL + CLIENT ACQUISITION STRATEGY

- Commercial property manager revenue:
 - **\$0.0025-\$0.04/sq.ft/month**
 - Custom onboarding suite allows property managers to average a first month **download rate of 72%**
- Seeking to secure test with commercial property management customer in 1H/21

- Leveraging distribution partner relationships:
 - Access incremental residential doors + commercial square footage
 - Dovetail with existing prop-tech distribution partners to offer the usewalter app as part of an integrated solution to meet property managers' existing needs
 - 3 dedicated sales reps executing marketing and sales campaign

Targeted Annual New Square Feet Added & Cumulative



COMPETITIVE ADVANTAGES / BARRIERS TO ENTRY

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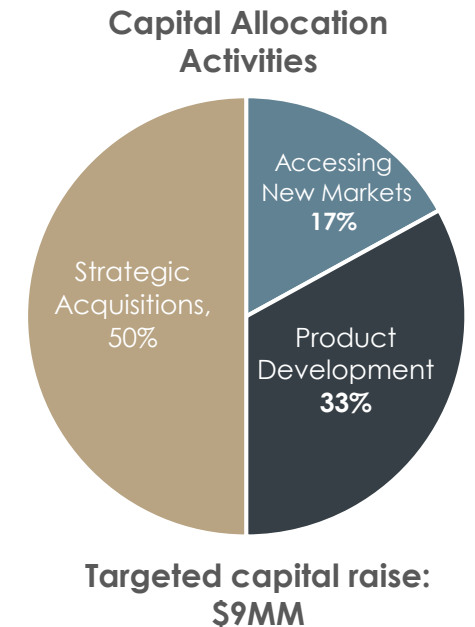
EQUIEM HqO lane

- ✓ Only **full offering of Smart Business Technology** and only firm featuring all capabilities
- ✓ Incorporates **both residential and commercial** verticals
- ✓ **First (& only) mover advantage** among peers into delivery and logistics
- ✓ Solutions for communication, IoT device integration + commerce & delivery
- ✓ Key shareholder, Blackstone Group L.P. offers strong capital partner

	EQUIEM	HqO	lane
Branded App	✗	✓	✓
White Label App	✓	✗	✓
Open API	✓	✓	✓
Workplace Services	✓	✓	✓
Entertainment & Wellness	✓	✓	✓
Food/Item Pickup & Delivery	✗	✗	✗
On-Demand Home Services	✗	✗	✗
Commercial Tenant Engagement	✓	✓	✓
Residential Tenant Engagement	✗	✓	✗

IDENTIFIED GROWTH OPPORTUNITIES

- Usewalter is a leader in the introduction of branding and technology to the Smart Building software industry and is well-equipped to lead continued evolution of the sector
 - Smart Building technology space is **ripe for consolidation**
- Seeking to leverage a first-mover advantage with our stylized, branded and **technologically differentiated** offering
- Successful acquisition and integration of Walter Innovations demonstrates ability to consolidate within the Smart Building space
- Allocate capital to **accretive acquisitions, sales and marketing**, and accelerated **product development** with integration facilitation
 - Actively identifying and pursuing complementary and opportunistic acquisitions
 - Plan established to **access new markets**, secure additional partners for integration and distribution and further **build revenue momentum**
- Near term priority on **deploying residential Smart Building technology**, as commercial market targeted with transition back to full office occupation



NEW MARKET POTENTIAL AND PRODUCT DEVELOPMENT

- Provide increased security, decreased in-building wait times and congestion while optimizing/minimizing elevator usage
- Demand for smart building services capable of tracking / managing deliveries increasing as e-commerce usage expands
- Solutions for healthy tenant circulation and procedures to ensure tenant safety become paramount elements of customer experience in post-COVID world
- Manage evolving real estate needs of businesses stemming from increased usage of e-commerce and curbside pick-up shopping options

Continued Product Development



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walter

STRONG OPERATIONAL AND FINANCIAL ACUMEN



**Peter Mazoff, Director,
President & CEO**

- Joined GOLO in Nov, 2019
- Co-founded Thinking Capital in 2006, Canada's leading alternative lender to small businesses
- Considerable experience in leadership roles at start-ups and strong expertise leveraging data analysis to solve large, complex problems



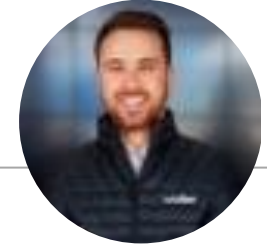
**Nicolas Picard,
VP Finance**

- Started entrepreneurial career during university, establishing and operated a successful online e-commerce company
- Financial leadership positions for past decade: VP Finance/CFO at TetraGenx; founder of Provetis LLC and TetraGenx Animal Health.
- Degree in accounting from UQAM



**Eric McCutcheon, VP
Residential Sales**

- 14+ years tech experience with proven track record in launching communications & management platforms.
- Headed OpenTable (Canada) for 7 years and later Bookenda, developing it to become Canadian market leader; acquired by Yellow Pages Group.
- Passion for real estate & income property ownership, led to co-founding Walter Innovations in 2018.



Thierry Skoda, CTO

- Co-founded Walter Innovations in 2018
- Co-founded and acted as CTO of 4 companies while building applications
- Joined prestigious program Y Combinator in 2017, a top ranked accelerator globally, funding companies such as Airbnb, Stripe, Cruise, Dropbox, Reddit, and Twitch
- Significant previous experience as a full-stack developer

GOVERNED BY A STRONG BOARD



**Peter Mazoff,
Director, President &
CEO**

- See Previous



**Danny Chazonoff,
Director**

- Chief Operating Officer of Paysafe since 2015; previously CTO and with Paysafe since founding in 1996.
- Previously served as VP, MIS and Web Development at BCE Emergis, and Director of Operations for AVS Technologies, a leading distributor of consumer electronics in Canada



**Brian Kreisman,
Independent Director**

- Independent director and head of Audit committee
- Managing Partner at Crowe BGK, a large boutique accounting firm since 2014
- Joined Crowe BGK as an auditor in 1990



**Brahm M. Gelfand,
Independent Director
& Chairman**

- Independent director of GOLO and the Chairman
- Practicing lawyer in Montreal and counsel at Lapointe Rosenstein Marchand Melançon LLP
- Previously member of Independent Review Committee of 1832 Asset Management LLP (Scotiabank)
- Recently served on the board of Paysafe (2014 to 2017) and a member of the audit committee



**Robert McCue,
Independent Director**

- Independent director of GOLO
- Previously a Partner at Bennett Jones LLP where he practiced law for over 30 years focused on tax consultancy
- His prior law practice advised solely on matters related to taxation and he has extensive experience with respect to corporate matters

CORPORATE SUMMARY / CAPITAL STRUCTURE

		Number of Securities	Weighted Average Price	Non-Diluted Percentage	Fully Diluted Percentage
Basic Shares Outstanding		154,845,125	-	100%	72.4%
Dilutive Instruments	Options	9,500,000	\$0.24	6.1%	4.4%
	Warrants	38,644,672	\$0.28	25.0%	18.17%
	Performance shares related to Walter acquisition	10,864,597		7.0%	5.1%
	Fully Diluted	213,854,394			

Recent share price (Sept 25/20)	\$0.17
Market Cap (fd)	\$36.4MM
Debt (June 30)	\$ -
Enterprise Value	\$36.4MM
Insider Ownership (fd)	~65%

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This document is a presentation of general background information about GOLO Mobile Inc. ("GOLO" or the "Company"). The information contained herein has been prepared by GOLO solely for meetings held with a limited number of potential investors in connection with a proposed equity offering (the "Offering") to assist the recipient in making its own evaluation of the Offering and does not purport to be all-inclusive or to contain all the information that the recipient may desire or that may be required in order to properly evaluate the business, prospects or value of the Company.

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You should consult your own legal, regulatory, tax, business, investment, financial and accounting advisers to the extent that you deem necessary and you must make your own investment, hedging or trading decision regarding the Offering based upon your own judgment and advice from such advisers as you deem necessary and not upon any view expressed in this presentation.

An investment in the securities of GOLO is speculative and involves a high degree of risk that should be considered by potential investors. GOLO's business is subject to risks normally encountered in the mobile delivery industry and certain other risks that are associated with GOLO's early stage of development. An investment in GOLO's securities is suitable only for those purchasers who are willing to risk a loss of some or all of their investment and who can afford to lose some or all of their investment.

The Company is not offering to sell any securities in any jurisdiction where the offer or sale of such securities is not permitted.

The information contained in this presentation is only accurate as of May 5, 2020 regardless of the date the presentation is delivered to you.

All references to "\$" herein means the currency of Canada, unless otherwise stated.

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This presentation includes information, statements, beliefs and opinions which are forward-looking, and which reflect current estimates, expectations and projections about future events. Statements containing the words "believe," "expect," "intend," "should," "seek," "anticipate," "will," "positioned," "project," "risk," "plan," "may," "estimate" or, in each case, their negative and words of similar meaning are forward-looking statements. In particular, this presentation contains forward-looking information pertaining to: expectations regarding the expansion, growth and business plan of the Company, including expansion into existing and new markets; expectations with respect to future opportunities; expectations regarding results of operations and industry conditions; trends in the mobile delivery industry that affect demand for the Company's services; expectations regarding the Company's operation activity levels; expectations regarding the Company's customer base; expectations regarding continuing demand from customers; and expected size and use of proceeds of the Offering and expected insider participation therein.

DISCLAIMER

With respect to the forward-looking statements contained in this presentation, assumptions have been made regarding, among other things: that the Offering will be completed; that the Company will achieve, sustain or increase profitability, and will be able to fund its operations with existing capital, and/or will be able to raise additional capital to fund operations; the Company's ability to obtain qualified staff and equipment in a timely and cost-efficient manner; expenditures by the Company, merchants and customers in the Company's network; continuing demand for the Company's services and the pricing of such services; the ability of the Company to market its services successfully to existing and new merchants and consumers; the economy generally; competition in the mobile delivery industry; stability of the general regulatory environment in which the Company operates; and the absence of significant disruptions to the Company's operations such as may result from harsh weather, natural disaster, accident or other calamitous event.

The forward-looking statements included in this presentation are not a guarantee of future performance and should not be unduly relied upon. By their nature, forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements including, but not limited to, the risk factors that are set forth under the heading "Risk Factors" in the Company's Management Information Circular dated May 24, 2019, which is available on SEDAR at www.sedar.com.

Additionally, an investment in the Offering involves risks, including but not limited to:

- there is no certainty that the Offering will be completed or that it will be completed on the terms contemplated herein;
- the structure, use of proceeds and other terms of the Offering have not yet been determined, once determined may be subject to change prior to completion of the Offering;
- the Offering will be conditional upon, among other things, approval of the TSX Venture Exchange and there is no assurance that such approval will be obtained;
- only the common shares of GOLO are listed for trading, the market price for such common shares may be volatile and such volatility may affect the ability of any purchaser of GOLO's common shares to sell such shares at an advantageous price. Additionally, there is currently no market for any other type of security of GOLO and no guarantee that an active trading market will develop for any securities that may be sold pursuant to the Offering;
- the issuance of securities in connection with the Offering may have a dilutive effect on the shareholders of the Company and the Company may issue additional securities in subsequent offerings, which may be dilutive;
- a small number of shareholders of the Company have a controlling influence over matters requiring shareholder approval;
- in the event of a bankruptcy, liquidation or reorganization of the Company, holders of certain of its indebtedness and certain trade creditors will generally be entitled to payment of their claims from the assets of the Company before any assets are made available for distribution to the shareholders;
- although the Company has expectations regarding the use of proceeds from the Offering, there may be circumstances where, for business reasons, a reallocation of funds may be necessary as may be determined at the Company's discretion and there can be no assurance as of the date of this presentation as to how those funds may be reallocated; and
- the market price of the resulting issuer shares could be volatile and could be subject to further significant fluctuations due to changes in sentiment in the market regarding operations or business prospects, among other factors.

These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. In addition, even if the outcome and financial effects of the plans and events described herein 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. Forward-looking statements contained in this presentation are based on the Company's current estimates, expectations and projections, which it believes are reasonable as of the current date. You should not place undue reliance on forward-looking statements, which are based on the information available as of the date of this presentation.

DISCLAIMER

The key risks and uncertainties include, but are not limited to: the COVID-19 outbreak and the responses of governments and the public to the outbreak (including requirements to work from home and mandated government shut downs of most offices); general global economic, market and business conditions; governmental and regulatory requirements and actions by governmental authorities; and relationships with employees, customers, business partners and competitors. Given the unprecedented nature of the COVID-19 pandemic, there can be no assurances regarding the duration of the suspension of GOLO's daily delivery and pick-up operations or the impacts of the pandemic on GOLO's business, operations or performance. The forward-looking information and statements contained in this presentation speak only as of the date hereof and the Company does not assume any obligation to publicly update or revise them to reflect new events or circumstances, except as may be required pursuant to applicable laws.

Historical statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. In this regard, certain financial information contained herein has been extracted from, or based upon, information available in the public domain and/or provided by the Company. No statement in this presentation is intended to be nor may be construed as a profit forecast.

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The securities described herein will be offered on a private placement basis in reliance upon prospectus and registration exemptions under applicable securities legislation. Resale of the securities offered hereby will be subject to restrictions under the applicable securities legislation, which will vary depending on the relevant jurisdiction. Generally, such securities may be resold only pursuant to an exemption from or in a transaction not subject to, the prospectus and registration requirements of applicable securities legislation or pursuant to an exemption order granted by appropriate securities regulatory authorities. Investors are advised to seek legal advice prior to any resale of securities of the Company.

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This presentation does not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of the securities of the Company, in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction. The securities of the Company have not been and will not be registered under the United States Securities Act of 1933, as amended (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", as such term is defined in Regulation S under the U.S. Securities Act, unless an exemption from such registration is available.

DISCLAIMER

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The following summary is subject to the express provisions of the applicable securities laws, regulations and rules, and reference is made thereto for the complete text of such provisions. Such provisions may contain limitations and statutory defences not described herein on which the Company and other applicable parties may rely. Purchasers should refer to the applicable provisions of the securities legislation of their province for the particulars of these rights or consult with a legal adviser.

The following is a summary of rights of rescission or damages, or both, available to purchasers resident in the provinces of Ontario, New Brunswick, Nova Scotia and Saskatchewan. If there is a misrepresentation herein and you are a purchaser under securities legislation in Ontario, New Brunswick, Nova Scotia and Saskatchewan you have, without regard to whether you relied upon the misrepresentation, a statutory right of action for damages, or while still the owner of the securities, for rescission against the Company. This statutory right of action is subject to the following: (a) if you elect to exercise the right of action for rescission, you will have no right of action for damages against the Company; (b) except with respect to purchasers resident in Nova Scotia, no action shall be commenced to enforce a right of action for rescission after 180 days from the date of the transaction that gave rise to the cause of action; (c) no action shall be commenced to enforce a right of action for damages after the earlier of (i) 180 days (with respect to purchasers resident in Ontario) or one year (with respect to purchasers resident in Saskatchewan and New Brunswick) after you first had knowledge of the facts giving rise to the cause of action and (ii) three years (with respect to purchasers resident in Ontario) or six years (with respect to purchasers resident in Saskatchewan and New Brunswick) after the date of the transaction that gave rise to the cause of action; (d) with respect to purchasers resident in Nova Scotia, no action shall be commenced to enforce a right of action for rescission or damages after 120 days from the date on which payment for the securities was made by you; (e) the Company will not be liable if it proves that you purchased the securities with knowledge of the misrepresentation; (f) in the case of an action for damages, the Company, will not be liable for all or any portion of the damages that it proves do not represent the depreciation in value of the securities as a result of the misrepresentations; and (f) in no case will the amount recoverable in such action exceed the price at which the securities were sold to you. The foregoing is a summary only and is subject to the express provisions of the *Securities Act* (Ontario), the *Securities Act* (New Brunswick), the *Securities Act* (Nova Scotia) and the *Securities Act* (Saskatchewan), and the rules, regulations and other instruments thereunder, and reference is made to the complete text of such provisions contained therein. Such provisions may contain limitations and statutory defences on which the Company may rely.

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In Manitoba, the *Securities Act* (Manitoba), in Newfoundland and Labrador the *Securities Act* (Newfoundland and Labrador), in Prince Edward Island the *Securities Act* (PEI), in Yukon, the *Securities Act* (Yukon), in Nunavut, the *Securities Act* (Nunavut) and in the Northwest Territories, the *Securities Act* (Northwest Territories) provides a statutory right of action for damages or rescission to purchasers resident in Manitoba, Newfoundland, Prince Edward Island, Yukon, Nunavut and the Northwest Territories, respectively, in circumstances where this presentation or an amendment hereto contains a misrepresentation, which rights are similar, but not identical, to the rights available to Ontario purchasers.

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TSXV: WLTR

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The app to manage your home and
workplace that **no one** can live without