

December 4, 2025

Q1 Fiscal 2026 Earnings Call

TSX: XTRA || OTCQX: XTRAF || FSE: OPL



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Peter Evans

CEO's Business Update

Opening Remarks

First Quarter - Key Highlights

- First quarter results beat prior year quarter
- Total backlog at record level of just over \$53 million
 - Continued influx of new Xtract One Gateway orders
- Commercial deployment for Xtract One Gateway commenced
- SmartGateway continues to grow with a healthy backlog and continued deployments
- Second public offering completed in the last six months

Company Success and Outlook



Xtract One Gateway

- Elevated market interest – higher than expected customer orders
- Plans to expand production capacity by the end of the second quarter – additional cash on hand to support expansion
- \$14.7 million worth of agreements pending installation for 95 total units for Xtract One Gateway



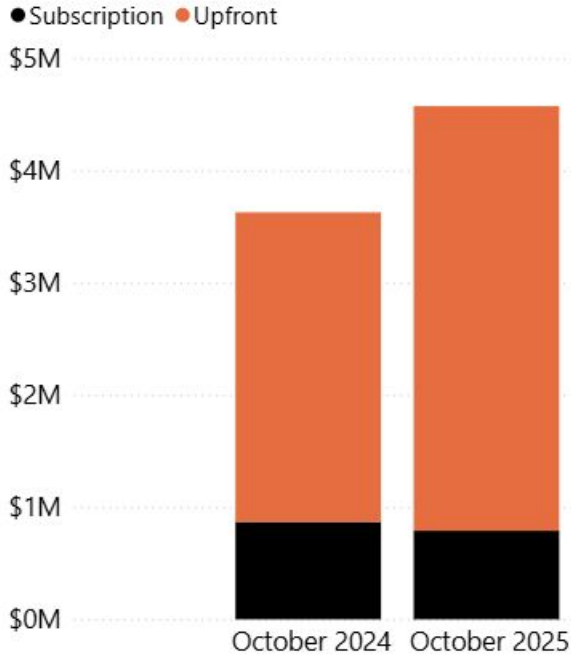


Karen Hersh

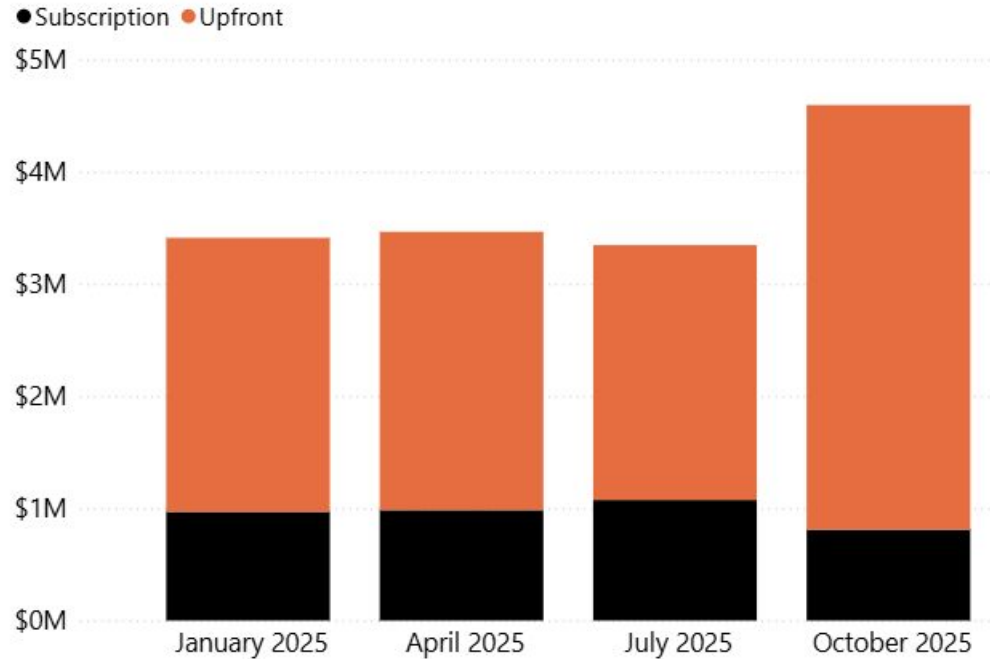
CFO's Financial Update

Revenue

Revenue, year-to-date, year over year

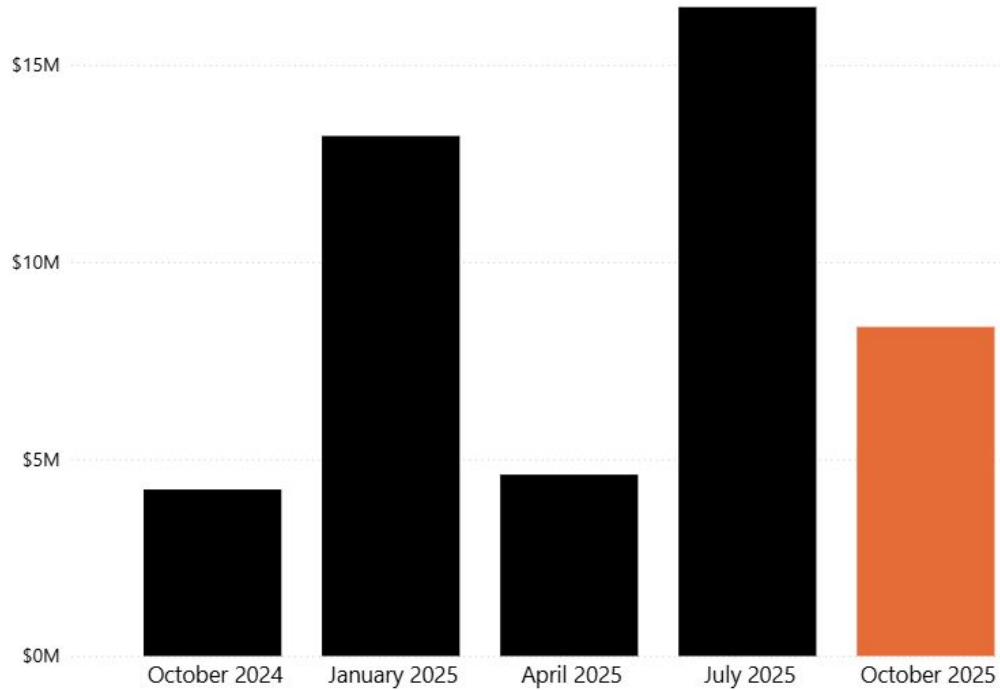


Quarterly revenue, quarter over quarter



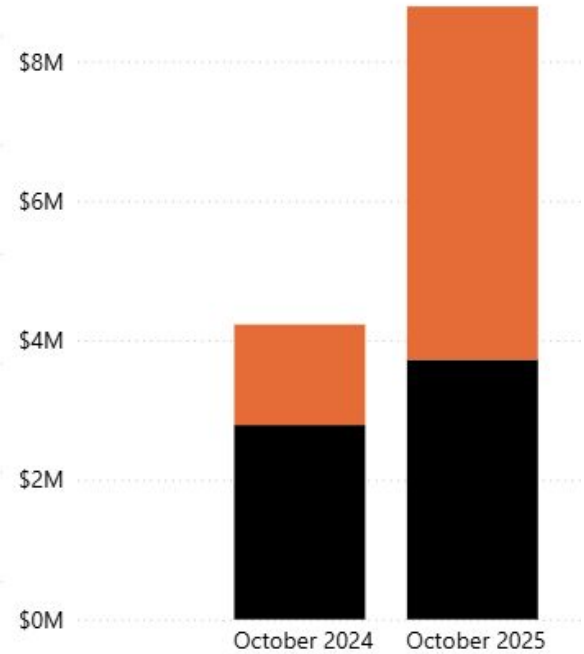
Bookings

Quarter over Quarter Bookings



Bookings by Quarter

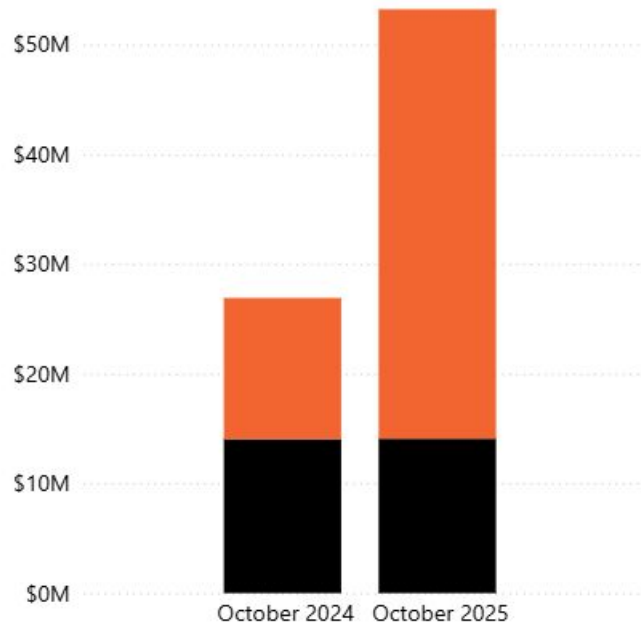
● SmartGateway ● Xtract One Gateway



Backlog

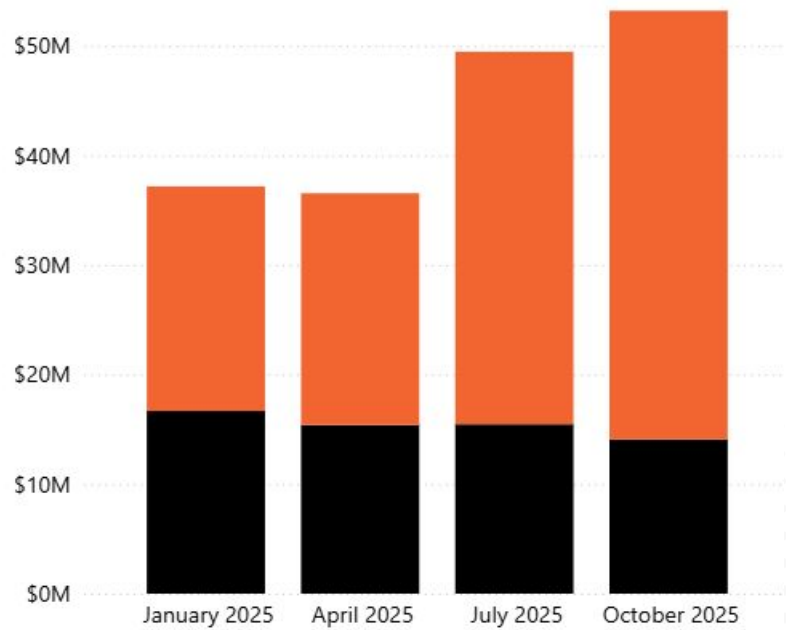
Quarter over quarter

● Contractual Backlog ● Signed agreements pending installation



Quarter over quarter

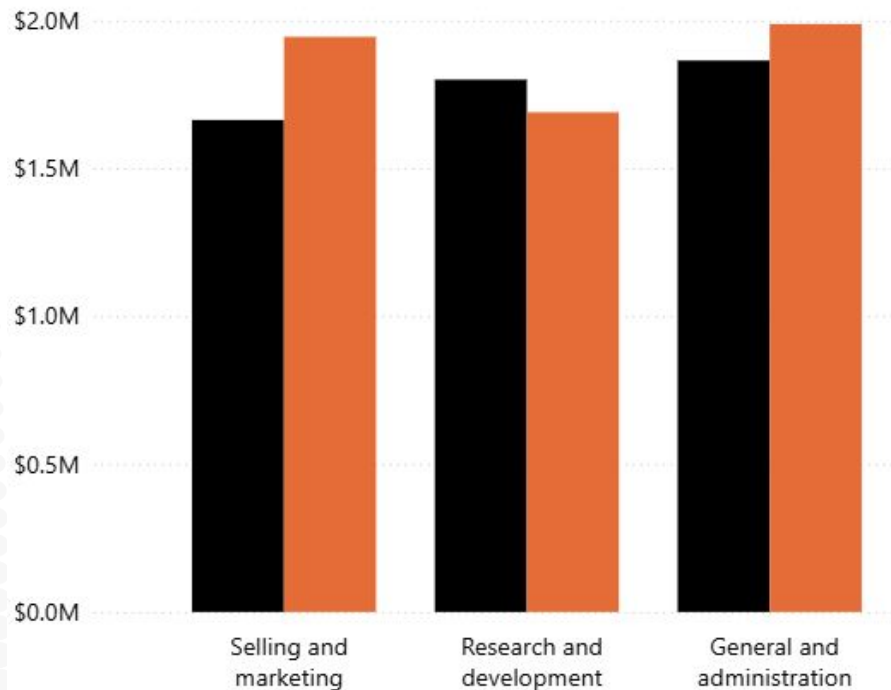
● Contractual Backlog ● Signed agreements pending installation



Operating Expenses

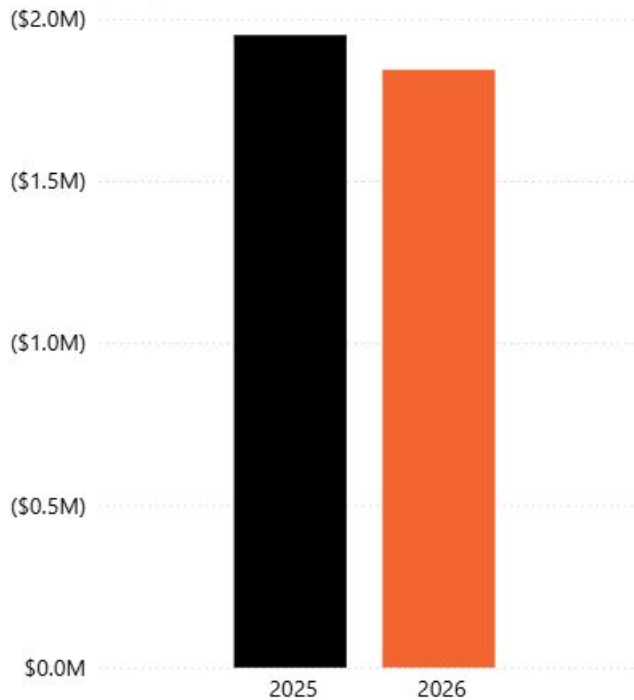
First quarter operating expenses, year-over-year

● 2025 ● 2026

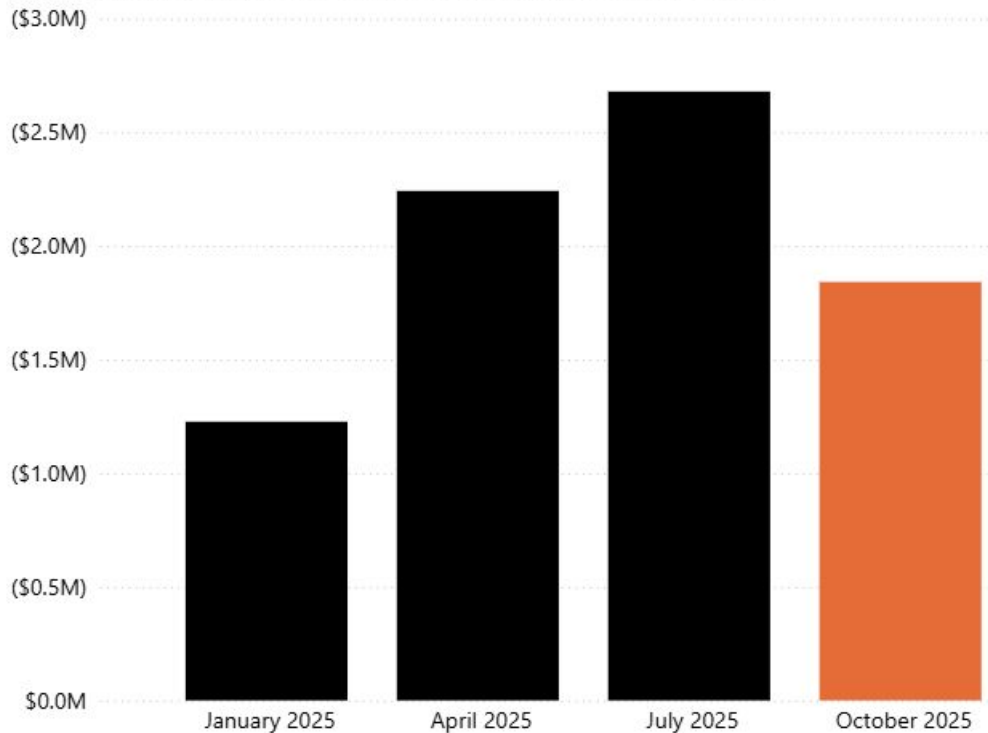



Cash usage in Operations

Operating cash outflow year to date, excluding working capital



Quarterly operating cash outflow, excluding working capital





Q&A