

June 6, 2025

# Q3 Fiscal 2025 Earnings Call

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



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Peter Evans

# CEO's Business Update

# Opening remarks

## Key Highlights

1. Third Quarter Results impacted by:
  - Customer and Growing deal size
  - Customer product fit: SmartGateway vs Xtract One Gateway
2. Backlog near record levels
3. Investment and rollout of Xtract One Gateway
4. Customer wins:
  - Global entertainment organization
  - Colorado Rockies

# Company Success and Outlook

## Xtract One Gateway



1. Significant interest across multiple industries
2. Building inventory for five customer orders worth \$6.7 million
3. Product Certifications Completed
4. New addressable market opportunities:
  - United States K – 12 Schools (\$15B - \$30B)
  - Object Identification Market (\$8B)



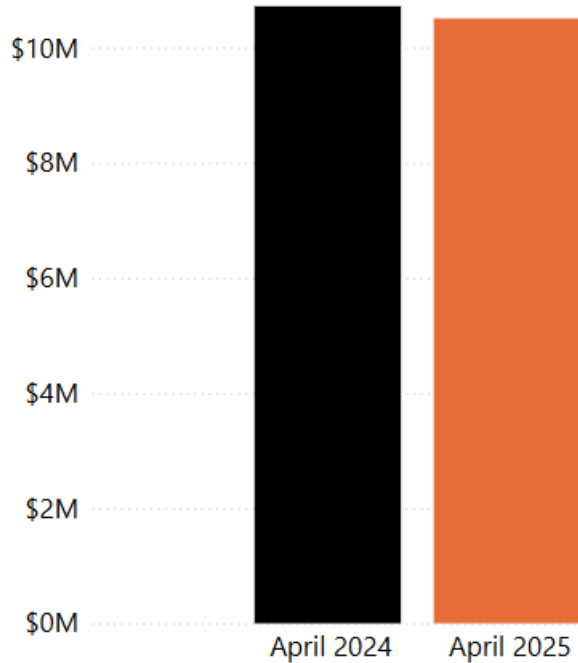


Karen Hersh

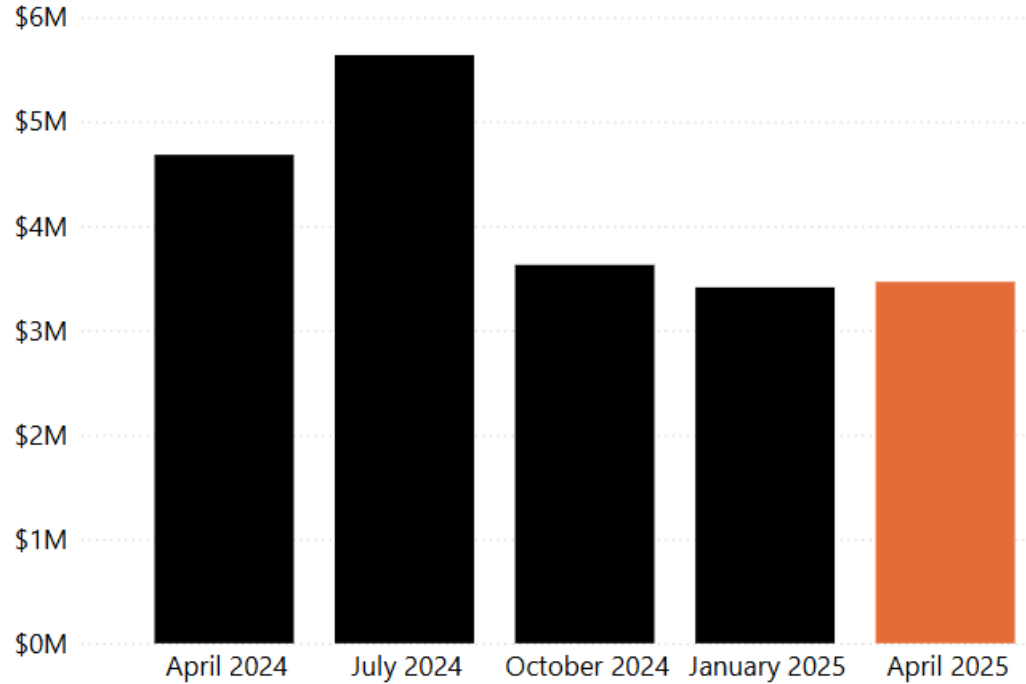
# CFO's Financial Update

# Revenue

Revenue, year-to-date, year over year



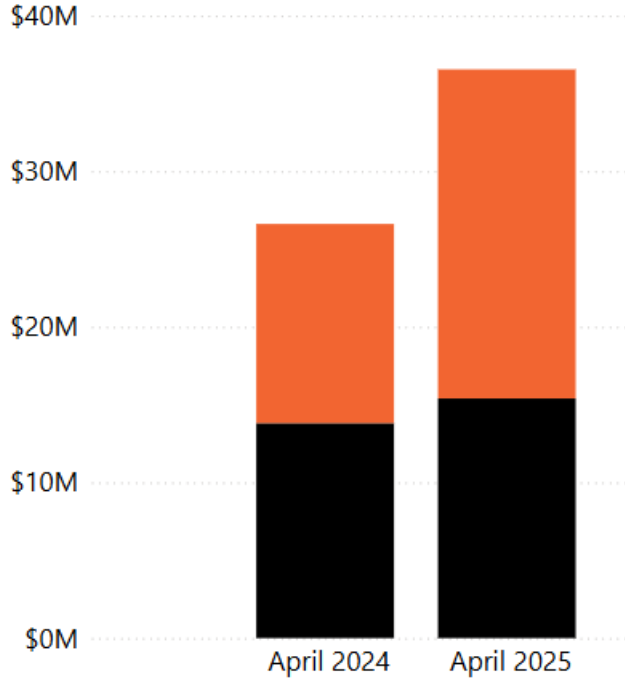
Quarterly revenue, period over period



# Contractual Backlog

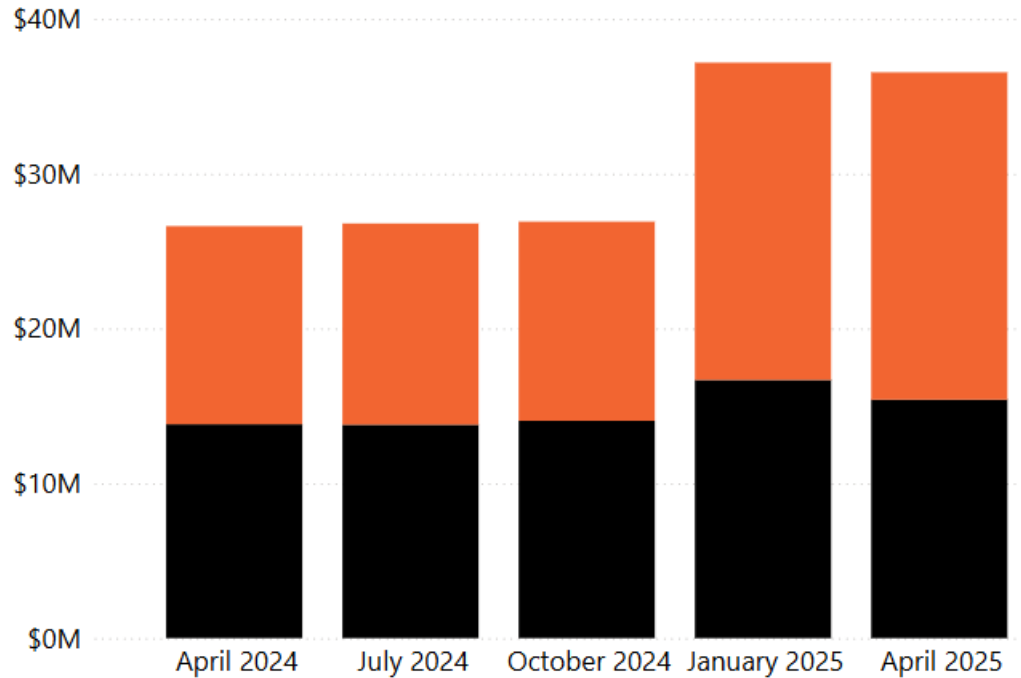
Year over year

● Contractual Backlog ● Signed agreements pending installation



Quarter over quarter

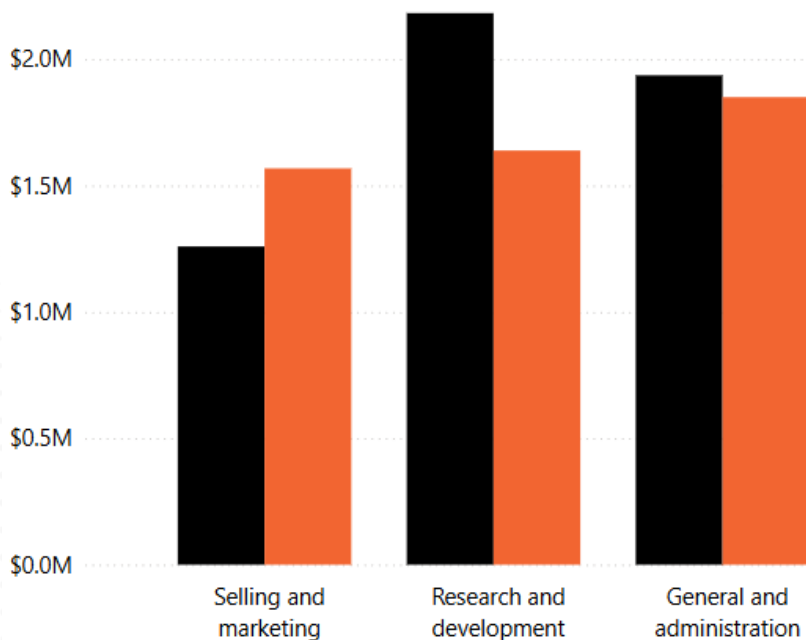
● Contractual Backlog ● Signed agreements pending installation



# Operating Expenses

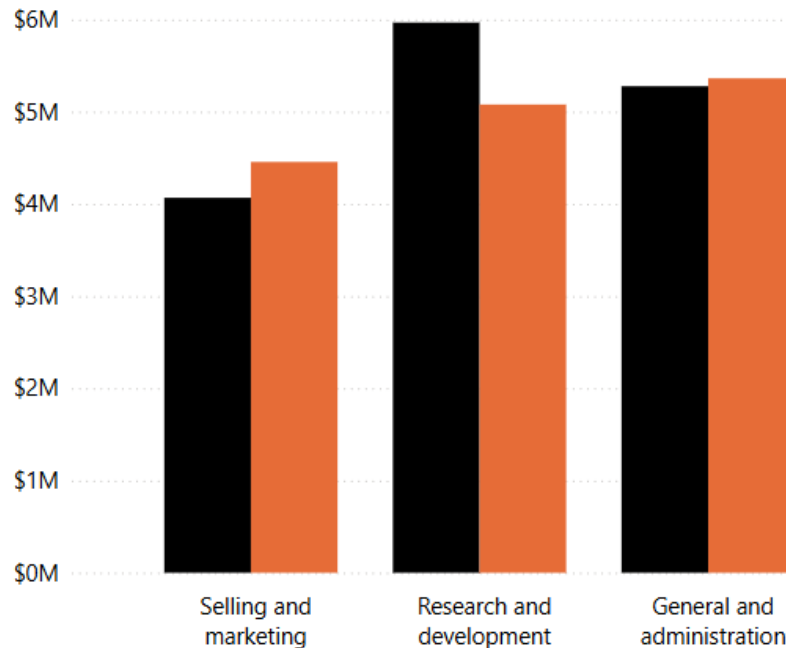
Third quarter operating expenses, year-over-year

● 2024 ● 2025



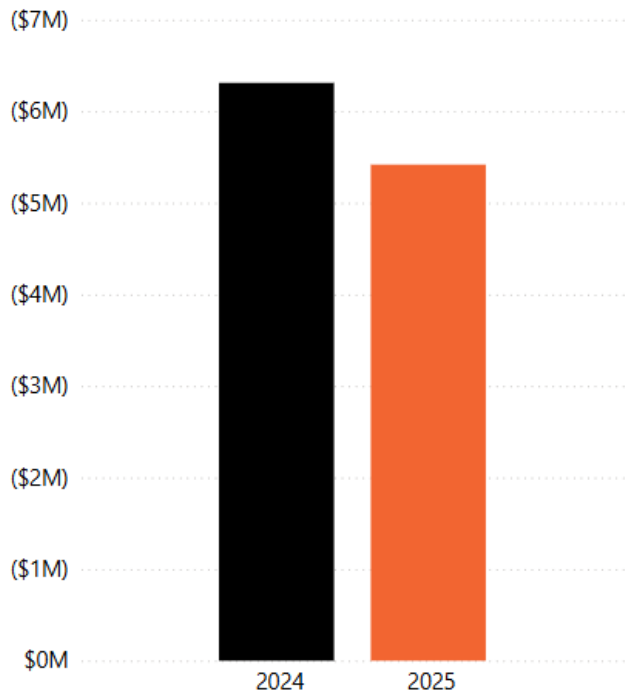
Year-to-date operating expenses, year-over-year

● 2024 ● 2025

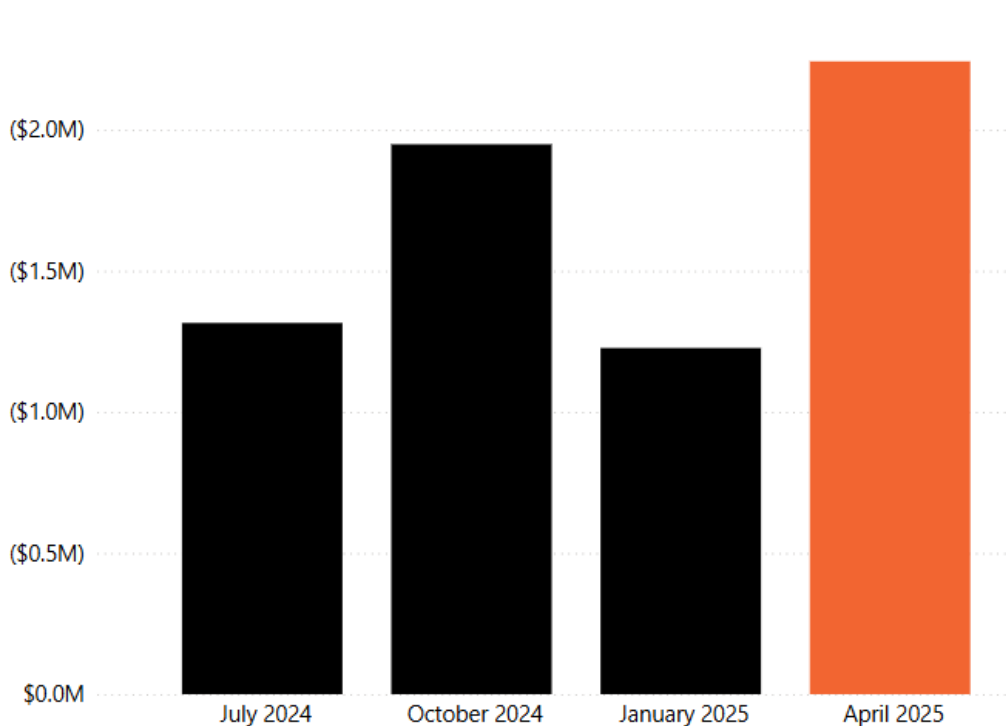


# Cash usage in Operations

Operating cash outflow year to date, excluding working capital



Quarterly operating cash outflow, excluding working capital





# Q&A