



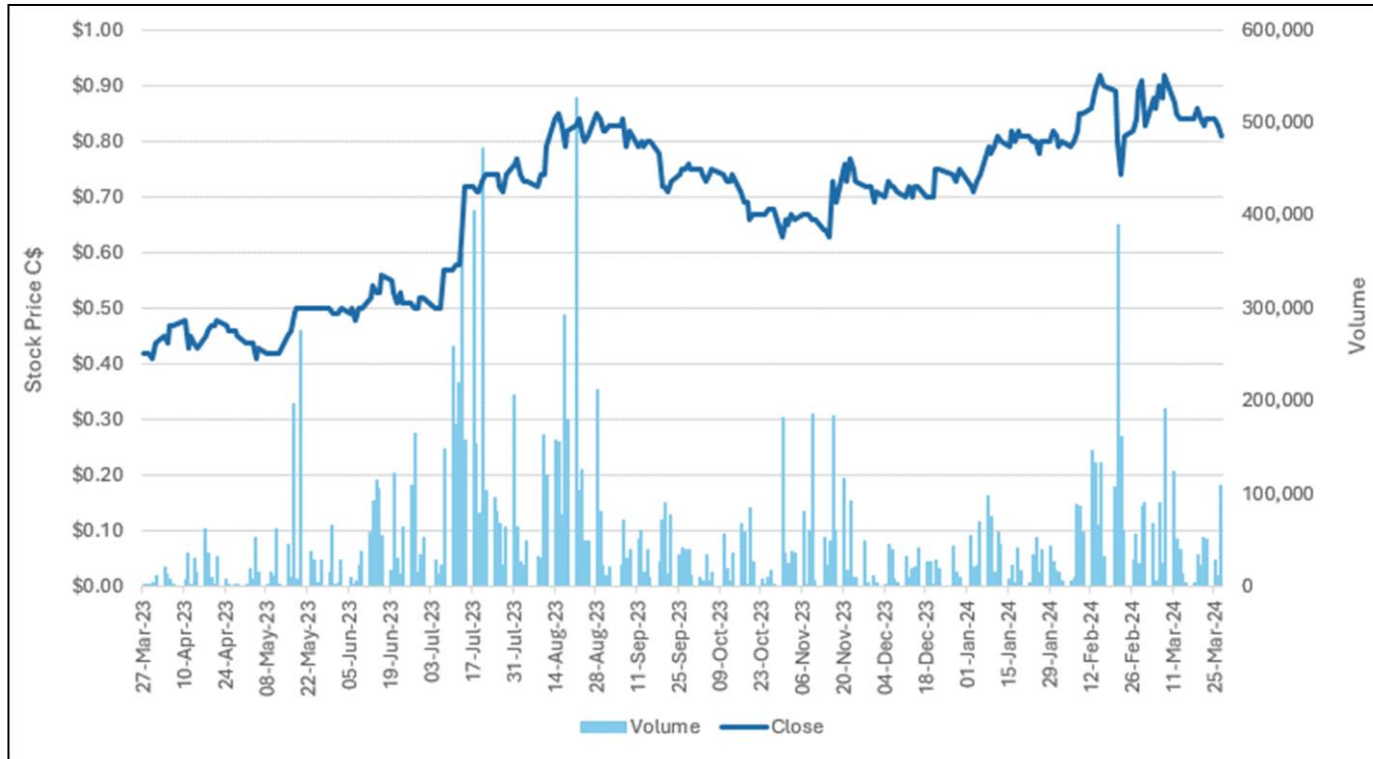
# INVESTOR PRESENTATION FYE DEC 31/23

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# INVESTOR PRESENTATION

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



All values C\$ as of Mar. 26, 2024, unless otherwise indicated

Price (Mar. 27, 2024) \$0.80

52-Week High \$0.92

52-Week Low \$0.41

Shares I&O 122.1M

Options 10.8M

RSUs 2.7M

Fully Diluted Shares 135.6M

Market Cap \$97.7M

Cash (Dec. 31, 2023) \$4.9M

Debt (Dec. 31, 2023) \$0.2M

Enterprise Value \$93.0M

Insiders Own 26%

# 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 the year ended December 31, 2023 and in the Company’s other public filings on the Canadian Securities Administrators’ website at [www.sedarplus.ca](http://www.sedarplus.ca).*





# ACCESS TO OSS EARNINGS CALLS

ONESOFT SOLUTIONS INC. - OSS

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**oneSOFT**  
Solutions Inc.

OUR SOLUTION CORPORATE **INVESTOR** CONTACT

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# ONESOFT CIM PLATFORM

- ✓ OneSoft provides SaaS solutions, leveraging ML and Data Science, to optimize O&G pipeline operations and prevent pipeline failures
- ✓ Our Cognitive Integrity Management (CIM) Platform is highly validated by key industry participants
  - ✓ Customers in USA, Canada, Australia, with interest from prospective customers globally
  - ✓ Optimizes asset integrity management, regulatory compliance, safety and cost efficiencies
  - ✓ CIM has first mover advantage and significant competitive moat, competes only with legacy systems
  - ✓ Assists O&G pipeline operators to achieve their objectives of zero pipeline failures



# FISCAL 2023 HIGHLIGHTS

## ✓ Financial

- ✓ Revenue of \$10.4 mm and \$2.9 mm increased yr over yr and Q4 over Q4 by 51% and 33%, respectively, over comparative periods
- ✓ Cash & cash equivalents increased by \$0.5 mm in F2023 v. \$1.2 mm decrease in F2022
- ✓ Adjusted EBITDA improved from a loss of \$2.0 mm in F2022 to near break even \$0.1 mm in F2023
- ✓ Fiscal 2023 Guidance published in January 2023 of \$10 mm revenue and near cash neutral operations by EOY was achieved

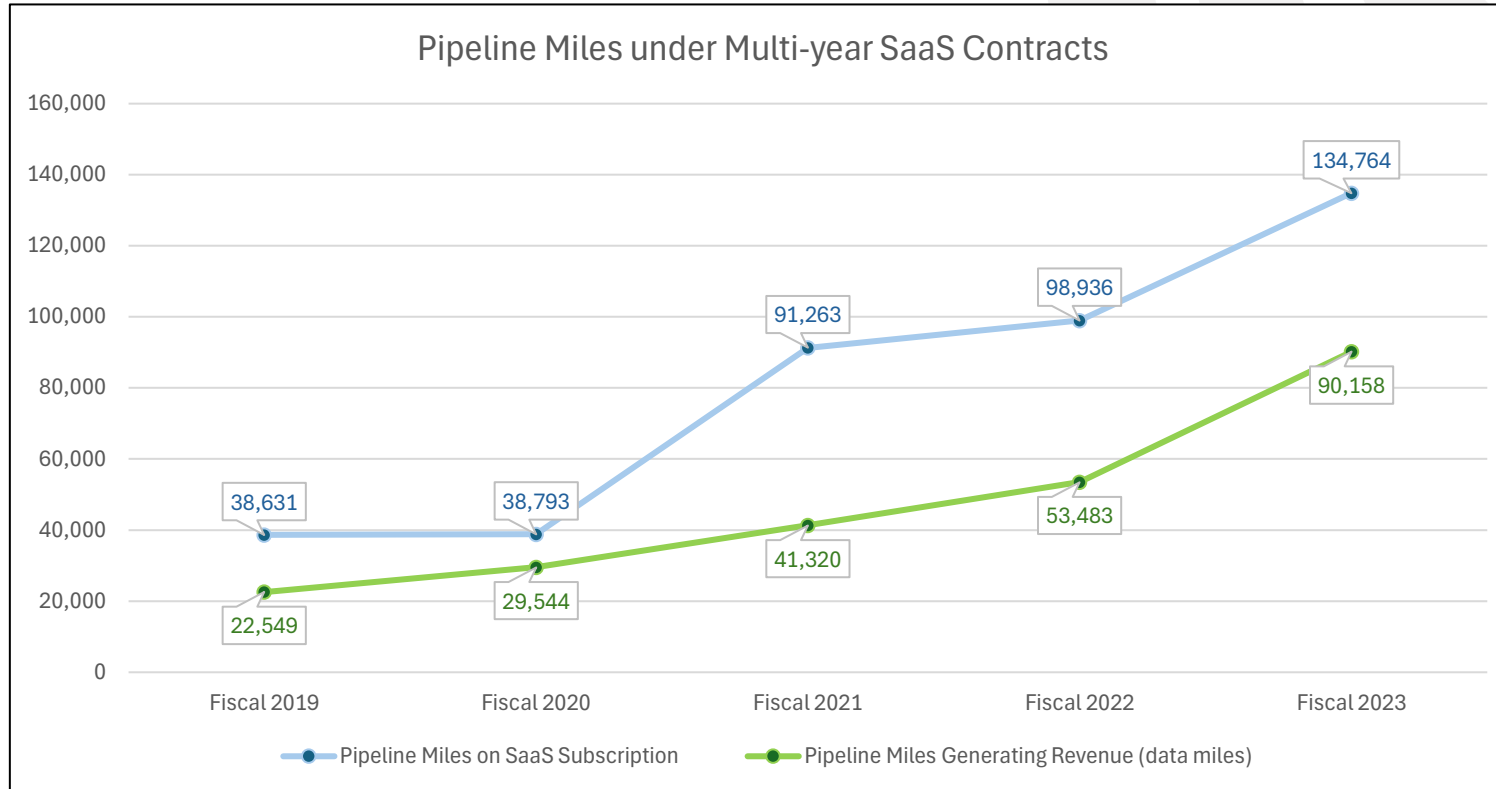
## ✓ Corporate

- ✓ Added a new independent Director in 2023
- ✓ Active I/R and investigation of business development initiatives
- ✓ Recognized as one of the Top 10 Technology performers by TSX Venture Exchange



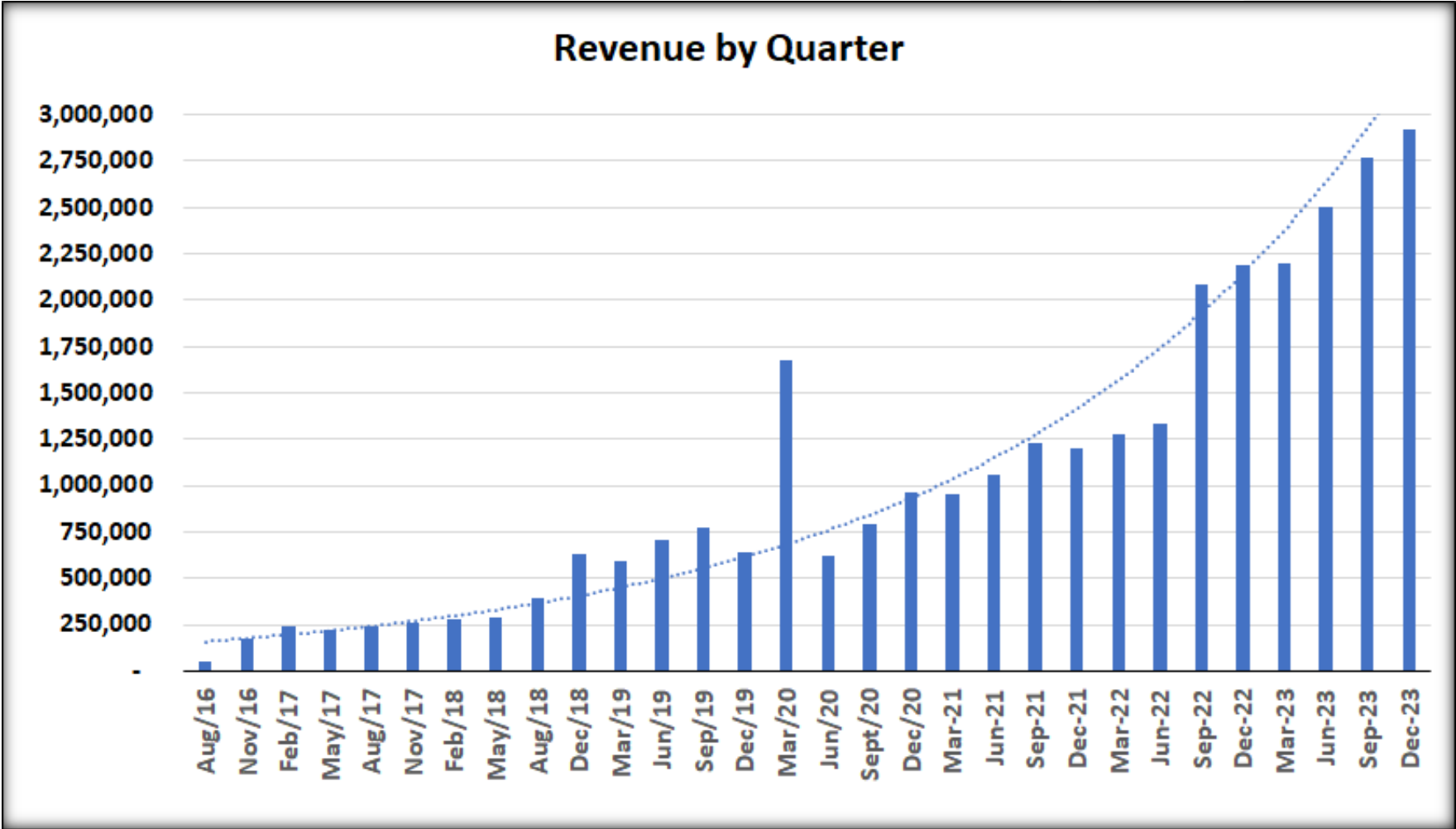
# DATA MILES

## SAAS SUBSCRIPTION GROWTH CONTINUES



CIM Use & Revenue Generating Data-miles*	Fiscal 2022	Fiscal 2023 (Guidance)	Fiscal 2023
	Pipeline miles Operated by Customers	165,723	-
Pipeline miles on SaaS subscription	98,839	151,195	134,764
Pipeline miles generating revenue	53,483	65,697	90,158
% of subscription miles generating revenue	54%	43%	67%
SaaS Revenue per Mile for Revenue Generating Miles <sup>(1)</sup>	\$ 105	\$ 131	\$ 130

# REVENUE GROWTH





## Financial Highlights: Operating Results: Q4 2023

	Q4 2023	Q4 2022	Change	Change
	\$	\$	\$	%
Revenue	2,921,578	2,189,319	732,259	33.4%
Direct costs	662,576	624,381	38,195	6.1%
Gross profit	2,259,002	1,564,938	694,064	44.4%
Gross Margin	77%	71%	6%	
Operating expenses, net of costs capitalized	2,046,192	1,906,375	139,817	7.3%
Other expenses	488,284	282,895	205,389	72.6%
Net income (loss)	(275,474)	(624,332)	348,858	55.9%

## Financial Highlights: Operating Results Year ended December 31, 2023

	2023	2022	Change	Change
	\$	\$	\$	%
Revenue	10,392,011	6,888,572	3,503,439	50.9%
Direct costs	2,554,611	1,978,129	576,482	29.1%
Gross profit	7,837,400	4,910,443	2,926,957	59.6%
Gross Margin	75%	71%	4%	
Operating expenses, net of costs capitalized	8,015,685	7,061,287	954,398	13.5%
Other expenses	1,188,783	821,310	367,473	44.7%
Net loss	<b>(1,367,068)</b>	<b>(2,972,154)</b>	<b>1,605,086</b>	54.0%
Net loss per share, basic and diluted	(0.01)	(0.02)		

# ADJUSTED EBITDA

	Q4 2023	Q4 2022	Fiscal 2023	Fiscal 2022
	\$	\$	\$	\$
Net loss	(275,474)	(624,332)	(1,367,068)	(2,972,154)
Add (subtract):				
Depreciation and amortization	113,929	(193,129)	472,675	461,460
Stock based compensation	371,827	100,791	928,499	618,952
Interest income	(47,576)	(27,675)	(145,562)	(67,026)
Adjusted EBITDA	162,706	(744,345)	(111,456)	(1,958,768)

## Financial Highlights: Financial Position December 31, 2023

	31-Dec-23	31-Dec-22
	\$	\$
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	4,854,486	4,391,942
Trade and other receivables	367,528	292,548
Prepaid expenses and deposits	245,171	136,539
Property and equipment	30,540	38,403
Intangible assets	1,166,884	1,373,666
Goodwill	477,562	477,562
<b>Total assets</b>	<b>7,142,171</b>	<b>6,710,660</b>
<b>Liabilities and equity</b>		
<b>Current liabilities</b>		
Accounts payable and accrued expenses	1,460,463	1,097,964
Deferred revenue	2,365,549	2,103,616
Acquisition price payable - current	119,336	189,950
Acquisition price payable - non-current	115,647	233,262
<b>Total liabilities</b>	<b>4,060,995</b>	<b>3,624,792</b>
<b>Shareholders' equity</b>	<b>3,081,176</b>	<b>3,085,868</b>
<b>Total liabilities and equity</b>	<b>7,142,171</b>	<b>6,710,660</b>

# CASH FLOW YEAR ENDED DECEMBER 31, 2023

	Year ended:	
	December 31, 2023	December 31, 2022
	\$	\$
Net loss	(1,367,068)	(2,972,154)
Items not involving cash: Stock-based compensation, amortization, depreciation, interest expense, unrealized foreign exchange loss	1,391,056	1,086,490
Changes in operating assets and liabilities	514,049	983,389
<b>Cash flow provided by (used in) operating activities</b>	<b>538,037</b>	<b>(902,275)</b>
<b>Cash flow provided by financing activities</b>	<b>337,563</b>	<b>96,395</b>
<b>Cash flow used in investing activities</b>	<b>(420,488)</b>	<b>(385,713)</b>
<b>Net change in cash</b>	<b>455,112</b>	<b>(1,191,593)</b>
Effect of foreign exchange rate fluctuation on U.S. operations	7,432	74,066
Cash, beginning of year	4,391,942	5,509,469
<b>Cash, end of year</b>	<b>4,854,486</b>	<b>4,391,942</b>



# REVIEW OF GUIDANCE FOR FISCAL 2024

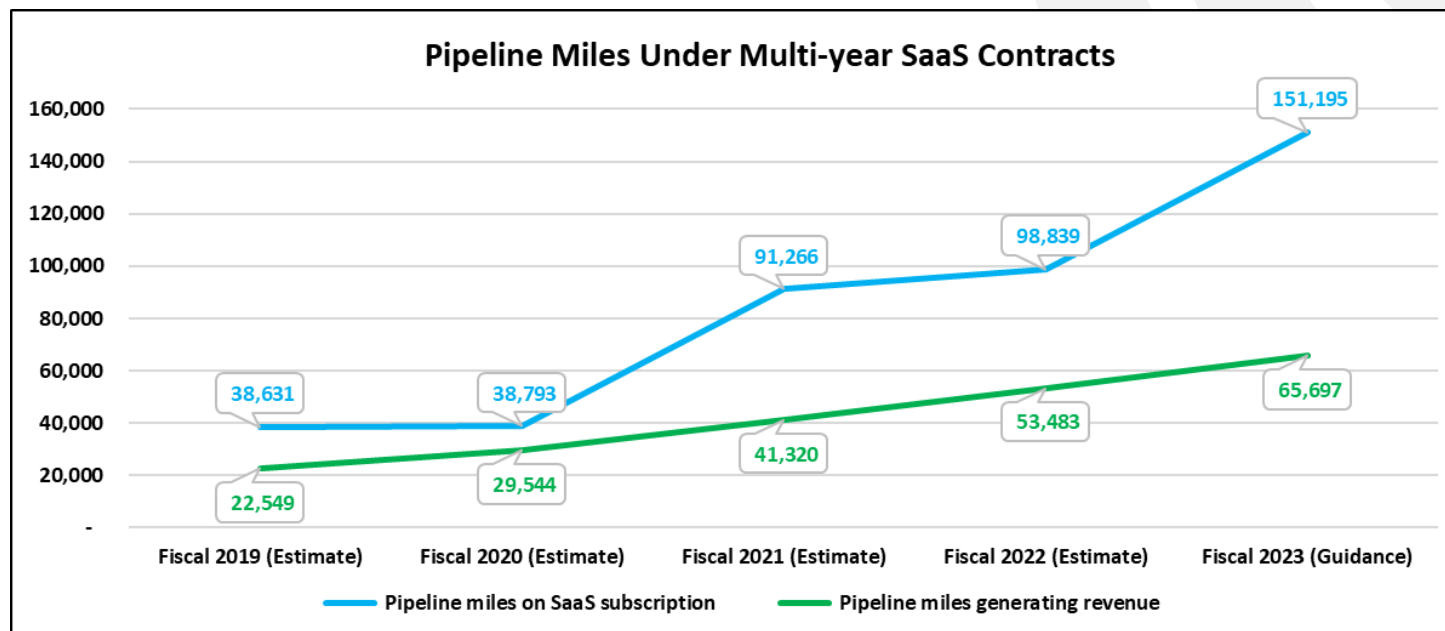
(PUBLISHED FEBRUARY 20/24)

Fiscal 2023 Guidance compared to Fiscal 2023 Results and Fiscal 2024 Guidance (\$ 000's except percentages)	Fiscal 2023 Guidance (Published January 25, 2023, Unaudited)	Actual Fiscal 2023 Results	Fiscal 2024 Guidance (Estimated range, Unaudited)
Revenue	\$ 10,104	\$ 10,392	\$15,000 to \$16,000
Gross Margin (% of Revenue)	75%	75%	75%
Net Loss	\$ (1,297)	\$ (1,367)	\$(435) to \$(178)
Add (subtract)			
Depreciation and amortization	\$ 564	\$ 473	\$465
Stock Compensation	\$ 813	\$ 928	\$1,775
Interest Income	\$ (108)	\$ (146)	\$(155)
Adjusted EBITDA <sup>1</sup>	\$ (28)	\$ (111)	\$1,650 to \$1,900
Cash	\$ 4,040	\$ 4,854	\$4,700 to \$5,000
Deferred Revenue	\$ 1,815	\$ 2,366	\$2,900

<sup>1</sup> Adjusted EBITDA, a non-GAAP measure, is defined by the Company as net loss before interest, income taxes, stock compensation expense, depreciation and amortization charges

# PIPELINE MILES UNDER SAAS SUBSCRIPTION

Data Miles Generate Recurring Revenue



CIM Use & Revenue Generating Data-miles	Fiscal 2023 (Guidance)	Dec. 31 2022	Sept. 30, 2023
Pipeline miles Operated by Customers	-	165,723	260,743
Pipeline miles on SaaS subscription	151,195	98,839	134,764
Pipeline miles generating revenue	65,697	53,483	72,360
% of subscription miles generating revenue	43%	54%	54%
Revenue per Mile for revenue generating miles (Note 1)	\$ 131	\$ 105	\$ 136

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

# OPERATIONAL UPDATE

- Customer relationships strengthened with expectations for near 100% customer retention and referability
- Significant advancements with product development roadmap, expected to increase revenue in future periods
  - Internal Corrosion Management
  - Crack Management
  - External Corrosion Management
  - Probabilistic Risk Management
  - Geohazard Strain Management
  - CIM's large data lake supports future ML and AI initiatives
- Optimized operations in 2023
  - Enhanced resources for sales, marketing and development groups
- Attended key tradeshow and educational events
- 17 projects involving 6 clients and 5 new core CIM implementations
- Re-certified second annual SOC2 Type 2 status in 2023



# TAM ESTIMATES

U.S. Liquid & Gas Pipeline Mileage (2022 data) as reported by PHMSA

System Type (2022) - Liquid	Miles	System Type (2022) - Gas	Miles
Biofuel	18	Gas Distribution (Main Miles)	1,356,332
CO2	5,385	Gas Distribution (Service Miles)	965,165
Crude Oil	84,389	Gas Gathering	112,034
Highly Volatile Liquids (HVL) Flamm Toxic	75,456	Gas Transmission	300,797
Refined Petroleum Products (PP)	64,082		
Grand Total	229,331	Grand Total	2,734,328

## TAM Estimates by OneSoft Management

Oil & Gas - Estimated Total Addressable Market (TAM) USA, Rest of World & Global						
	Est USA % of Global Infrastructure			60%	40%	100%
SaaS Product/Module	Product/Market Status	USA Applicable Mileage <sup>(1)</sup>	Rate (US\$)	TAM USA (US\$)	TAM Rest of World (US\$)	TAM Global (US\$)
Core CIM	Developed	642,162	100	64,216,200	42,810,800	107,027,000
Internal Corrosion (Chemical) <sup>(2)</sup>	Developed/Early	642,162	15	9,632,430	6,421,620	16,054,050
Crack (PCFA)	Developed/Early	642,162	5	3,210,810	2,140,540	5,351,350
External Corrosion - CIS/CP/ACVG/DCVG <sup>(3)</sup>	Under Development/Mature	1,113,424	25	27,835,593	18,557,062	46,392,656
Risk	Under Development/Mature	1,886,460	25	47,161,500	31,441,000	78,602,500
Geohazard	Under Development/Early	642,162	10	6,421,620	4,281,080	10,702,700
ML/AI Application (Data Augmentation)	Under Development/Early	1,886,460	10	18,864,600	12,576,400	31,441,000
Mobile (Field Submission)	Potential	1,886,460	10	18,864,600	12,576,400	31,441,000
Acoustics	Potential	229,331	10	2,293,310	1,528,873	3,822,183
Facilities <sup>(4)</sup>	Potential	500	50,000	25,000,000	16,666,667	41,666,667
Asset Mgmt	Potential	1,886,460	10	18,864,600	12,576,400	31,441,000
				<b>\$ 242,365,263</b>	<b>\$ 161,576,842</b>	<b>\$ 403,942,106</b>



# 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 260,743 miles of O&G pipelines;
  - Operational data from 20+ pipeline operators;
  - 7,100+ ILI assessments;
  - 98+ 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
- Access to data



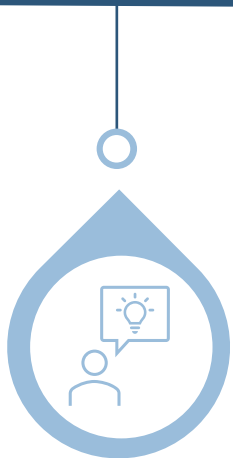
## ALIGNED WITH INVESTORS

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



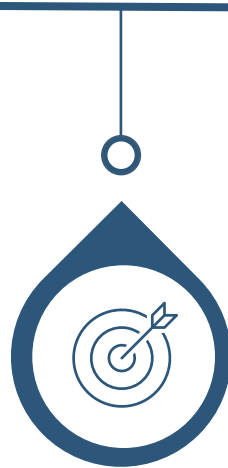
## HIGH MARGIN REVENUE MODEL

- Recurring revenue from SaaS model
- High gross margins



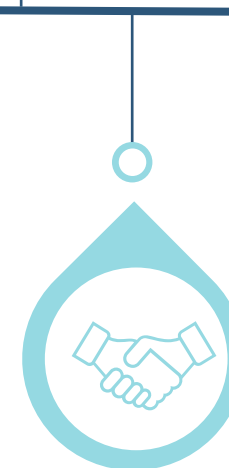
## BUILDING A DAAS PLATFORM

- Tens of 000's of pipeline inspections analyzed
- 98+ million pipe features
- 7,100+ ILI data assessment
- Aggregating learnings from data



## STRONG SALES PARTNERS & DEEP SALES PIPELINE

- Collaboration with Microsoft
- Collaborating with reseller partners with global market reach



## CLEAN CAPITAL STRUCTURE

- Strong balance sheet
- Sufficient cash on hand to execute current business plan



# THANK YOU

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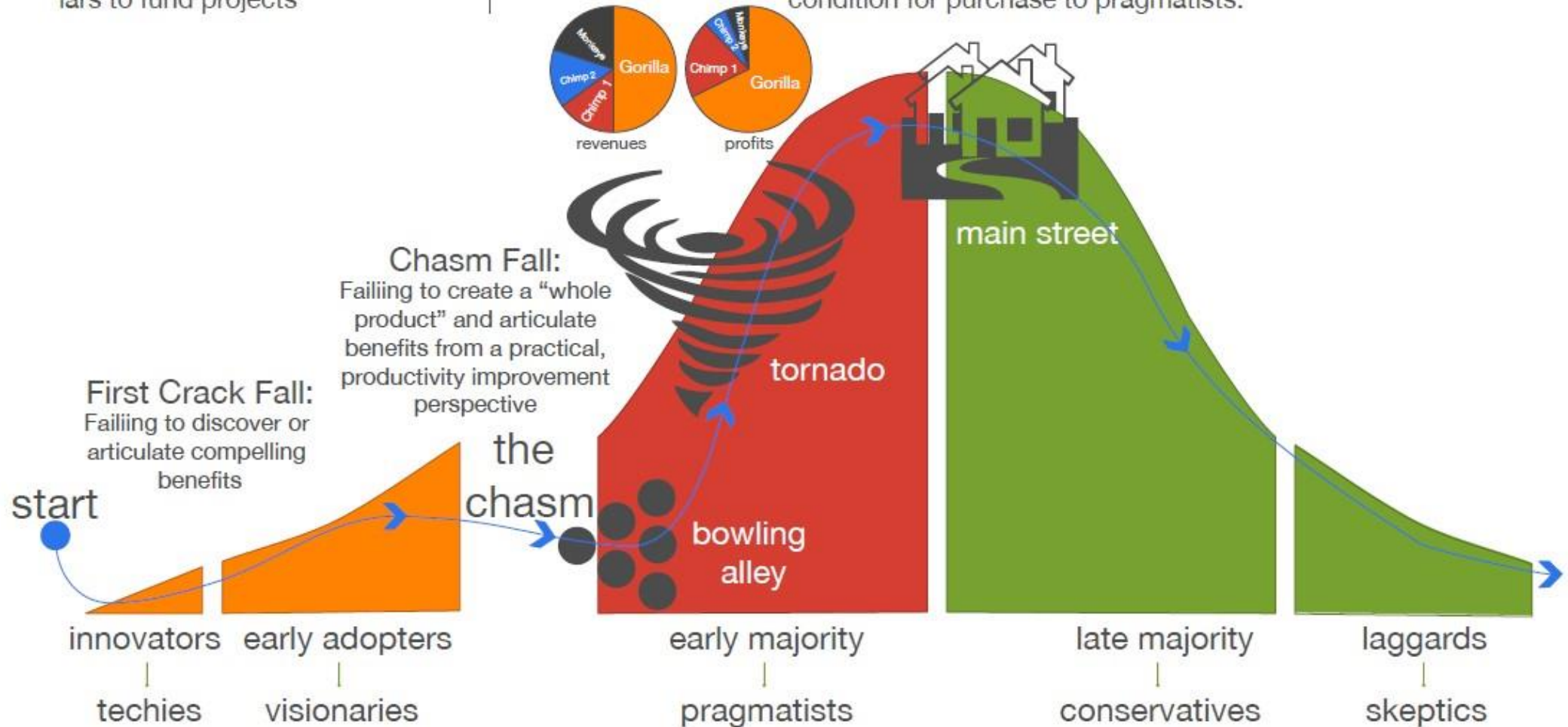
# Moore's model for high-tech marketing

## 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.



# EXAMPLE COST SAVINGS AND FINANCIAL ROI

## Estimated Value of the OneBridge CIM solution - CONFIDENTIAL

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Return on Investment				
	Moderate Estimate	Conservative Estimate	Optimistic Estimate	Concrete Savings Estimate
RR (% per year)	1,483%	579%	2,798%	1,050%
IRR (% , contract term)	2,203%	1,011%	4,079%	1,651%
MIRR (% , contract term)	105%	78%	126%	95%
NPV (\$)	\$9,153,587	\$3,521,356	\$17,354,499	\$6,457,488
Cost Savings (\$/year)	\$2,057,236	\$1,003,216	\$3,724,893	\$1,568,000

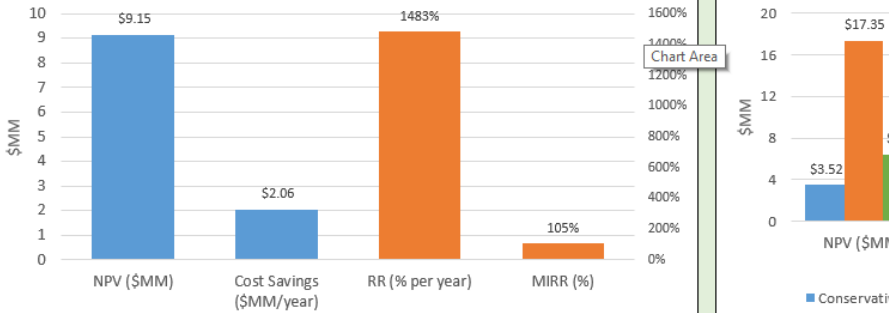
### Notes/Definitions

Subscription costs are phased-in at 14.3% a year across the term of the contract. The subscription fee is based on the pipeline mileage loaded each year. Implementation costs have been distributed across the first 2 years of the contract.

Discount rate is assumed to be 5% (Fed-funds is likely to increase).

Concrete savings are based on budgeted costs that'll be directly offset by the value created by the OneBridge solution.

### Value Creation (Moderate)



### Yearly Cost Savings (Moderate)

Area	Estimated Yearly Savings	Estimated Concrete Savings
Process Efficiency	\$ 281,600	\$ -
3rd Party Services	\$ 1,280,000	\$ 1,280,000
Dig Validation	\$ 216,000	\$ 216,000
Dig Optimization	\$ 72,000	\$ 72,000
Cost of Incident Avoidance	\$ 207,636	\$ -
Internal Corrosion	\$ -	\$ -
<b>Total Yearly Savings</b>	<b>\$ 2,057,236</b>	<b>\$ 1,568,000</b>

10,000 miles of pipeline are covered by the CIM subscription

80 hours (per run) saved on ILI data processing and analysis at an hourly rate for labor of \$55.

\$20,000 of current 3rd party spend for 64 runs replaced by CIM.

Assumes 5% (6.4) of your annual runs require validation digs. It's modeled that CIM can eliminate 2 dig from each set of validation digs costing on average \$33,750 per dig.

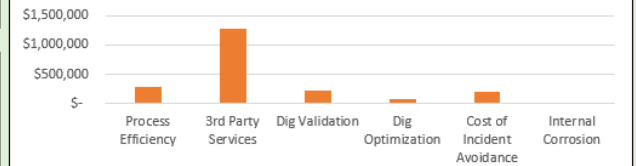
Assumes that with optimal use of CIM, it's modeled that you could avoid 2 digs, then extrapolated based on a total of 568 digs estimating 2 (2%) additional digs at an average of \$33,750 per dig.

Assumes that there's a 1% likelihood of failure on an undiscovered fast growing anomaly and that the PHMSA average cost per failure is \$648,863. It's modeled that CIM identified 1 potential threat(s) based on 2 segments, then extrapolated across the entire 64 segments.

### Over the 7 Year Contract Duration

Element	Estimate	Concrete-Only
CIM Licensing Costs	\$ 2,797,482	\$ 2,797,482
Cost Savings	\$ 14,400,654	\$ 10,976,000
<b>Net Savings</b>	<b>\$ 11,603,172</b>	<b>\$ 8,178,518</b>

### Estimated Yearly Savings



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# USER CONFERENCE



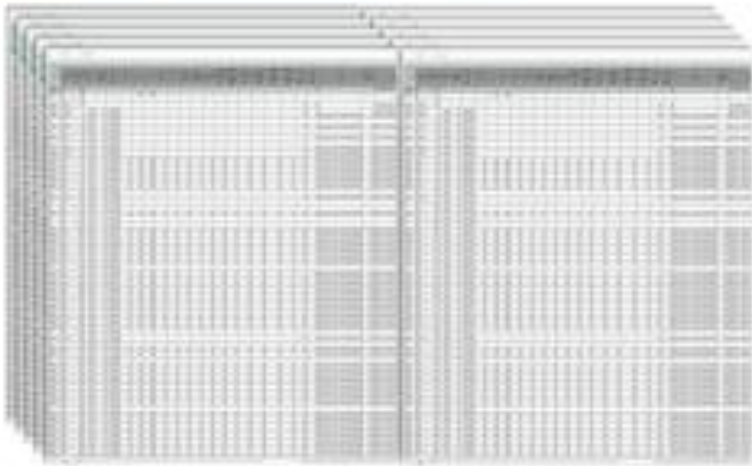


# EFFECTIVELY MANAGE RELIABILITY STANDARDS USING MACHINE LEARNING AND ADVANCED DATA ANALYTICS

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.



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.



# 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*

