



**onesoft.ca | TSX-V: OSS, OTC-QB: OSSIF**

We predict pipeline failures, save lives and protect the environment...with the assistance of data science and machine learning.



### Share Metrics & Market Cap (CAD \$)

Price (Dec 3, 2021)	\$0.56
52 Week High/Low	\$0.87/\$0.41
Shares I & O (Nov 9, 2021)	118.5 mm
Options (Nov 9, 2021)	10.3 mm
Fully Diluted (Nov 9, 2021)	128.8 mm
Market Cap	\$66.3 mm
Cash (Sep 30, 2021)	\$6.5 mm
Debt (Sep 30, 2021)	Zero
Enterprise Value	\$59.9 mm
Insider ownership (Nov 9, 2021)	33%

# Disclaimer



This presentation contains certain forward-looking statements with respect to OneSoft Solutions Inc. and its OneBridge subsidiaries (the “Company”), including, without limitation, guidance on future earnings of the Company. Forward-looking statements are included on various pages of this presentation and speak only as at the date of this presentation. These forward-looking statements, by their nature, necessarily involve risks and uncertainties\* that could cause actual results to differ materially from those contemplated by these forward-looking statements. We consider the assumptions on which these forward-looking statements are based to be reasonable, but caution the reader that these assumptions regarding future events, many of which are beyond our control, may ultimately prove to be incorrect since they are subject to risks and uncertainties that affect us. We disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by securities regulation.

\* including those stated in the Management Discussion and Analysis for the period ended March 31, 2021 and December 31, 2020 and in the Company’s other public filings on the Canadian Securities Administrators’ website at [www.sedar.com](http://www.sedar.com) (“SEDAR”).



# Current Industry Environment



## Regulatory Pressure (PHMSA)

Introduction of the Mega rule (requiring more complete data / analysis)

## Siloed Data

Currently no single centralized system

## Legacy Systems / Manual Processing of Data

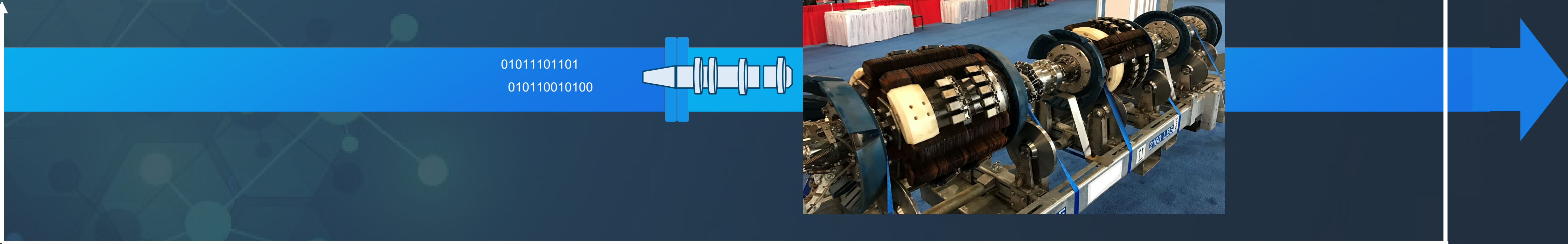
Takes months / years to process data wasting time and resources.

## Incidents

Average of 1.7 incidents per day in the US (over 20 yr period)



Direct Assessment      Pipe Property Data



# Industry Status

GAS # OF LEAKS

~ 9 LEAKS / 1,000 HCA MILES

509,857 leaks repaired 2020

HCA # OF SPILLS

~9.3 LARGE SPILLS / 10,000 MILES

4,593 total HCA repaired 2019

COST OF PIPELINE INCIDENTS

3 YEAR AVERAGE \$877 MILLION

\$325 Million total cost 2020

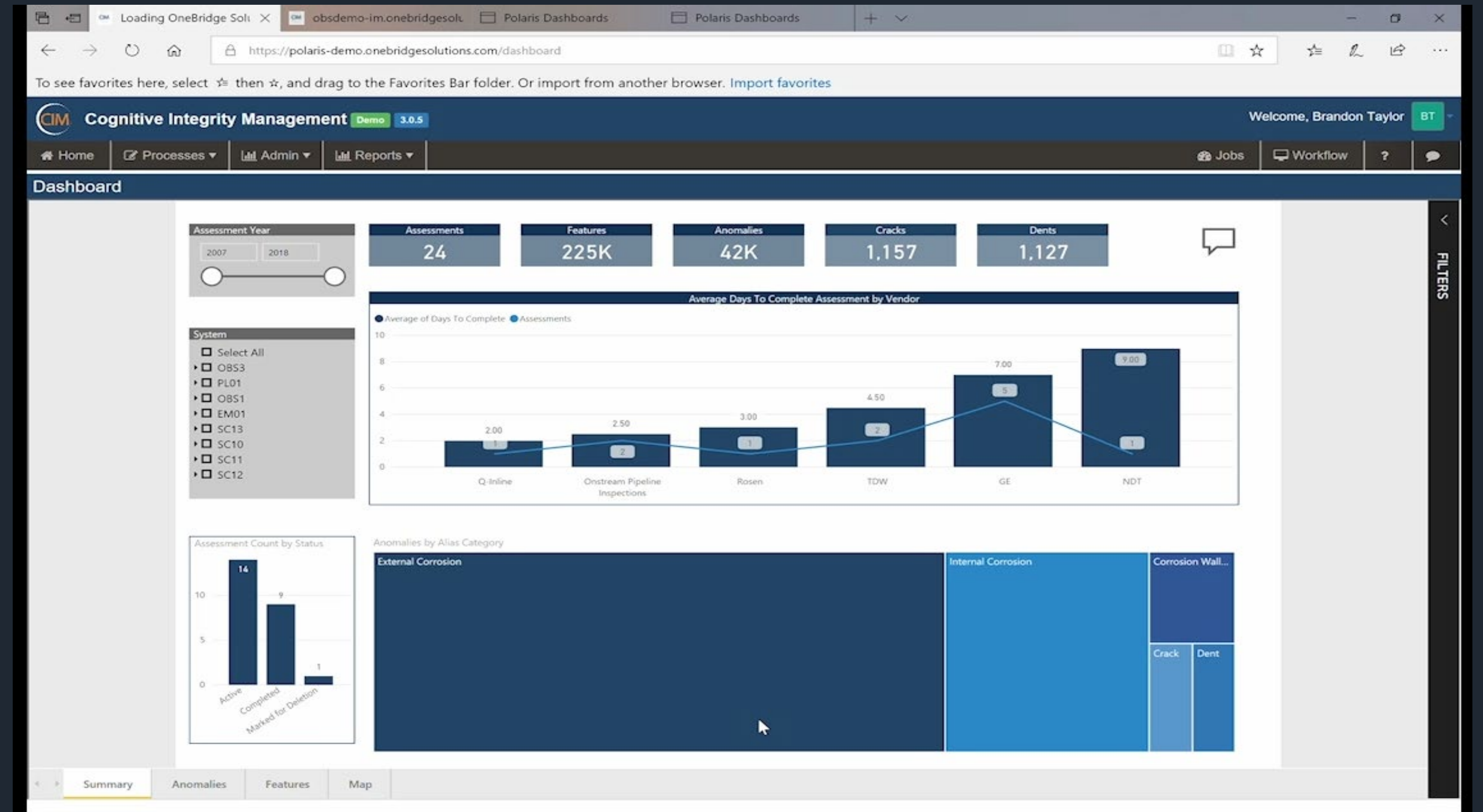
**Push to Zero Pipeline failures:** More than half of all gas transmission lines were installed before 1970 – these pipelines have a lifespan on average of 50 years

Source: [PHMSA – Pipeline Performance Measures](#)



# Solution Demo

Quick overview of Cognitive Integrity Management



# Digitally Transforming the Industry

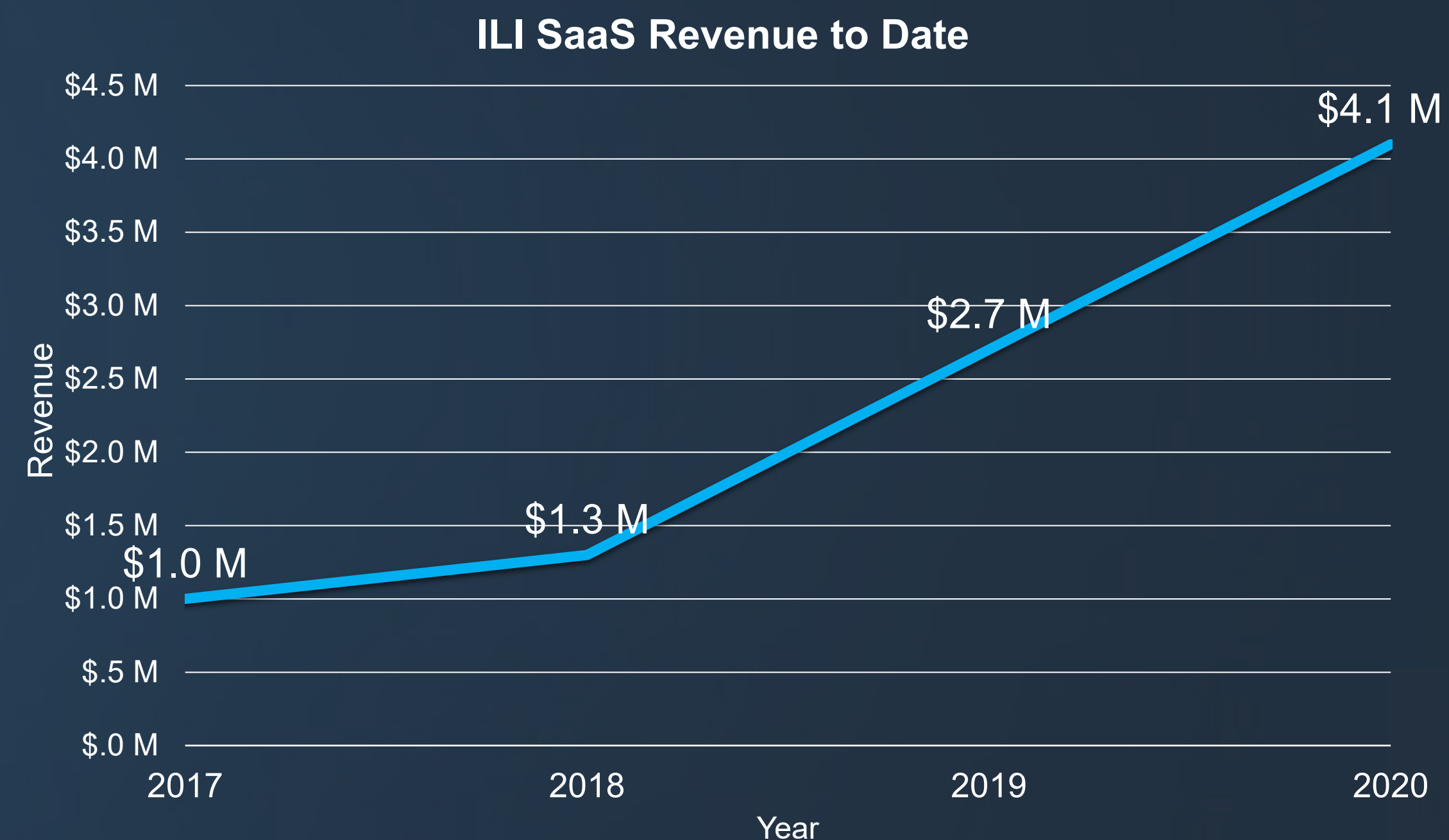
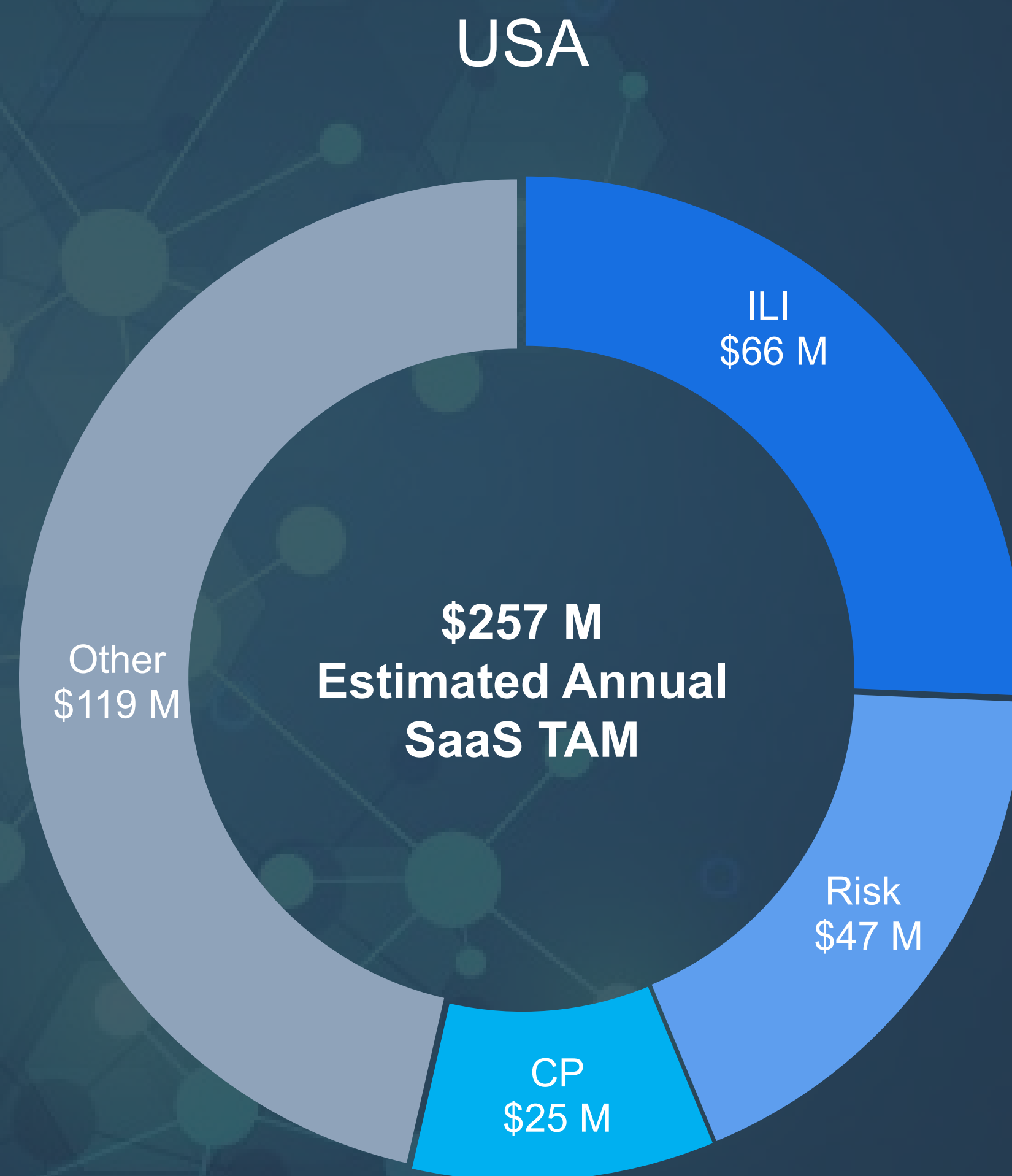
- Savings resulting from CIM  
~\$3.3M/Production Trial
- Typically, clients save 10X over  
CIM implementation costs
- Digital Transformation is  
scaling quickly
- Production Trials deliver  
findings within 3 weeks

Result: Phillips 66 [achieved zero failures in 2020](#)



- Microsoft Cloud is being adopted at scale in O&G
- Sales collaboration with 50+ Microsoft account executives globally
- 2020 Global Finalist for Partner of the Year – Application Innovation
- 2016 Microsoft ML Incubator

# Estimated Annual SaaS TAM

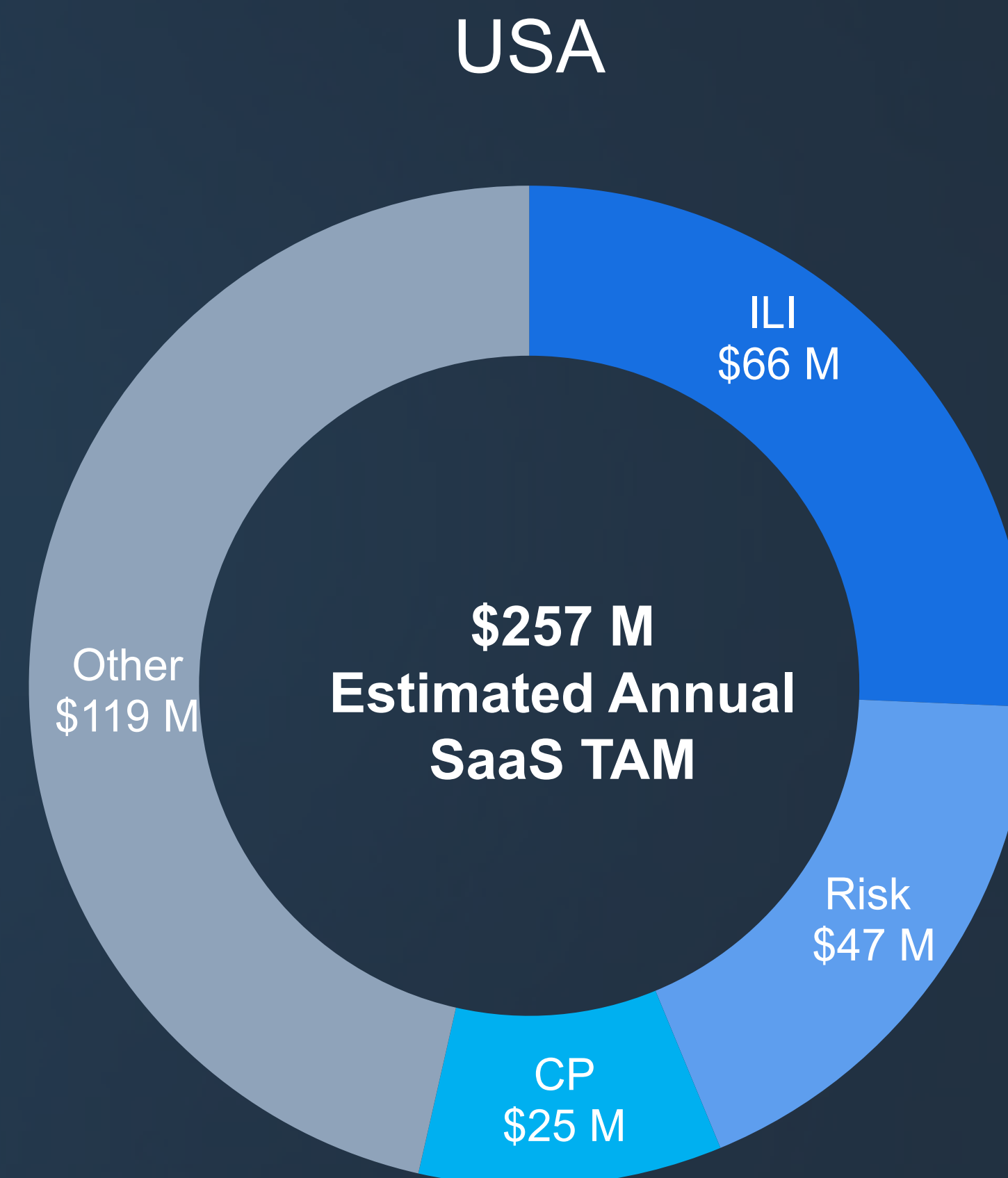
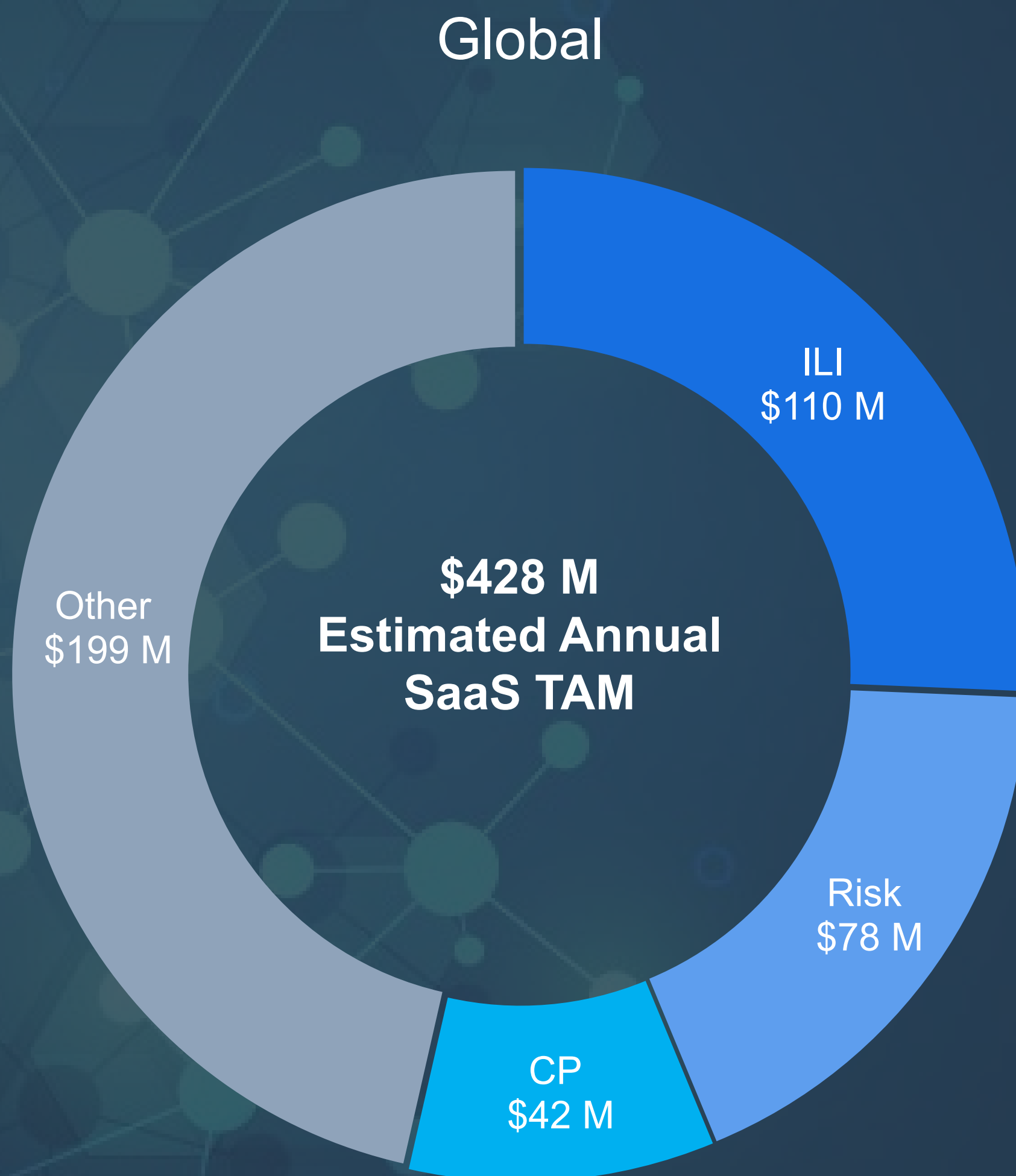


Full details in [MD&A](#)

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# Estimated Annual SaaS TAM



Full details in [MD&A](#)

# SaaS Financial Metrics

Total Revenue vs Contract ARR



- 50% Revenue growth FY2019 to FY2020
- 5-yr CAGR was 82.7% (16.2% average quarterly growth over past 20 quarters)
- Sufficient cash on hand to fund business plan as envisioned

# Geographic Sales Activity & Growth





# Geographic Sales Activity & Growth

## Marketing Awareness

Increase in web traffic by 89% (2019 vs 2020)  
200% increase in web generated leads

## Tracked Opportunities

>300,000 miles identified in sales  
pipeline, involving ~35 companies

## Active Sales Process

Typically 6-12 opportunities  
on-going, in various stages  
of a production trial

## Current Clients

Fortune 100 & 500  
clients and a super  
major collectively  
operate >50,000  
miles



Signed clients



New leads in last year

# Innovation Lab – Finding New Opportunities



# Investment Highlights



## First Mover Advantage

- SaaS Solution
- Data Science and Machine Learning
- Scales globally



## Management aligned with Investors

- High insider ownership
- Management
  - Successful prior exits
  - Historically delivered value to S/H
- Supports ESG mandates



## High Margin SaaS Revenue Model

- Recurring revenue
- High gross margins



## Building a DaaS Platform

- Tens of 000's of pipeline inspections analyzed
- 60+ million pipe features
- 65+ algorithm iterations
- Aggregating learnings from data



## Strong Sales Partners & Deep Sales Pipeline

- Collaboration with Microsoft
- Global reseller partner channels



## Clean Capital Structure

- Strong balance sheet
- No debt





[OneBridge Website](#)



[@onebridgesln](#)



[LinkedIn Page](#)

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# Management Profiles



## Dwayne Kushniruk

### CEO

Dwayne Kushniruk co-founded, managed, invested in and divested of several private and public software companies since 1981, during which time he has assumed numerous senior executive operational and directorship roles. Mr. Kushniruk is a major shareholder and as part of the senior executive team will continue to manage the Company's growth strategy, capital markets initiatives, M&A and public company matters.



## Brandon Taylor

### PRESIDENT, ONEBRIDGE USA

Brandon Taylor has over 25 years of IT experience and has been CTO since 2004. He has worked on numerous projects with Microsoft, including its international Technology Adoption Program, global marketing programs and appointments to Microsoft's worldwide ERP partner advisory council. Under his direction OneSoft became the first company world-wide to deploy applications on Microsoft Cloud Services in 2015. Brandon is a major shareholder and a member of OneSoft's senior executive team.



## Tim Edward

### PRESIDENT, ONEBRIDGE CANADA

Tim Edward has over 25 years' experience pioneering cutting edge software for the oil & gas pipeline industry. In 1997 he and Dwayne Kushniruk co-founded a company that developed a revolutionary software solution for pipeline operators, which was sold two years later providing a substantial gain for shareholders. Tim designed the disruptive application that OneBridge is now developing as a SaaS solution and continues to provide visionary and sales leadership as part of the senior executive team. He is a major shareholder of the company.



## Paul Johnston

### CFO

Paul Johnston, CPA CMA has served as the Company's CFO since 2005. He has more than 35 years of accounting and finance experience in a variety of industries and publicly traded companies. He is a major shareholder and manages the financial aspects of the Company, as part of the senior executive team.



# Board of Directors



**Doug Thomson**

CHAIRMAN

Doug Thomson has over 30 years of senior executive and financial experience in a variety of roles and industries. He has a Bachelor of Commerce from the University of Alberta, is a Fellow of the Institute of Chartered Accountants of Alberta and holds the ICD.D designation as a certified director from the Institute of Corporate Directors. He currently sits on the Boards of several private and public companies and is a past President of the Institute of Chartered Accountants of Alberta.



**Ron Odyński**

INDEPENDENT DIRECTOR

Ron Odyński has practiced law with Ogilvie & Company of Edmonton and Calgary, Alberta since 1975 and is the managing partner of the Edmonton operation. He was admitted to the Law Society of Alberta in 1975, appointed Queen's Counsel in 1990, and is a graduate of the Institute of Corporate Directors, holding the ICD.D designation. Mr. Odyński has extensive experience providing legal services to healthcare institutions and advanced technology companies.



**Randy Keith**

INDEPENDENT DIRECTOR

Randy Keith held the positions of Director, President and CEO of Serenic Corporation between 2007 and 2014, and was responsible for all day-to-day operations. He has 30 years experience in the application software industry, having served in various senior sales, marketing, and management positions with several software companies. Mr. Keith has a Degree in Management Information Systems from the University of Georgia, and continues his service to the Company as a Director.



**R. David Webster**

INDEPENDENT DIRECTOR

David Webster is a Professional Engineer and a NACE certified Cathodic Protection Specialist. He has held various senior executive positions with private and public companies, retiring in 2016 as VP, Director of Pipeline Projects with WorleyParsons Canada. He also has experience as a director in both public and private companies. Most of his 50-year career has been devoted to consulting in the cathodic protection and pipeline and asset integrity fields and he has published and presented related technical papers to audiences worldwide..



**David Tam**

CORPORATE SECRETARY

David Tam joined Parlee McLaws LLP in 1990 and has been a partner since 1999. Since his call to the Bar, his practice has been focused on securities and corporate work, wherein he developed valuable experience in conducting numerous securities, M&A and financing transactions. Mr. Tam currently works with a number of real estate, oil and gas, mining and resource, technology, biotechnology and advanced materials companies, providing guidance that spans formative stage growth, through various private placement fundings, and eventually initial public offerings.





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