

Investor Presentation

October 2026

TSX: XTRA || OTCQX: XTRAF || FRA: OPL



xtract **one**



Disclaimer

No securities exchange has reviewed nor accepts responsibility for the adequacy or accuracy of the content of this presentation. This presentation contains forward-looking statements relating to system sales, product development, licensing, commercialization and regulatory compliance issues and other statements that are not historical facts. Forward-looking statements are often identified by terms such as "will", "may", "should", "anticipate", "expects", "believes", and similar expressions. All statements other than statements of historical fact included in this presentation are forward-looking statements that involve risks and uncertainties. There can be no assurance that such statements will prove to be accurate and actual results and future events could differ materially from those anticipated in such statements. Important factors that could cause actual results to differ materially from the Company's expectations include counterparty default and other risks detailed from time to time in the filings made by the Company with securities regulators. The reader is cautioned that assumptions used in the preparation of any forward-looking information may prove to be incorrect. The reader is cautioned not to place undue reliance on any forward-looking information. Forward-looking statements contained in this presentation are made as of the date of this presentation and the Company will not update or revise publicly any of the included forward-looking statements except as expressly required by applicable law.

Neither the Toronto Stock Exchange (TSX) nor its Regulation Services Provider (as that term is defined in policies of the TSX) accepts responsibility for the adequacy or accuracy of this presentation.

This presentation contains non-IFRS and supplementary financial measures, including total contract value of new bookings, agreements pending installation, and Adjusted EBITDA. These measures have no standardized meaning under IFRS and may not be comparable to measures used by other issuers. See the Company's MD&A, available at www.sedarplus.ca, for definitions and reconciliations.

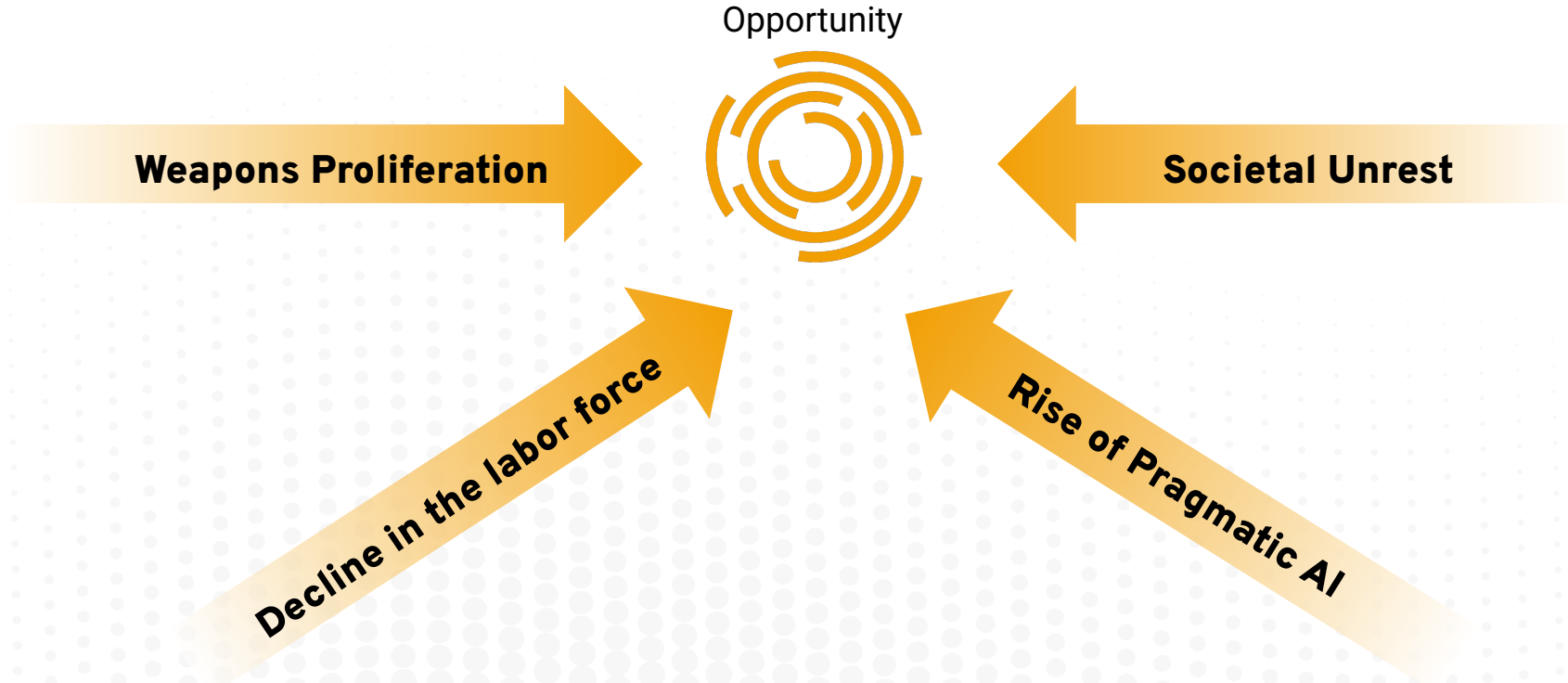
For further information: LodeRock Advisors: Mark Kuindersma, mark.kuindersma@loderockadvisors.com | www.xtractone.com



XTRACT ONE IS DISRUPTING THE PHYSICAL SECURITY MARKET

Xtract One delivers a digitally-driven patron screening solution that radically enhances the patron experience while significantly lowering security risks and costs

Xtract One - An Interesting Investment Fulcrum Point



Creating The Next Generation Patron Experience

**From Obsolete
walk-through
metal detectors**



**...to transformed
perimeter
screening and
security**

Why Investors Choose Xtract One

Digital disruption of an existing market with high barriers to entry

Strong order backlog

Independently verified and proven technology

AI platform sets stage for expansion into \$39.5B market, and beyond

Predictable recurring revenue

Key customer wins and compelling customer ROI

Legacy Technology Creates Poor Patron Experience

Accelerating Modern Security Threats

- Increasing gun violence
- Weapons proliferation
- Social unrest
- School safety
- Compliance mandates
- Staffing challenges
- Safe City initiatives

Traditional Solutions Create Friction

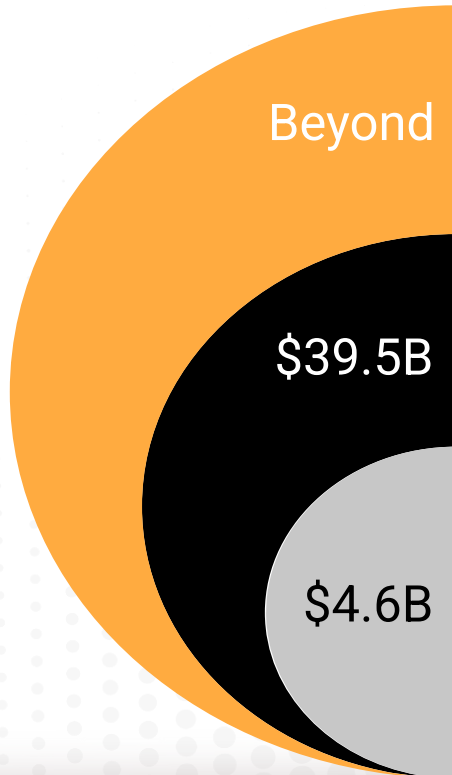
- Lengthy wait times
- Poor experience
- Personal infringement
- Labor intensive
- High touch/contact
- Inefficient/costly
- Reactive security



Increasing Demand For
Patron Screening

Poor Patron
Experience

Total Addressable Market



Enhanced Product Offering and Global Expansion

- Expanded solutions offering
- Global expansion
- Strategic partner channels

Expanded Market Verticals

- Schools, Commercial Property, Distribution, Manufacturing, Retail, and Hotels in North America
- Solution expansion, addressing a broader set of customer needs
- Integrated solutions with technology partners

Initial Target Market

- Stadiums, Casinos, Theaters in North America
- Focus on patron screening, security and improved customer experience
- Target venues seeking a fully integrated subscription solution

Sources: Gartner, IDC, Management Estimates

Xtract One's Target Markets

Initial Markets

Sports and Live Entertainment



RUPP ARENA



The Liacouras Center
T



MOODY CENTER
AT THE UNIVERSITY OF TEXAS



sphere

Budweiser
GARDENS



Expansion Markets

Healthcare, Education, Public Sector, Manufacturing, and International



SENTARA



Community Health Network



Shared health
Soins commun
Manitoba



FTL WAR
MEMORIAL



VOLUSIA
COUNTY SCHOOLS

xtract o|n|e 9

Two Products – One AI platform

 **SmartGateway**



- Built for the small-blade problem: sports and live entertainment venues, hospitals.
- High efficacy of weapons detection where personal belongings are few.
- DHS SAFETY Act designation; a requirement for professional sports leagues.

 **xtract one gateway**

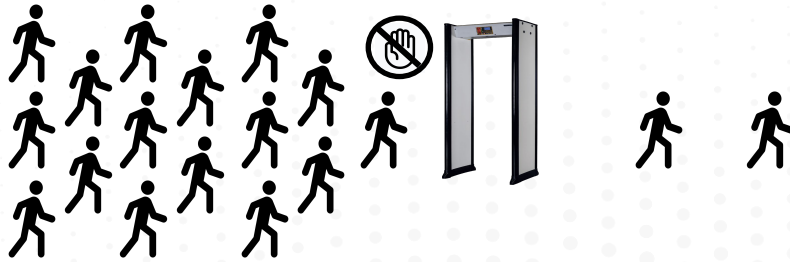


- Built for the backpack problem: schools, workplaces, conference centres.
- Identifies and categorizes objects, both threats and everyday items, in high-clutter environments.
- Bi-directional scanning, with detection settings customized for ingress and egress.

xtract one

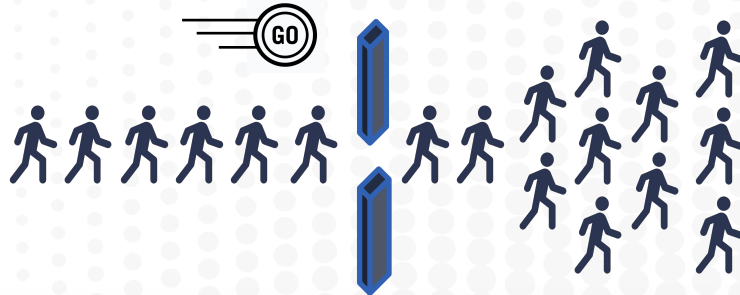
Compelling Customer ROI

Technology that can detect the difference between metal and weapons



Traditional Approach

- X Frustration
- X Delays
- X High security costs



- ✓ Fast
- ✓ Frictionless
- ✓ Lower staff costs

Customer Outcomes:

Up to

7X

Increase in Patron
Throughput

Up to

80%

OPEX Efficiencies

**Improved Patron
Experience**

Why Customers Choose Xtract One



Enhanced Security

- **Independent verification** – technology detects the **broadest set of firearms and knives vs. competitors**
- High quality AI and advanced business analytics



Customer-Centric Business Model

- **Software-driven innovation to continuously improve functionality and address customer requested features**
- Flexible SaaS subscription model
- Recognized industry expertise for venue security and patron experience



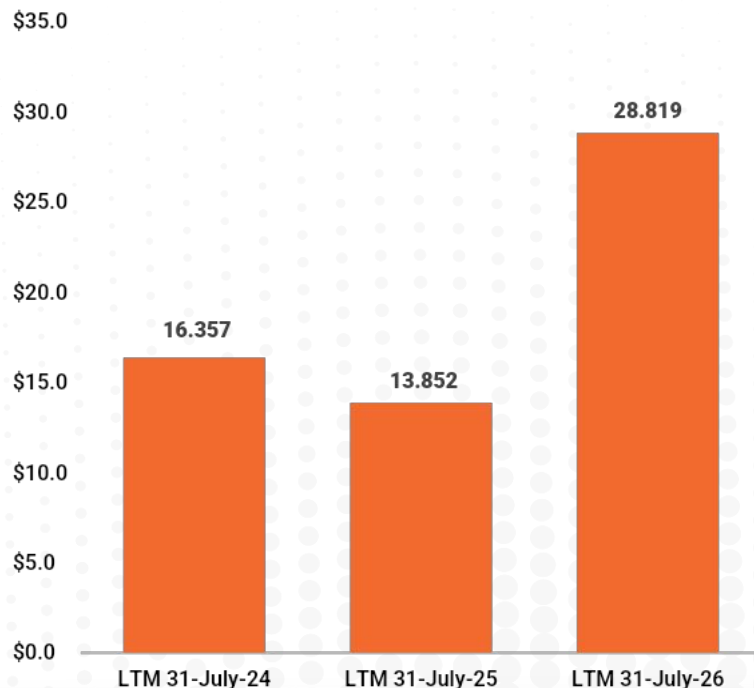
Superior Patron Experience

- **Positioned for the future of patron experience** – from first glance to inside-the-venue operations
- Proactive platform integration to address future screening requirements

Validation in the Real World

Revenue

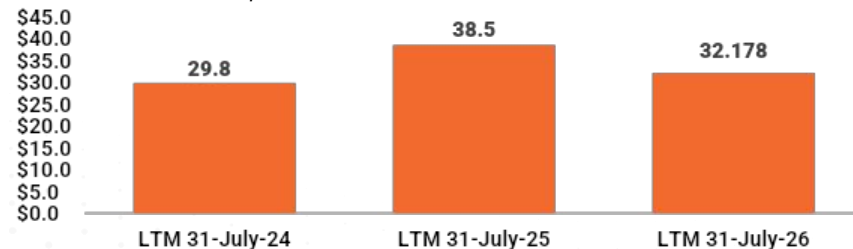
Presented for the 12-month periods ended as indicated.



Presented Canadian dollars, in millions.

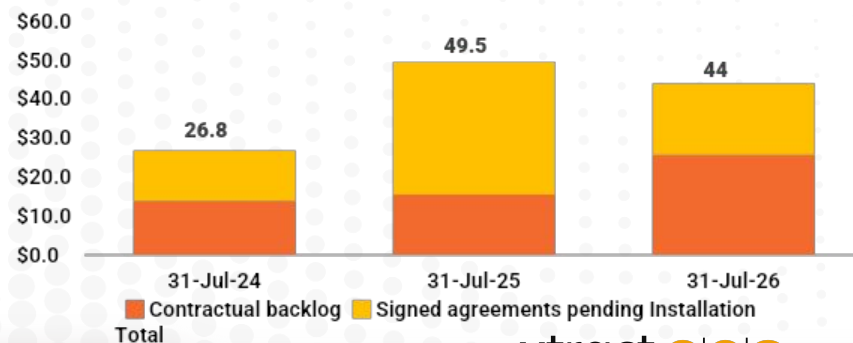
Total contract value of new bookings

Presented for the 12-month periods ended as indicated.



Contractual backlog & signed agreements pending installation

Presented as at the end of the periods indicated.



Verified by third parties

Four independent bodies have tested, certified or listed the platform on their own criteria.

LABORATORY STANDARDS



U.S. Department of Justice

Certified to four national standards for weapons detection.

LIVE STADIUM



NCS4

Validated in live stadium conditions at 17,000 patrons, against league specifications.

FEDERAL DESIGNATION



U.S. Department of Homeland Security

SAFETY Act designation granted in 2024.

UK GOVERNMENT LISTING



NPSA

Listed on the Catalogue of Security Equipment as a discriminative metal detection system.

Strategic Partnerships

Oak View Group owns and provides management services to over 350 venues internationally



Madison Square Garden Sports and Sphere Entertainment own some of the most well-known sports and entertainment brands in North America



MADISON SQUARE GARDEN.
THE WORLD'S MOST FAMOUS ARENA



sphere



RADIO CITY
MUSIC HALL

THE CHICAGO
THEATRE



THE
Beacon THEATRE

Integrated Solution



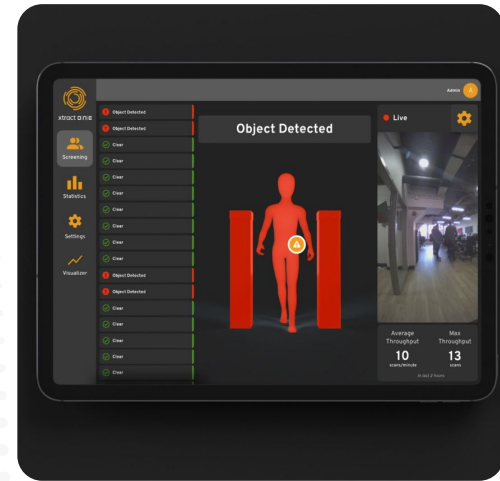
SmartGateway

"Fast frictionless entry"



Xtract One Gateway

"Exceptional security for everyday spaces"



Xtract One View

"Integrated intelligence"

Integration of Patron Screening And Experience

AI-enabled platform leads to continued and evolving capabilities, unlocking full roadmap of services

To – Integrated Patron Experience, Patron Screening, and Facility Optimization

From - Weapons Detection

Engage



“100 Miles”

- Social Media Scanning
- Threat Intelligence
- Reservation Fraud
- Threat / Crime Detection

Approach



“100 Feet”

- ✓ Weapons Detection
- ✓ Threat / Crime Detection
- ✓ Perimeter Security
 - Crowd Routing
 - Facial Rec

Entry/Exit



“1 Foot”

- ✓ Weapons Detection
 - Entry Routing
 - Automated Ticket Scanning
 - Health / Vaccine Verification
 - RFID Scanning
 - Contraband
 - VIP identification

Inside



“Inside”

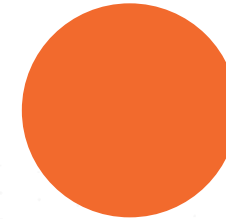
- ✓ Crowd behaviors
- ✓ Crowd intelligence and management
- ✓ Data intelligence and insights
 - Marketing / Retail Optimization
 - Experience Optimization
 - Staff and operations planning

✓ Denotes Current Offering

Go to Market Model

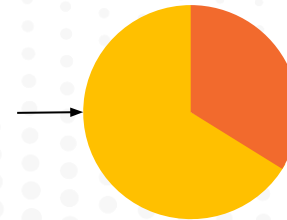
- **Contracts are either Upfront Purchase or Subscription**
 - Typically 3-year contracts with automatic renewal
 - All contracts include the Gateway as well as ongoing support
- **Xtract One goes to market through both Direct Sales & Channel Partner strategies**
 - Direct Sales are well suited for live entertainment and sports segments
 - Channel Partners are well suited for education, healthcare, and public sector

Subscription



100% of TCV results in recurring revenue over the life of the contract

Upfront Purchase



67% of TCV recognized as revenue upfront on installation

33% of TCV results in recurring revenue over the life of the contract related to support and maintenance services

Expanding Revenue Stream



Xtract One Gateways

- Initial hardware and software,
- Recurring maintenance / support
- SaaS Delivery



AI Platform

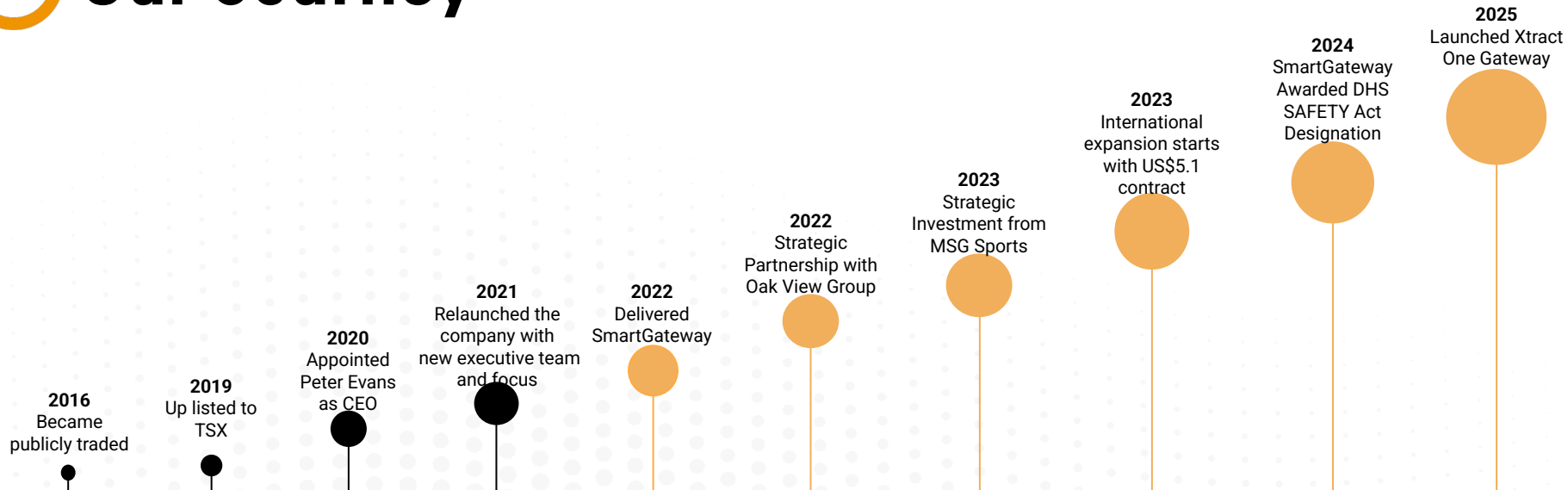
- Xtract One View
- Initial software
- Professional services

Future Annuity Revenue

End-to-End Patron Experience

- Initial hardware and software
- Recurring maintenance / support
- Advanced AI analytics
- Integrated platform & solutions
- Professional services

Our Journey



Milestones

FY2025

- ✓ Launched Xtract One Gateway - for environments with medium level of personal belongings such as schools, convention centers, and commercial offices
- ✓ Record order backlog at near \$50 million
- ✓ Announced the customer win for 48 Xtract One Gateway units with Volusia County Schools, Florida
- ✓ Several new wins in the market segments of education and healthcare in North America with the newly released Xtract One Gateway

FY2026

- ✓ Successful commercial deployment of Xtract One Gateway - for environments with medium level of personal belongings such as schools, convention centers, and commercial offices
- ✓ Record annual revenue of approximately \$29 million and the first positive Adjusted EBITDA quarter in the third quarter
- ✓ Several new wins in the market segments of education and healthcare in North America with the newly released Xtract One Gateway
- ✓ Successful international expansion via deployment at all entrances of The British Museum

FY2027 Targets

- ❑ Continued growth by securing new customers in the education, health, commercial and international markets.
- ❑ Focused investment in research & development to advance weapon detection technology and address the evolving needs of our customers
- ❑ Continued focus on high operating leverage by managing cost growth below revenue growth to drive profitability
- ❑ Outperform client expectations to create advocates who renew, expand and refer, in every market we serve.

Financial Year-End: July 31st



Capital Structure

TSX & OTCQX	
Current Price	C\$0.52 TSX / US\$0.36 OTCQX
Market Capitalization	C\$135.2M TSX / US\$94.7M OTCQX
Shares Outstanding	260.1M
Stock Options \$0.63 Weighted Average Exercise Price	20.0M
Warrants \$0.62 Weighted Average Exercise Price	76.6M
Fully Diluted Shares Outstanding	356.7M
Working Capital As of July 31, 2026	\$17.0M

Capital structure and related figures are as of October 16, 2026

Investment Highlights

Significant & growing
addressable market

High barriers to entry

Digital disruption

Tested & proven
technology

Competitive
advantage

Compelling growth &
momentum

Multiple revenue
streams

SaaS business

Compelling ROI for
customers

APPENDIX



Leadership



Peter Evans

CEO & Director

4-time technology CEO; venture, private equity and public-company operator



Karen Hersh

CFO & Corporate Secretary

High-growth technology finance; former CFO of a cybersecurity-focused global PE firm



Joshua Douglas

SVP Product & Engineering

Behavioural analytics, cybersecurity and physical security



Robert Lex

SVP Operations

25 years in global manufacturing operations and supply chain



Louise Johnson

SVP Marketing

15+ years in customer acquisition for technology products

Board of Directors



Peter van der Gracht

Chairman

Serial technology entrepreneur;
five-time founder-operator



Peter Evans

CEO & Director

Four-time technology CEO



Lea M Ray

Director

ICD.D certified director, CPA



Bill Maginas

Director

Former President, Johnson Controls
Canada



John Gillies

Director

33 years in the CSIS / RCMP security
environment



Non-IFRS & supplementary measures

Reconciliation of net loss to Adjusted EBITDA (C\$000s)

	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26
Net loss for the period	(3,081)	(3,513)	(2,998)	(2,262)	(245)	(1,485)
Interest and other income	(29)	(10)	(37)	(44)	(70)	(130)
Depreciation	359	408	365	363	373	483
Amortization	215	209	240	240	237	241
Finance costs	11	11	11	10	9	9
Share-based compensation	224	192	478	224	256	220
Adjusted EBITDA	(2,301)	(2,703)	(1,941)	(1,469)	560	(662)
Adjusted EBITDA margin	(66.4%)	(80.8%)	(42.2%)	(25.3%)	5.5%	(8.1%)

These measures do not have standardized meanings under IFRS and may not be comparable to measures used by other issuers. See the Company's MD&A, available at www.sedarplus.ca.

Definitions (per MD&A, verbatim)

'Adjusted EBITDA' is net loss for the period before interest, taxes, depreciation, and amortization, and further adjusted for share-based compensation.

'Agreements pending installation' reflect the total value of signed contracts awarded to the Company that have not been installed at the customer site.

'Total contract value of new bookings' is the aggregate value of sales commitments from customers as at the reporting period without consideration of the Company's completion of the associated performance obligations outlined in each contract.

Source: Q3 FY2026 MD&A, reconciliation of non-IFRS measure (Adjusted EBITDA).



THANK YOU