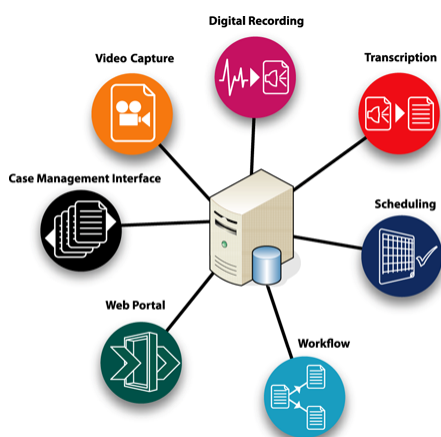




# EXPANDING OUR DIGITAL REACH

## VIQ SOLUTIONS INC. INVESTMENT FACT SHEET

### DIGITAL RECORDING AND WORKFLOW SOLUTIONS



### ABOUT VIQ SOLUTIONS

VIQ Solutions Inc. is a global leader in computer-based digital audio and video capture and management for over 20 years. VIQ Solutions offers a range of integrated end-to-end solutions, from digital audio recording and annotation, to voice-to-text transcription, to interactive electronic scheduling and management, all from one central secure database. With innovative product and service-based solutions for voice-driven systems in the legal, medical, business, and government industries, VIQ Solutions is recognized as a global provider in the digital audio industry. VIQ owns two transcription subsidiaries, Spark & Cannon Australasia Pty. Ltd. and International Reporting Inc.

### ABOUT SPARK & CANNON AUSTRALASIA PTY. LTD.

Spark & Cannon provides efficient verbatim transcription and digital recording services to judicial, legislative, medical and corporate clients across Australasia. The Spark & Cannon name is synonymous with accuracy, efficiency and reliability. Through their network of offices throughout Australia, Spark & Cannon boasts a growing list of satisfied customers, including the WA Department of the Attorney General, Federal Court of Australia, Family Court of Australia and numerous state based courts and tribunals.

### ABOUT INTERNATIONAL REPORTING INC.

International Reporting Inc. provides bilingual digital verbatim reporting and transcription services. International Reporting has revolutionized the industry by introducing new technologies and infrastructure allowing the implementation of live online digital recording solutions which can be transcribed via any location across the country and internationally. Their complete turnkey solutions provide fully indexed online document and audio management solutions. International Reporting's growing list of customers includes the Canadian Federal Government, the Cornwall Public Inquiry and the National Energy Board.

## KEY STATISTICS

**Company Description:**  
Software development, transcription and recording services, professional services

**Full-Time Employees:** 65  
**Year Founded:** 2004  
**Fiscal Year End:** Dec. 31

### Financial Results

12 months ended Dec. 31/09 (Audited)

Sales \$11,341,485  
Gross Profit \$4,551,701  
Net Loss for period \$972,824  
Loss per share \$0.01

3 months ended Mar. 31/10 (Unaudited)

Sales \$2,769,573  
Gross Profit \$1,023,511  
Net Loss for period \$426,309  
Loss per share \$0.01

### STOCK INFORMATION

Exchange:	TSX-V
Traded Symbol:	VQS
Outstanding Shares:	83,204,085
52 Week High/Low:	\$ 0.45/\$ 0.18
Market Capitalization:	\$ 27.2 M

### REVENUE MODEL

- Software Licensing: Software license priced by number of seats
- Transcription Services: Transcription fee per page/word
- NetScribe Services: Fixed service fee or fixed fee with variable per page transcription fee
- Service and Maintenance Fees: Annual maintenance fees on all software sales

## MANAGEMENT

David Outhwaite, President, CEO  
 Karen Hersh, CFO  
 Malcolm Macallum, CTO

## BOARD OF DIRECTORS

Norm Inkster, Chairman  
 David Outhwaite, President, CEO  
 John Haag  
 George Kempff  
 John McLeod

## LOCATIONS

**VIQ Solutions Head Office**  
 888 3<sup>rd</sup> St W, Ste. 1000  
 Calgary, Alberta, T2P 5C5

**VIQ Solutions Sales & Development**  
 100 Allstate Parkway, Suite 200  
 Markham, Ontario, L3R 6H3

**VIQ Solutions Transcription & Sales US**  
 2202 N. West Shore Blvd., Ste 246  
 Tampa, Florida, 33607

**Spark & Cannon Australasia Pty Ltd.**  
**Locations**  
 Adelaide, South Australia  
 Brisbane, Queensland  
 Canberra, Australian Capital Territory  
 Hobart, Tasmania  
 Melbourne, Victoria  
 Perth, Western Australia  
 Sydney, New South Wales

**International Reporting Inc. Office**  
 Ottawa, Ontario

## COMPETITIVE ADVANTAGE

- Technologically superior, feature-rich products at competitive price points
- Multi-tiered architecture capable of managing world-wide audio/video acquisition and workflow processes
- Complete turn-key solutions with technology bundled in service quotations
- Products that appeal to multiple market verticals increasing potential sales opportunities
- Global distribution network for local customer care
- Platform-based development reduces time to market
- We are the only digital audio capture company that can address entire market from simple products to complex, enterprise solutions

## LINKS

Company site: [www.viqsolutions.com](http://www.viqsolutions.com)  
 Company Profile: [www.sedar.com](http://www.sedar.com)  
 Inquiries: [khersh@viqsolutions.com](mailto:khersh@viqsolutions.com)

## PRODUCTS AND SERVICES

We supply solutions that capture, digitize, compress and store audio and video to courthouses, legislative assemblies and quasi-judicial agencies. Our product suite has evolved from simple standalone audio capture solutions to complex, integrated solutions providing full data redundancy, complete database management and a third-party case management interface.

- **Encompass Pro Suite:** The Encompass Pro suite offers sophisticated audio and video capture and management. Encompass is ideally suited for markets with both digital audio and visual requirements such as the traditional court market, quasi-judicial markets including depositions, inquiries or hearings and new vertical markets. The Encompass Pro suite provides automated record management and backup to maintain the security and integrity of the digital record in large-scale installations.
- **Continuum Suite:** The Continuum all-in-one suite is an easy way for analog users to make the jump to digital audio and video recording. With a simplified front-end and sophisticated back end, Continuum can evolve as the operator's skill set and the customer's needs grow. Continuum recording stations can be integrated with the Encompass Pro Suite.
- **ICM Tool:** The ICM Tool serves as a bridge between the Encompass Pro and Continuum systems and a court's case management system for customized reporting.
- **NetScribe:** The NetScribe transcription workflow utility allows clients and transcriptionists to easily and securely distribute digital audio and documents.
- **MURF:** The MURF solution provides fully automated digital audio recording and transcription management for legislatures.

## SAMPLE CUSTOMERS

- **Legal Customers:** 594-room UK recording project, Executive Office of Immigration Review (US Department of Justice), Province of Newfoundland and Labrador, 13<sup>th</sup> Judicial District (Tampa, Florida)
- **Non-Judicial Customers:** Regional Municipality of York Police Services Board, Australian Securities and Investments Commission, Offutt Air Force Base JAG, Arizona Department of Health, Union Pacific Railway
- **Legislative Customers:** Danish Legislature, South African Legislature, Quebec Legislature, Newfoundland Legislature, Republic of Malawi

## GLOBAL PARTNERSHIP NETWORK

We partner with established, successful distribution companies around the globe. Our distributors have all undergone intensive training and are certified as VIQ product experts. Our distributors expose VIQ's product suite to pre-established value-added reseller networks and financial relationships. Our global distributor network provides VIQ's customers with efficient sales and service across the globe.

We are working to develop new partnerships and expand existing partnerships among large system integrators and strategic entry point partners. Large system integration and development companies like Atos Origin, Logica, and Avaya (formerly Nortel Government Solutions) have selected VIQ to provide the recording software and service component of their projects.