

March 8, 2024

Second Quarter 2024 Earnings Call

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



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Peter Evans

CEO's Business Update

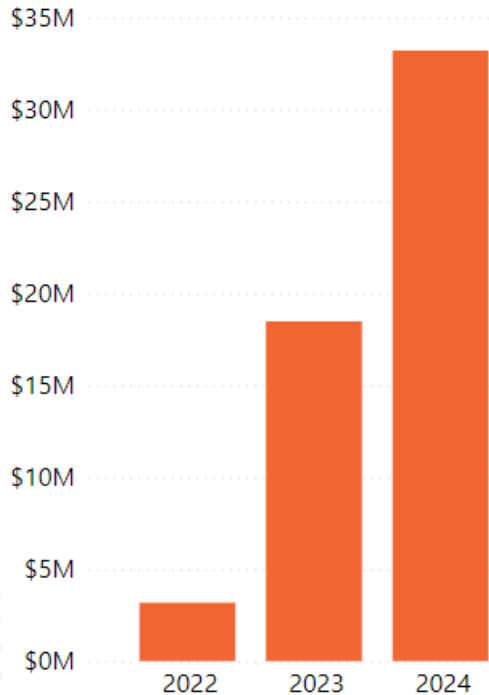
Opening remarks

Key Highlights

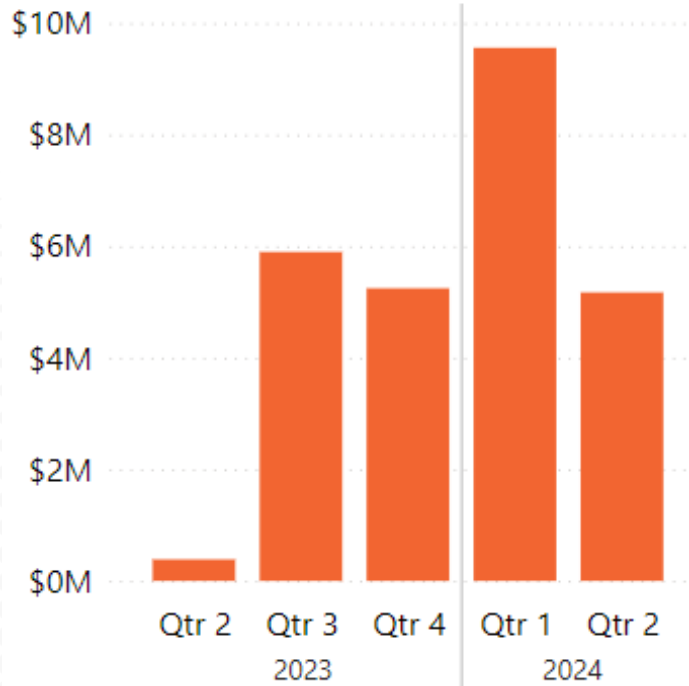
1. Strong Business Performance
2. Market Expansion and Customer Diversification
3. Continued Focus on Scale

Growing Business Momentum

Total contract value booked, cumulative



Total contract value booked, per quarter



Customer Adoption

Customer wins and growth from secondary markets

Sports and live entertainment continues to be our largest individual customer segment

Continue to see immense demand from secondary markets including manufacturing, distribution, education, healthcare, and other public sector agencies

Approximately 50% of the total contract value of new bookings in Q2 were from these expansion markets

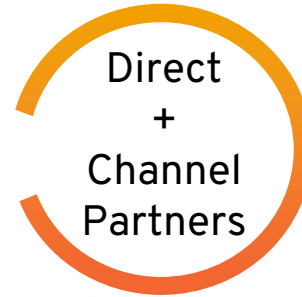
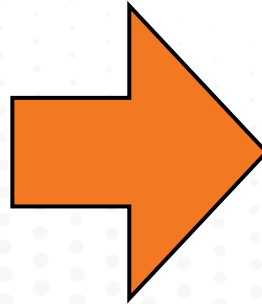


Channel Sales Strategy



New technology requires hands-on approach to get customers comfortable with the product

Provides immensely valuable product feedback



Acceleration of bookings and deployed systems

Increased market reach without significant investment in sales and marketing efforts

Scalable service model

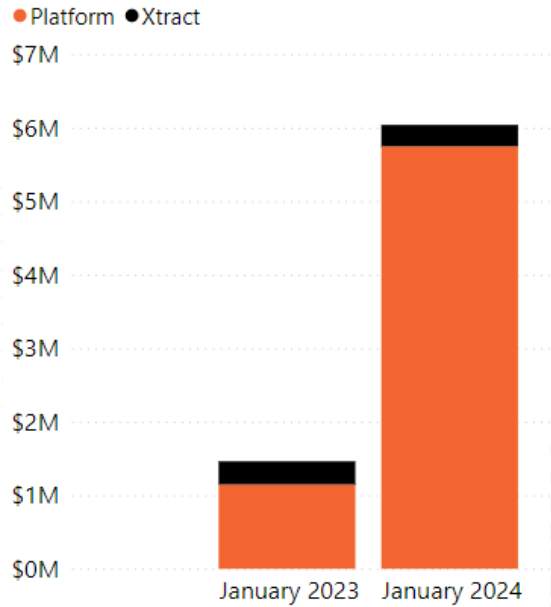


Karen Hersh

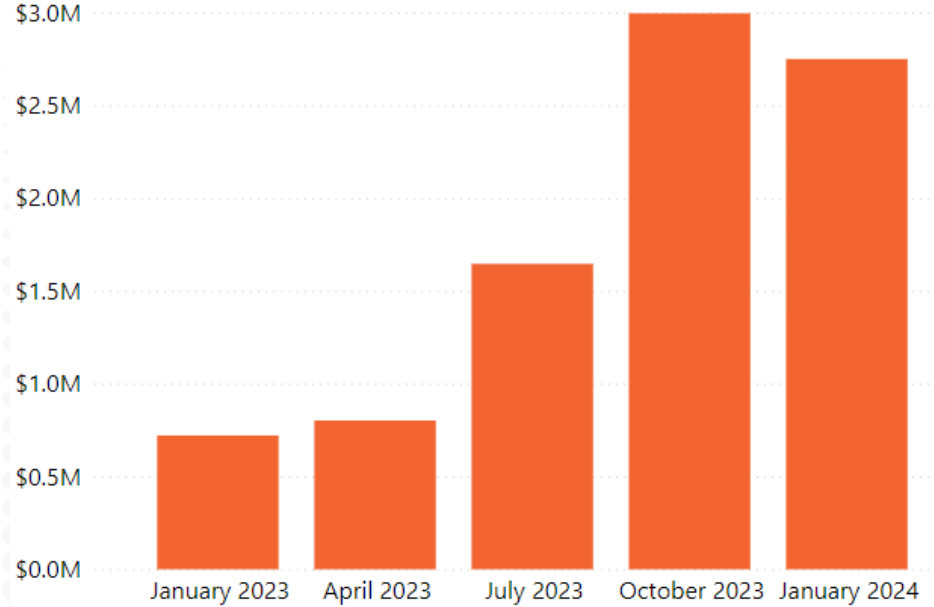
CFO's Financial Update

Revenue

Consolidated revenue, year over year



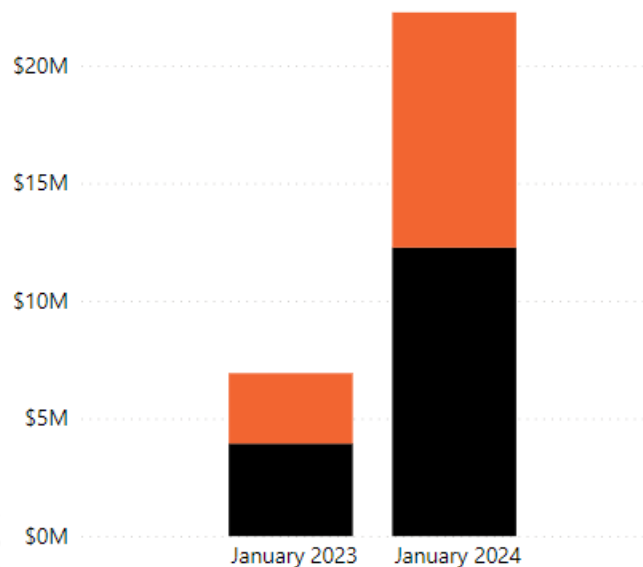
Platform quarterly revenue, period over period



Contractual Backlog

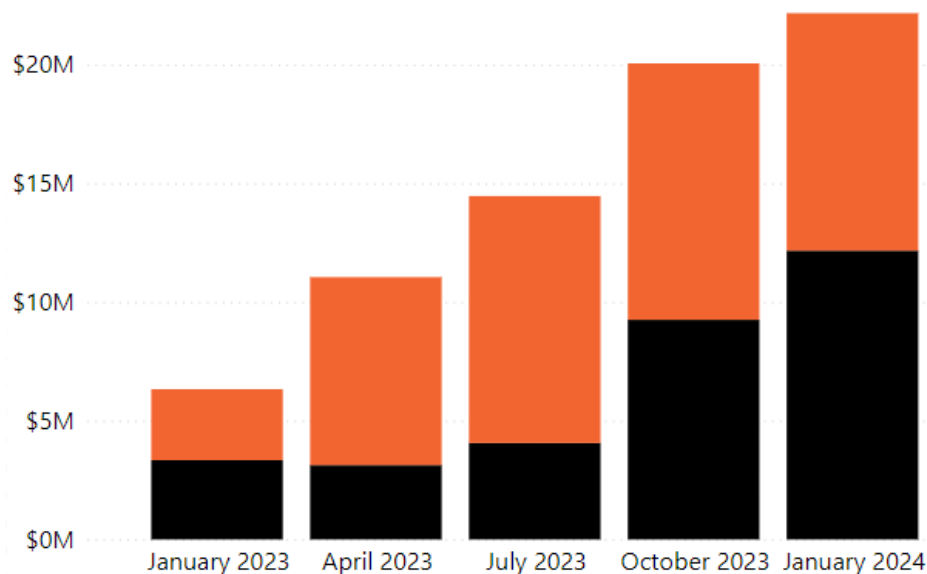
Consolidated, year over year

● Contractual Backlog ● Signed agreements pending installation



Platform operating segment, quarter over quarter

● Contractual Backlog ● Signed agreements pending installation



Operating Expenses

Quarterly operating expenses, year-over-year

● 2023 ● 2024



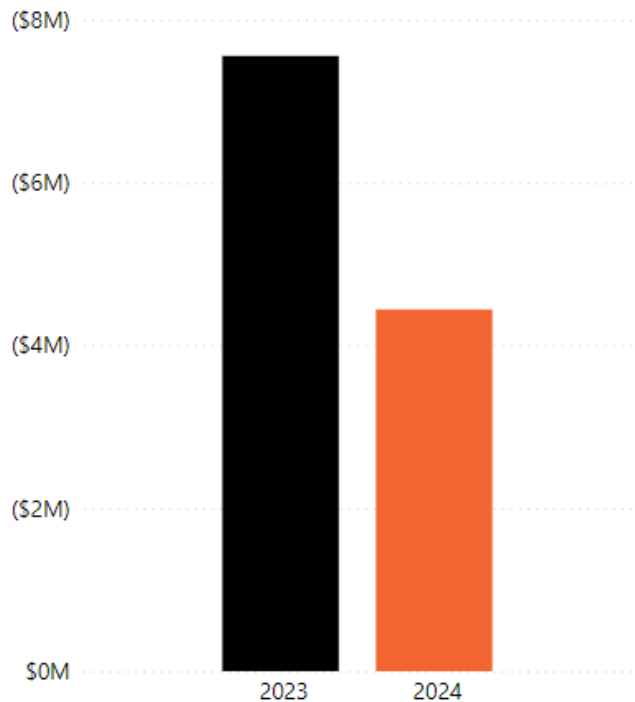
Quarterly operating expenses, quarter-over-quarter

● Qtr 1 ● Qtr 2

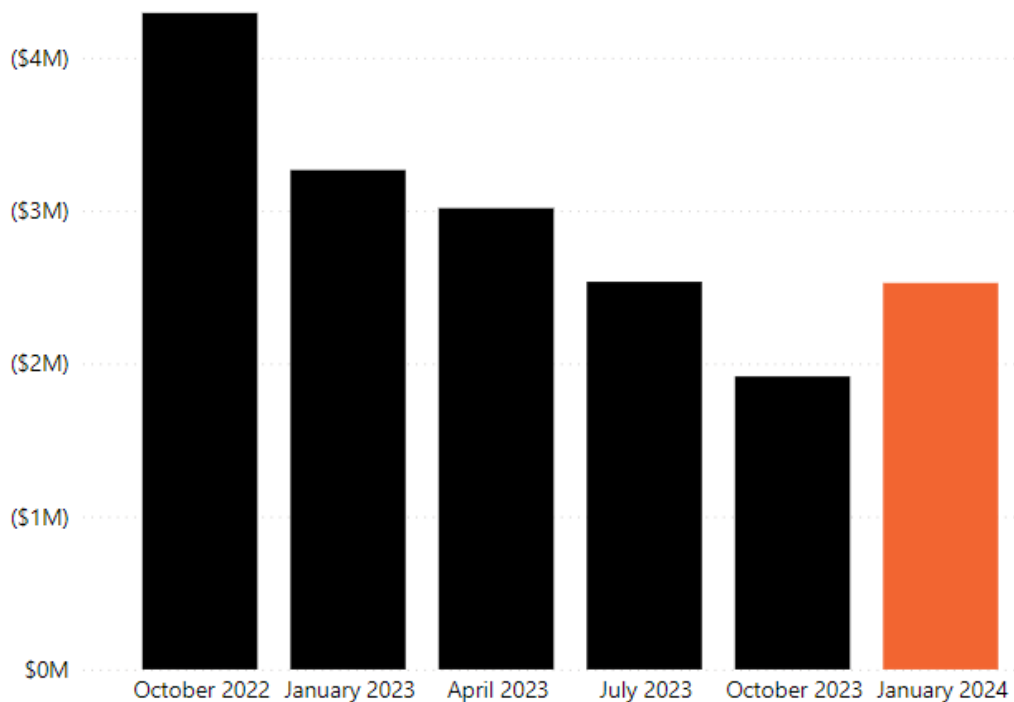



Cash usage in Operations

Operating cashflow year to date, excluding working capital



Quarterly operating cashflow, excluding working capital





Q&A