

October 25, 2024

Fiscal 2024 Earnings Call

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



xtract **o|n|e**

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Peter Evans

CEO's Business Update

Opening remarks

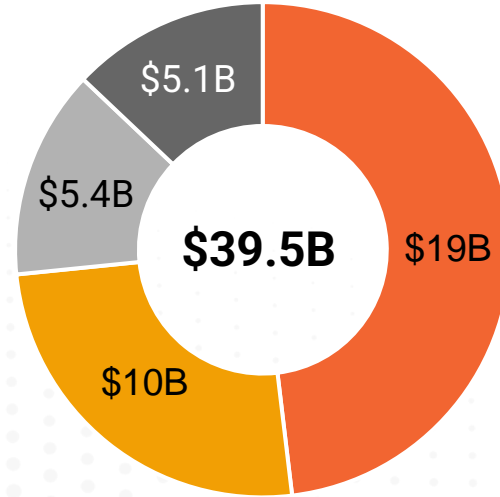
Key Highlights

1. Strong financial performance
2. Leading with innovation; Xtract One Gateway
3. Continued customer growth and market expansion

Xtract One Gateway



Estimated North American TAM by Market

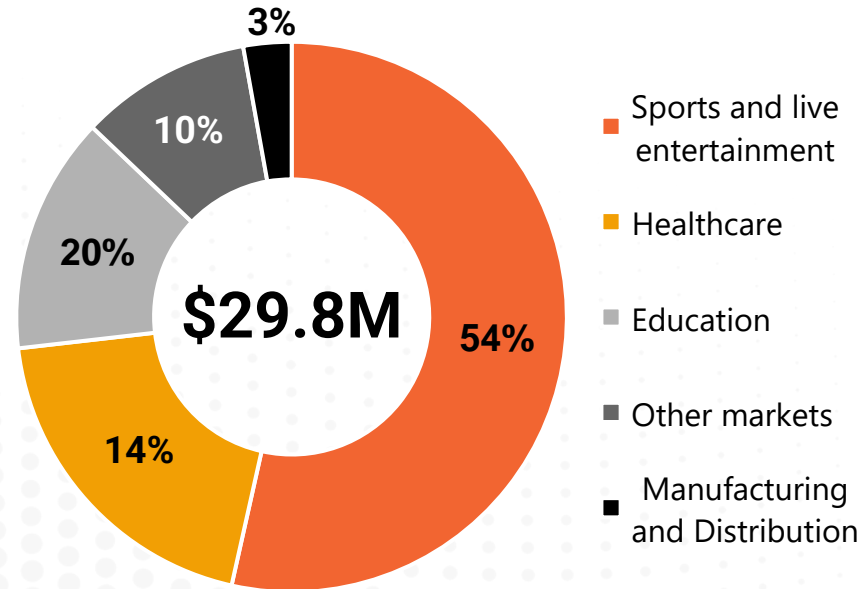


- Education
- Commercial properties, public sector, and other markets
- Healthcare
- Manufacturing and Distribution

Customer Acquisition



F2024 total contract value of new bookings





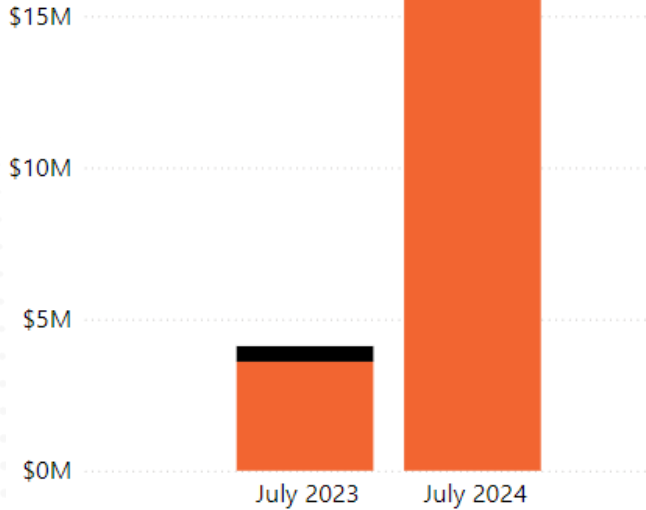
Karen Hersh

CFO's Financial Update

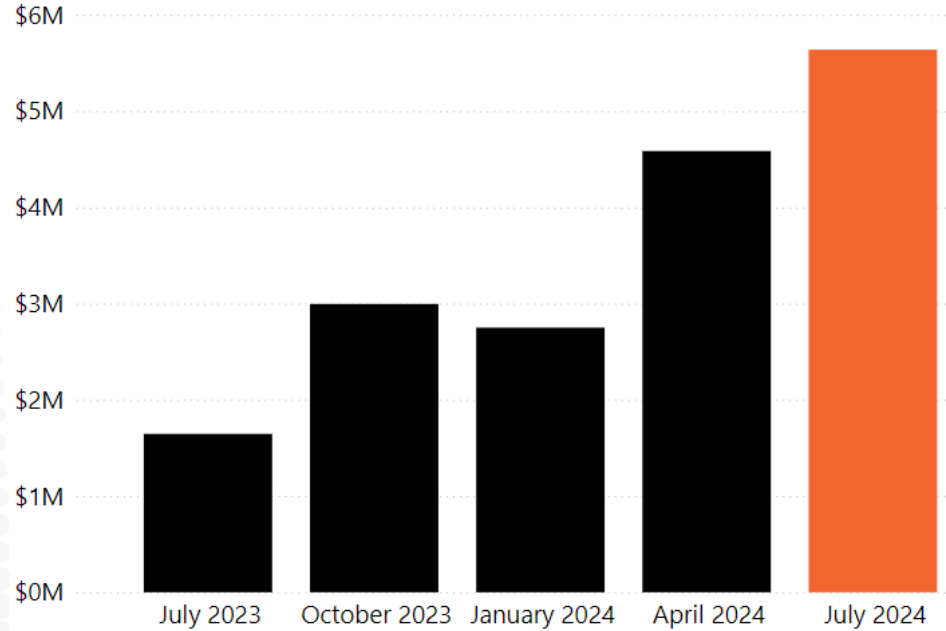
Revenue

Consolidated revenue, year-to-date, year over year

● Platform ● Xtract



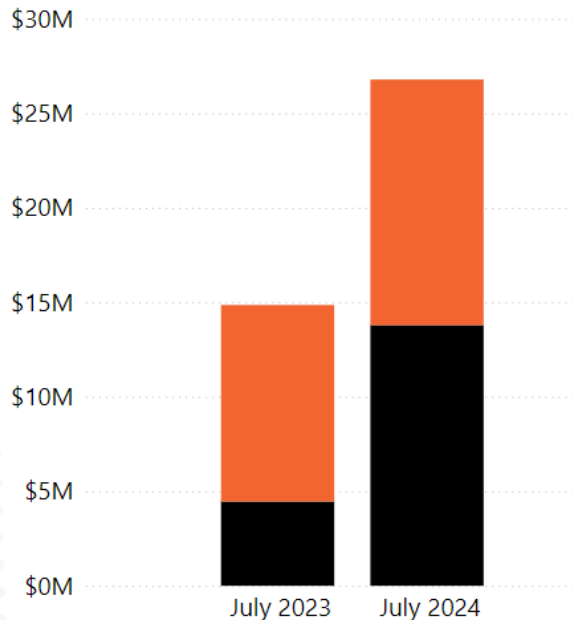
Platform quarterly revenue, period over period



Contractual Backlog

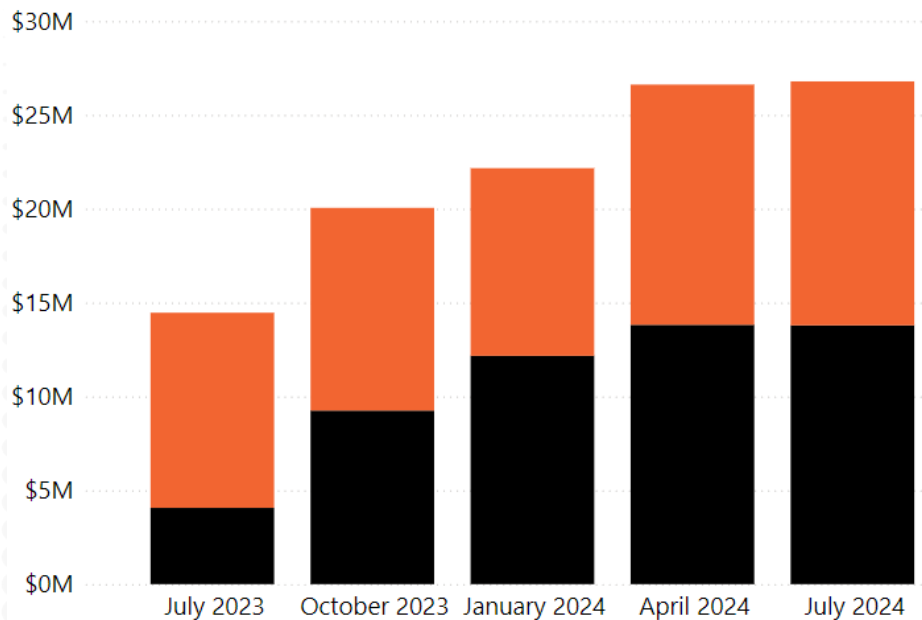
Consolidated, year over year

● Contractual Backlog ● Signed agreements pending installation



Platform operating segment, quarter over quarter

● Contractual Backlog ● Signed agreements pending installation



Quarterly Operating Expenses

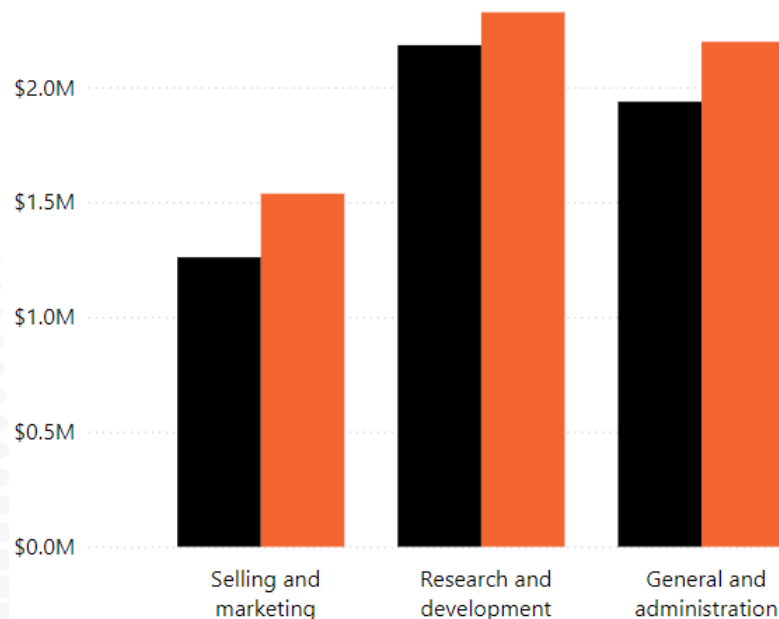
Annual operating expenses, year-over-year

● 2023 ● 2024



Quarterly operating expenses, quarter-over-quarter

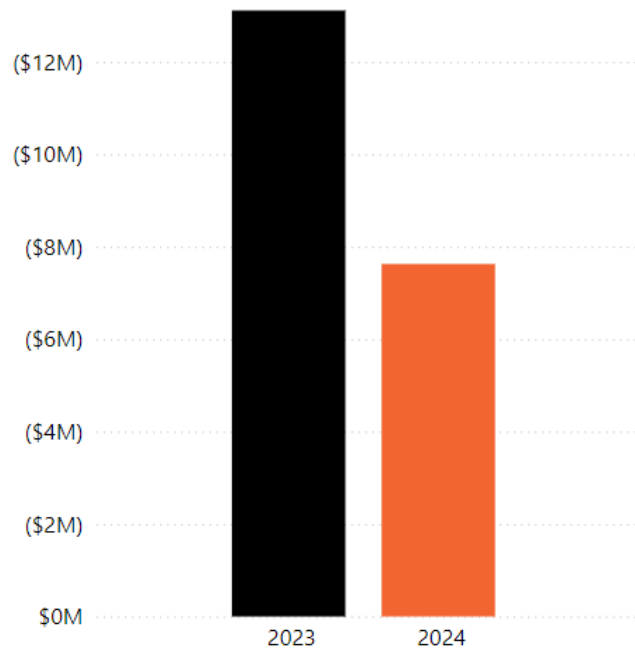
● Qtr 3 ● Qtr 4



Cash usage in Operations

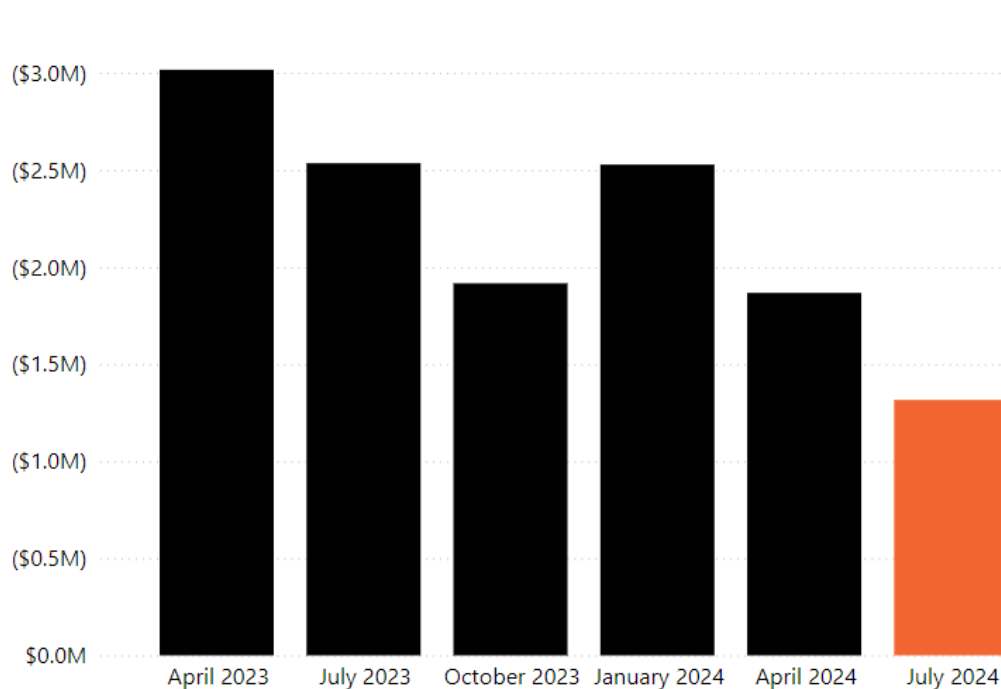
Operating cash outflow year to date, excluding working capital

(\$14M)



Quarterly operating cash outflow, excluding working capital

(\$3.5M)





Q&A