

March 5, 2026

# Q2 Fiscal 2026

## Earnings Call

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



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 supplementary financial measures. These measures do not have any standardized meanings prescribed under IFRS and therefore may not be comparable to similar measures disclosed by other reporting issuers. These supplementary financial measures are defined within the filed Management's Discussion & Analysis. 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 regulations. The reader is cautioned that assumptions used in the preparation of any forward-looking information may prove to be incorrect. Events or circumstances may cause actual results to differ materially from those predicted, as a result of numerous known and unknown risks, uncertainties, and other factors, many of which are beyond the control of the Company. The reader is cautioned not to place undue reliance on any forward-looking information. Such information, although considered reasonable by management at the time of preparation, may prove to be incorrect and actual results may differ materially from those anticipated. Forward-looking statements contained in this presentation are expressly qualified by this cautionary statement. The 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.

**For further information, please contact:**

Xtract One Technologies

[cwitty@darrowir.com](mailto:cwitty@darrowir.com)

[www.xtractone.com](http://www.xtractone.com)



Peter Evans

# CEO's Business Update

# Opening Remarks

## Second Quarter - Key Highlights

- Revenue in the quarter up 70% year-over-year
- Total backlog ~ \$49 million
  - Continued influx of new Xtract One Gateway and SmartGateway orders
- Commercial deployment for Xtract One Gateway well underway
- SmartGateway also has healthy backlog and ongoing deployments – with continued interest from healthcare and entertainment sectors

# Company Success and Outlook

## Xtract One Gateway

- Full-scale commercial rollout underway, supported by continued investment to increase production capacity
- Market interest remains strong
  - Industry coverage includes 70% education, 10% commercial – remaining 20% split between healthcare, entertainment, automotive and other
- \$20.5 million (147 units) worth of orders from 20 customers - \$5 million (46 units) delivered
  - \$15.4 million (101 units) pending installation

 xtract o|n|e gateway





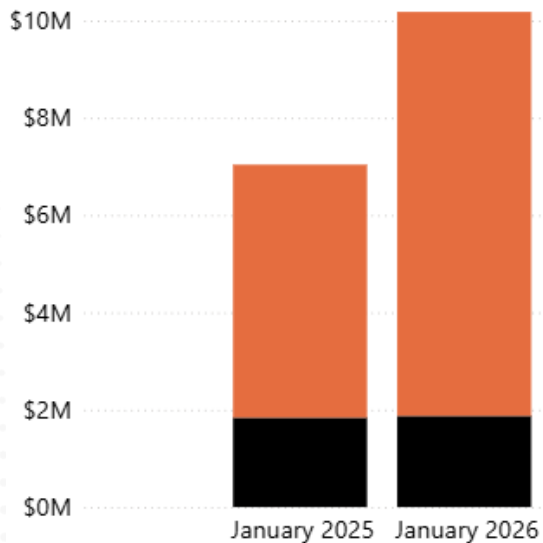
Karen Hersh

# CFO's Financial Update

# Revenue

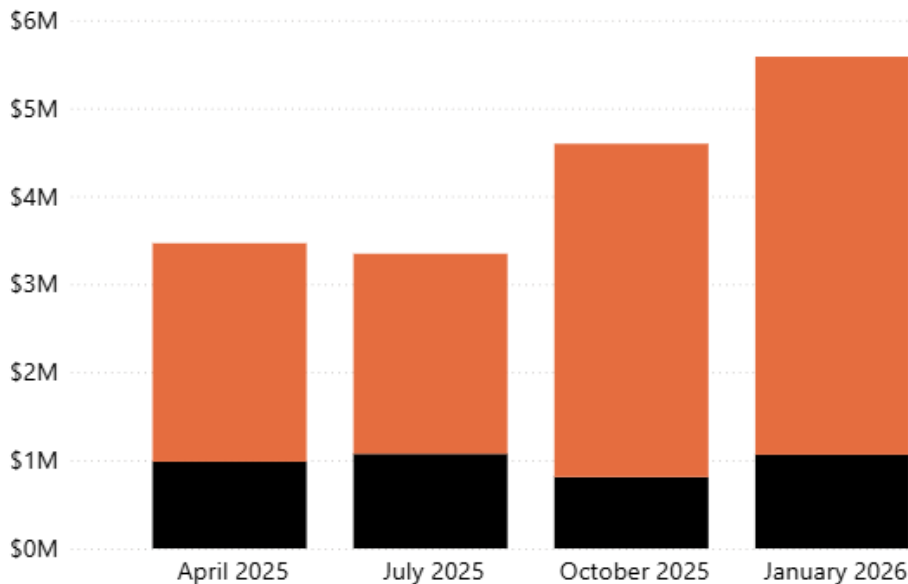
Revenue, year-to-date, year over year

● Subscription ● Upfront



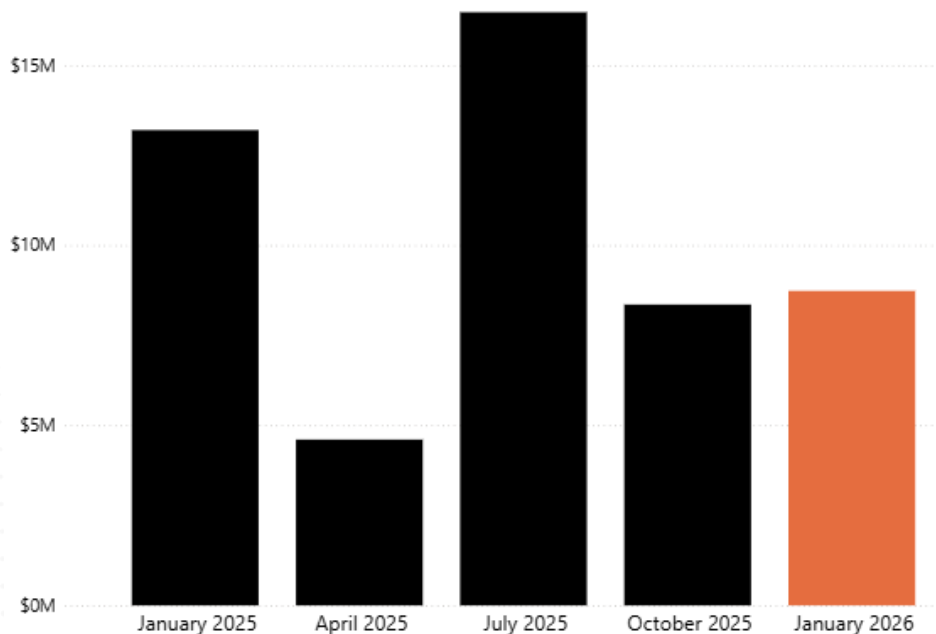
Quarterly revenue, quarter over quarter

● Subscription ● Upfront

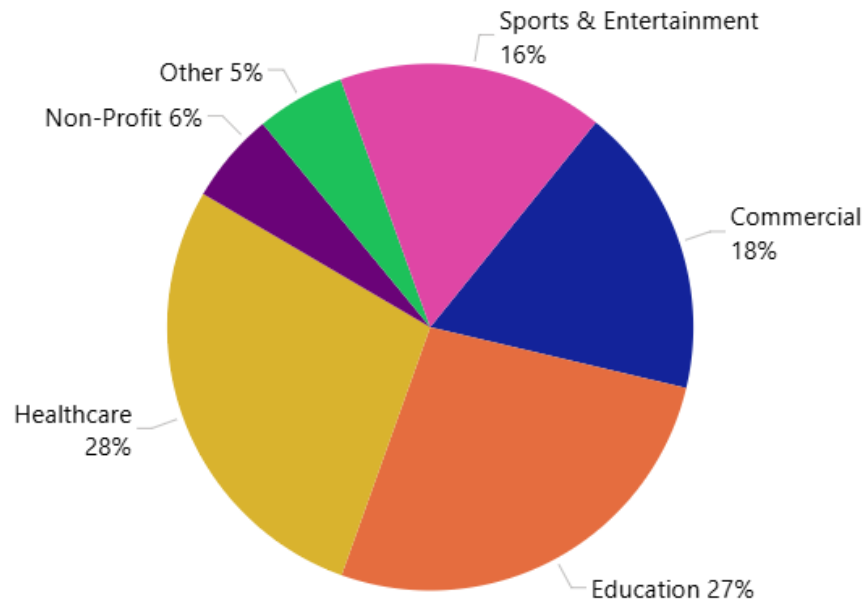


# Bookings

Quarter over Quarter Bookings



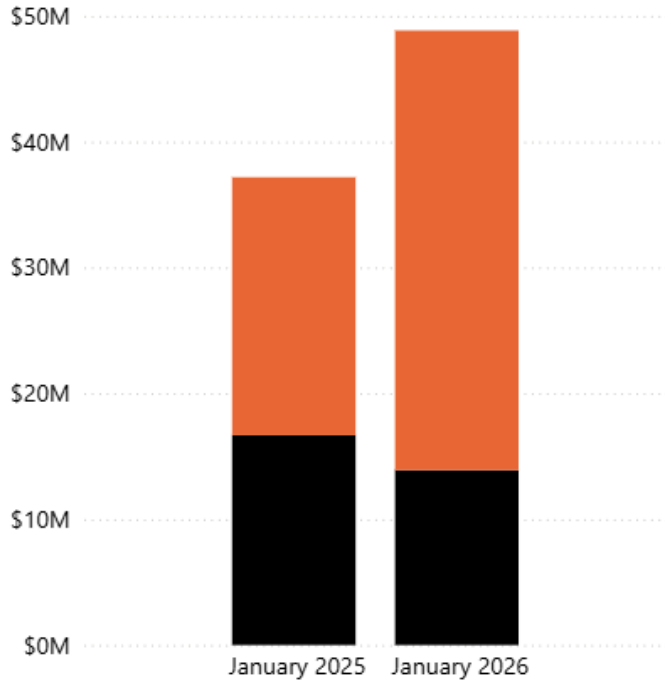
FY2026 Bookings year-to-date by Industry



# Backlog

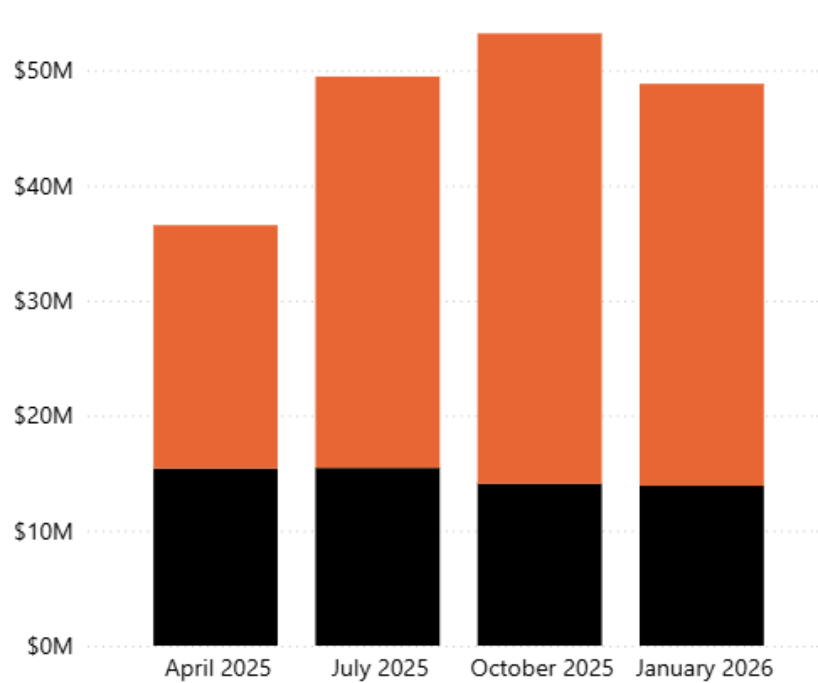
## Year over year

● Contractual Backlog ● Signed agreements pending installation



## Quarter over quarter

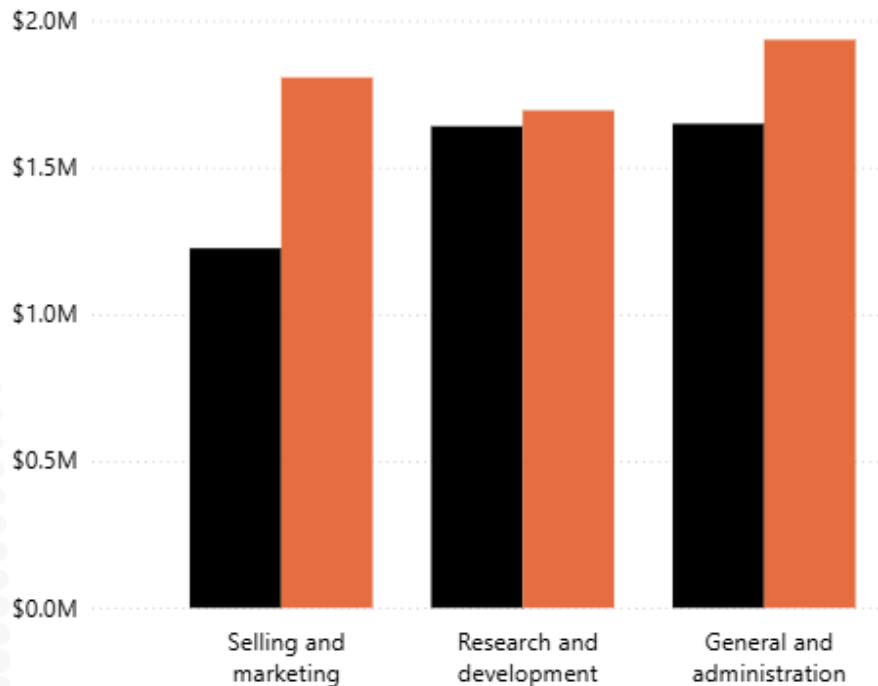
● Contractual Backlog ● Signed agreements pending installation



# Operating Expenses

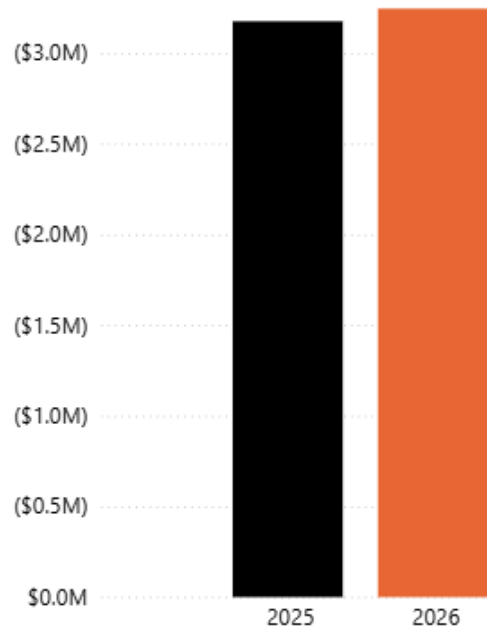
Second quarter operating expenses, year-over-year

● 2025 ● 2026

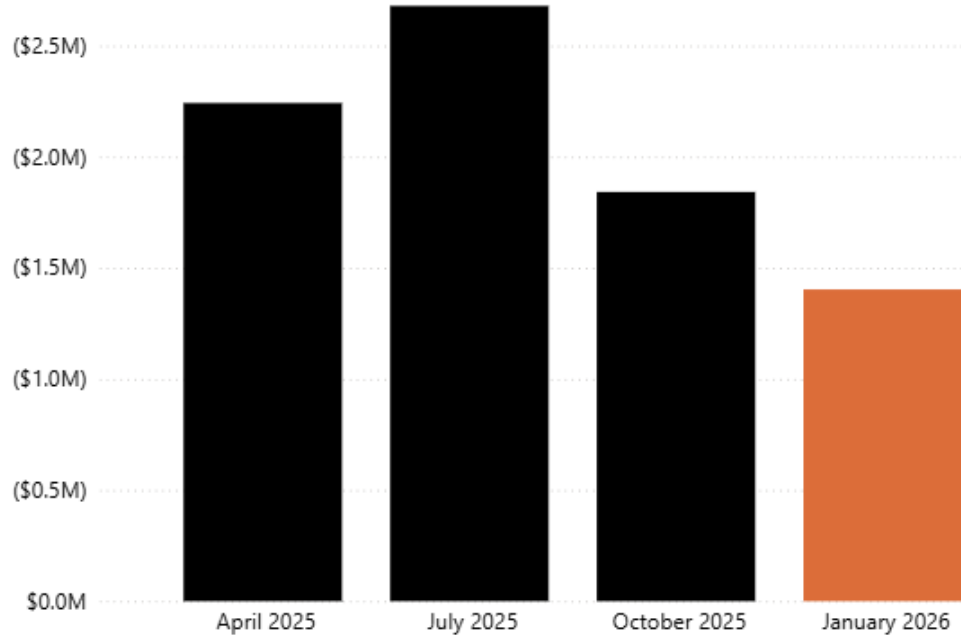


# Cash usage in Operations

Operating cash outflow year to date, excluding working capital  
(\$3.5M)



Quarterly operating cash outflow, excluding working capital  
(\$3.0M)





# Q&A