



Investor Presentation

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



Share Metrics & Market Cap (CAD\$)

Price (Nov 08, 2022)	\$0.40
52 Week High/Low	\$0.65/\$0.25
Shares I &O (Nov 08, 2022)	120.7 mm
Options (Nov 08, 2022)	11.1 mm
Fully Diluted	131.8 mm
Market Cap (Nov 08, 2022)	\$48.3 mm
Cash (Nov 08, 2022)	\$5.6 mm
Debt (Nov 08, 2022)	Zero
Enterprise Value	\$42.7 mm
Insider ownership (Nov 08, 2022)	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.

* including those stated in the Management Discussion and Analysis for the year ended December 31, 2021 and in the Company’s other public filings on the Canadian Securities Administrators’ website at www.sedar.com (“SEDAR”).



Effectively manage reliability standards through advanced data analytics

We help pipeline operators manage their integrity management program effectively through reducing operational risk, accelerating process efficiency and maximizing cost savings.

OneSoft At a Glance



34%

PoP Q1 2022
Revenue Growth



\$1.5M

2021 Revenue
Increase from
New Customers



83%

New Customer
Multi-Year
Contracts in 2021
YoY



100%

2021 Customer
Retention



286%

Net Increase in
2021 Deferred
Revenue YoY



75%

Gross Profit
as Percent of
Revenue in 2021

Current Industry Challenges



Too much time spent aggregating and integrating data using legacy systems / manual processing



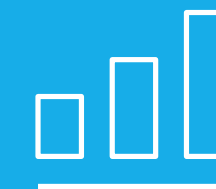
Introduction of new regulatory requirements (Mega rule) requiring more complete datasets



Currently the industry does not have a centralized system resulting in data silos



More than half of all transmission lines were installed before 1970 - average 1.7 incidents per day in the US



Limited reporting available to make informed strategic decisions around program budgeting and forecasting



Shift in org structures, knowledge centers retiring and new engineers looking for digital solutions

A large, cylindrical industrial storage tank, likely for oil or gas, is the central focus of the image. It is covered in a thick layer of snow, with some dark, bare branches visible in the foreground. The tank is situated in a snowy, mountainous landscape. In the background, a steep, rocky mountain peak rises above a dense forest of evergreen trees. The sky is filled with soft, white clouds, and the overall lighting suggests a bright, sunny day. The image is split vertically, with the left half showing a closer view of the tank and the right half showing a wider view of the mountain and sky.

How does OneSoft improve the industry?

We operationalize data and make it actionable

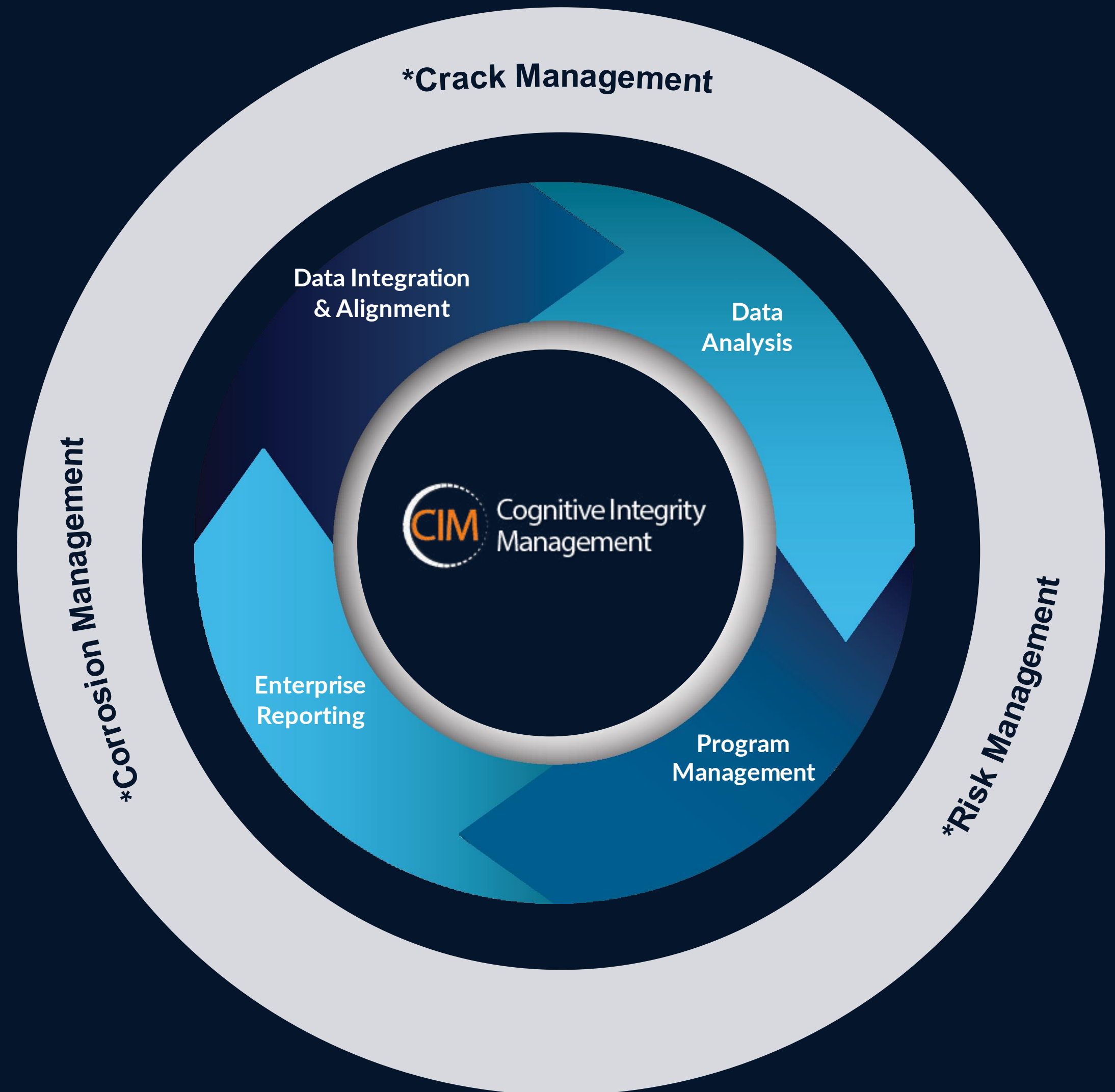
- > Integrate machine learning and data science with engineering expertise for unparalleled data analysis
- > Centralize data replaces silos, to improve business decisions around efficient pipeline management
- > Advances digital transformation initiatives

Performance Based Integrity Management

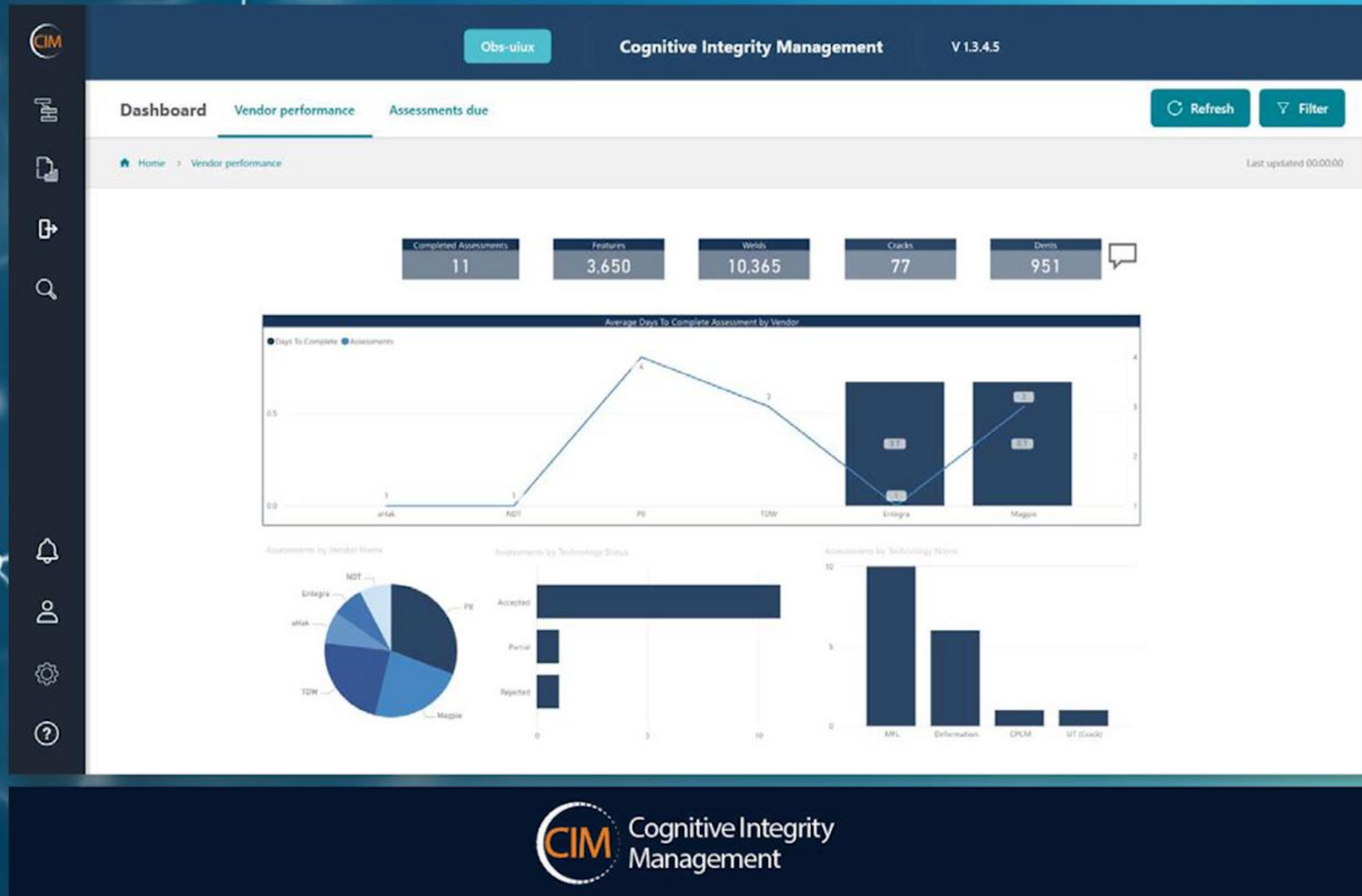
Risk Management:

- 66 C-FER attributes
- CIM (8)
- GIS (10)
- ILI (6)
- Default (23)
- Manual (15)
- Custom (4)

Cognitive Integrity Management ("CIM") version 3.0 running in production with 180,000 miles (115,000 piggable) with over 500+ registered users



Solution Demo



Enterprise Customers & Partners





Case Studies

Customers experience success through process optimization and substantial cost savings resulting from the adoption of Cognitive Integrity Management as their IMP assessment procedure.

Cost Savings

CIM analysis of 1,074 ILI data sets and inspection data from 23,000 excavations determined that approximately 50% of pipeline excavations were unproductive. CIM users can significantly reduce large, unnecessary excavation expenses through better data management and analytics.

Operational Efficiency

An engineering consulting firm used CIM to conduct integrity management assessments for 33 pipelines for an international pipeline operator, requiring only 4 months to perform such work, which would normally require years of work using legacy industry practices.

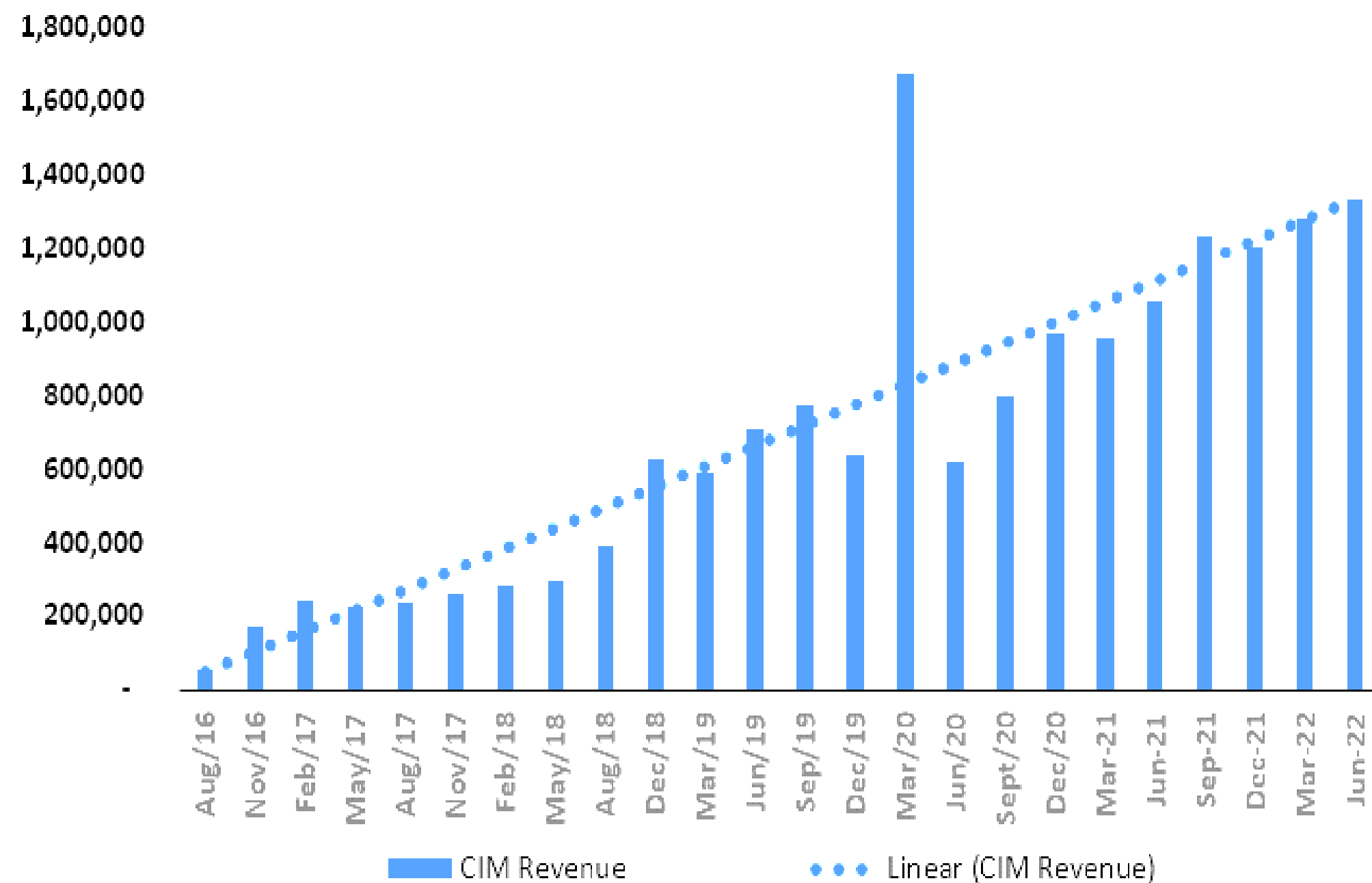
Better Predictive Analytics

An engineering consulting firm compared CIM with current industry “6 mm” and “half-life” methodologies to assess a 10-year pipeline excavation program. CIM analytics suggested better predictive risk management and cost savings of \$48.5 M (1,618 fewer digs) and \$8.3 M (276 fewer digs) compared to 6 mm and half-life methodologies, respectively, assuming a cost of \$30,000 per excavation.

Financial Metrics

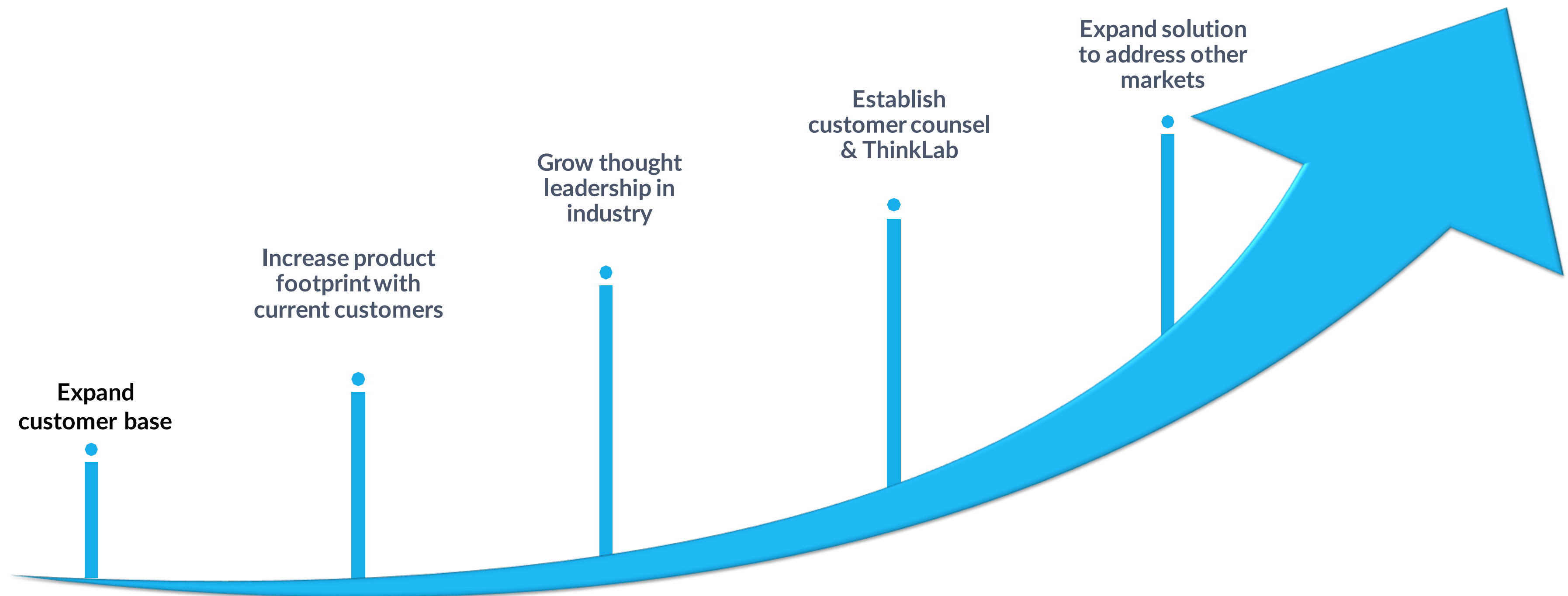
- CAGR revenue growth of 76% over the past 23 quarters
- Sufficient cash on hand to fund the current business plan

CIM Revenue by Quarter



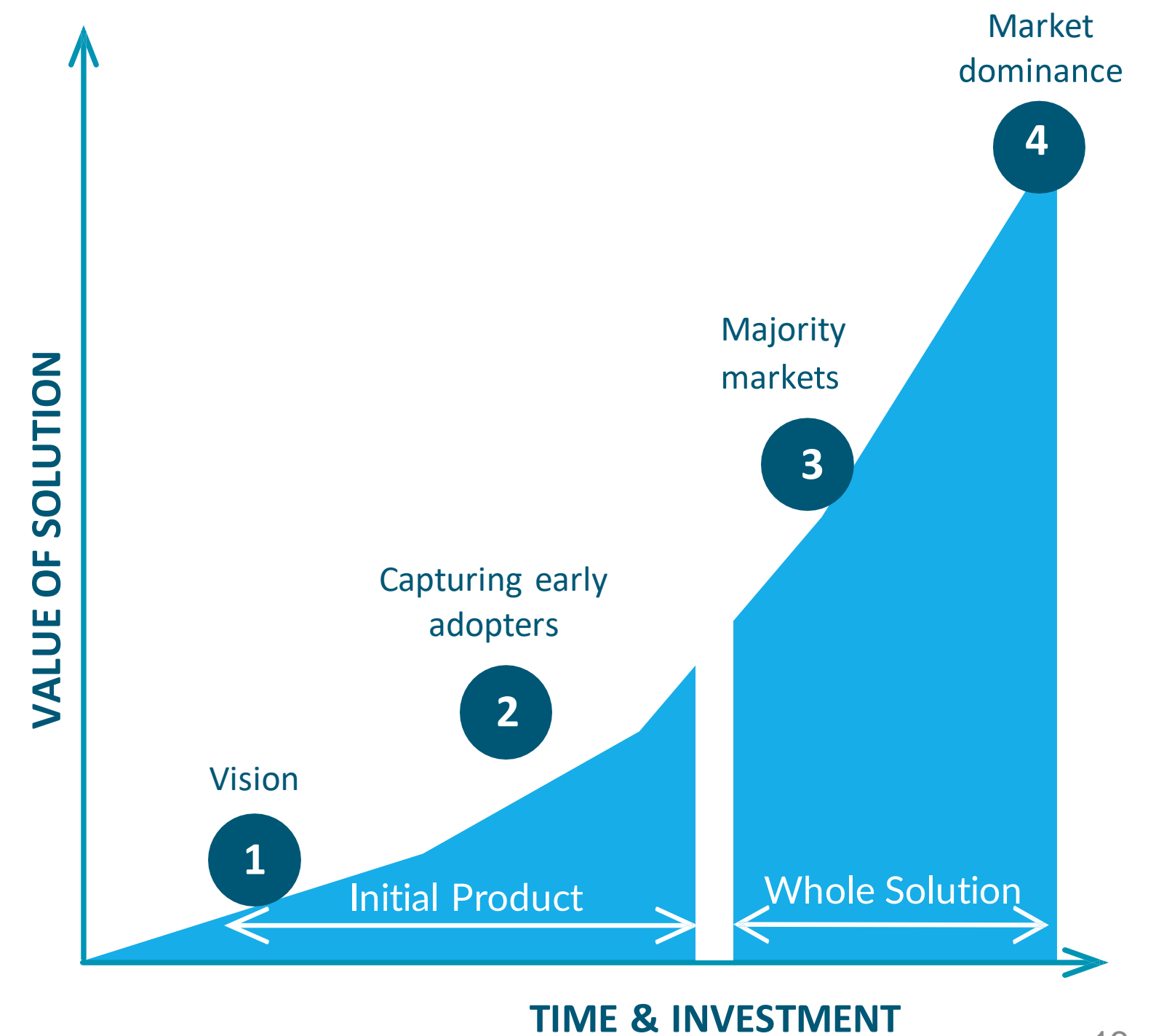
Comprehensive Growth Strategy

OneSoft is progressing from early adopters to majority market customers by aligning our go-to-market strategy.



Expanding and Identifying Opportunities

OneSoft is now focused on majority markets.





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



**Making data operational
and actionable**

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Management Profiles



Dwayne Kushniruk

CEO, DIRECTOR

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, COO

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.

Independent 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.