

June 11, 2026

Q3 Fiscal 2026

Earnings Call

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



xtract one

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Peter Evans

CEO's Business Update

Opening Remarks

Third Quarter - Key Highlights

- Record revenue of \$10.3M in the quarter; 3x growth vs prior year
- Delivered first ever positive Adjusted EBITDA
- Total backlog ~ \$45 million
 - Continued influx of new Xtract One Gateway and SmartGateway orders
- SmartGateway experiencing strong interest, backlog growth and deployments across the healthcare and entertainment markets

Company Success and Outlook

Xtract One Gateway

- Production stabilization has resulted in efficient delivery and deployment of units – reducing time to market
- Accounted for nearly 50% of total deployments within only nine months of commercial rollout
 - Testament to the Company's commitment to ramp delivery to the market
- Market interest remains strong
 - Unique capabilities of speedy, efficient screening ideal for medium clutter environments including schools, convention centers and commercial spaces

 xtract o|n|e gateway





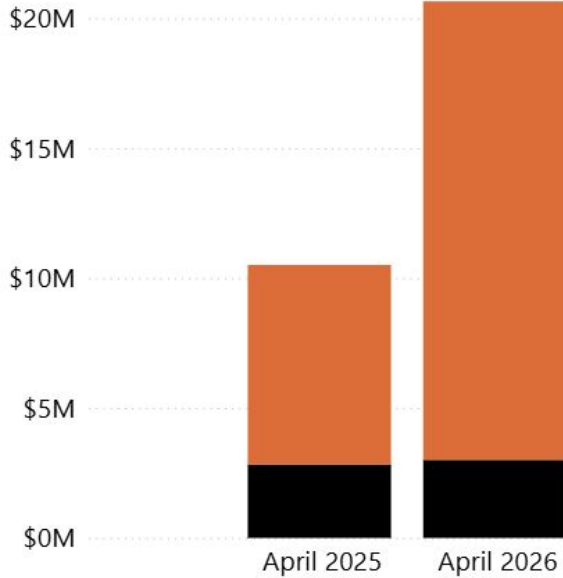
Karen Hersh

CFO's Financial Update

Revenue

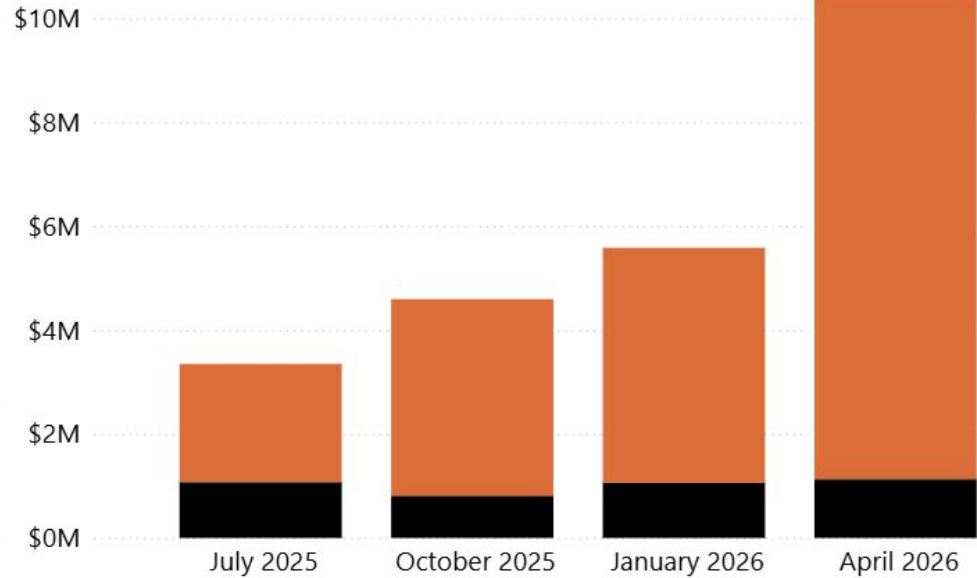
Revenue, year-to-date, year over year

● Subscription ● Upfront



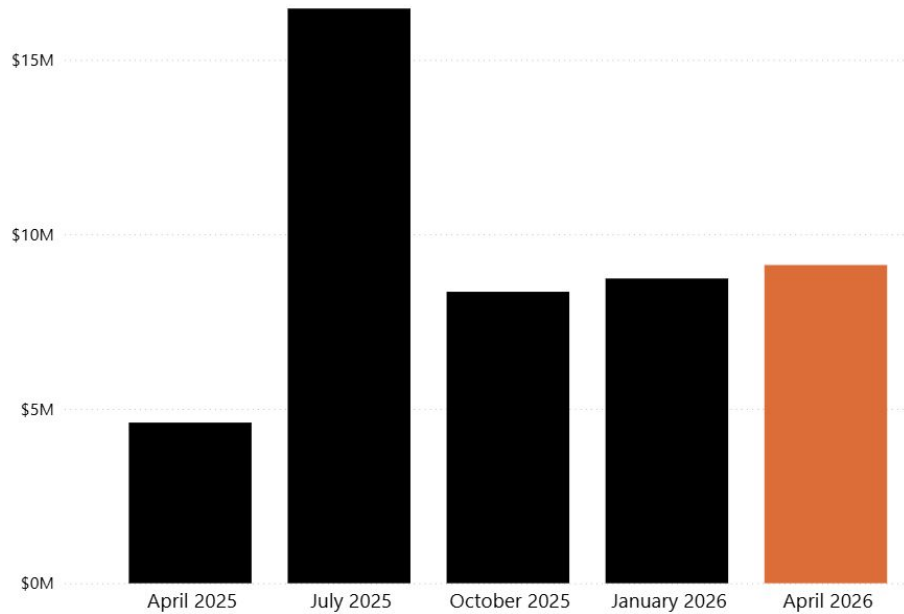
Quarterly revenue, quarter over quarter

● Subscription ● Upfront

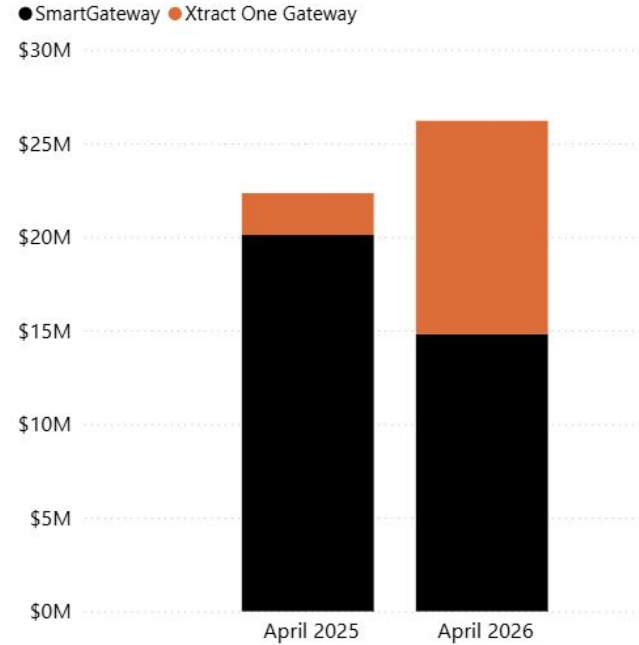


Bookings

Quarter over Quarter Bookings



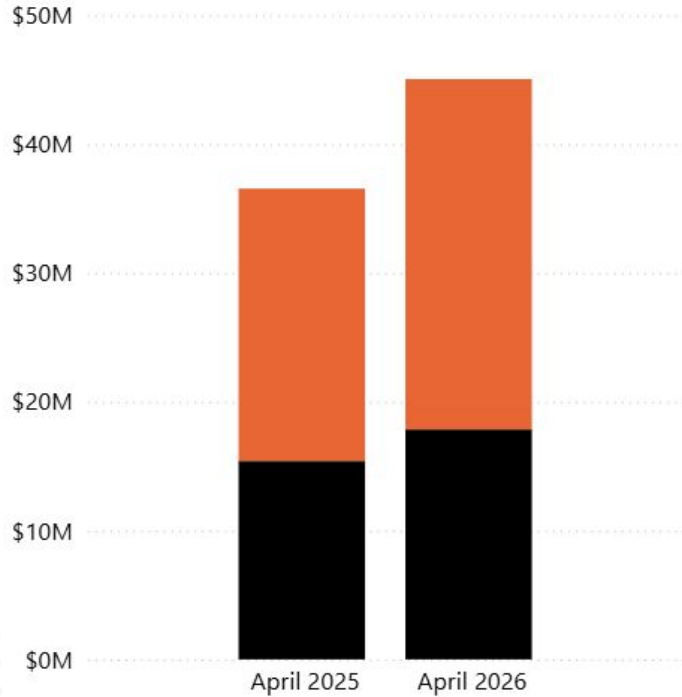
Bookings Year over year



Backlog

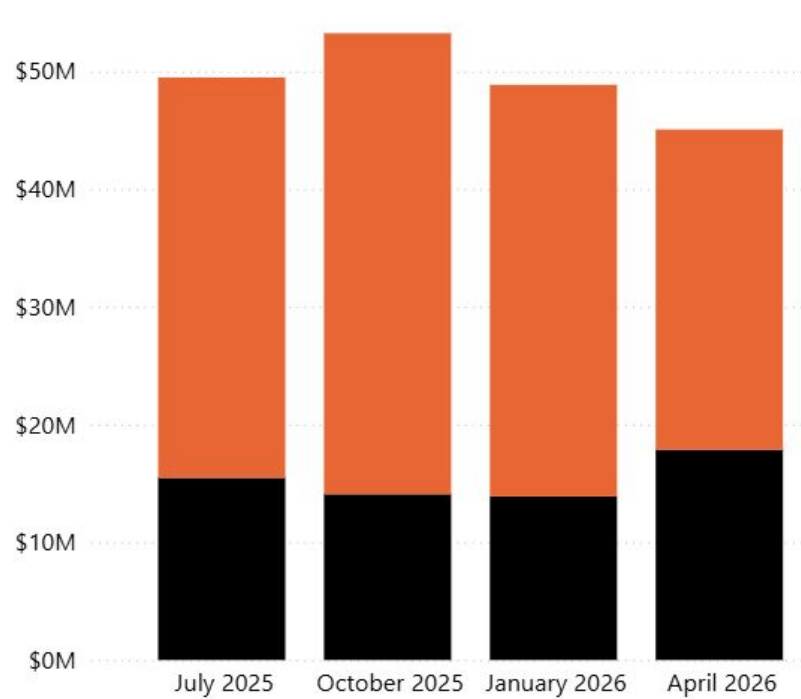
Year over year

● Contractual Backlog ● Signed agreements pending installation



Quarter over quarter

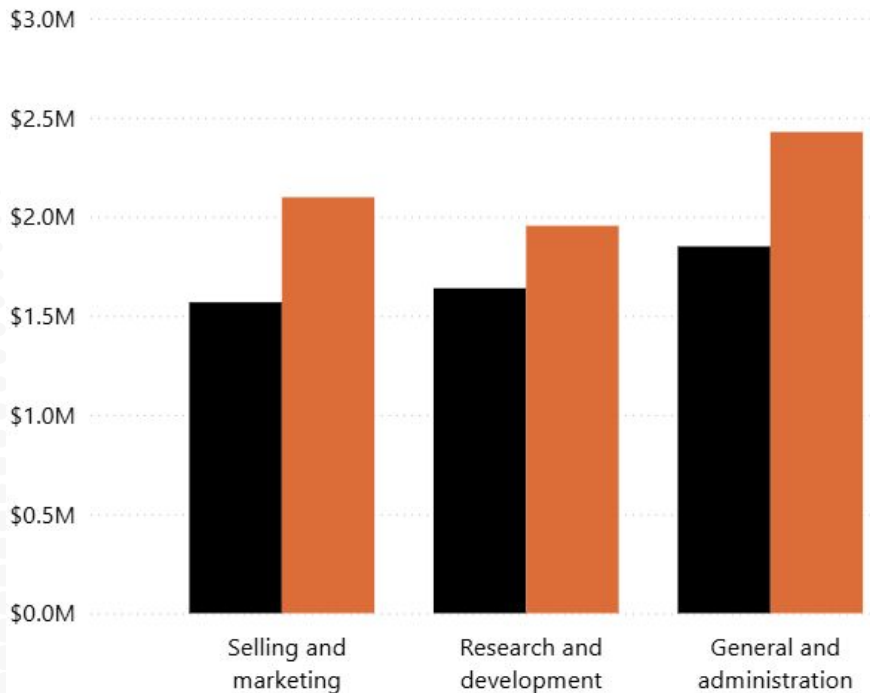
● Contractual Backlog ● Signed agreements pending installation



Operating Expenses

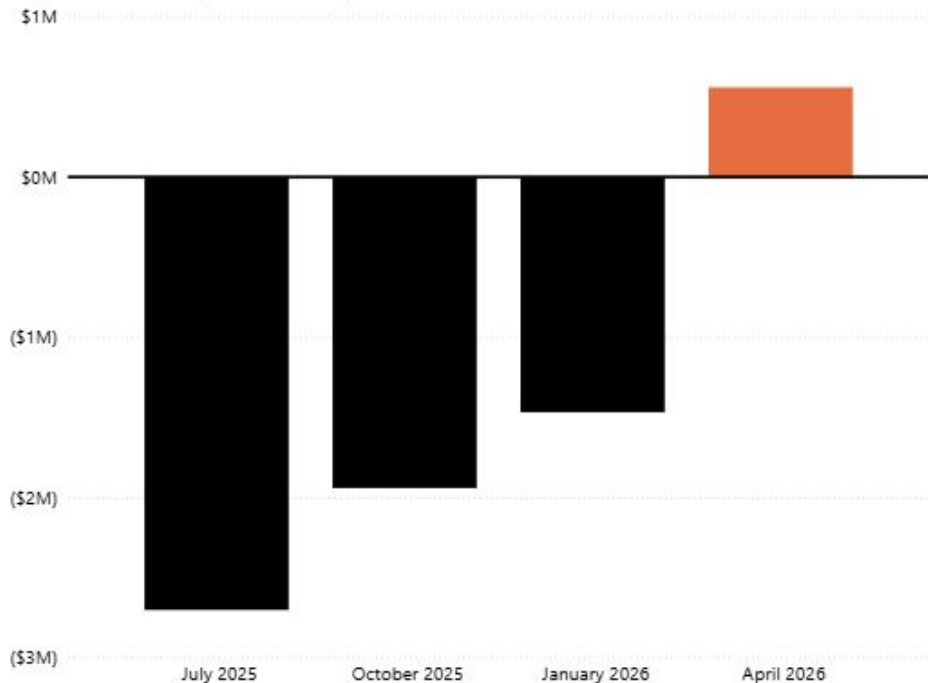
Third quarter operating expenses, year-over-year

● 2025 ● 2026



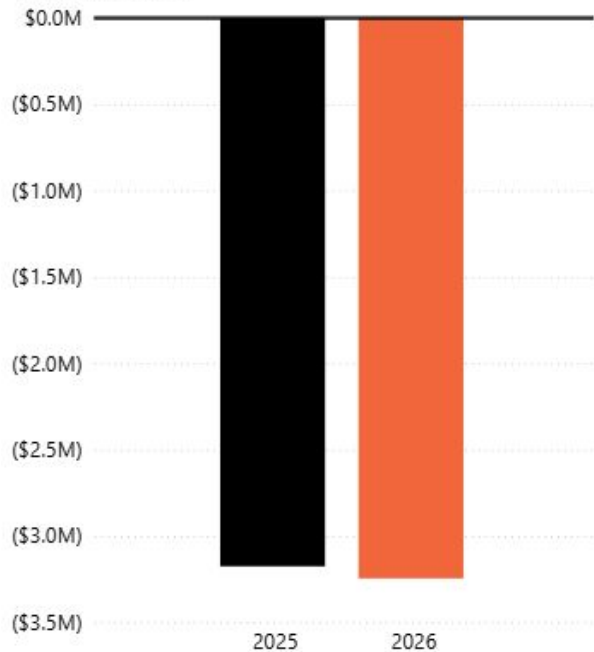
Adjusted EBITDA

Adjusted EBITDA, quarter over quarter

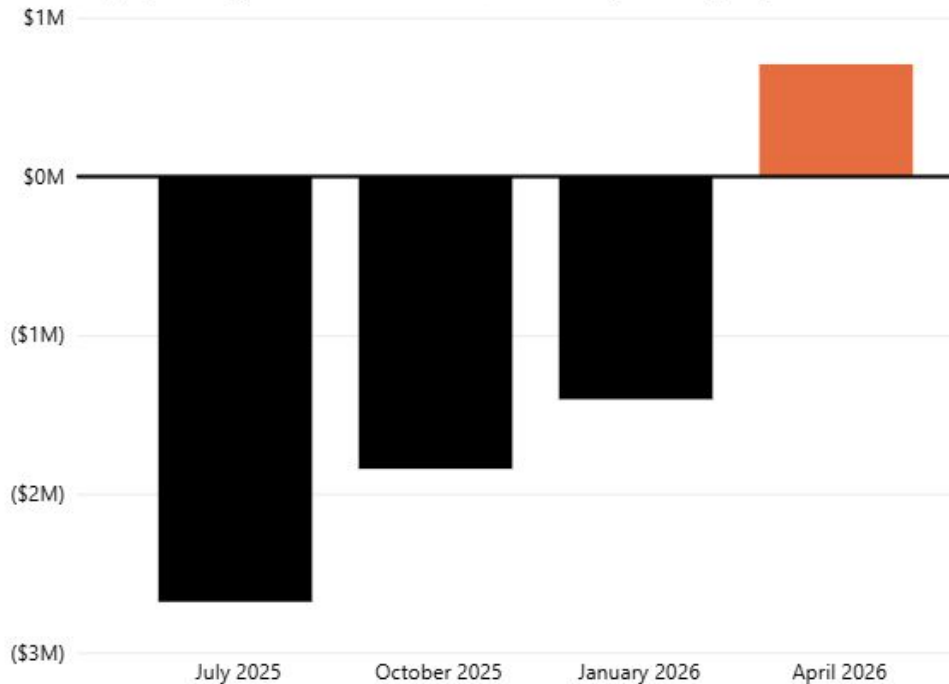



Cash usage in Operations

Operating cash outflow year to date, excluding working capital



Quarterly operating cash inflow (outflow), excluding working capital





Q&A



Appendix: Adjusted EBITDA Reconciliation

	Quarter Ended			
	Apr 30, 2026	Jan 31, 2026	Oct 31, 2025	Jul 31, 2025
Net loss for the period	(0.25M)	(2.26M)	(3.00M)	(3.51M)
Adjusted for:				
Interest and other income	(0.07M)	(0.04M)	(0.04M)	(0.01M)
Depreciation	0.37M	0.36M	0.37M	0.41M
Amortization	0.24M	0.24M	0.24M	0.21M
Finance costs	0.01M	0.01M	0.01M	0.01M
Share based compensation	0.26M	0.22M	0.48M	0.19M
Adjusted EBITDA	0.56M	(1.47M)	(1.94M)	(2.70M)
Adjusted EBITDA margin %	6.2%	(25.3%)	(40.4%)	(80.4%)