INVESTOR QUESTIONS AND ANSWERS

OCAL FINANCIAL | TSXV: OCAL | OCTOBER 2026

The questions investors ask most on calls, answered in the same words we use in the presentation and in our news releases. Every financial figure is from the audited financial statements for the years ended 31 August 2025 and 2024 (DMCL LLP), filed on SEDAR+. Operating metrics marked as management information are unaudited. Answers dated 30 October 2026. If your question is not here, email investors@ocal.ca and it will be added.

THE COMPANY IN ONE PARAGRAPH

OCAL Financial is a technology-enabled automotive financing and purchasing platform. We get Canadians approved for financing first, and then we source the one vehicle that approval supports. We solve the problem first; the vehicle follows. OCAL is the licensed dealer of record on every transaction, in British Columbia and Alberta today. We hold zero standing inventory: a vehicle is bought only after its buyer is approved, so we stock access, not cars. We hold no consumer loans; the lender carries the credit risk and OCAL originates the contract. Since 2021 the platform has funded more than 1,500 vehicle transactions from two provinces with no growth capital. What makes OCAL different is not that customers can buy a car online. It is that we redesigned the whole purchase around the customer's financial eligibility, needs and convenience.

Two founders, two sides of the same industry. Matthew Friesen, Executive Chairman and co-founder, comes from the auction: his family owned and ran the Vancouver Auto Auction for 28 years and he ran its sales desk for seven, which is why OPENLANE (formerly ADESA) is OCAL's auction and sourcing channel. Mehdi Moghareh, CEO and co-founder, comes from the showroom: 25 years inside Canadian dealerships across eight brands, Porsche to Hyundai, where he saw the same four customer problems again and again: customers who cannot get approved where they shop, cannot find the right vehicle at a payment they can carry, live far from a dealership, or have never had the financing explained to them.

HOW OCAL MAKES MONEY

Three revenue streams on every transaction: the vehicle itself, the financing arrangement with the lender, and the protection products (extended warranty and GAP) that attach to about 98 percent of deals on management numbers. The audited split shows what the business really is.

FISCAL 2025, AUDITED	REVENUE	GROSS PROFIT	SHARE OF GROSS PROFIT
Vehicle sales	$5,630,980	$109,024	13 percent
Finance, insurance and other	$849,274	$701,727	87 percent
Total	$6,480,254	$810,751	100 percent

The vehicle sale carries the top line at a modest margin; the financing and protection layer carries 87 percent of the gross profit. The car is the delivery mechanism; the financing is the business. That is why gross profit per vehicle, not vehicle revenue, is the metric to watch, and why it is reported in the operating performance section of our news releases.

THE AUDITED NUMBERS

Years ended 31 August, Canadian dollars, from the audited financial statements (DMCL LLP) on SEDAR+. Two lines marked management arithmetic are non-IFRS measures derived from the audited figures.

LINE	FY2025	FY2024	CHANGE
Revenue	$6,480,254	$5,454,893	up 19 percent
Vehicle sales	$5,630,980	$4,774,670	up 18 percent
Finance, insurance and other	$849,274	$680,223	up 25 percent
Cost of sales	$5,669,503	$4,844,106	up 17 percent
Gross profit	$810,751	$610,787	up 33 percent
Gross margin	12.5 percent	11.2 percent	up 1.3 points
Vehicle write-downs (within cost of sales)	$353,094	$67,243	
Gross profit before write-downs (management arithmetic)	$1,163,845	$678,030	about 18 percent margin
Operating expenses	$1,114,195	$1,234,843	down 10 percent
Operating loss	($303,444)	($624,056)	halved
Operating loss before depreciation and interest (management arithmetic, non-IFRS)	($22,158)	($324,045)	
Net loss	($322,090)	($586,206)	down 45 percent
Cash from operations	$64,121	($85,157)	positive
Cash at year end	$266,936	$161,680	
Total assets	$931,244	$908,863	

Revenue grew 19 percent to $6.48 million while operating expenses fell 10 percent, the operating loss halved and the business generated positive cash from operations. Gross margin expanded in fiscal 2025 as the financing and protection layer grew relative to vehicle revenue.

THE BUSINESS MODEL

The financial statements show inventory and a floorplan facility. How is that zero standing inventory?

Because a vehicle bought against an approved customer sits on the balance sheet for the few days between purchase and delivery, and the purchase line that funds it for those days shows as a floorplan facility. Nothing is bought on speculation and no vehicle is held waiting for a buyer. Zero standing inventory means no car is bought before its buyer is approved; the balance at any reporting date is days of vehicles, not months.

What does 'more than 3,000 vehicles' mean, and what does OCAL own?

More than 3,000 vehicles are visible to OCAL through OPENLANE's Canadian marketplace on a typical day. OCAL owns none of them. OPENLANE, formerly ADESA, is OCAL's auction and sourcing channel; a vehicle is bought only after a specific customer is approved, and it is on OCAL's books for a few days before delivery. We stock access, not cars.

Does OCAL hold the dealer licence, or does it hand customers to someone else?

OCAL is the licensed motor dealer of record on every transaction: it approves, sources, contracts, delivers and takes the trade-in. OCAL Financial Inc. is the licensed dealer of record in British Columbia (VSA) and Alberta (AMVIC). What OCAL does not do is park cars on a lot and pay interest on them.

Who takes the credit risk?

The lender. OCAL originates the contract and holds none of the paper. About 99 percent of signed contracts fund, and repossessions on OCAL's files run under one percent on lender reporting (management information).

Who are the lenders?

A panel from prime to non-prime, including RBC, Santander, iA Auto Finance, Eden Park, LendCare, Rifco and Iceberg. OCAL finances prime customers as well as near-prime and non-prime: a prime customer gets a prime rate from a bank on the panel; a near-prime or non-prime customer gets a finance-company loan. The market the big banks left behind is large, but it is not OCAL's whole customer base. No single lender is the business; routing each file to the lender most likely to fund it is.

Why is the consolidated gross margin about 12 percent?

Because retail vehicle sales carry the top line at a deliberately modest margin and the margin per deal sits in the layer on top: lender reserve, protection products and fees. Audited gross margin was 12.5 percent in fiscal 2025, up from 11.2 percent, and about 18 percent before vehicle write-downs on management arithmetic.

How is OCAL different from online vehicle retailers?

For the customer the experience may feel similar; for an investor it is a different company. They own the cars and carry inventory, floorplan interest and price risk. We own the transaction: one car bought at wholesale after the approval; the margin we keep is the financing margin, not the metal margin.

How does volume change the economics?

The cost base is largely fixed: a licensed team, the lender panel, the technology and the office, none of which grow with the vehicle count. Each added vehicle carries its own gross profit against that same base, so as volume grows the Company has the potential to spread the fixed costs across more transactions and work towards profitability. OCAL does not publish a break-even figure or financial guidance; the operating performance section of each news release shows the actual results.

What is the technology actually doing?

Two things. The demand engine: lead generation, the CRM and the AI sales agents run on one platform, so the cost and quality of every lead are under OCAL's control, and acquisition cost per funded deal is expected to fall as that platform replaces bought leads. And AI sales agents, trained on OCAL's own knowledge base and live since October 2026, answer every lead in seconds, around the clock, package the credit file the way each lender wants it and route it to the lender most likely to fund it. The result is more funded vehicles per employee. About 17.6 percent of OCAL's business is already repeat and referral on management numbers.

GROWTH

When is Manitoba?

The dealer licence application is with the regulator, with the Manitoba office and OPENLANE access already in place. Regulators set the timing and OCAL does not announce a licence before it is granted. A Manitoba licence also serves Saskatchewan and northwestern Ontario customers.

When is Ontario?

Registration is in progress, targeted for 2027 and subject to registration and capital. Ontario is about 40 percent of Canadian vehicle transactions. Every province is the same model replicated: a licence, lender access, lead capture tuned to the province and the same platform. We replicate; we do not rebuild. A new market needs a licence, bonding where a province requires it, and a small office, not a building full of cars.

When is the United States?

The roadmap says the United States from 2028, after Canada. Nothing more than that today.

How much capital does the Company need?

Management's plan assumes growth capital in fiscal 2027 for Manitoba, Ontario and beyond. No terms have been set, and nothing in this document is an offer of securities.

THE SHARES

When did OCAL list, and how?

OCAL listed on the TSX Venture Exchange in July 2026 through a qualifying transaction with a capital pool company, with a $1.5 million private placement at $0.25 a unit. It was not an underwritten IPO.

How much do the founders own, and can they sell?

The two founders hold about 54 percent of the shares outstanding, in TSX Venture escrow released over 36 months from listing, and have not sold a share. Directors and officers file their holdings and trades on SEDI within five days.

Is there a going-concern note in the audit?

Yes, and it is standard for a TSX Venture issuer of OCAL's size: the Company needs volume or capital to fund its plan. Two things have already addressed it. Amounts owed to related parties ($1.94 million at 31 August 2025) were settled into shares in January 2026, and the July 2026 financing raised $1.5 million. Cash at each reporting date is in the filed statements; OCAL does not publish cash between reporting dates.

Is there analyst coverage or a market maker?

No analyst covers OCAL at this date. Integral Wealth Securities Limited provides market making under an agreement announced on 6 August 2026. Signal Capital Advisors provides investor relations under an agreement announced on 29 August 2026.

Does OCAL publish a share-price or valuation target?

No, in any forum. We publish the operating metrics and the audited statements and let investors do the arithmetic.

GOVERNANCE AND DISCLOSURE

Who audits OCAL, and where are the filings?

DMCL LLP audits the annual financial statements. Audited statements, MD&A, interim statements, material change reports and news releases are filed on SEDAR+. The fiscal year ends 31 August; audited fiscal 2026 results are due by 29 December 2026 and the annual general meeting is on 10 December 2026.

What will OCAL report between audits?

From 3 November 2026 every OCAL news release carries a standing operating performance section: vehicles funded, average selling price, gross profit per vehicle and gross margin for the period, on the same definitions every time, historical only. The audited statements remain the only source for financial results.

Why will OCAL not answer some questions on a call?

OCAL follows National Policy 51-201 on selective disclosure. Nothing material is said in a one-on-one that is not already on the public record, no share-price view is offered and no forecast is given. If you want a number that is not yet public, the answer is the next filing or release date.

WHERE TO FIND MORE

SOURCE	WHAT IS THERE	WHERE

SEDAR+	Audited and interim financial statements, MD&A, news releases, material change reports	https://www.sedarplus.ca
TMX Money	Share price, volume and exchange notices for OCAL	https://money.tmx.com/en/quote/OCAL
Investor site	Presentation, fact sheet, operating metrics, governance, FAQ, email alerts	investors.ocal.ca
Investor relations	Questions answered within one business day; thirty minutes with the founders on request	investors@ocal.ca

FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements within the meaning of applicable Canadian securities legislation, including statements about OCAL's expansion into Manitoba, Ontario and other markets, the potential to spread fixed costs across more transactions, expected reductions in customer acquisition cost, the Company's capital plans and the timing of future reporting. Forward-looking statements are based on management's current expectations and assumptions and are subject to known and unknown risks and uncertainties, including the receipt and timing of regulatory licences and registrations, access to lenders and capital, competition, general economic conditions and the risk factors described in the Company's MD&A on SEDAR+, that could cause actual results to differ materially. Readers should not place undue reliance on forward-looking statements, which speak only as of the date of this document. The Company undertakes no obligation to update them except as required by law. Neither the TSX Venture Exchange nor its Regulation Services Provider (as that term is defined in the policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this document. This document is not an offer to sell or a solicitation of an offer to buy any securities.

TALK TO US

OCAL Financial Inc. | TSXV: OCAL

Mehdi Moghareh, CEO | Matthew Friesen, Executive Chairman

Shushu Feng, Investor Relations (Signal Capital Advisors)

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Audited figures: years ended 31 August 2025 and 2024, DMCL LLP, on SEDAR+. Operating metrics are management information. Answers dated 30 October 2026.