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Management's Discussion and Analysis
For the three months ended October 31, 2025



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

Basis of Presentation

The following Management's Discussion and Analysis ("MD&A") is prepared as of December 3, 2025, and is intended to assist in understanding the results of operations and the financial condition of Xtract One Technologies Inc. (the "Company"). Throughout the MD&A, reference to the Company is on a consolidated basis. This MD&A should be read in conjunction with the unaudited condensed consolidated interim financial statements for the three month period ended October 31, 2025, which are prepared in accordance with International Financial Reporting Standards ("IFRS"). The policies applied in the unaudited condensed consolidated interim financial statements are based on IFRS policies effective as of December 3, 2025, the date the Board of Directors approved the unaudited condensed consolidated interim financial statements. All amounts in this MD&A are expressed in Canadian Dollars unless otherwise indicated. The business of the Company is subject to a number of risks and uncertainties. Please refer to the Company's annual information form (the "AIF") for the fiscal year ended July 31, 2025, available under the Company's profile at www.sedarplus.ca, for more information about these risks and uncertainties.

Forward-Looking Information

This MD&A contains forward-looking information that involves material assumptions and known and unknown risks and uncertainties, which are beyond the Company's control. Such assumptions, risks, and uncertainties include, without limitation, those associated with loss of markets, expected sales, future revenue recognition, expected operating costs, the effect of global and regional economic conditions, industry conditions, changes in laws and regulations and how they are interpreted and enforced, the lack of qualified personnel or management, fluctuations in foreign exchange or interest rates, demand for the Company's products, and availability of funding. The Company's performance could differ materially from that expressed in, or implied by, this forward-looking information, and, accordingly, no assurances can be given that any of the events anticipated by the forward-looking information will transpire or occur, or if they do so, what benefits the Company will derive therefrom. The forward-looking information is made as of the date of this MD&A, and the Company does not undertake any obligation to update publicly or to revise any of the included forward-looking information, whether as a result of new information, future events, or otherwise, except as may be required by applicable securities laws. Actual events or results could differ materially from the Company's expectations and projections.

Corporate Structure and Profile

The Company's common shares (the "Common Shares") are listed for trading under the trading symbol "XTRA" on the Toronto Stock Exchange in Canada (the "TSX"), under the trading symbol "XTRAF" on the OTCQX in the United States, and under the trading symbol "OPL" on the Frankfurt Stock Exchange in Germany. Certain warrants of the Company are also listed for trading on the TSX under the trading symbol "XTRA.WT". The Company is a reporting issuer in all provinces and territories of Canada, except Québec. The principal regulator of the Company is the Ontario Securities Commission.

As at October 31, 2025, the Company had five wholly-owned subsidiaries, Xtract One Detection Ltd. ("Xtract Detection"), a limited company incorporated under the laws of the province of British Columbia, Canada, Patriot One (UK) Limited ("Patriot UK"), a limited company incorporated under the laws of England and Wales, United Kingdom, Xtract One (US) Technologies Inc. ("Xtract US"), a limited company incorporated under the laws of the state of Colorado, United States of America, EhEye Inc. ("EhEye"), a limited company incorporated under the laws of the province of New Brunswick, Canada, and Xtract Technologies Inc.





Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

("Xtract Technologies"), a limited company incorporated under the laws of the province of British Columbia, Canada.

The Company, through Xtract US, has a 49% interest in Sotech Secure, LLC, a limited liability corporation formed under the laws of the State of Delaware.

Highlights for the three months ended October 31, 2025

The following is a summary of the Company's key financial highlights for the three months ended October 31, 2025:

- Total contract value of new booking¹ was \$8.4 million as of October 31, 2025, as compared to \$4.2 million for the three month period ended October 31, 2024, representing an increase of 100%.
- Contractual backlog was \$14.1 million as of October 31, 2025, which remained relatively consistent compared to the backlog of \$14.0 million as of October 31, 2024. The backlog as of October 31, 2025 excludes an additional \$39.1 million in signed agreements pending installation¹ representing an increase of 203% over the last year, when the signed agreements pending installation balance was \$12.9 million.
- Accelerated topline growth with \$4.6 million of revenue for the three month period ended October 31, 2025 as compared to \$3.6 million for the same three month period ended October 31, 2024, representing a 28% increase in revenue.
- Gross margin of 58% for the three month period ended October 31, 2025 as compared to 64% for the same three month period ended October 31, 2024.

The following is a summary of the Company's key business highlights for the three months ended October 31, 2025:

- Announced an agreement with Volusia County Schools in Florida to provide Xtract One Gateway systems to enhance school security. This consists of a phased deployment of 48 systems which will provide efficient, accurate weapons detection without bag removal, ensuring safe, seamless, and welcoming campuses for students, staff, and visitors.
- Announced an agreement to provide SmartGateway screening solutions to a leading, global performing arts company following a trial period for a single show. The initial deployment will support a number of touring performances across dozens of venues throughout 2025 and 2026.
- Announced a US\$2.6 million contract to expand a SmartGateway deployment at a major international entertainment venue. This three-year expansion contract, building on a 2023 contract worth US\$5.1 million, will continue to enhance guest safety for over 25 million annual visitors and highlights growing global demand for Xtract One's advanced security solutions.

¹ This is a non-IFRS measure and is not defined or standardized under IFRS. Refer to section *Non-IFRS and Supplementary Financial Measures*.



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

- Announced that Temple University selected the Company's SmartGateway system to enhance security at The Liacouras Center in Philadelphia. In partnership with Oak View Group, the AI-powered deployment replaces metal detectors, streamlines entry, ensures safety, and improves the overall patron experience at the 10,000-seat arena.
- Announced that Delmar School District selected the SmartGateway system to enhance security at their middle and high school entrances in Delmar, Delaware. This deployment will help the school district prioritize an educational experience where safety comes first.
- Announced that Manor Independent School District in Texas selected the Xtract One Gateway system to enhance security across its campuses. The initial phase includes four high schools with plans to expand across the district's remaining 15 campuses at a later date. Following successful testing, Xtract One Gateway was chosen to support the district's safety initiative with advanced weapons detection that strengthens security and streamlines entry.
- Subsequent to the quarter ended October 31, 2025, the Company announced that it had completed a public offering (the "Prospectus Offering") on November 10, 2025, and issued 15,334,100 units (the "Units") at a price of \$0.75 per Unit, which includes the full exercise of the over-allotment option granted to the underwriters for gross proceeds of \$11,500,575. Each Unit consists of one common share of the Company and one-half of one common share purchase warrant (each whole warrant, a "Warrant" and collectively the "Warrants") exercisable into one common share until November 10, 2028, at a price of \$0.95. In connection with the Prospectus Offering, the Company paid cash commissions of \$690,035 and issued 920,046 common share purchase warrants (each, an "Underwriter's Warrant"). Each Underwriter's Warrant is exercisable into one common share at an exercise price of \$0.75 until November 10, 2028.

Business of the Company

The principal business of the Company is to develop and commercialize integrated, layered, artificial intelligence ("AI") powered threat detection gateway solutions, with the aim of enhancing public safety. This includes the SmartGateway and the recently released Xtract One Gateway (together, the "Gateways") and Xtract One View. The Company's mission is to create transformative technology solutions that deliver exceptional experiences, safer environments, and informed operational insights for our customers, their patrons and staff.

Outlook and Overall Performance

During the quarter, continued progress was made in the development and commercialization of the Company's Gateway solutions. Revenue related to the SmartGateway and Xtract One Gateway products amounted to \$4.6 million for the first quarter of fiscal 2026. As at October 31, 2025, the backlog of sales commitments was approximately \$14.1 million and continues to grow. This excludes an additional \$39.1 million in signed agreements for the Gateway solutions that are pending installation. The Company sells its Gateway solutions through an upfront purchase model, with recurring support services and through a subscription model, both of which contribute to monthly recurring revenue and increasing sales backlog, providing predictable long-term cash flow.

During the quarter, the Company maintained its focus on accelerating customer sales and sales-related activities through continued customer wins, driven by strong new customer additions and continued





Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

expansion of deployments across the existing customer base, and further development with channel resellers. Various targeted sales and marketing initiatives have also strengthened the Company's market position in expanded market verticals such as the education and healthcare markets.

The Company continues to invest in the research and development of its suite of technologies and to advance the functionality of its product offerings in response to the growing market opportunities and feedback from customers, resellers, and partnership organizations. The Company continues to accelerate its product development roadmaps in response to market opportunities and customer needs, focusing on the industry-specific utility of the various solutions and capabilities under development.

Management is encouraged by the ongoing and accelerating interest in its solutions and sees the recent growth in successful deployments, customer commitments, and the continued sales pipeline growth, as validation of its product performance and the addressable market. Management sees these factors as positive leading indicators of the expected future performance of the Company.

Significant progress was achieved on the Company's innovative security platform, Xtract One Gateway, with commercial shipments now well under way. The product has already been certified in all key markets, including the U.S., Canada, UK and the European Union. The Company has also and continues to, hosted numerous demonstrations and product trials with customers of all types including education, healthcare, corporate organizations, manufacturing and distribution companies. During the quarter, the Company signed contracts with seven new customers worth over \$5.1 million for its Xtract One Gateway, serving a variety of markets including education, healthcare and manufacturing and commercial enterprises.

Investing in Research and Development

During the first quarter of the fiscal year, the Company continued to invest in research and development activities focused on its primary product offerings to advance functionality in response to the expanding addressable market and global opportunities.

AI-Powered Threat Detection Gateway

The first AI-powered threat detection gateway was initially released to the market in August 2020, followed by numerous enhanced versions. The most recent version of the SmartGateway was deployed in December 2023, which featured a ruggedized version enhancement to ensure its durability and performance for both indoor and outdoor settings. In September 2024, Xtract One Gateway was announced and commercial deployment began in August 2025, offering a unique and advanced AI threat classification system that can detect weapons among an array of accessories, creating an offering that fits the needs of medium personal belonging environments like schools, hospitals and corporate offices.

The Gateway solutions are currently the primary focus within the Company's technology portfolio due to the significant market demand for AI threat detection screening solutions. Accordingly, the Company has invested in the continued development, testing, and enhancement of the SmartGateway product, with the primary objective being to meet the growing market demands of its current and future customers, further maintaining the Company's status as a market leader in advanced patron screening solutions.

In addition, these investments in technology research have also facilitated product development to support increasingly complex environments such as, workplaces, schools, manufacturing and healthcare organizations, as evidenced by the Company's recent launch of the Xtract One Gateway product. These product developments are expected to increase the capabilities which suit the Company's customers'





Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

requirements and specifically advance threat detection technology in medium clutter environments, thereby expanding the market for the Gateways beyond the current primary target markets.

In preparation for market segmentation expansions, the Company has diligently worked on the regulatory requirements for different geographic markets, while continuing to optimize the Gateway's functionality for customer configurability, accuracy, and supportability.

Technology Update

During the quarter, the Company continued to focus its efforts to actively improve on its technological solutions. The Company's commitment to innovation and meeting the ever-changing needs of customers remains unwavering. In direct response to feedback from field engineers and customers in the live entertainment and sports venue markets, changes to the SmartGateway were focused on improved durability and system diagnostics. The Company has also invested significant development effort in Xtract One View, a software as a service (SaaS) platform that seamlessly integrates with a customer's fleet of Gateways. Xtract One View provides a combination of fleet management functionality, real time analytics, and post event reporting capabilities. The cloud platform provides facilities with a single, simplified dashboard view to oversee an entire fleet of Gateway settings and critical information from a single logon. The Company continues to look for ways to further improve its technology suite with planned software updates and new value-added functionality to deliver exceptional customer service and improved patron experience as additional insights in the field and features are identified by customers following successful deployments.

On September 17, 2024, the Company announced the launch of Xtract One Gateway, the Company's latest AI-driven security solution with advanced bi-directional screening and proprietary sensors designed for precise weapons detection and identification. Xtract One Gateway is purpose-built for locations where visitors regularly enter carrying numerous larger personal items, eliminating the need for ancillary x-ray machines or separate bag searches, and unobtrusively scan individuals, their pockets, and bags for mass casualty items while distinguishing against non-threatening objects like laptops, 3-ring binders, phones, water bottles, and other personal belongings. The Company believes that this technology is uniquely positioned to address environments needing superior threat detection and object identification with medium volume of personal belongings such as schools, higher education, workplaces, conference centers and certain healthcare facilities. The Company started shipping its first Xtract One Gateways in July 2025 and has continued active commercial deployment during the quarter.

The Company continues to build out new functionality and advance scalability to support the growing set of clients adopting the Company's Gateways. The Company's unified AI-powered security solution remains unique in the marketplace and is being bolstered with enterprise features to support high traffic venues and facilities implementing Gateways at scale. The Company continues to develop and expand its capabilities through development partnerships and strategic integrations.

Market Opportunity

The total addressable market available to the Company in the physical security space is approximately \$135 billion and is expected to experience rapid growth and transformation. Organizations are becoming increasingly concerned about employee and patron safety while being unwilling to sacrifice the individual experience. These organizations are looking for creative solutions to address these competing priorities,



Xtract One Technologies Inc.

Management's Discussion and Analysis

For the three months ended October 31, 2025

which is driving demand for unique and innovative physical security solutions. The Company believes its patron screening solutions help address both problems far better than anything else in the market today.

The Company continues to focus on markets where its solution operates effectively in the customer's physical environment, and where the timing of the sales cycle is reasonable. This strategy has been adopted to deliver near-term revenue. The Company currently addresses the following primary market segments that are well-suited for the Company's SmartGateway threat detection solution:

- stadiums, arenas, theatres, entertainment venues, and outdoor event spaces;
- casinos;
- manufacturing and distribution facilities; and
- certain healthcare and educational facilities.

These primary target market segments have been the Company's priority in the short term, in which the SmartGateway solution is best positioned to meet the needs of these facilities which have high traffic and low personal belongings on entrance. SmartGateway streamlines the experiences for entrance to these types of facilities, reducing the impact of divestments and gets people in quicker to maximize their time within the facility.

The Company has been using marketing campaigns targeted at these industry groups which have led to promising opportunities and have helped secure a growing backlog and pipeline of commitments. In addition, the Company has secured key strategic partnerships with two prominent industry leaders, OVG and MSG Sports, to further solidify its position as a market leader in the sports and entertainment market.

Further, during fiscal 2024, the Company announced that the SmartGateway had been awarded the DHS SAFETY Act Designation as a Qualified Anti-Terrorism Technology (QATT). This award solidifies the Company's standing as a trusted partner for major professional sports leagues and stadiums and recognizes Xtract One's efficacy in safeguarding public spaces against advanced modern threats.

During Fiscal 2025, the Company announced the launch of Xtract One Gateway as its latest AI-driven security solution. Xtract One Gateway is purpose-built for locations where visitors regularly enter carrying numerous larger personal items, otherwise categorized in the security screening field as medium-clutter environments, eliminating the need for separate bag searches. The Company has selectively engaged customers in certain key market verticals where there is a strong product fit and a solid demand for our solutions such as:

- schools and higher education;
- workplaces and conference centers; and
- certain healthcare facilities.

We believe Xtract One Gateway's superior threat and object detection best meets the needs of these environments where there is a medium volume of personal belongings on entrance, including laptops. The Company started shipping its first Xtract One Gateways in July 2025 and has continued active commercial deployment during the quarter.

During the quarter, the Company continued to make meaningful progress with many new and existing customers and continues to build up its backlog of contracts. Some of the Company's initial sales begin as smaller purchases from large enterprise customers, after which these existing customers have expanded their commitments by increasing the number of deployments of the Gateway to additional sites. Many customers prefer a phased approach with a rollout of the Gateway to a few entrances to ensure they





Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

are comfortable with their related security protocols before using it throughout their venues. The Company's focused success in these deployments have started to lead to much larger customer commitments.

The Company continues to make significant enhancements to its products to improve capabilities and address customer needs. As products continue to develop, we will continue to expand our target market to new market verticals and geographies. To support this, the Company has placed an emphasis on third party testing and validation of its products as well as obtaining various regulatory certifications. These certifications increase credibility in the marketplace and assist in the pursuit of new market opportunities.

The Company is currently expanding its reseller base, covering larger geographical territories and their respective end-user clientele. In furtherance of these initiatives, the Company also uses a direct-to-end-user sales model that more precisely addresses our target industry groups. This gives greater visibility into opportunities enabling the Company to forecast more accurately, control the sales process, remain competitive, increase sales margins, maintain the relationship with the end-user, and learn directly from these customers for further enhancements to the product offering. The effect of this approach has already been seen with a substantial increase in sales, sales pipeline, and the number of well-qualified opportunities where we have intimate knowledge of the customer and their processes.

The Company has also instituted competitive sales programs and pricing schemes in close coordination with resellers and end-user customers to ensure that the go to market strategy is competitive and directly addresses market needs. In parallel, the Company continues to build a program to support the recruitment of strategic alliance partners that offer complementary technologies where we can develop integrations and connect our products to offer more complete solutions together. This will also provide us with access to a larger installation base to promote direct sales.

The Company continues to engage in selected opportunities for collaboration, innovation, and business development relationships to accelerate growth and expand its presence globally. The Company is actively pursuing international opportunities, as appropriate, to leverage new technologies, build brand awareness, execute new business, and grow our client base.



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

Quarterly Financial Performance

Selected Financial Data - Summary of Quarterly Results

	Three months ended October 31,		
	2025	2024	% Change
Revenue	\$ 4,595,951	\$ 3,627,837	27%
Cost of revenue	1,925,720	1,313,430	47%
Gross profit	\$ 2,670,231	\$ 2,314,407	15%
Operating expenses			
Selling and marketing	\$ 1,944,213	\$ 1,663,159	17%
General and administration	1,987,606	1,864,192	7%
Research and development	1,689,114	1,799,611	(6%)
Loss on inventory write-down	83,579	-	100%
Total operating expenses	\$ 5,704,512	\$ 5,326,962	7%
Loss from operations	(3,034,281)	(3,012,555)	1%
Interest and other income	36,665	74,919	(51%)
Net loss for the period	\$ (2,997,616)	\$ (2,937,636)	2%
Other comprehensive income for the period			
Currency translation differences for foreign operations	42,101	282,819	(85%)
Comprehensive loss for the period	\$ (2,955,515)	\$ (2,654,817)	11%
Weighted average number of shares	240,691,271	218,397,852	
Basic and diluted loss per share	\$ (0.01)	\$ (0.01)	0%

Selected Financial Information (in \$000s)

	Three months ended October 31,		
	2025	2024	2023
Total revenue	\$ 4,596	\$ 3,628	\$ 3,116
Comprehensive loss for the period	(2,956)	(2,655)	(2,701)
Basic and diluted loss per share	\$ (0.01)	\$ (0.01)	\$ (0.01)
Total assets	\$ 23,701	\$ 23,696	\$ 16,468
Non-current liabilities	\$ 3,798	\$ 3,925	\$ 94



Xtract One Technologies Inc.

Management’s Discussion and Analysis
For the three months ended October 31, 2025

Overall Quarterly Results

Overall comprehensive loss for the three month period ended October 31, 2025, was \$3.0 million compared with \$2.7 million for the same period ended October 31, 2024, representing an increase of \$0.3 million or 11%.

Revenue

The Company reported revenue of \$4.6 million during the three month period ended October 31, 2025, compared with \$3.6 million, for the same period ended October 31, 2024, representing an increase of \$1.0 million or 28%. The Company believes that revenue will continue to grow in the upcoming periods due to the extensive backlog it has built up from maintenance and subscription contracts and its pending backlog of installations, adding to the growth in monthly recurring revenue, as well as due to the increase in customer site surveys, trials, and deployment activities currently underway.

The Company’s backlog of contracted commitments is broken down as follows:

	Less than one year	Greater than one year	As of October 31,		% Change
			2025	2024	
Total backlog	\$ 7,162,211	\$ 6,921,875	\$ 14,084,086	\$ 14,042,440	0%

The Company recorded a backlog of \$14.1 million as of October 31, 2025 which remains relatively consistent compared to the backlog of \$14.0 million as of October 31, 2024. The backlog as of October 31, 2025, excludes an additional \$39.1 million in signed agreements that are pending installation, which is an increase from the \$34.0 million of signed contracts that existed as of July 31, 2025. As the Company continues to sell its Gateway solutions using a subscription model, management expects an increase in sales backlog, providing predictable long term cash flow. The Company has higher demand than originally forecasted for the Xtract One Gateway Solution. Accordingly, Management has been working with its manufacturing partner to increase capacity to serve the growing demand, and anticipates that capacity will be increased to meet existing and future forecasted demand by the end of the second quarter of fiscal 2026.

Cost of revenue

Cost of revenue was \$1.93 million for the three month period ended October 31, 2025, as compared with \$1.31 million for the same period ended October 31, 2024, representing an increase of 47% or \$0.61 million. The increase in these costs during the period was primarily attributable to the commercial deployment of Xtract One Gateway.



Xtract One Technologies Inc.

Management’s Discussion and Analysis
For the three months ended October 31, 2025

Gross profit

The following table provides a breakdown of gross profit and gross margin for the reported periods:

	Three months ended October 31,			
	Gross Profit (\$000s)		Gross Margin	
	2025	2024	2025	2024
Total	\$ 2,670	\$ 2,314	58%	64%

Total gross profit as a percentage of total revenue for the three month period ended October 31, 2025 was 58%, as compared with 64% for the same period ended October 31, 2024. The decrease is attributed to higher costs related to the initial production and installation of Xtract One Gateway. We expect gross margins to improve with broader commercial deployment towards the end of fiscal 2026.

Sales and marketing

Sales and marketing costs were \$1.94 million for the three month period ended October 31, 2025, as compared with \$1.66 million from the same period ended October 31, 2024, representing an increase of \$0.28 million or 17%. The relative increase in these costs was primarily attributable to the Company’s continued investment in sales and marketing activities in our initial and expanded target markets through campaigns and trade shows. We expect these expenses will remain steady or increase slightly as sales and marketing activity expands to new market verticals in the upcoming periods.

General and administration

General and administrative costs were \$1.99 million for the three month period ended October 31, 2025, as compared with \$1.86 million from the same period ended October 31, 2024, representing an increase of \$0.12 million or 7%. Overall general and administrative costs were relatively consistent, which is due to management’s efforts in managing operating expenses and continually looking for opportunities to reduce non-strategic expenses. We expect general and administrative expenses will remain steady in the upcoming periods.

Research and development

R&D costs were \$1.7 million for the three month period ended October 31, 2025, as compared with \$1.8 million for the same period ended October 31, 2024, representing a decrease of \$0.1 million or 6%. Overall R&D costs were relatively consistent and we expect these to remain steady or increase slightly in upcoming periods as we continue to invest in the continued enhancement and development of our technology product portfolio.

Loss on inventory

During the three months ended October 31, 2025, the Company recognized an inventory write-down of \$0.08 million, whereas no write-downs were recognized in the prior-year period. Management conducts continuous evaluations of inventory to identify any potential impairment or obsolescence.



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

Interest and other income

Interest and other income was \$0.04 million for the three month period ended October 31, 2025, as compared with \$0.07 million for the same period ended October 31, 2024, representing a decrease of \$0.03 million or 43%. Lower market interest rates compared to the previous period contributed to the overall decrease in interest income.

Net loss per share

On a per weighted average share basis, basic and diluted net loss per share remained unchanged at \$0.01 for the three month periods ended October 31, 2025 and 2024.

Financial Data – Summary of Quarterly Results (in \$000s)

	Quarter Ended							
	Oct 31, 2025	Jul 31, 2025	Apr 30, 2025	Jan 31, 2025	Oct 31, 2024	Jul 31, 2024	Apr 30, 2024	Jan 31, 2024
Revenue	\$ 4,596	\$ 3,347	\$ 3,466	\$ 3,412	\$ 3,627	\$ 5,638	\$ 4,683	\$ 2,920
Cost of Revenue	1,926	963	1,489	1,008	1,313	1,954	1,977	1,136
Gross profit	\$ 2,670	\$ 2,384	\$ 1,977	\$ 2,404	\$ 2,314	\$ 3,684	\$ 2,706	\$ 1,784
Operating expenses								
Selling and marketing	\$ 1,944	\$ 1,757	\$ 1,563	\$ 1,225	\$ 1,663	\$ 1,527	\$ 1,259	\$ 1,300
General and administration	1,988	2,243	1,855	1,649	1,864	2,202	1,937	1,693
Research and development	1,689	1,893	1,639	1,640	1,800	2,297	2,183	2,059
Loss on inventory write-down	84	13	27	281	-	64	4	107
Loss on retirement of assets	-	1	2	22	-	55	40	-
Total operating expenses	\$ 5,705	\$ 5,906	\$ 5,086	\$ 4,816	\$ 5,327	\$ 6,145	\$ 5,423	\$ 5,158
Interest and other income	37	10	28	67	75	88	45	57
Net loss for the period	\$ (2,998)	\$ (3,513)	\$ (3,081)	\$ (2,346)	\$ (2,938)	\$ (2,373)	\$ (2,672)	\$ (3,317)
Other comprehensive income for the period								
Currency translation differences for foreign operations	42	5	(197)	263	283	-	-	-
Comprehensive loss for the period	\$ (2,956)	\$ (3,508)	\$ (3,278)	\$ (2,082)	\$ (2,655)	\$ (2,373)	\$ (2,672)	\$ (3,317)
Basic and diluted loss per share	\$ (0.01)	\$ (0.02)	\$ (0.02)	\$ (0.01)	\$ (0.01)	\$ (0.01)	\$ (0.01)	\$ (0.02)
Working capital	\$ 6,785	\$ 5,990	\$ 2,330	\$ 5,575	\$ 7,100	\$ 9,874	\$ 10,395	\$ 1,865
Total assets	\$ 23,701	\$ 23,413	\$ 17,773	\$ 21,291	\$ 23,696	\$ 24,942	\$ 25,262	\$ 16,498
Non-current liabilities	\$ 3,798	\$ 3,305	\$ 3,765	\$ 4,490	\$ 3,925	\$ 3,346	\$ 3,128	\$ 63

Quarterly Results Trend Analysis

The quarterly expenditure trend across the eight fiscal quarters ending Oct 31, 2025 above reflects stable revenues which are expected to accelerate in the upcoming periods due to the build up of the extensive backlog of maintenance and subscription contracts and pending installations, as well as efficiencies in operating expenditures. The Company's strategy continues to focus on revenue growth while driving



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

efficiencies in operating expenses. The Company's primary objective has been the further development and commercialization of integrated, layered, AI-powered threat detection solutions. During the quarter, the Company's strategic partnerships and customer relationships continued to grow revenue and the sales pipeline and contributed towards scaling the Company's operations. Further into fiscal 2026, we expect the Company's continued investment in new products and technological capabilities, planned customer deployments, combined with the entrance into secondary market verticals and new geographies will support the continued expansion of the business with the anticipation of long-term recurring revenue. The Company has no discontinued operations.

Liquidity and Capital Resources

As at October 31, 2025, the Company had a working capital of \$6.8 million which includes current assets of \$16.4 million to meet current liabilities of \$9.6 million. The majority of the Company's accounts payable and accrued liabilities have contractual maturities of less than 30 days and are subject to normal trade terms. The Company has non-current liabilities of \$3.8 million, related to deferred revenue and the long-term portion of the capitalized lease liabilities in accordance with IFRS 16.

Selected Financial Data – Summary of results for the three month periods ended October 31

	2025	2024	% Change
Cash and cash equivalents beginning of period	\$ 8,220,089	\$ 8,628,521	(5%)
Cash used in operating activities	(1,162,677)	(1,954,823)	(41%)
Cash used in investing activities	-	(450,940)	100%
Cash generated from (used in) financing activities	2,044,313	(74,175)	(2856%)
Effect of foreign exchange rate changes	38,565	(28,778)	(234%)
Net increase (decrease) in cash and cash equivalents for the period	920,201	(2,508,716)	(137%)
Cash and cash equivalents end of period	\$ 9,140,290	\$ 6,119,805	49%

During the three month period ended October 31, 2025, the Company had a net increase in cash flow from operations, investing, and financing activities of \$0.9 million, compared with \$2.5 million decrease in cash flow for the same period ended October 31, 2024.

The cash flow used in operating activities was \$1.2 million for the three month period ended October 31, 2025, as compared with \$2.0 million for the same period ended October 31, 2024, representing a decrease of \$0.8 million or 40%. The decrease in negative cash flow from operating activities can be primarily attributable to the reduced investment in working capital in the three month period ended October 31, 2025.

Cash flow used in investing activities was \$nil for the three month period ended October 31, 2025, as compared with \$0.5 for the same period in 2024. The decrease in negative cash flows from investing activities reflects the completion of our investment in the development of intangible assets during the three-month period ended October 31, 2025 as the Company moves into full production of the Xtract One Gateway.

Cash generated from financing activities was \$2.0 million for the three month period ended October 31, 2025, as compared to a cash usage of \$0.07 million for the same period ended October 31, 2024,



Xtract One Technologies Inc.

Management’s Discussion and Analysis
For the three months ended October 31, 2025

representing a substantial increase of \$2.08 million due to the proceeds on issuance of share capital from warrant exercises during the three month period ended October 31, 2025.

Liquidity risk is the risk that the Company will encounter difficulty in satisfying financial obligations as they become due. The Company manages its liquidity risk by forecasting cash flows from operations and anticipated investing and financing activities. The Company’s objective in managing liquidity risk is to safeguard its ability to continue as a going concern and to sustain the future development of the business. The Company’s objective is met by retaining adequate cash reserves to provide for the possibility that cash flows from operations will not be sufficient to meet future cash flow requirements. To maintain or adjust the Company’s capital structure, the Company may issue shares, such as through private placements or other possible debt or equity arrangements. The Board of Directors does not establish a quantitative return on capital criteria for management. The Company is not subject to any externally imposed capital requirements.

Commitments

Purchase Commitments

The Company continues to invest in its supply chain and has outstanding purchase obligations of \$3.3 million (July 31, 2025 - \$2.0 million) related to the assembly of future finished goods, that will be drawn down within the next 12 months.

Lease Commitments

The following table summarizes the Company’s future lease commitments:

<u>Fiscal year</u>	<u>Amount</u>
2026	\$ 205,601
2027	313,901
2028	249,089
2029	235,277
2030	137,248
Effects of discounting	(85,088)
Right of use liabilities	\$ 1,056,028
Current portion of right of use liabilities	(249,335)
Non-current portion of right of use liabilities	\$ 806,693

Use of proceeds from Prospectus Offering and Private Placement dated April 24 and May 1, 2024

On February 6, 2024, the Company filed a final short form base shelf prospectus, allowing the Company to raise up to \$50 million of securities over a 25-month period. On April 24 and May 1, 2024, the Company completed a private placement (the “Private Placement”) with Madison Square Garden Sports Corp. and a prospectus offering (the “2024 Prospectus Offering”) with an over-allotment option, and issued a combined total of 16,100,000 Units and received net proceeds of \$8.7 million, of which \$2.7 million were allocated to



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

general working capital. The intended and actual uses of the 2024 Prospectus Offering and Private Placement net proceeds are summarized below:

Business Objective	Estimated Use of Net Proceeds	Approximate Use of Proceeds as at October 31, 2025	Proceeds Unutilized as at October 31, 2025
Product Development	\$2,500,000	\$2,500,000	\$nil
Sales and Marketing	\$2,000,000	\$2,000,000	\$nil
Production and Operations	\$1,500,000	\$1,500,000	\$nil
General Working Capital	\$2,700,000	\$2,700,000	\$nil
Total	\$8,700,000	\$8,700,000	\$nil

On June 18, 2025, the Company completed a prospectus offering (the "2025 Prospectus Offering") including the exercise of the over-allotment option, and issued a total of 20,700,000 Units and received net proceeds of \$7.3 million, of which \$1.6 million were allocated to general working capital. The intended uses of the 2025 Prospectus Offering net proceeds are outlined below:

Business Objective	Estimated Use of Net Proceeds	Approximate Use of Proceeds as at October 31, 2025	Proceeds Unutilized as at October 31, 2025
Product Development	\$1,800,000	\$940,000	\$860,000
Sales and Marketing	\$2,000,000	\$1,200,000	\$800,000
Production and Operations	\$1,900,000	\$152,000	\$1,748,000
General Working Capital	\$1,600,000	\$395,000	\$1,205,000
Total	\$7,300,000	\$2,687,000	\$4,613,000

The Company's planned use of the net proceeds from the 2024 and 2025 Prospectus Offerings and the Private Placement reflects management's expectations at the time the financings were completed. While the Company may adjust the allocation of funds if warranted by operational and strategic business considerations, there are currently no material changes to its business objectives or milestones.

Non-IFRS and Supplementary Financial Measures

This MD&A refers to historical non-IFRS performance measures and supplementary financial measures. These measures do not have any standardized meaning prescribed under IFRS, and therefore may not be comparable to other reporting issuers.

Supplementary financial measures included in this MD&A are 'Agreements pending installation' and 'Total contract value of new bookings'. 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 comprised of all new contracts signed and awarded to the Company, regardless of the performance obligations outstanding as at the reporting period. Total contract value 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. Management believes



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

that these supplementary financial measures provide useful information in the evaluation of the operating performance of the Company's business and facilitates meaningful comparison of results in the current period with those in prior periods and future periods.

Financial Instruments and Other Instruments

The Company's only material financial instruments are cash and cash equivalents, receivables, and accounts payable and accrued liabilities. The carrying values of receivables, accounts payable and accrued liabilities approximate fair value due to the short-term nature of the instruments. The Company's cash and cash equivalents are carried at amortized cost.

The Company's risk exposures and the impact on financial instruments are summarized below:

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company manages its liquidity risk in order to meet its contractual obligations by ensuring there is appropriate capital to meet short-term business requirements and obtaining other opportunities for financing. The Company identifies when funds are required through the planning and budgeting process to support the Company's normal operations. The Company's ability to continue as a going concern involves significant judgments and estimates while determining forecasted cashflows and is dependent on the Company's ability to obtain financing.

Credit risk

Credit risk is the risk of an unexpected loss if a customer or third party to a financial instrument fails to meet its contractual obligations. The Company's credit risk is primarily attributable to its cash and cash equivalents and receivables. The Company limits exposure to credit risk by maintaining its cash with large financial institutions. The Company does not have cash that is invested in asset-backed commercial paper. The Company's receivables primarily consist of trade receivables that the Company continues to collect and refundable sales tax from the Canada Revenue Agency, which are not subject to significant credit risk. The Company's maximum exposure to credit risk is limited to the carrying amount of cash and cash equivalents and receivables.

Market risk

Market risk is the risk of loss that may arise from changes in market factors such as interest rates and foreign exchange rates.

Interest rate risk

Interest rate risk arises from changes in market rates of interest that could adversely affect the Company. The Company currently has no interest-bearing financial instruments other than cash and cash equivalents, and consequently, its exposure to interest rate risk is insignificant.

Foreign currency risk

Foreign currency risk is the risk that is related to the fluctuation of foreign exchange rates. The Company's financial assets and liabilities that are denominated in foreign currencies are impacted by changes in the exchange rate between the Canadian dollar and the U.S. dollar. This primarily includes cash and cash



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

equivalents, trade and other receivables, and trade and other payables. During the period ended October 31, 2025, the Company generated a portion of revenue in U.S. dollars, along with corresponding expenses in U.S. dollars, which acted as a natural foreign exchange hedge. Management continues to evaluate its foreign currency risk as the business grows internationally.

Price risk

Price risk is defined as the potential adverse impact on the Company's earnings due to movements in individual equity prices or general movements in the level of the stock market. The Company did not hold material equity investments during the period, and therefore, exposure to price risk is insignificant.

Material Accounting Policies, Judgements and Estimates

For a complete description of the Company's material accounting policies, please see the accompanying notes to the condensed consolidated interim financial statements for the three month period ended October 31, 2025, and the audited consolidated financial statements for the year ended July 31, 2025.

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Estimates and assumptions are continuously evaluated and are based on management's experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. However, actual results may differ from these estimates. Significant areas requiring the use of management estimates and judgments include:

Share-based compensation

The fair value of stock options granted is measured using the Black-Scholes option pricing model. Measurement inputs include the share price on the measurement date, the exercise price of the option, expected volatility, expected life of the options, expected dividends, and risk-free interest rate. These estimates will impact the valuation of share-based compensation.

Deferred income tax assets and liabilities

The measurement of deferred income tax provision is subject to the uncertainty associated with the timing of future events and changes in legislation, tax rates, and interpretations by tax authorities. The estimation of taxes includes evaluating the recoverability of deferred tax assets based on an assessment of the Company's ability to utilize the underlying future tax deductions against future taxable income prior to the expiry of those deductions. Management assesses whether it is probable that some or all of the deferred income tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income, which in turn is dependent upon the successful operations of the Company. To the extent that management's assessment of the Company's ability to utilize future tax deductions changes, the Company would be required to recognize more or fewer deferred tax assets, and deferred tax provisions or recoveries could be affected.

Treatment of development costs

Costs to develop products are capitalized to the extent that the criteria for recognition as intangible assets in IAS 38 *Intangible Assets* are met. Those criteria require that the product is technically and economically



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

feasible, which management assesses based on the attributes of the development project, perceived user needs, industry trends, and expected future economic conditions. Management considers these factors in aggregate and applies significant judgment to determine whether the product is feasible and meets the criteria.

Estimated useful lives, depreciation, and amortization of property and equipment and intangible assets

Depreciation and amortization of property and equipment and intangible assets are dependent upon estimates of useful lives, which are determined through the exercise of judgment. The assessment of any impairment of these assets is dependent upon estimates of recoverable amounts that consider factors such as economic and market conditions and the useful lives of the assets.

Right of use lease assets and liabilities

The right of use assets and liabilities are measured at the present value of future lease payments discounted using the rate implicit in the lease or incremental borrowing rate for the Company estimated based on comparable companies' borrowing rates if the rate implicit in the lease is not readily determined. These assumptions will impact the valuation of right-of-use assets and liabilities and finance costs.

Assessment of a subsidiary's functional currency

As per IAS 21 *The Effects of Changes in Foreign Exchange Rates*, an entity's functional currency is the currency of the primary economic environment in which it operates. Management exercises judgment when assessing the primary and secondary indicators to determine an entity's functional currency.

Revenue recognition

Revenue arising from the sale of or subscription to use the Company's products is recognized as the Company fulfills its performance obligations. There are significant estimates made in determining and measuring performance obligations that could impact the timing of revenue recognition.

Going concern

The preparation of the Company's consolidated financial statements requires management to identify whether the Company and its subsidiaries will continue as a going concern, meaning it will continue in operation for the foreseeable future and will be able to realize its assets and discharge its liabilities in the ordinary course of operations. A different basis of measurement may be appropriate if the Company is not expected to continue operations for the foreseeable future. To assess this, the Company must identify events and conditions that may indicate significant doubt about the Company's ability to continue as a going concern. The Company considers whether its plans that are intended to mitigate those relevant conditions or events will alleviate the potential significant doubt.

The ability of the Company to continue as a going concern is dependent on either a single or a combination of events occurring - obtaining additional financing through the issuance of debt or equity, and/or generating profit through its operations. There is a risk that additional financing will not be available on a timely basis or terms acceptable to the Company or that profitable operations are not achieved. These



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

matters result in material uncertainties which may cast significant doubt on whether the Company will continue as a going concern.

The Company manages its liquidity risk in order to meet its contractual obligations by ensuring there is appropriate cash on hand and obtaining other opportunities for financing. The Company identifies when funds are required through the planning and budgeting process to support the Company's normal operations. The Company's ability to continue as a going concern involves significant judgments and estimates while determining forecasted cashflows and is dependent on the Company's ability to obtain financing.

The condensed consolidated interim financial statements do not reflect adjustments that would be necessary if the going concern assumption were not appropriate. If the going concern basis was not appropriate for the condensed consolidated interim financial statements, then adjustments would be necessary in the carrying value of assets and liabilities, the reported revenues and expenses, and the statement of financial position classifications used.

Recent Accounting Pronouncements

The International Accounting Standards Board (IASB) has published new standards and amendments or interpretations to existing standards which are outlined below.

New accounting standards issued but not yet in effect:

Presentation and Disclosure in Financial Statement (IFRS 18)

In April 2024, the IASB issued IFRS 18 *Presentation and Disclosure in Financial Statements* ("IFRS 18") which replaces IAS 1 *Presentation of Financial Statements*.

IFRS 18 introduces:

- i. New requirements on presentation within the statement of profit or loss;
- ii. Disclosure standards regarding management defined performance measures; and
- iii. Principles for aggregation and disaggregation of financial information in the financial statements and the notes.

IFRS 18 will be effective for annual reporting periods beginning on or after January 1, 2027. IFRS 18 is to be applied retrospectively. The Company is currently assessing the impact that IFRS 18 will have on its condensed consolidated interim financial statements.

Related Party Balances and Transactions

Key management personnel include persons having the authority and responsibility for planning, directing, and controlling the activities of the Company as a whole. The Company has determined that key management personnel consist of executive and non-executive members of the Board of Directors and corporate officers. Key management compensation earned by officers and directors of the Company during the three month period ended October 31, 2025, was \$528,035 (2024 - \$455,550). In addition, share-based compensation expense relating to key management for the three month period ended October 31, 2025, was \$292,721 (2024 - \$236,032).



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

As at October 31, 2025 there was \$448,367 (July 31, 2025 - \$487,995) in accounts payable and accrued liabilities due to officers and directors of the Company or to companies controlled by directors and officers of the Company. There were no other related party transactions during the three month period ended October 31, 2025.

Controls and Procedures

Evaluation of disclosure controls and procedures

Management is responsible for establishing and maintaining disclosure controls and procedures as defined under National Instrument 52-109 – Certification of Disclosure in Issuers' Annual and Interim Filings. As at October 31, 2025, the Chief Executive Officer and Chief Financial Officer concluded that the design and operation of these disclosure controls and procedures were effective and that material information relating to the Company, including its subsidiaries, was made known to them and was recorded, processed, summarized, and reported within the time periods specified under applicable securities legislation.

Internal controls over financial reporting

The Chief Executive Officer and Chief Financial Officer have designed, or caused to be designed under their supervision, disclosure controls and procedures which provide reasonable assurance that material information regarding the Company is accumulated and communicated to the Company's management, including its Chief Executive Officer and Chief Financial Officer in a timely manner.

In addition, the Chief Executive Officer and Chief Financial Officer have designed or caused it to be designed under their supervision internal controls over financial reporting ("ICFR") to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements.

The Chief Executive Officer and Chief Financial Officer have been advised that the control framework used to design the Company's ICFR is recognized by the Committee of Sponsoring Organizations of the Treadway Commission.

The Chief Executive Officer and the Chief Financial Officer have evaluated, or caused to be evaluated under their supervision, whether there were changes to its ICFR during the three month period ended October 31, 2025, that have materially affected or are reasonably likely to materially affect the Company's ICFR. No such changes were identified through their evaluation.

A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that its objectives are met. Due to inherent limitations in all such systems, no evaluations of controls can provide absolute assurance that all control issues, if any, within a company have been detected. Accordingly, our disclosure controls and procedures and our internal controls over financial reporting are effective in providing reasonable, not absolute, assurance that the objectives of our control systems have been met.



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

Risk and Uncertainties

The Company's business is subject to a number of risk factors which are described in our most recently filed AIF. Additional risks and uncertainties not presently known to us or that we currently consider immaterial also may impair our business and operations and cause the price of the common shares to decline. If any of the noted risks occur, business plans may be impacted and the financial condition and results of operation may suffer, potentially significantly. In that event, the trading price of the common shares could decline, and shareholders may lose all or part of their investment.

Additional information and other publicly filed documents relating to the Company are available through the internet on the Canadian Securities Administrators' System for Electronic Document Analysis and Retrieval, which can be accessed at www.sedarplus.ca.

Off-Balance Sheet Arrangements

The Company does not utilize off-balance sheet arrangements.

Proposed Transactions

There are no undisclosed proposed transactions that will materially affect the performance of the Company.

Subsequent Events

The following transactions occurred subsequent to the reporting period:

- i. On November 10, 2025, the Company announced that it had completed a public offering (the "Prospectus Offering"), and issued 15,334,100 units (the "Units") at a price of \$0.75 per Unit, which includes the full exercise of the over-allotment option granted to the underwriters for gross proceeds of \$11,500,575. Each Unit consists of one common share of the Company and one-half of one common share purchase warrant (each whole warrant, a "Warrant" and collectively the "Warrants") exercisable into one common share until November 10, 2028 at a price of \$0.95. In connection with the Prospectus Offering, the Company paid cash commissions of \$690,035 and issued 920,046 common share purchase warrants (each, an "Underwriter's Warrant"). Each Underwriter's Warrant is exercisable into one common share at an exercise price of \$0.75 until November 10, 2028.
- ii. On November 3, 2025, 5,000 warrants were exercised at an exercise price of \$0.49 per warrant, generating gross proceeds of \$2,450.
- iii. On November 17, 2025, 10,000 stock options were exercised at an exercise price of \$0.52 per option, generating gross proceeds of \$5,200.

Disclosure of Outstanding Share Data

The Company is authorized to issue an unlimited number of Common Shares without par value. As of the date of this MD&A, the Company has 258,821,087 Common Shares issued and outstanding. In addition,



Xtract One Technologies Inc.

Management's Discussion and Analysis
For the three months ended October 31, 2025

there are 78,624,605 Warrants which may be exercised to acquire one Common Share each at prices ranging from \$0.39 to \$0.95. The Company also has stock options outstanding to purchase an additional 17,396,974 Common Shares with exercise prices ranging from \$0.38 to \$0.95 per share.