

Investor Presentation

August 2023

TSX: XTRA || OTCQX: XTRAF || FRA: OPL



xtract one



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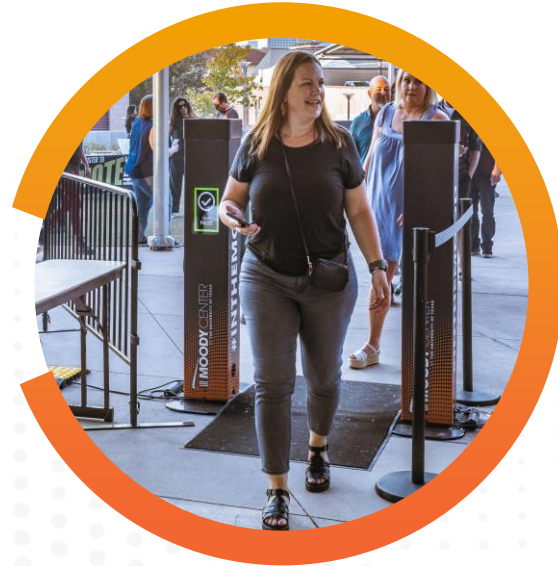


XTRACT ONE IS DISRUPTING THE PHYSICAL SECURITY MARKET

Xtract One delivers a digitally-driven patron screening solution that radically enhances the patrons experience while significantly lowering security risks and costs

Creating The Next Generation Patron Experience

On Any Given
Sunday...



...Digitally Transformed

Why Investors Choose Xtract One

Digital disruption of an existing market with high barriers to entry

Only provider on track to be approved for use in \$4.6B target market

Independently verified and proven technology

AI platform sets stage for entry into \$135B market

Predictable recurring revenue

Compelling customer ROI

Legacy Technology Creates Poor Patron Experience

Accelerating Modern Security Threats

- Increasing gun violence
- Weapons proliferation
- Social unrest
- School safety
- Compliance mandates
- Staffing challenges
- Safe City initiatives

Traditional Solutions Create Friction

- Lengthy wait times
- Poor experience
- Personal infringement
- Labor intensive
- High touch/contact
- Inefficient/costly
- Reactive security



Increasing Demand For
Patron Screening

Poor Patron
Experience

Xtract One's Target Markets

Initial Focus

Stadiums, Theaters & Event Spaces



- High barriers to entry
- Tight product / market alignment

Casinos



- High gun concerns
- Strong inbound pipeline
- State legislation

Hotels



Manufacturing



Distribution



Hospitals



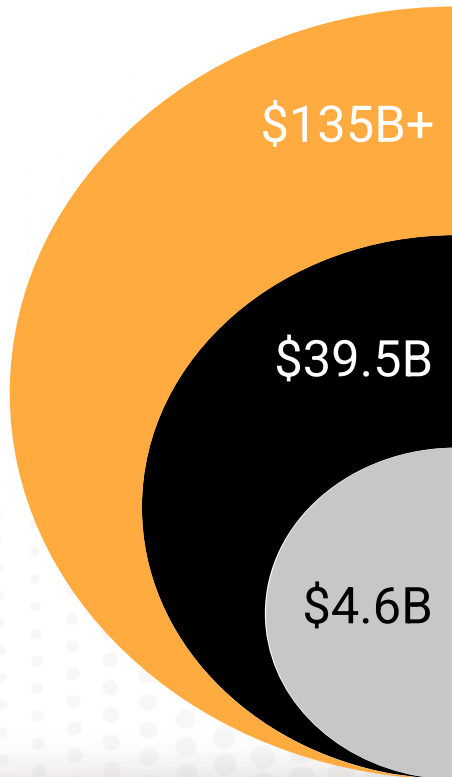
Commercial & Retail Buildings



Schools



Total Addressable Market



Enhanced Product Offering and Global Expansion

- Expanded solutions offering
- Global expansion
- Strategic partner channels

Expanded Market Verticals

- Schools, Commercial Property, Distribution, Manufacturing, Retail, and Hotels in North America
- Solution expansion, addressing a broader set of customer needs
- Integrated solutions with technology partners

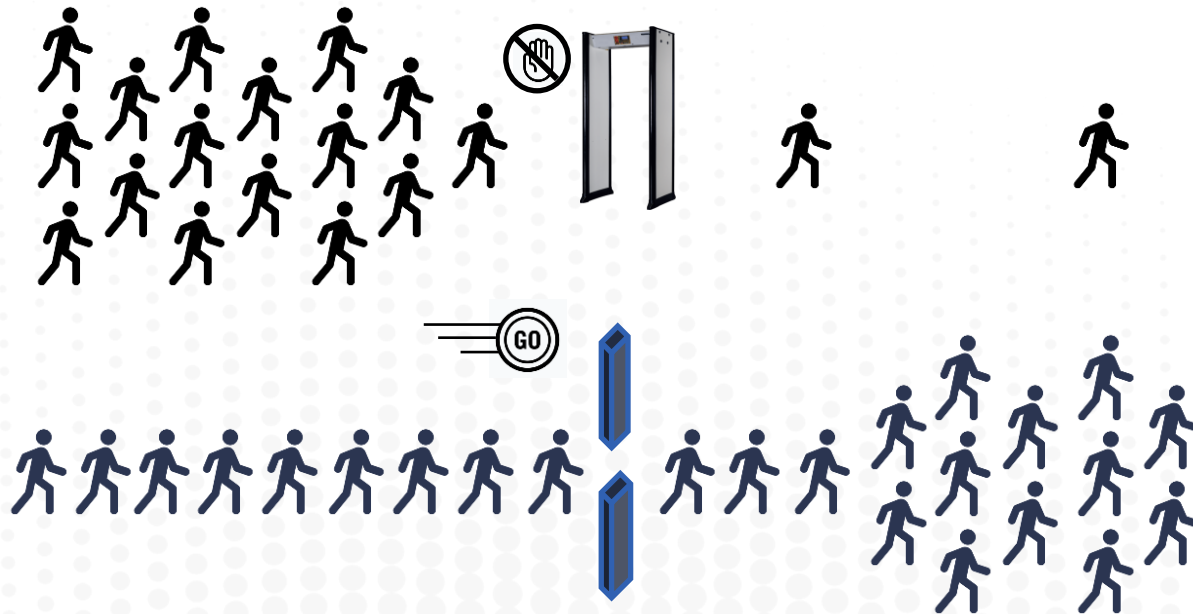
Initial Target Market

- Stadiums, Casinos, Theaters in North America
- Focus on patron screening, security and improved customer experience
- Target venues seeking a fully integrated subscription solution

Sources: Gartner, IDC, Management Estimates

Compelling Customer ROI

Technology that can detect the difference between metal and weapons



Traditional Approach

- X Frustration
- X Delays
- X High security costs



- ✓ Fast
- ✓ Frictionless
- ✓ Lower staff costs

Enhanced Security & Customer Economics

7X

Increase in Patron
Throughput

FACTS:

- From 500 per hour to 2,400 per hour
- From 130% patron contact to <10%

IMPACT:

- Fast, frictionless entry
- "Walk right in" experience
- Personal privacy protected
- Faster entry = more F&B sales

Up to 80%

OPEX Efficiencies

- 70% Reduced staffing requirement
- Highly scalable digital security model

- Flexible / reduced staffing and operations
- Eliminate escalating labor cost /shortages
- Digital insights for optimized operations, patron traffic, merchandising

Advanced Digital Security

- Integrated digital vs siloed labor model
- Correlated digital insights well in advance of the event

- Preemptive vs reactive security
- Higher security / lower business risk
- Prevent events before they reach the venue

Why Customers Choose Xtract One



Enhanced Security

- Proven highest performing security detection
- High quality AI and advanced business analytics
- Pre-emptive - from first touch to venue operations



Customer-Centric Business Model

- Flexible SaaS subscription model
- Recognized industry expertise for venue security and patron experience
- Lead through technological innovation



Superior Patron Experience

- Aligned to necessary venue operations requirements
- Platform Integration for a broad set of future screening reqs
- Maximum operational benefits (traffic flow, costs, staffing)

Validation in the Real World

March 2021

4 Pilots

7 Contracts

\$0.8M Backlog

\$8M Pipeline



April 2023

95+ Pilots

46 Contracts

\$11.6M Backlog*

\$86M Platform Pipeline

*\$7.9M of the current backlog is pending installation and/or successful trial

Third Party Verification - NCS4

Trial:

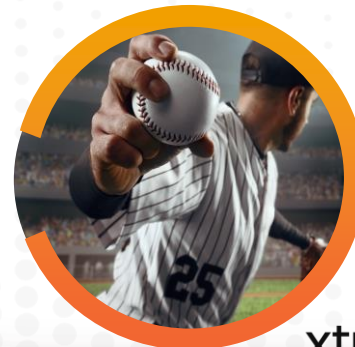
- Validates Xtract One's solution in a live stadium environment with 17,000 patrons
- Executed to meet and exceed NHL, NBA, NFL, MLB, live entertainment arenas security specifications

Why is this important?

- Demonstrated Xtract One's performance relative to industry and professional sports leagues' mandatory security standards
- Provides path for league approvals as first (and only) solution for professional sports stadiums throughout North America
- Sets de facto standard for other leagues, NCAA, global leagues

Next Steps:

- "The Floodgates will open for pent-up demand" - League CSO
- Pending contracts signed and begin deployment



Integrated Solution



Xtract Gateway

“Fast frictionless entry”



Xtract Vision

“Preemptive insights”



Xtract One Insights

“Integrated intelligence”

Integration of Patron Screening And Experience

To – Integrated Patron Experience, Patron Screening, and Facility Optimization

From - Weapons Detection

Engage



“100 Miles”

- Social Media Scanning
- Threat Intelligence
- Reservation Fraud
- Threat / Crime Detection

Approach



“100 Feet”

- Crowd Intelligence
- Crowd Routing
- ✓ **Weapons Detection**
- ✓ **Threat / Crime Detection**
- ✓ **Perimeter Security**
- Facial Rec

Entry/Exit



“1 Foot”

- ✓ **Weapons Detection**
- Entry Routing
- Automated Ticket Scanning
- Health / Vaccine Verification
- RFID Scanning
- Contraband
- VIP identification

Inside



“Inside”

- ✓ **Crowd behaviors**
- ✓ **Crowd intelligence and management**
- Marketing / Retail Optimization
- Experience Optimization
- Staff and operations planning
- Data intelligence and insights

Expanding Revenue Stream



Xtract One Gateways

- Initial hardware and software,
- Recurring maintenance / support
- SaaS Delivery



AI Platform

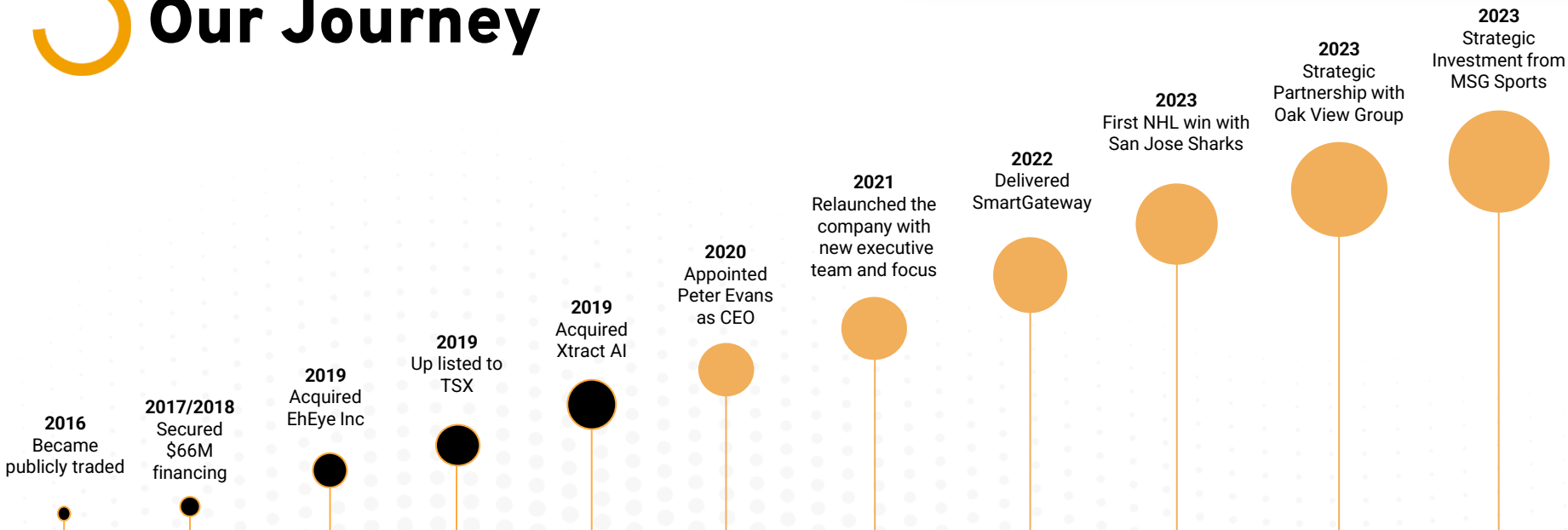
- Xtract One Vision
- Xtract One Insights
- Initial software
- Professional services

Future Annuity Revenue

End-to-End Patron Experience

- Initial hardware and software
- Recurring maintenance / support
- Advanced AI analytics
- Integrated platform & solutions
- Professional services

Our Journey



Milestones

FY2022

- ✓ As of July 31, over 580% revenue growth for Platform operating segment
- ✓ Almost 840% increase in Total Contract Value signed for the Platform operating segment
- ✓ Released SmartGateway; designed specifically for sports and live entertainment venues
- ✓ Completed NSC4 operational exercise validating capabilities per pro-league requirements
- ✓ Issued \$50 million base shelf prospectus and raised \$6.9 million of gross proceeds from public offering

H1 FY2023

- ✓ First professional hockey league win to protect the entirety of the SAP Centre, home of the San Jose Sharks
- ✓ Strategic partnership with Oak View Group to enhance the customer experience and increase safety and security across their portfolio of 400+ owned or managed locations
- ✓ Successful deployments at minor league professional arenas including Tech CU Arena and Angel of the Winds Arena

H2 FY2023

- ✓ Over 790% growth in Total Contract Value signed for the Platform operating segment
- ✓ Completed \$13.4 million investment from MSG Sports
- ✓ Continued expansion into the sport and entertainment industry with deployments announced for The Sphere, Madison Square Garden, Radio City Music Hall, Beacon Theatre, The Chicago Theatre
- ✓ Continued expansion into other markets with Sentara Healthcare, Lakewood School Board, and the City of Phoenix

Financial Year-End: July 31st



Capital Structure

TSX & OTCQX

Current Price	C\$0.80 TSX / US\$0.62 OTCQX
Market Capitalization	C\$158.6M TSX / US\$122.9M OTCQX
Shares Outstanding	198.2M
Stock Options \$0.76 Weighted Average Exercise Price	9.5M
Warrants \$0.63 Weighted Average Exercise Price	41.5M
Fully Diluted Shares Outstanding	249.3M
Working Capital As of April 30, 2023	\$8.4M

Capital structure and related figures are as of July 31, 2023

Leadership Team

Experts in specialized technologies, cyber security, artificial intelligence and machine learning technologies, subscription revenue business models and security sector business development



PETER EVANS
CEO & Director

Peter brings over 25 years of experience with venture capital, private equity, and public enterprise companies in the technology, telecom, SaaS, and cyber-security industries. As a 4-time high-tech CEO, Peter has demonstrated repeated success in driving revenue growth and accelerated profitability, by delivering innovative solutions to target markets, and triggered multiple profitable liquidity events.



KAREN HERSH
CFO & Corporate Secretary

Karen has extensive experience working with high growth technology companies across a broad spectrum of finance activities including strategic planning, financial reporting, and mergers and acquisitions. Formerly the CFO for a global private equity company focused on cybersecurity technologies.



JOSHUA DOUGLAS
SVP Product and Engineering

Joshua is a recognized expert in the fields of behavioral analytics, cybersecurity and physical security. With a successful career working as a product management and engineering leader, Joshua has helped companies of all sizes bring products to market with increased customer satisfaction.



ROBERT LEX
SVP Operations

Robert has 25 years' experience in global manufacturing operations and supply chain management. He has led successful operational excellence restructurings built around a set of core principles starting with a customer-centric approach and has developed scalable efficient processes.



Chris Feusner
VP Sales

Chris is a 20-year security industry veteran that understands how to develop and deploy an effective go-to-market strategies across multiple industries. Chris also has extensive experience developing and overseeing sales expansion through channel partners.



LOUISE JOHNSON
VP Marketing

Louise has built up her expertise in marketing, brand awareness, and customer engagement over her 15+ years as a sales and marketing professional. She has played critical roles in the successful execution of customer acquisition campaigns for innovative technologies and products.

Board of Directors



PETER VAN DER GRACHT
Chairman

A serial technology entrepreneur who has successfully launched, financed, operated and sold five technology companies; including: Nexus, lmedia, Teraspan, Fatport and Wavemakers.



BILL MAGINAS
Director

The former President of Johnson Controls Canada brings a great deal of industry expertise to the Board. Bill offers a broad range of expertise include business process improvement, change management, growth, and strategy.



LEA M RAY
Director

A certified director (ICD.D) of the Institute of Corporate Directors and is a Chartered Professional Accountant. She has served on a number of publicly-listed (TSX) entities.



JOHN GILLIES
Director

Over 33 years of federal government experience within national and international security and intelligence environment. Worked with Canadian Security Intelligence Service (CSIS) and RCMP.



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Investment Highlights

Significant & growing
addressable market

High barriers to entry

Digital disruption

Tested & proven
technology

Competitive
advantage

Compelling growth &
momentum

Multiple revenue
streams

SaaS business

Compelling ROI for
customers



THANK YOU