

October 22, 2026

Q4 Fiscal 2026

Earnings Call

TSX: XTRA || OTCQX: XTRAF



xtract o|n|e



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. A reconciliation of Adjusted EBITDA appears in the appendix to this presentation.

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



Fiscal 2026 was a record year

Fiscal 2026 against fiscal 2025.

C\$28.8M

Revenue, up 108%

from C\$13.9M in fiscal 2025

C\$24.0M

Operating expenses, up 13%

from C\$21.1M in fiscal 2025

(C\$3.5M)

Adjusted EBITDA

from (C\$8.6M) in fiscal 2025, improved C\$5.1M

Two products for two sets of markets

Each product serves the venues it was built for.

SmartGateway



Few personal items; throughput and small-blade detection.

Hospitals, stadiums, arenas, theatres, museums



xtract o|n|e gateway



Backpacks, laptops and phones; no bag search.

Schools, workplaces, convention centers



Commercial & Manufacturing: expanding the TAM

1

MANUFACTURING

Expanded with auto and pharmaceutical manufacturing companies.

2

COMMERCIAL BUILDINGS

Office spaces of insurance, healthcare, and technology companies.

3

AVIATION

Expanded deployment with a leading U.S. airline for employees.

4

CONVENTION CENTERS

Metro Toronto Convention Centre.

37%

of fiscal 2026 bookings from commercial & manufacturing customers

Fiscal 2027 operating goals

Where effort goes next.

1

Sales expansion

Growth with a specific focus on four areas: education, healthcare, commercial and international markets.

2

Focused R&D

R&D investment aimed at the needs customers are raising today, to advance detection capability.

3

Operating leverage

Hold cost growth below revenue growth, so that increased revenue drives profitability.

4

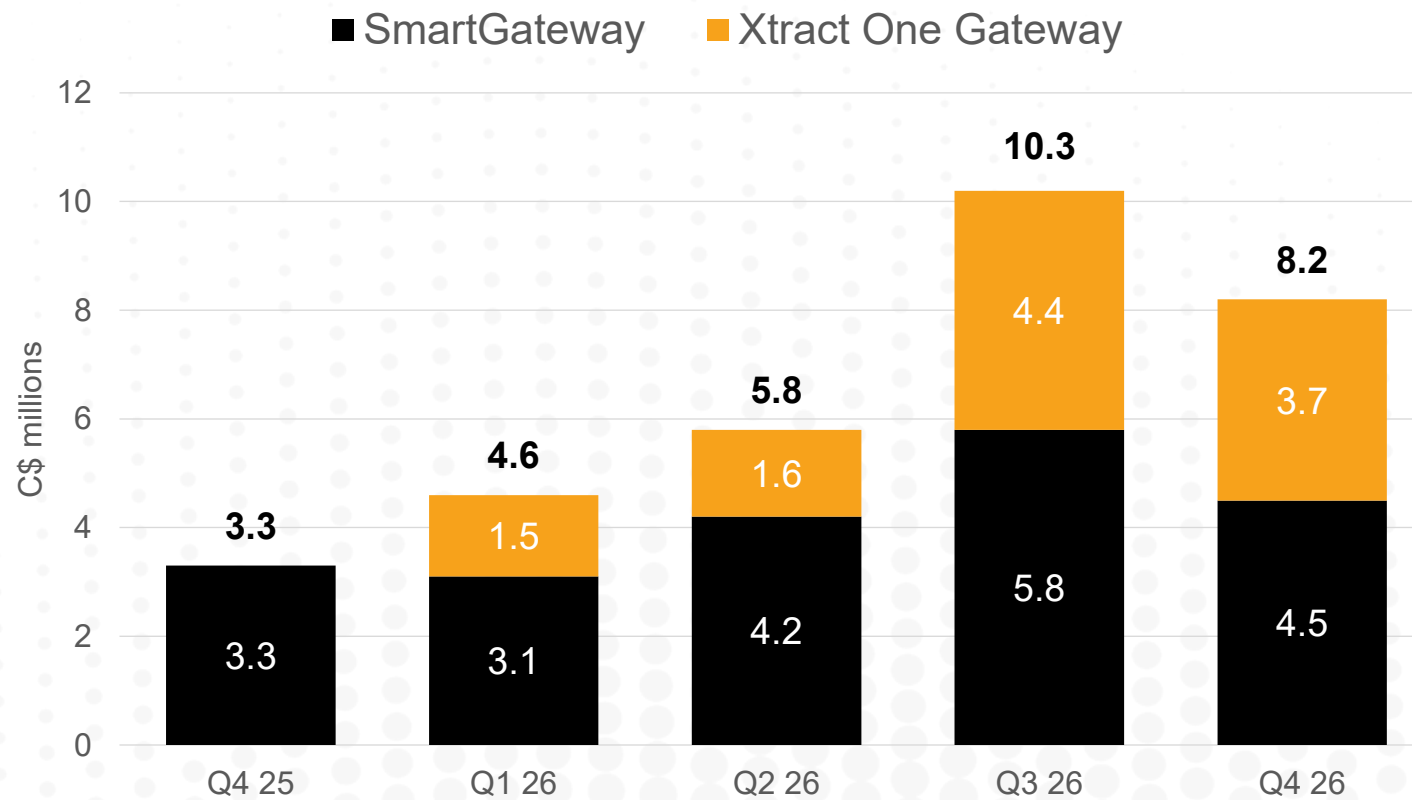
Customers as advocates

Outperform client expectations to create advocates who renew, expand and refer, in every market we serve.

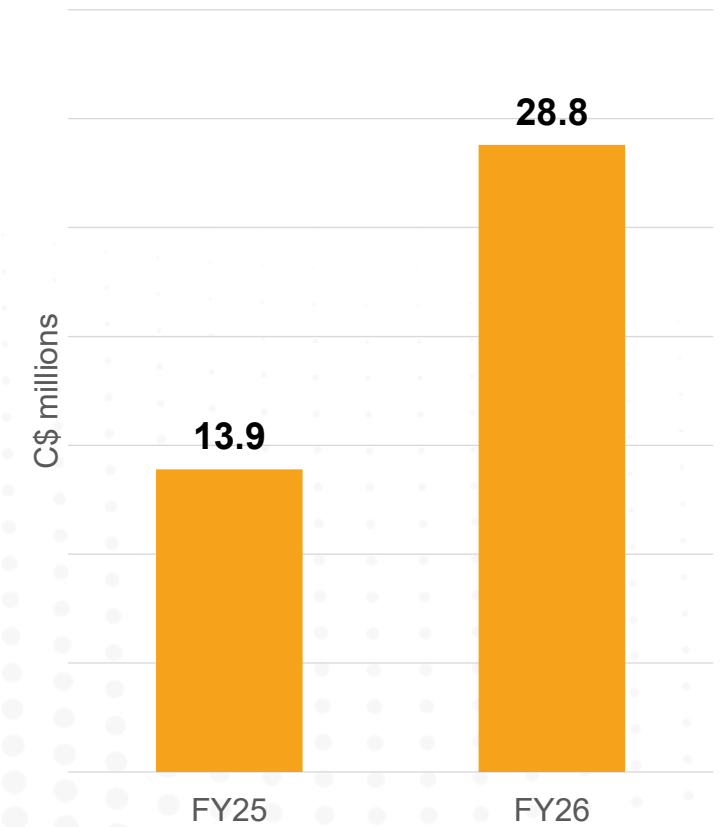
Revenue

Quarterly revenue by product type.

QUARTERLY

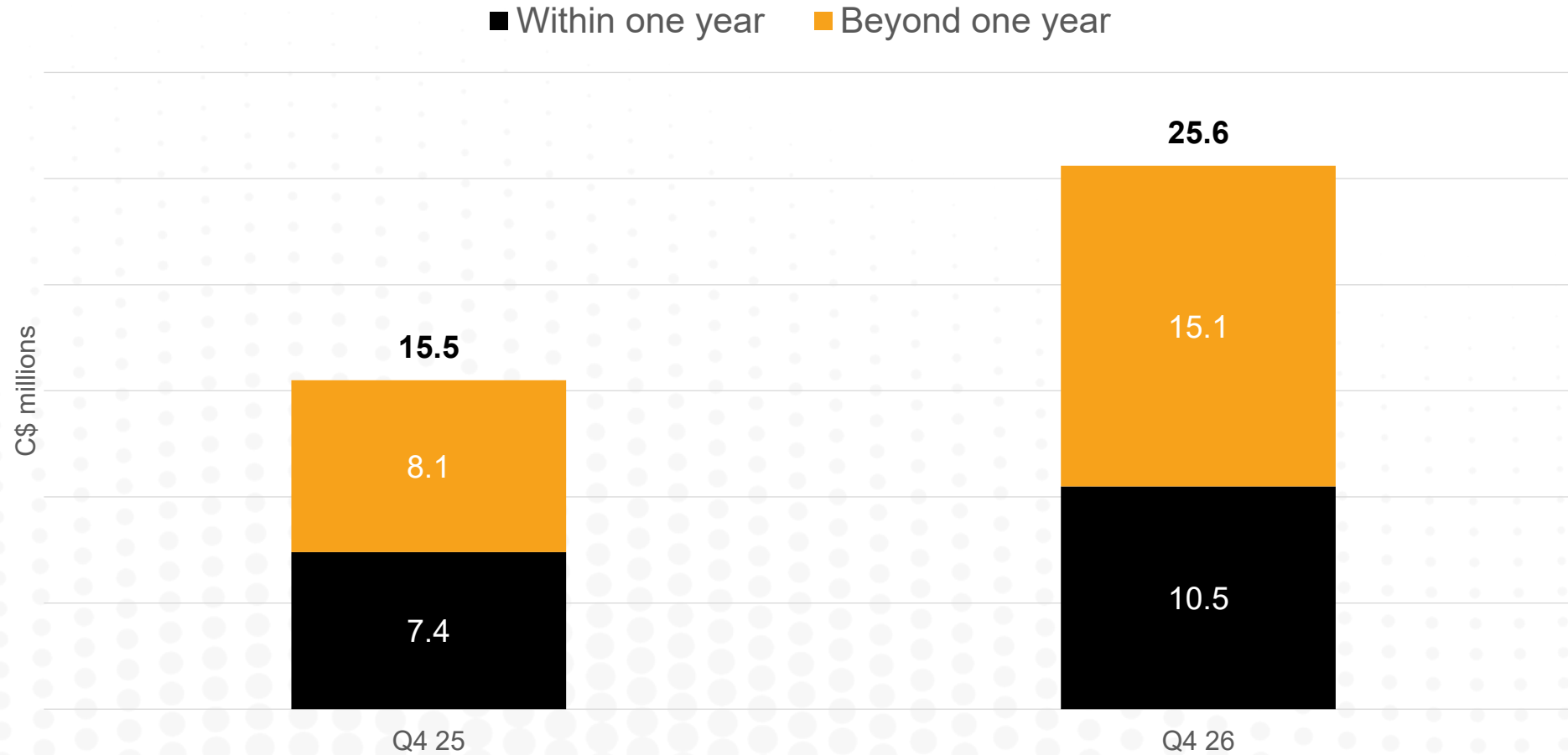


FISCAL YEAR



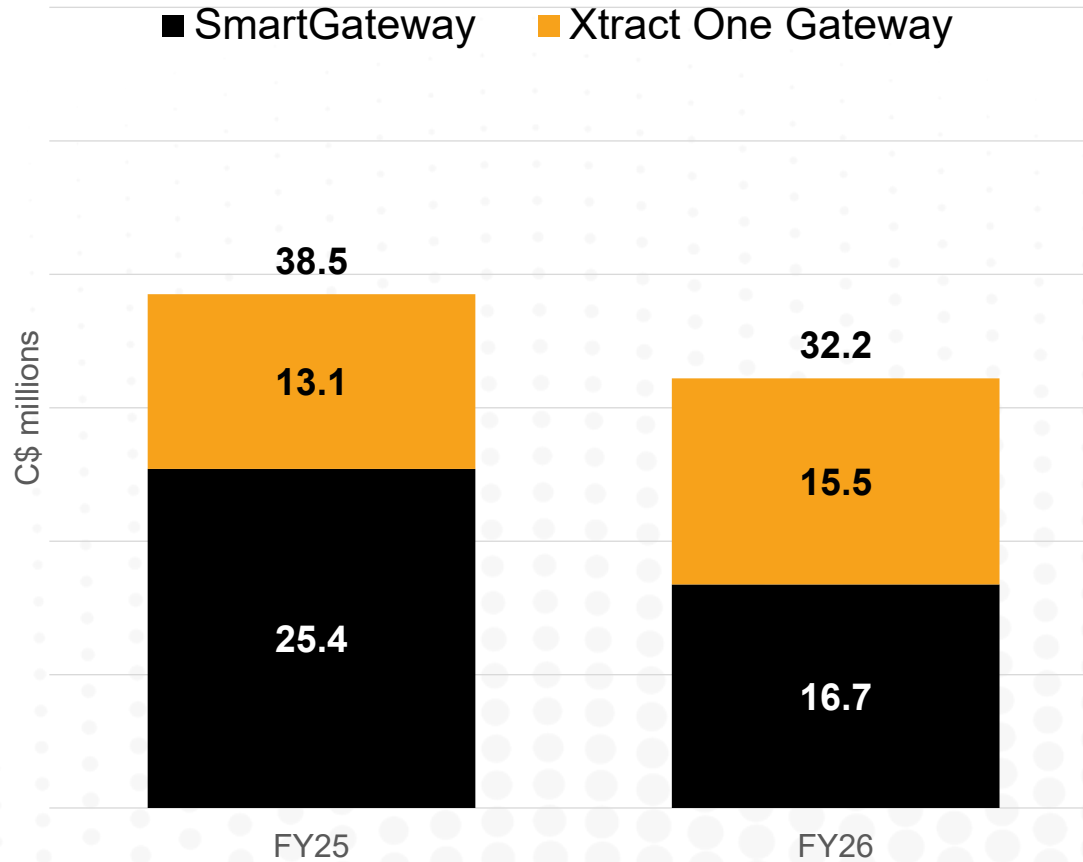
Contractual backlog: the next twelve months

Contractual backlog by scheduled recognition.



Bookings

Total contract value of new bookings, fiscal 2025 and fiscal 2026.



FISCAL 2026 BY VERTICAL

Sports and entertainment 28% · Commercial 27% · Manufacturing 10% · Healthcare 20% · Education 15%

FISCAL 2026 BY PRODUCT

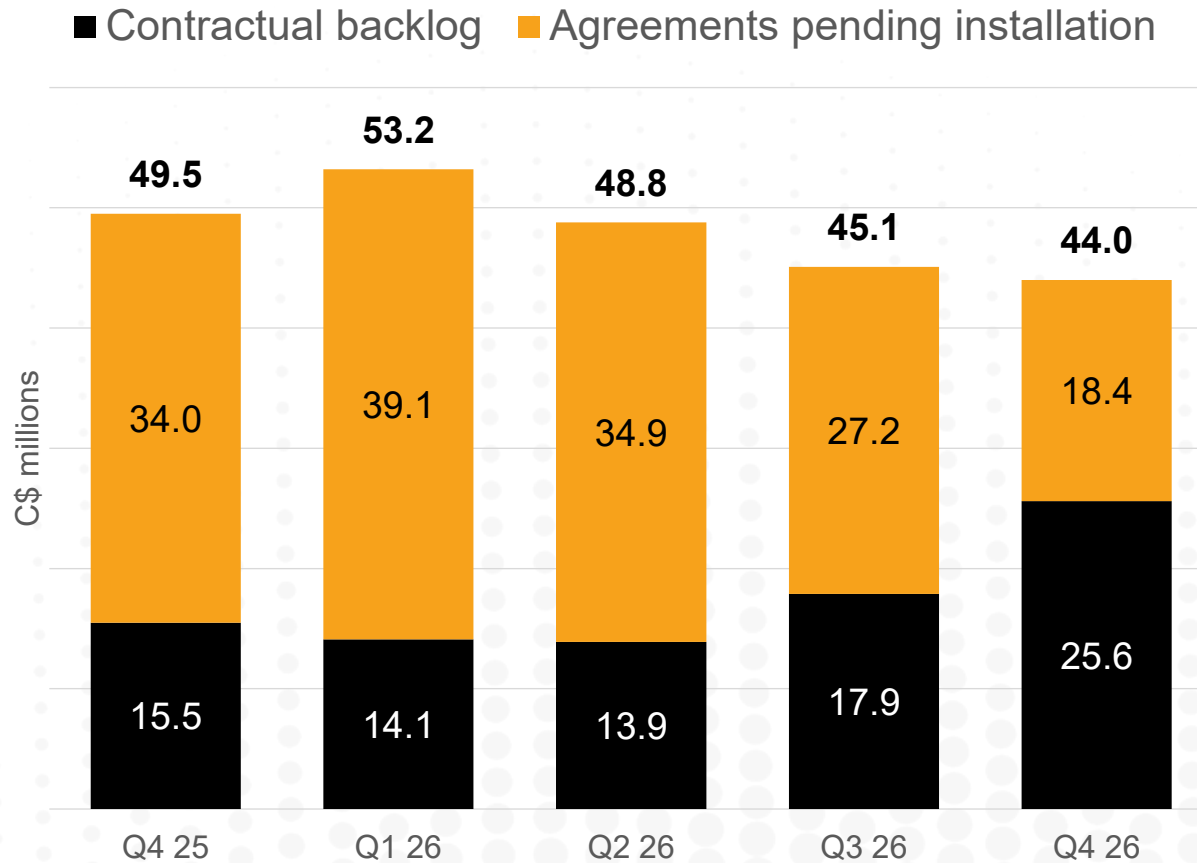
Smart Gateway 52% · Xtract One Gateway 48%

FISCAL 2026 BY CONTRACT TYPE

Upfront 70% · Subscription 30%

Contractual backlog and pending installation

Installed and under contract, and contracts won but not yet installed.



PENDING INSTALLATION COMPOSITION AT 2026-07-31

62% upfront · 38% subscription

58% SmartGateway · 42% Xtract One Gateway

Gross margin

Two products at different points on the maturity curve.

57%

Q4 gross margin

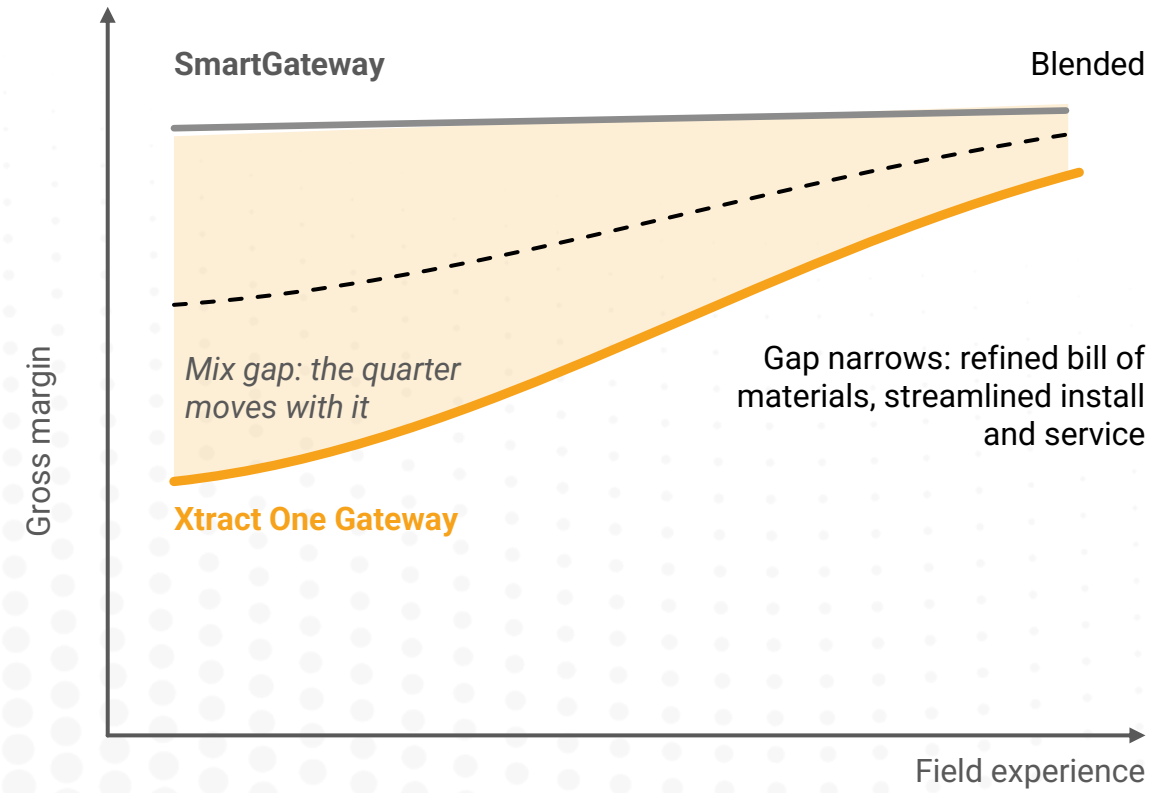
71% a year ago

58%

Fiscal 2026 gross margin

66% in fiscal 2025

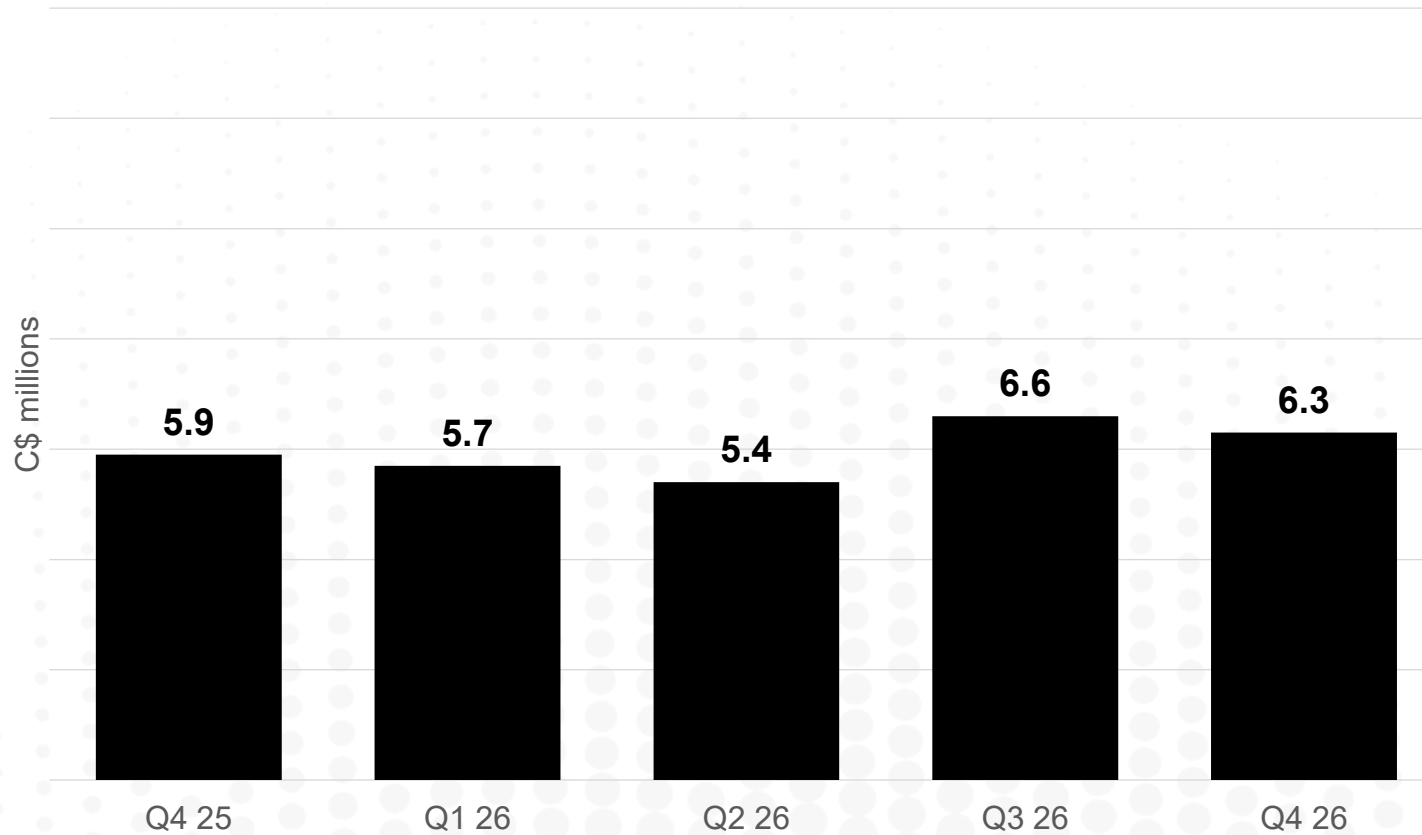
WHAT DRIVES IT FROM HERE



Operating expenses

Fiscal year and quarterly operating expenses.

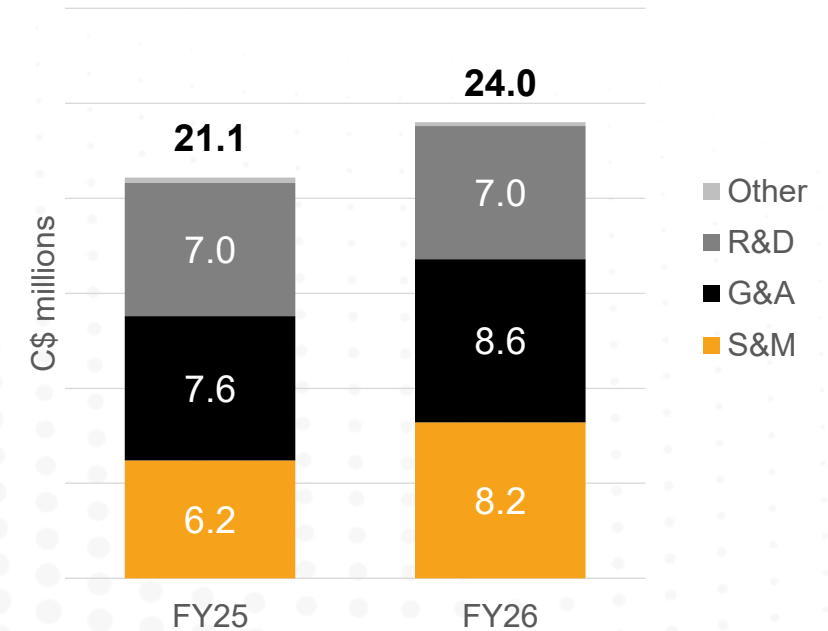
QUARTERLY



FISCAL YEAR, BY CATEGORY

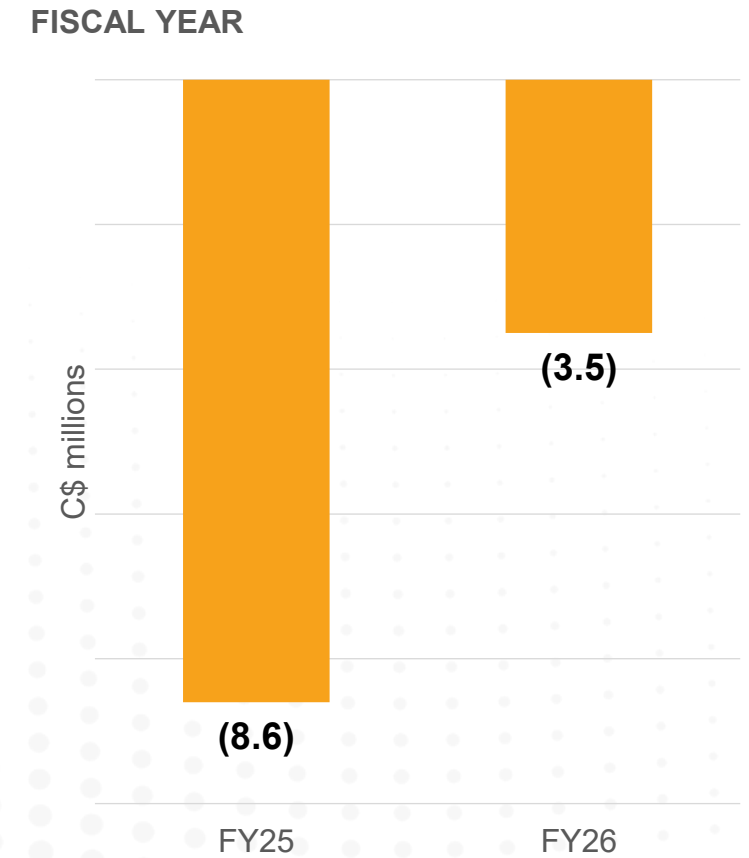
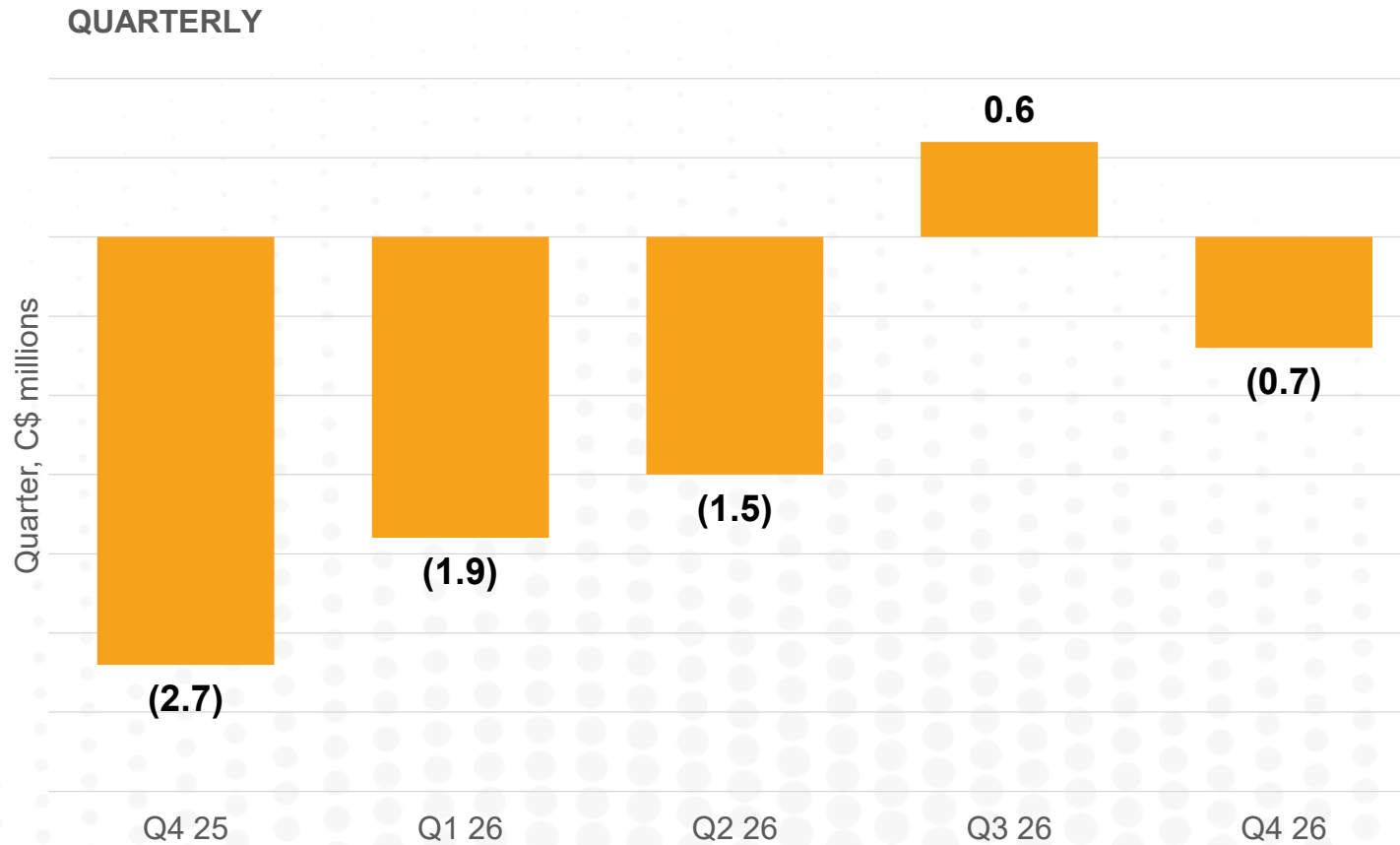
+13%

fiscal 2026 operating expenses,
against revenue up 108%



Adjusted EBITDA

Fiscal year and quarterly Adjusted EBITDA.



Cash and Cash Equivalents

C\$17.3M

Cash at year end

from C\$8.2M a year earlier

C\$3.5M

Operating cash use, fiscal 2026

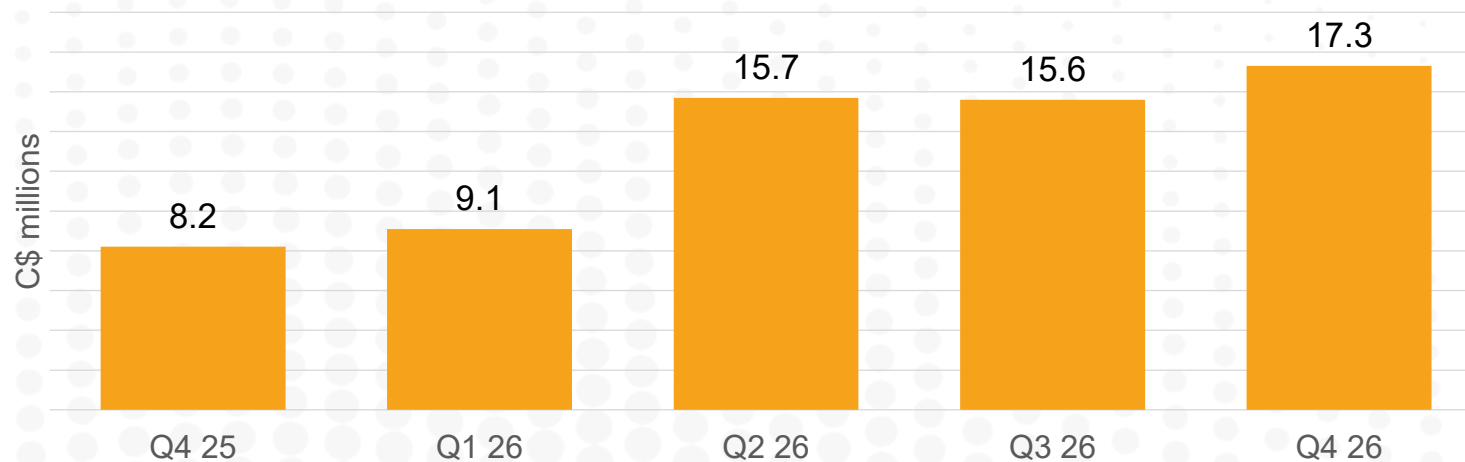
from C\$6.5M in fiscal 2025

+C\$1.9M

Operating cash generated in Q4

including working capital

Cash and cash equivalents at quarter end





Q&A

Appendix: Adjusted EBITDA reconciliation

Reconciliation of net loss to Adjusted EBITDA, C\$ thousands,

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

Definitions (per MD&A)

‘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.

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 at www.sedarplus.ca.