

December 6, 2024

Q1 Fiscal 2025 Earnings Call

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



xtract one

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Peter Evans

CEO's Business Update

Opening remarks

Key Highlights

1. Continued year-over-year revenue growth
2. New customer wins and mass market expansion
3. On track for record financial performance



Company Outlook

1. Qualified sales pipeline continues to grow; reflecting strong demand
2. Engaging with larger organizations with larger orders; due diligence is extending sales cycle
3. Xtract One Gateway is showing early success in the marketplace
4. Strong bookings expected for Fiscal 2025, while revenue is expected to be heavily weighted into H2

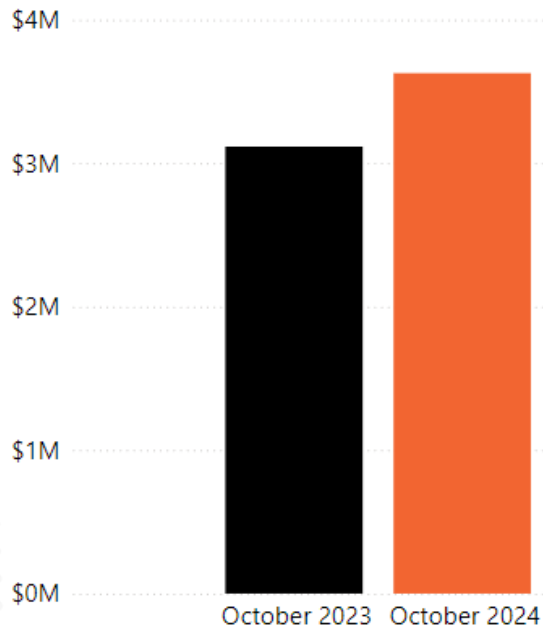


Karen Hersh

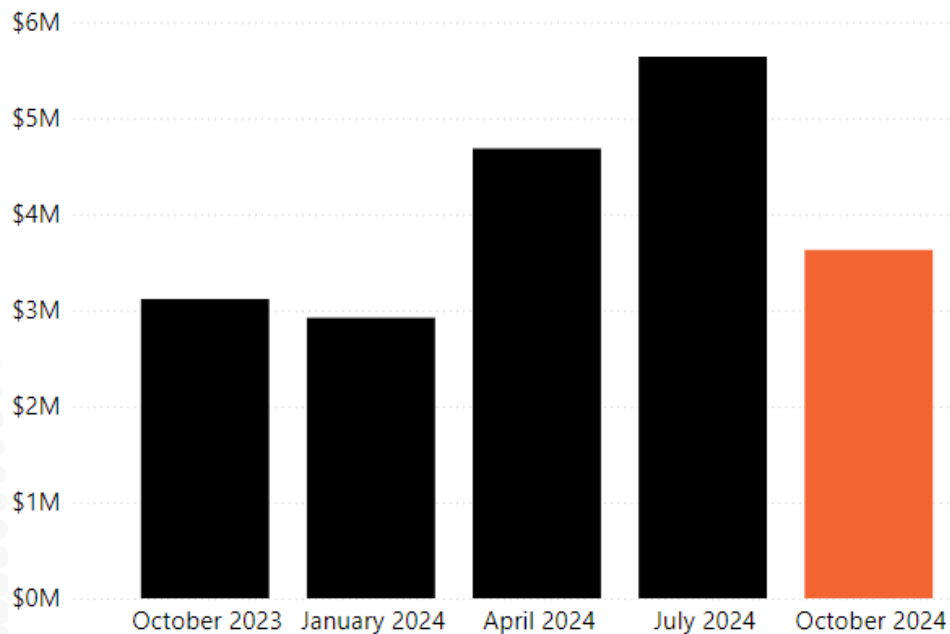
CFO's Financial Update

Revenue

Revenue, year-to-date, year over year



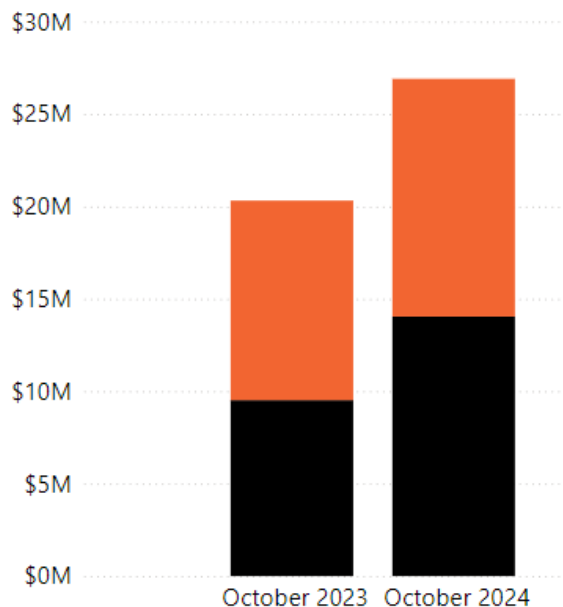
Quarterly revenue, period over period



Contractual Backlog

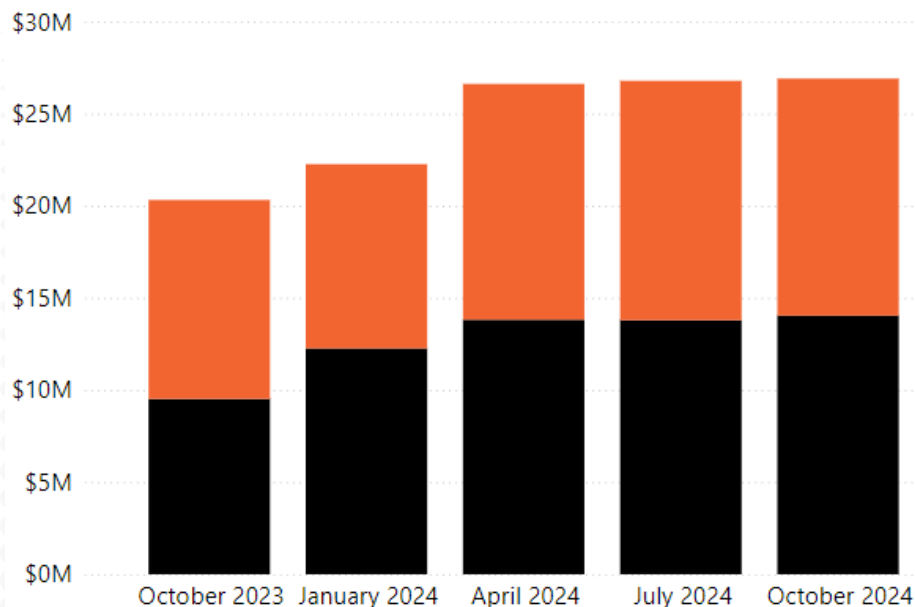
Year over year

● Contractual Backlog ● Signed agreements pending installation



Quarter over quarter

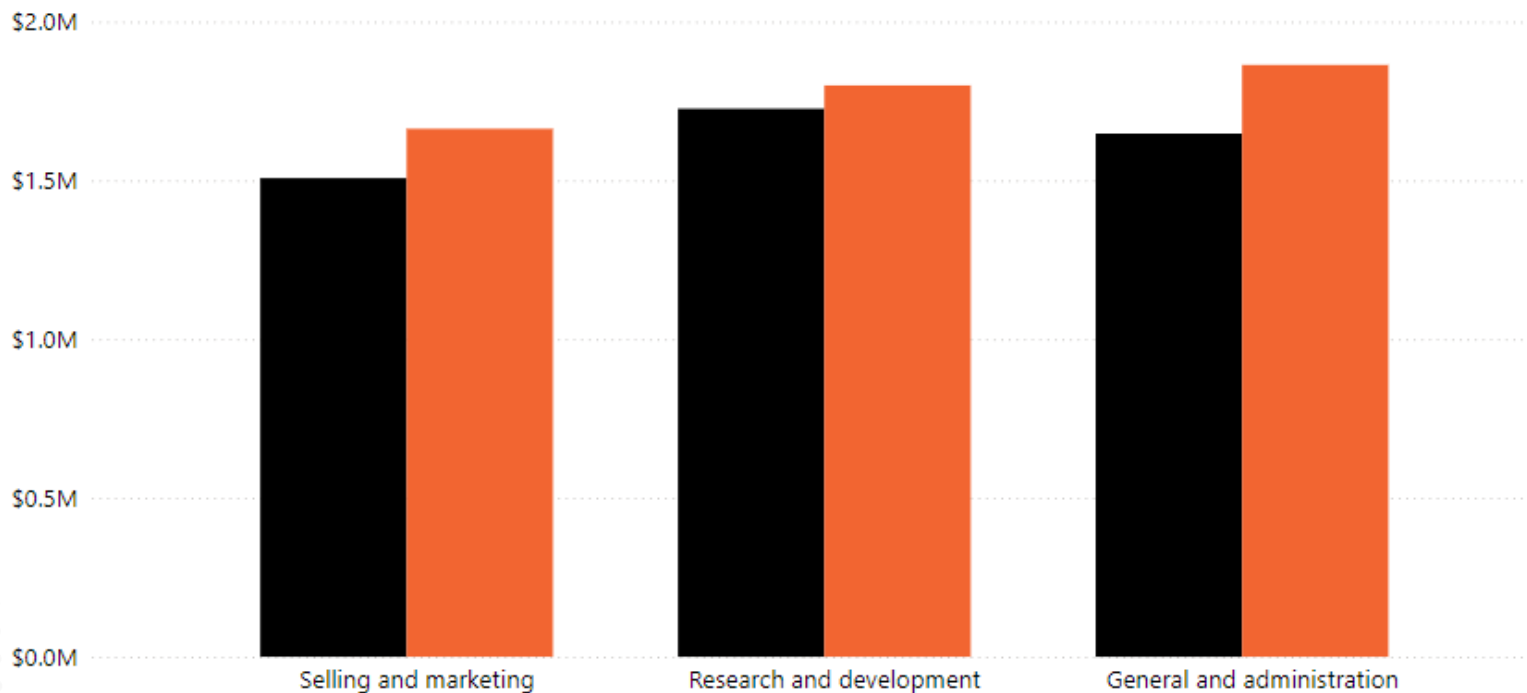
● Contractual Backlog ● Signed agreements pending installation



First Quarter Operating Expenses

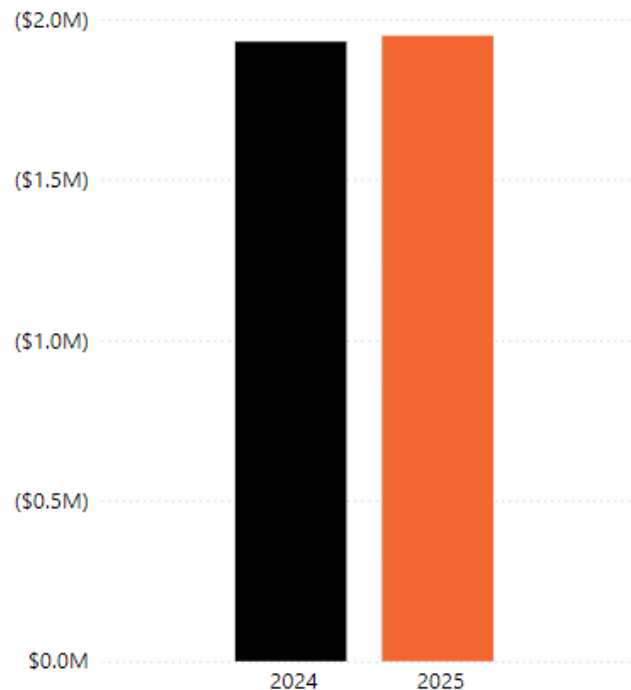
First quarter operating expenses, year-over-year

● 2024 ● 2025

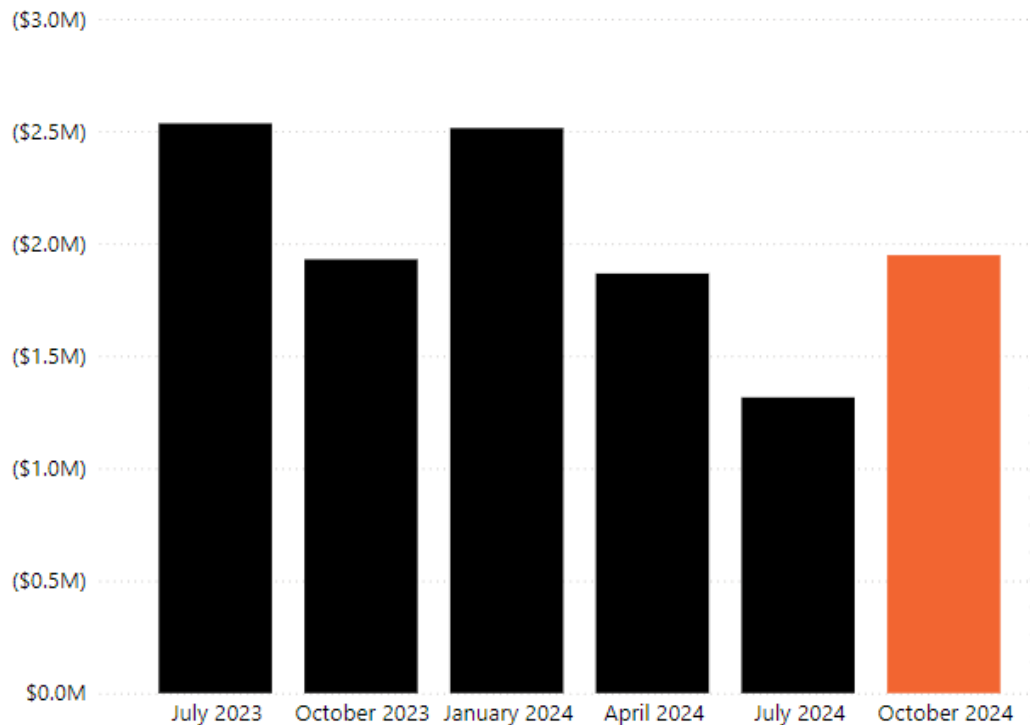


Cash usage in Operations

Operating cash outflow year to date, excluding working capital



Quarterly operating cash outflow, excluding working capital



Q&A