



# Q2 2023 INVESTOR PRESENTATION

ONESOFT.CA | TSX-V: OSS, OTC-QB: OSSIF

# INVESTOR PRESENTATION

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



All values C\$ as of Aug 15, 2023, unless otherwise indicated

Price (Aug 15, 2023)	\$0.85
52-Week High	\$0.85
52-Week Low	\$0.32
Shares I&O	121.5M
Options	10.2 MM
Fully Diluted Shares	131.7M
Market Cap	\$103.3M
Cash (June 30, 2023)	\$5.0M
Debt (June 30, 2023)	\$0.4M
Enterprise Value	\$98.3M
Insiders Own	30%

# 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.

*\* Risks and uncertainties include those stated in the Management Discussion and Analyses for second quarter ended June 30, 2023 and the year ended December 31, 2022 and in the Company’s other public filings on the Canadian Securities Administrators’ website at [www.sedarplus.ca](http://www.sedarplus.ca).*





# EFFECTIVELY MANAGE RELIABILITY STANDARDS USING MACHINE LEARNING AND ADVANCED DATA ANALYTICS

We help pipeline operators to manage their pipeline operations and asset integrity management programs by reducing operational risks, accelerating process efficiencies and maximizing cost savings.



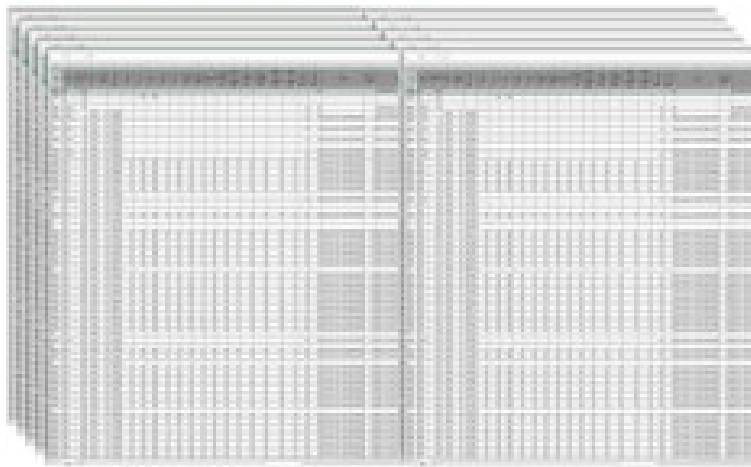
# ENTERPRISE CUSTOMERS & PARTNERS



+2 Supermajor  
Customers  
Denbury



From legacy data analysis using Excel spreadsheets to OneSoft's Cognitive Integrity Management™ using Machine Learning and Data Science.



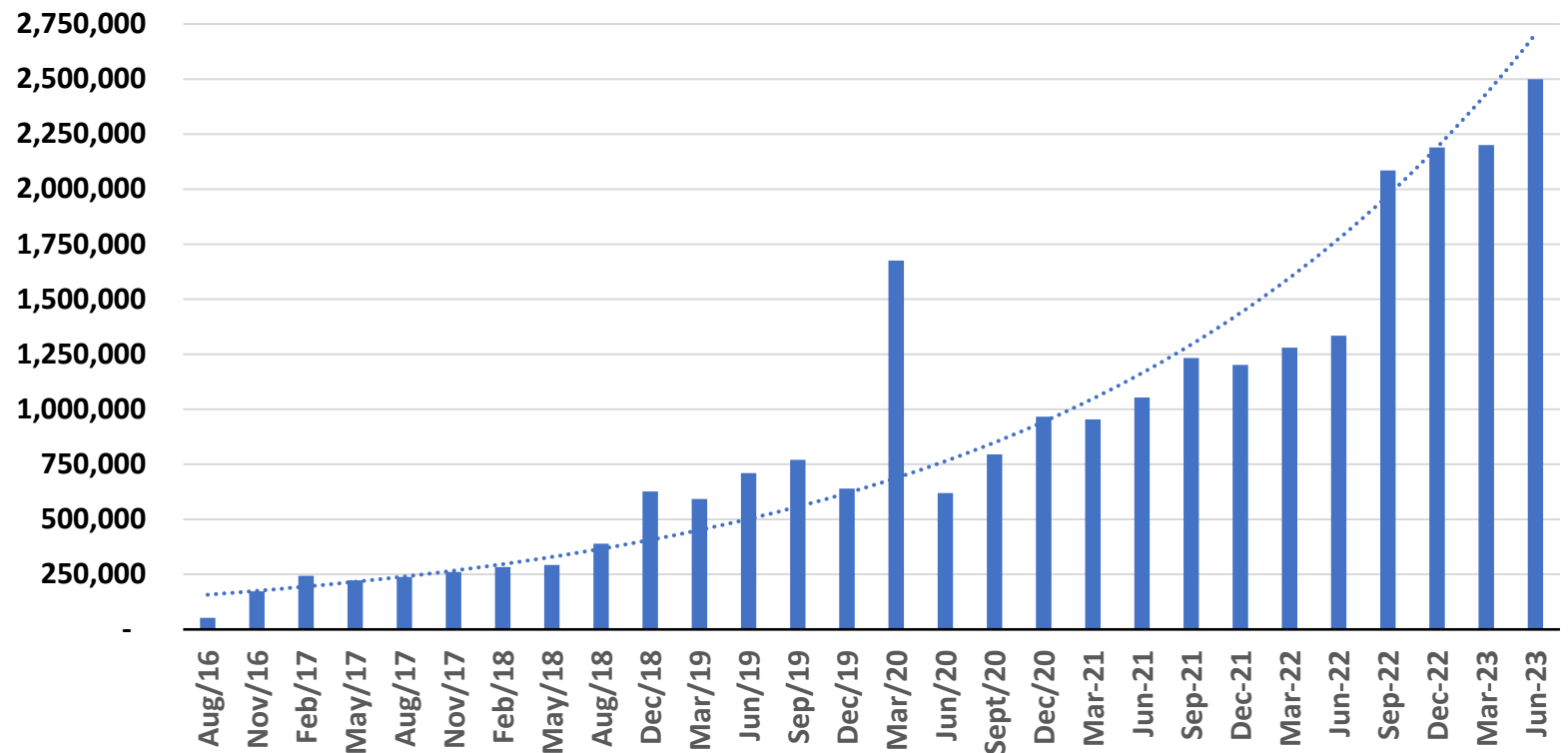
Cognitive Integrity Management converts numbers in spreadsheets into information with real-world context.



## Historic Revenues By Quarter

- CAGR revenue growth of 74% over the past 28 quarters (7 years)
- \$6.9 mm revenue in Fiscal 2022, 55% higher than Fiscal 2021
- Forecasting 47% revenue growth in Fiscal 2023

Revenue by Quarter





## Financial Highlights: Operating Results:

	Q2 2023	Q2 2022	Change	Change
	\$	\$	\$	%
<b>Revenue</b>	<b>2,499,579</b>	<b>1,334,314</b>	<b>1,165,265</b>	<b>87.3%</b>
<b>Direct costs</b>	<b>603,102</b>	<b>427,305</b>	<b>175,797</b>	<b>41.1%</b>
<b>Gross profit</b>	<b>1,896,477</b>	<b>907,009</b>	<b>989,468</b>	<b>109.1%</b>
<b>Gross Margin</b>	<b>75.9%</b>	<b>68.0%</b>	<b>7.9%</b>	
<b>Operating expenses, net of costs capitalized</b>	<b>2,102,577</b>	<b>1,649,232</b>	<b>453,345</b>	<b>27.5%</b>
<b>Loss before the following</b>	<b>(206,100)</b>	<b>(742,223)</b>	<b>536,123</b>	<b>-72.2%</b>
<b>Other expenses</b>	<b>352,189</b>	<b>241,613</b>	<b>110,576</b>	<b>45.8%</b>
<b>Net loss</b>	<b>(558,289)</b>	<b>(983,836)</b>	<b>425,547</b>	<b>-43.3%</b>
<b>Net loss per share, basic and diluted</b>	<b>=</b>	<b>(0.01)</b>		



## Financial Highlights: Operating Results:

	H1 2023 \$	H1 2022 \$	Change \$	Change %
Revenue	4,699,977	2,614,118	2,085,859	79.8%
Direct costs	1,252,272	809,798	442,474	54.6%
Gross profit	3,447,705	1,804,320	1,643,385	91.1%
Gross Margin	73.4%	69.0%	4.3%	
Operating expenses, net of costs capitalized	4,030,009	3,321,491	708,518	21.3%
Loss before the following	(582,304)	(1,517,171)	934,867	-61.6%
Other expenses	628,181	530,758	97,423	18.4%
Net loss	(1,210,485)	(2,047,929)	837,444	-40.9%
Net loss per share, basic and diluted	(0.01)	(0.02)		

## Financial Highlights: Financial Position

	30-Jun-23	31-Dec-22
	\$	\$
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	5,008,441	4,391,942
Trade and other receivables	710,922	292,548
Prepaid expenses and deposits	221,727	136,539
Property and equipment	33,567	38,403
Intangible assets	1,245,197	1,373,666
Goodwill	477,562	477,562
<b>Total assets</b>	<b>7,697,416</b>	<b>6,710,660</b>
<b>Liabilities and equity</b>		
<b>Current liabilities</b>		
Accounts payable and accrued expenses	1,064,515	1,097,964
Deferred revenue	3,773,540	2,103,616
Acquisition price payable - current	238,997	189,950
Acquisition price payable - non-current	113,993	233,262
<b>Total liabilities</b>	<b>5,191,045</b>	<b>3,624,792</b>
<b>Shareholders' equity</b>	<b>2,506,371</b>	<b>3,085,868</b>
<b>Total liabilities and equity</b>	<b>7,697,416</b>	<b>6,710,660</b>

## Deferred revenue at June 30, 2023

	\$
Balance, beginning of period	2,103,616
New prepayments from customers	5,147,776
Applied or consumed	(3,407,938)
Effect of foreign exchange	(69,914)
Balance, end of period	<u>3,773,540</u>



## Adjusted EBITDA

	Q2 2023	Q2 2022	H1 2022	H1 2022
	\$	\$	\$	\$
Net loss	(558,289)	(983,836)	(1,210,485)	(2,047,929)
Add (subtract):				
Depreciation and amortization	116,848	87,801	244,214	177,219
Stock based compensation	269,616	206,933	448,492	385,994
Interest income	(31,284)	(11,230)	(63,967)	(16,190)
Adjusted EBITDA	(203,109)	(700,332)	(581,746)	(1,500,906)

# Review of Guidance for Fiscal 2023

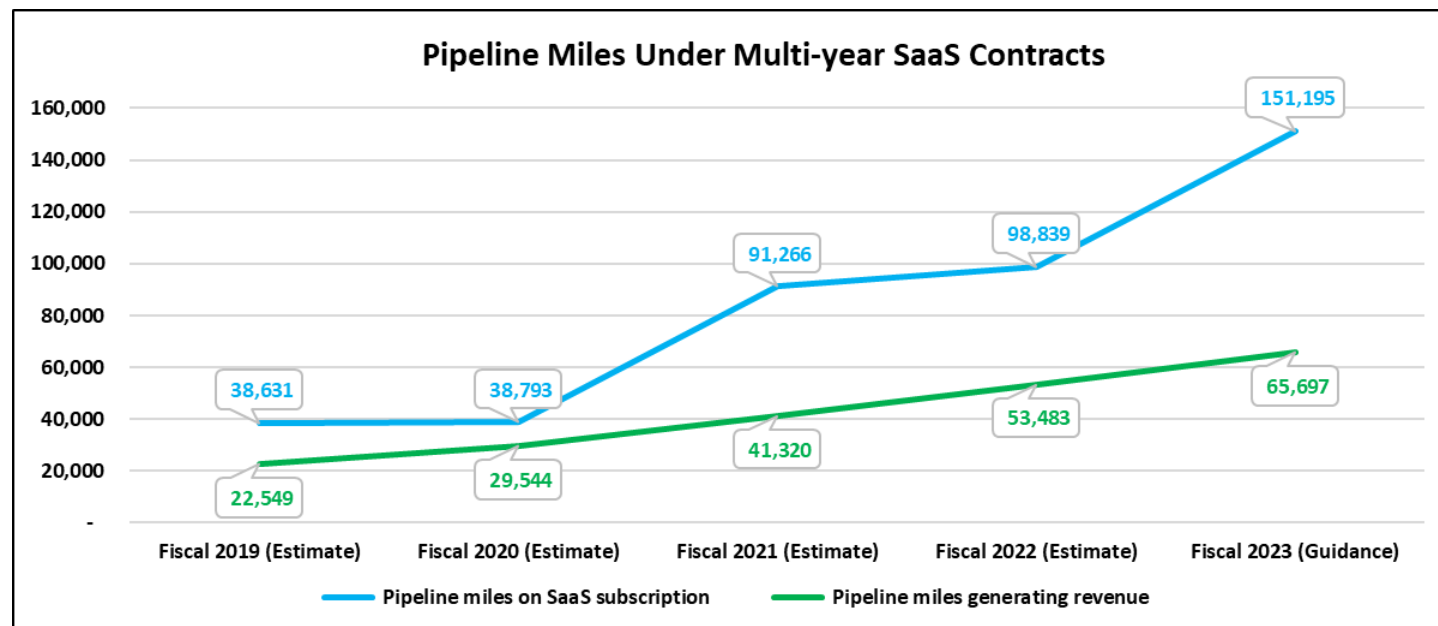
## Financial Highlights:

### Review of Guidance issued January 24, 2023

<i>\$'000's except percentages</i>	<b>Fiscal 2023 (Forecast)</b>	<b>H1 2023 (Actual)</b>	<b>% of Forecast Achieved to June</b>
Revenue	\$ 10,104	\$ 4,700	47 %
Gross Profit	\$ 7,578	\$ 3,448	45 %
Operating expenses, net of costs capitalized	\$ (7,707)	\$ (4,030)	52 %
Other expenses	\$ (1,168)	\$ (628)	54 %
Net Loss	\$ (1,297)	\$ (1,210)	93 %
Adjusted EBITDA	\$ (28)	\$ (582)	

# Pipeline Miles Under SaaS Subscription

## Data Miles Generate Recurring Revenue



CIM Use & Revenue Generating Data-miles	Fiscal 2023 (Forecast)	December 31 2022	June 30 2023
Pipeline miles Operated by Customers	-	165,723	188,623
Pipeline miles on SaaS subscription	151,195	98,839	115,850
Pipeline miles generating revenue	65,697	53,483	60,733
% of subscription miles generating revenue	43%	54%	52%
Revenue per Mile for revenue generating miles*	\$ 131	\$ 105	\$ 127

\* Revenue per mile for revenue generating miles includes CIM revenue only and excludes IM Operations revenue. Quarterly figures are annualized.



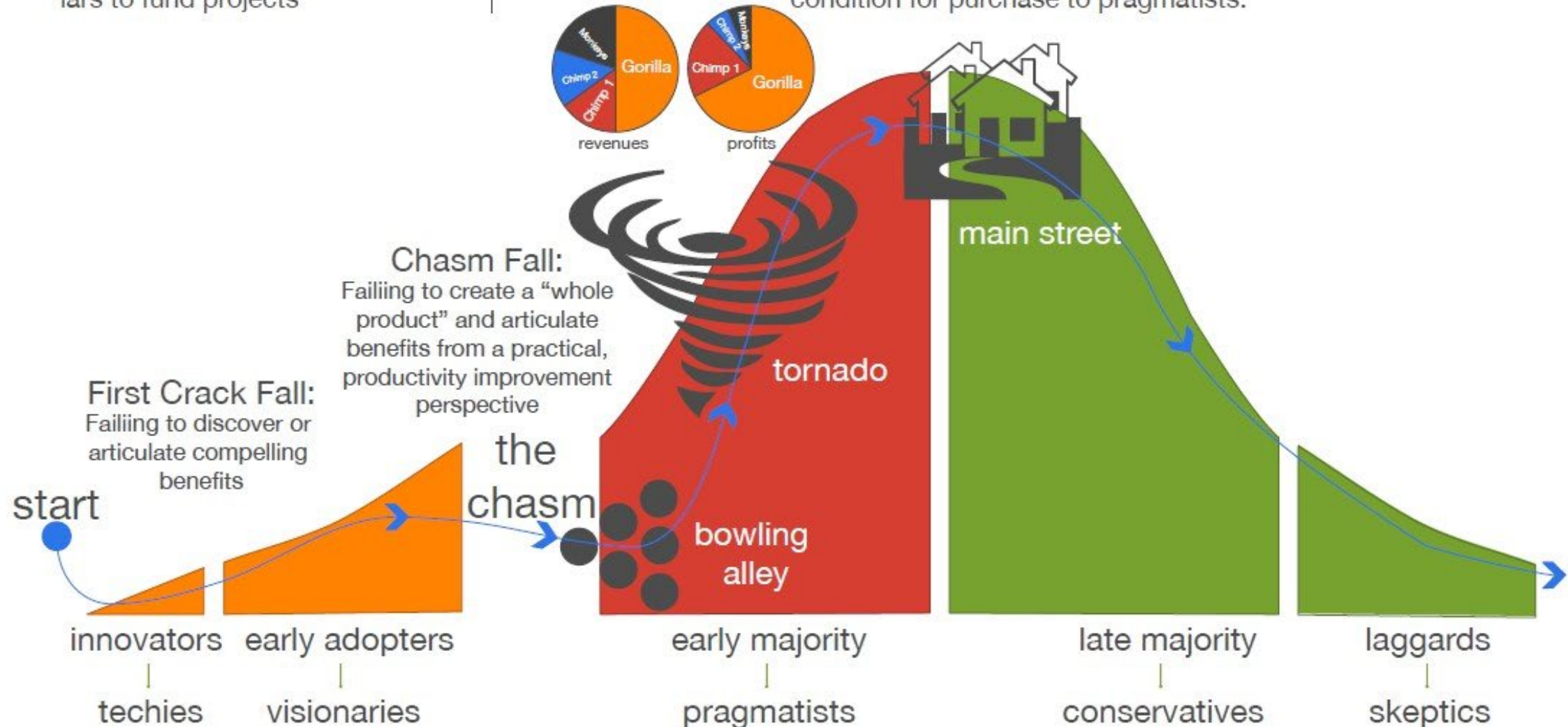
# Moore's model for high-tech marketing

## Early Market

Competitors: Alternative modes of operation and pragmatists who are vying with visionaries for dollars to fund projects

## Mainstream Market

Competitors: Defined by comparative evaluations of products and vendors within a common category. Competition with credible comparative products is a fundamental condition for purchase to pragmatists.



# PERFORMANCE BASED INTEGRITY MANAGEMENT

**Core CIM** – Using technology to optimize your ILI management programs and processes.

- Assessment Planning,
- Integrity/Compliance Analysis,
- Dig Management and
- Threat Monitoring.

**CIM Internal Corrosion Management** – Optimize and manage chemical and coupon data.

**CIM Crack Management\*** – Perform “Level 1, 2 & 3” start-to-finish crack management program.

**CIM External Corrosion Management\*** – Manage and analyze external corrosion data.

**CIM Risk Management\*** – Incorporate probabilistic risk into your integrity decision making processes.

**CIM Bending Strain-Geohazard Management\*** – Optimize and manage your ILI IMU, bending strain & geohazard programs.

*\* Areas in development*





# ONESOFT'S AI/ML ROADMAP

- AI still in its infancy, including for O&G industry
- OneSoft is well-positioned to exploit future AI opportunities, requires access to big data that we have:
  - Pipeline inspection and asset data from pipeline companies for >188,000 miles of O&G pipelines;
  - operational data from 20+ pipeline operators;
  - 7,000+ ILI assessments;
  - 80+ million anomaly measurements;
  - 100,000+ “integrity management decisions” based on pipeline assessment data, made by SMEs
    - e.g., whether or not to excavate and inspect a particular site, evaluations, repair work, etc.
  - 50,000+ non-destructive examination (“**NDE**”) evaluations.
    - Accurate NDE data is collected when pipeline excavations are done.
    - The ingestion of NDE data into CIM enables comparisons of actual (as found) to predicted conditions, thereby providing opportunity to assess outcomes with greater accuracy.
    - NDE data confirms whether past integrity management decisions are good and productive, or not, thereby replacing “failure data” that is non-existent today.





# INVESTMENT HIGHLIGHTS



## FIRST MOVER ADVANTAGE

- Born in the cloud
- Data Science and Machine learning
- Scales Globally



## ALIGNED WITH INVESTORS

- High insider ownership
- Management has successful prior exits and historically delivered value to S/H
- Supports ESG mandates



## HIGH MARGIN REVENUE MODEL

- Recurring revenue from SaaS model
- High gross margins



## BUILDING A DAAS PLATFORM

- Tens of 000's of pipeline inspections analyzed
- 70+ million pipe features
- 8,000 ILI data assessment
- 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

# THANK YOU!



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