



Shareholder Update Conference Call Presentation March 2021 (OTC: QPRC)

## Forward-looking Statement

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References throughout are to the Company's 10% secured convertible note to Intelligent Partners LLC, as transferee of the secured convertible notes issued to United Wireless Holdings, Inc., pursuant to the securities purchase agreement dated October 22, 2015 between the Company and United Wireless, as more fully described in the Company's financial statements for the year ended December 31, 2019 and extinguished pursuant to the restructure agreement dated February 19, 2021 between the Company and Intelligent Partners LLC, as more fully described in the Company's current report filed on Form 8–K on February 24, 2021



# **Corporate Overview**

- " IP Asset Manager
- " Access, Diligence, Acquisition
- " Grew portfolio from 1 to over 150 patents
- 70+ licensing programs completed
- " Access to capital needed to scale and diversify



### **Overview and Introduction**

- Our call today is set to review several important actions taken on behalf of and for the benefit of the Company's stakeholders, which we believe well positions Quest going forward
- Management believes that the landscape for the investment in intellectual property remains extremely strong
  - While the legal landscape adapts to judicial and legislative events, licensing program metrics continue to reflect historic long term trendlines
  - The IP asset class remains non-correlated to traditional equity and fixed income assets and is a viable alternative in today's low interest rate environment
  - Success drivers remain sourcing, capital, licensing program structure, execution and scale



## **Overview and Introduction**

" Recently we entered into a series of agreements which include:

Securing an up to \$27 million capital facility with a recognized leader in litigation finance for IP asset acquisitions, subject to diligence and approval, with up to \$2 million being available for working capital, at the Company's discretion

Extinguished the Company's 10% Secured Convertible Note<sup>\*</sup> in full in exchange for a cash payment, additional equity and a contingent interest in future net proceeds

Engaged a team of industry experts to help advise with ongoing strategic, growth and corporate finance initiatives – on terms that share risk and align the interests of all stakeholders



# **New \$27 million Capital Facility**

#### **Key Objectives**

- Increase capital available to purchase and build a diversified portfolio of intellectual property assets
- Near term financial security and stability to facilitate ramp-up and deployment
- "Structured to recognize and account for outcome risk and uncertainty in timing and amount of revenues

#### **Actions Taken**

- "Entered into an up to \$27 million Capital Facility for the purchase of IP assets and, secondarily, as necessary, up to \$2m of which can be used for, working capital needs of the Company, providing stability and runway during early deployment.
- Shared Risk except in certain events of default, investment is non-recourse; returns are contingent upon and payable from net proceeds realized from monetization
- " Alignment Equity participation aligns the interest of investor and other stakeholders



# **Extinguishment of existing 10% Promissory Note<sup>^</sup>**

#### **Key Objectives**

# "Resolve the fundamental disconnect between the certainty of debt obligations and the uncertainty of the timing and amount of licensing revenues

"Eliminate debt service costs, their drain on free cash and the collateral impact the timing of mandatory payment obligations have on licensing program management

#### **Actions Taken**

- " Extinguished 10% Secured Convertible Note<sup>^</sup>
- Overall restructure of obligations to former noteholder
- Former noteholder granted additional equity contingent interest in future net proceeds
- No interest, maturity or mandatory periodic payment obligation



## **Management & Advisory Support**

#### **Key Objectives**

- Secure access to valuable human capital in order to leverage the power of both the facility and the platform in pursuit of the Company's full potential
- "Do so in a manner that shares risk and aligns the interests of all stakeholders

#### **Actions Taken**

- Added 3 industry and finance veterans to help advise and navigate the Company's various strategic and growth objectives
- Named independent board member to help provide further guidance to the Quest board
- Terms of engagement reflect a long term commitment to pursuit of success, shared risk of outcome but also shared benefit of success



## **Collective Result**

These actions work together to provide the flexibility for Quest to aggressively build and monetize a large portfolio of valuable IP assets:

<u>Dedicated Capital</u> – improved access and ability to engage across the full spectrum of opportunities, specifically larger, longer life portfolios that command higher prices

<u>Debt Extinguishment</u> – eliminates the claim on free cash and resolves the fundamental disconnect between the certainty of debt obligations and the uncertainty of the timing and amount of licensing revenues

<u>Scale</u> – with capital and runway, the Company sought to secure the engagement of valuable human capital to help scale the business and fully leverage these recent developments as the company seeks to drive long-term shareholder value



## **Summary & Conclusion**

- "Our core belief in the asset class, as well as our investment thesis remains strong
- "The facility and restructured obligations have the company well positioned going forward
- Our new stakeholders nationally recognized capital provider, new board member and advisors – are welcome additions and speak to a compelling shared vision for the Company
- Subscribe to website alerts and follow us on Twitter @QPRC for news and updates

