CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 and 2020 (Presented in Canadian Dollars) (Unaudited)

# CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 and 2020 CONTENTS

	Page
NOTICE TO READER	1
CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS	
Condensed Consolidated Interim Statements of Financial Position	2
Condensed Consolidated Interim Statements of Comprehensive Loss	3-4
Condensed Consolidated Interim Statements of Changes in Equity (Deficiency)	5
Condensed Consolidated Interim Statements of Cash Flows	6
Notes to the Condensed Consolidated Interim Financial Statements	7 - 35



#### **NOTICE TO READER**

### **Responsibility for Financial Statements**

The accompanying unaudited condensed consolidated interim financial statements ("the financial statements") of BlueRush Inc. and its subsidiary (the "Company") as at and for the three and nine months ended April 30, 2021 and 2020 have been prepared by the Company's management in accordance with International Financial Reporting Standards applicable to the financial statements (see note 2 to the financial statements). Recognizing that the Company is responsible for both the integrity and objectivity of the financial statements, management is satisfied that these financial statements have been fairly presented.

#### **Auditors' Involvement**

MNP LLP, the external auditors of the Company, have not audited or performed review procedures applicable to auditor review of these financial statements as at and for the three and nine months ended April 30, 2021 and 2020 nor have they conducted any procedures with respect to the supplementary financial schedules herein.

### CONDENSED CONSOLIDATED INTERIM STATEMENTS OF FINANCIAL POSITION AS OF APRIL 30, 2021 AND JULY 31, 2020

(Presented in Canadian Dollars)

<u>,                                    </u>	N .	April 30, 2021		July 31, 2020	
	Note	(	Unaudited)		(Audited)
ASSETS					
Current Assets					
Cash		\$	3,233,221	\$	1,343,953
Short term investments	4		16,986		16,881
Accounts receivable	23		483,669		263,324
Prepaids and other assets			245,159		134,594
Investment tax credits refundable			198,840		289,774
Unbilled revenue			26,977		94,311
Work in process			677		8,424
Total Current Assets			4,205,529		2,151,261
Non-Current Assets					
Equipment	5		65,025		54,476
Intangibles	7		37,694		100,682
Right-of-use assets	6		156,219		252,366
Contract cost	22		57,990		-
Total Assets		\$	4,522,457	\$	2,558,785
LIABILITIES AND EQUITY (DEFICIENCY)					
Current Liabilities					
Accounts payable and accrued liabilities	8	\$	1,278,272	\$	1,084,471
Short term debt	9		-		165,500
Contract liabilities	10		1,276,425		1,066,461
Term loans - current portion	11		329,259		364,219
Lease liabilities - current portion	12		130,414		127,629
Provision			45,370		87,472
Total Current Liabilities			3,059,740		2,895,752
Non-Current Liabilities					
Term loans	11		17,714		75,472
Lease liabilities	12		27,338		124,598
Convertible debentures	13		718,902		3,185,306
Deferred taxes			9,251		114,795
Total Liabilities			3,832,945		6,395,923
Equity (Deficiency)					
Share capital	14		9,024,685		3,042,490
Contributed surplus			3,743,197		2,180,090
Deficit Deficit			(12,078,370)		(9,059,718)
Total Equity (Deficiency)			689,512		(3,837,138)
Total Liabilities and Equity (Deficiency)		\$	4,522,457	\$	2,558,785
Approved on Behalf of the Board					
(Signed) - "Larry Lubin", Director	(Signe	ed) - "Pa	uul G. Smith", Direct	or	
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### CONDENSED CONSOLIDATED INTERIM STATEMENTS OF COMPREHENSIVE LOSS FOR THE THREE MONTHS ENDED APRIL 30, 2021 and 2020

(Presented in Canadian Dollars)

	Note		2021		2020
REVENUE					
Subscriptions and support	17	\$	517,878	\$	359,652
Services	17	Ψ.	251,247	Ψ	697,411
Interest			499		2,251
			769,624		1,059,314
COST OF SALES					
Subscriptions and support	18		93,443		99,872
Services	18		143,571		352,614
			237,014		452,486
GROSS PROFIT			532,610		606,828
EXPENSES					
Sales and marketing	18		708,754		518,685
General and administrative	18		380,468		289,029
Research and development	18		432,903		388,157
Restructuring costs			-		19,019
Share-based payments	15		49,980		(8,706)
Interest and bank charges			47,762		92,692
Amortization of equipment and right-of-use assets	5, 6		36,625		35,846
Amortization of intangible assets and contract costs	7, 22		27,439		20,994
Total Expenses			1,683,931		1,355,716
LOSS FROM OPERATIONS BEFORE OTHER					
INCOME AND TAXES			(1,151,321)		(748,888)
Other income	20		101,958		207,907
LOSS BEFORE TAXES			(1,049,363)		(540,981)
Deferred income tax recovery			(2,489)		(6,245)
LOSS FROM CONTINUING OPERATIONS			(1,046,874)		(534,736)
LOSS FROM DISCONTINUED OPERATIONS	19		(1,010,071)		(25,727)
NET LOSS AND COMPREHENSIVE LOSS	17	\$	(1,046,874)	\$	(560,463)
					,
LOSS PER WEIGHTED AVERAGE NUMBER OF SH	ARES OUT	STAN	DING - BASIC	AND	DILUTED:
CONTINUING OPERATIONS		\$	(0.01)	\$	(0.01)
DISCONTINUED OPERATIONS		\$	0.00	\$	(0.00)
CONTINUING AND DISCONTINUED OPERATION	NS	\$	(0.01)	\$	(0.01)
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING - BASIC AND DILUTED			160,897,721		78,366,242

### CONDENSED CONSOLIDATED INTERIM STATEMENTS OF COMPREHENSIVE LOSS FOR THE NINE MONTHS ENDED APRIL 30, 2021 and 2020

(Presented in Canadian Dollars)

(Onaudiced)	Note		2021		2020
REVENUE					
Subscriptions and support	17	\$	1,487,018	\$	910,909
Services	17	Ψ	1,009,893	Ψ	2,065,188
Interest			705		16,083
			2,497,616		2,992,180
COST OF SALES					
Subscriptions and support	18		274,062		287,980
Services	18		720,317		1,141,625
			994,379		1,429,605
GROSS PROFIT			1,503,237		1,562,575
EXPENSES					
Sales and marketing	18		1,663,772		1,786,974
General and administrative	18		1,044,725		1,055,217
Research and development	18		1,148,214		1,170,984
Restructuring costs			18,101		19,019
Share-based payments	15, 16		529,651		88,532
Interest and bank charges			330,142		286,991
Amortization of equipment and right-of-use assets	5, 6		108,727		107,744
Amortization of intangible assets and contract costs	7, 22		82,318		62,987
Total Expenses			4,925,650		4,578,448
LOSS FROM OPERATIONS BEFORE OTHER					
INCOME AND TAXES			(3,422,413)		(3,015,873)
Other income	20		381,541		207,907
LOSS BEFORE TAXES			(3,040,872)		(2,807,966)
Deferred income tax recovery			(22,220)		(18,454)
LOSS FROM CONTINUING OPERATIONS			(3,018,652)		(2,789,512)
LOSS FROM DISCONTINUED OPERATIONS	19		-		2,203,186
NET LOSS AND COMPREHENSIVE LOSS		\$	(3,018,652)	\$	(586,326)
LOSS PER WEIGHTED AVERAGENUMBER OF SHA	ARES OUTS	TAN	DING - BASIC	AND	DILUTED:
CONTINUING OPERATIONS		\$	(0.03)	\$	(0.04)
DISCONTINUED OPERATIONS		\$	0.00	\$	0.03
CONTINUING AND DISCONTINUED OPERATION	NS	\$	(0.03)	\$	(0.01)
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING - BASIC AND DILUTED			105,808,384		77,839,861

### CONDENSED CONSOLIDATED INTERIM STATEMENTS OF CHANGES IN EQUITY (DEFICIENCY) FOR THE NINE MONTHS ENDED APRIL 30, 2021 and 2020

(Presented in Canadian Dollars)

	Note	Common Shares	Share Capital	Contributed Surplus	Retained Earnings (Deficit)	Total Equity (Deficiency)
Balance - August 1, 2019		75,251,848	\$ 2,804,938	\$ 2,054,753	\$ (7,745,487) \$	(2,885,796)
Common shares issued	14	470,085	35,471	(35,471)	-	-
Exercise of warrants	14, 16	2,644,309	202,081	(59,626)	-	142,455
Warrant expired	16	-	73,804	(73,804)	-	-
Share-based payments	15	-	-	88,532	-	88,532
Net loss		-	-	-	(586,326)	(586,326)
Balance - April 30, 2020		78,366,242	\$ 3,116,294	\$ 1,974,384	\$ (8,331,813) \$	(3,241,135)
Balance - August 1, 2020		78,366,242	3,042,490	2,180,090	(9,059,718)	(3,837,138)
Conversion of certain 2018 convertible debentures	14	11,904,759	1,329,704	(223,467)	-	1,106,237
Conversion of all 2020 convertible debentures	14	24,166,664	1,453,113	(97,450)	-	1,355,663
Private placement	14, 16	47,619,046	3,199,378	1,026,944	-	4,226,322
Broker warrants for private placement	16	-	-	334,180	-	334,180
Incentive warrants for 2018 convertible debts conversion	16	-	-	413,080	-	413,080
Share-based payments	15	-	-	109,820	-	109,820
Net loss		-	-	-	(3,018,652)	(3,018,652)
Balance - April 30, 2021		162,056,711	\$ 9,024,685	\$ 3,743,197	\$ (12,078,370) \$	689,512

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

### CONDENSED CONSOLIDATED INTERIM STATEMENTS OF CASH FLOWS FOR THE NINE MONTHS ENDED APRIL 30, 2021 and 2020

(Presented in Canadian Dollars) (Unaudited)

	Note		2021		2020
CASH FLOWS FROM OPERATING ACTIVITIES					
Net loss		\$	(3,018,652)	\$	(586,326)
Items not requiring an outlay of cash:		•	(0,0:0,00=)	Ψ.	(000,020)
Depreciation of equipment and right-of-use assets	5, 6		108,727		107,744
Amortization of intangible assets	7		62,988		65,477
Amortization of intangible assets	22		19,330		-
Share-based payments	15		109,820		88,532
Inducement expenses	16		413,080		-
Accretion and accrued interest	10		(65,440)		167.955
Gain on sale of asset			(05,110)		(2,216,205)
Deferred income taxes			(22,219)		(18,454)
Unrealized loss (gain) on foreign exchange			55,496		(10, 13 1)
Changes in non-cash working capital:			33,470		-
Accounts receivable			(220,345)		(106,133)
Prepaids and other assets			(110,565)		(15,407)
Work in process			7,747		(90,364)
Unbilled revenue			67,334		(127,090)
Contract Costs			(77,320)		(127,090)
Investment tax credits refundable			, , ,		(75 502)
			90,934		(75,503)
Accounts payable and accrued liabilities  Contract liabilities			193,802		337,582
			209,964		(323,323)
Provision			(42,102)		-
NET CASH USED IN OPERATING ACTIVITIES			(2,217,421)		(2,791,515)
CASH FLOWS FROM FINANCING ACTIVITIES					
Repayment of short term debt	9		(165,500)		(118,520)
Proceeds from units issued in private placement, net of cash costs	14		4,560,501		-
Repayment of lease liabilities	12		(108,987)		(104,012)
Proceeds from exercise of warrants	14, 16		-		142,455
Repayment of term loans	11		(100,700)		(115,102)
NET CASH PROVIDED BY (USED IN) FINANCING					
ACTIVITIES			4,185,314		(195,179)
CASH FLOWS FROM INVESTING ACTIVITIES Proceeds from disposal of discontinued operations	19				2,266,737
·	4		-		, ,
Proceeds from (purchases of) short term investments	•		(22.120)		17,585
Purchase of equipment	5	-	(23,129)		(9,019)
NET CASH PROVIDED BY (USED IN) INVESTING					
ACTIVITIES			(23,129)		2,275,303
NET INCREASE (DECREASE) IN CASH			1,944,764		(711,391)
EFFECT OF EXCHANGE RATE CHANGES ON CASH			(55,496)		-
CASH, BEGINNING OF PERIOD			1,343,953		887,833
CASH, END OF PERIOD		\$	3,233,221	\$	176,442
SUPPLEMENTAL CASH FLOW INFORMATION:					
Interest paid		\$	382,546	\$	119,036
Income taxes paid		\$	-	\$	, , , , , ,
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### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

#### I. NATURE OF BUSINESS

BlueRush Inc. ("BlueRush" or the "Company"), through its wholly owned subsidiary, BlueRush Digital Media Corp., offers a Software as a Service ("SaaS") based marketing and sales enablement platform that enables organizations to achieve greater engagement with their customers. Another key component of BlueRush is its services offerings, consisting of the creation of compelling personalized videos, as well as a full suite of customizable financial tools. The Company was incorporated on April 6, 2004 in the Province of Ontario. The Company is listed on the TSX Venture Exchange under the symbol "BTV" and is headquartered at 75 Sherbourne Street in Toronto, Canada. On April 27, 2018, the Company changed its name from BlueRush Media Group Corp. to BlueRush Inc.

#### 2. BASIS OF PREPARATION

### **Statement of Compliance**

These condensed consolidated interim financial statements ("financial statements") have been prepared in accordance with International Accounting Standard ("IAS") 34, *Interim Financial Reporting*, as issued by the International Accounting Standards Board ("IASB").

These financial statements should be read in conjunction with the Company's 2020 annual financial statements and applies the same accounting policies unless otherwise noted.

These financial statements were authorized by the Board of Directors on June 28, 2021.

#### **Basis of Measurement**

These consolidated financial statements have been prepared on the historical cost basis except for financial instruments classified as fair value through profit or loss, which are stated at fair value. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

### **Functional and Presentation Currency**

The functional and presentation currency of the Company and its subsidiary is the Canadian dollar.

### **Basis of Consolidation**

These consolidated financial statements include the accounts of BlueRush and its wholly-owned subsidiary, BlueRush Digital Media Corp. All intercompany accounts and transactions have been eliminated on consolidation.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 2. BASIS OF PREPARATION (Continued)

### **Going Concern**

The consolidated financial statements are prepared on a going concern basis, which assumes that the Company will be able to meet its obligations and continue its operations for the foreseeable future. The Company has incurred losses from operations during the nine months ended April 30, 2021 of \$3,018,652 and has an accumulated deficit of \$12,078,370 as at April 30, 2021 (July 31, 2020 - \$9,059,718). The Company has funded its general working capital, research and development ("R&D") and sales & marketing needs principally through the issuance of securities and convertible debentures. As at April 30, 2021 the Company had current assets of \$4,205,529 (July 31, 2020 - \$2,151,261) and current liabilities of \$3,059,740 (July 31, 2020 - \$2,895,752) and working capital of \$1,145,789 (July 31, 2020 - deficit of 744,491). The Company's ability to continue as a going concern is dependent upon achieving profitable operations and upon obtaining additional financing. On February 11, 2021, the Company closed a non- brokered private placement financing pursuant to which the Company raised gross proceeds of \$5,000,000 through the issuance of 47,619,046 units of the Company at \$0.105 per Unit. There is no certainty that such funding will be available on a going concern basis. These conditions raise doubt about its ability to continue as a going concern and realize its assets and pay its liabilities as they become due.

Management continues to evaluate the impact of COVID-19 on the Company's business including state of capital markets, funding any expansion of its operations, expanded sales efforts, IndiVideo's R&D investment, and strategic partnership agreements in global territories. The outbreak may also cause staff shortages, increased government regulations or interventions, all of which may negatively impact the business, financial condition or results of operations of the Company.

The governments of jurisdictions in which the Company operates have approved legislation with the intent to provide aid to businesses affected by COVID-19. This included the Canada Emergency Wage Subsidy (CEWS), announced by the Government of Canada in April 2020. Subsidies have been made available to qualifying entities to offset certain expenses relating to employee wages, payroll taxes and office rent. For the quarter ended April 30, 2021, the Company qualified and submitted claims for \$101,958 (April 30, 2020 - \$207,907) and recognized as other income in the unaudited condensed consolidated interim statements of comprehensive loss.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

#### 3. SIGNIFICANT ACCOUNTING POLICIES

### **Discontinued Operations**

A discontinued operation is a component that either has been disposed of, or is classified as held for sale, and

- (a) represents a separate major line of business or geographical area of operations,
- (b) is part of a single co-ordinated plan to dispose of a separate major line of business or geographical area of operations, or
- (c) is a subsidiary acquired exclusively with a view to resale.

A component of an entity comprises operations and cash flows that can be clearly distinguished, operationally and for financial reporting purposes, from the rest of the entity. In other words, a component of an entity will have been a cash-generating unit or a group of cash-generating units while being held for use.

### IFRS 16, Leases ("IFRS 16")

#### Leases

The Company recognizes an ROU asset and a lease liability at the lease commencement date. The ROU asset is initially measured at cost, and subsequently at cost less any accumulated depreciation and impairment losses and adjusted for certain remeasurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Company's incremental borrowing rate. Generally, the Company uses its incremental borrowing rate as the discount rate.

The lease liability is subsequently increased by the interest cost on the lease liability and decreased by lease payments made. It is remeasured when there is a change in future lease payments arising from a change in rate, a change in the estimate of the amount expected to be payable under a residual value guarantee, or as appropriate, changes in the assessment of whether a purchase or extension option is reasonably certain to be exercised or a termination option is reasonably certain not to be exercised.

The Company has applied judgment to determine the lease term for lease contracts which include renewal options. The assessment of whether the Company is reasonably certain to exercise such options impacts the lease term, which significantly affects the amount of lease liabilities and ROU assets recognized.

Leases with a term less than twelve months or of low value are expensed as incurred.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Transition**

The Company adopted IFRS 16 in its audited consolidated financial statements for the year ended July 31, 2020, using the modified retrospective approach under which the cumulative effect of initial application is recognized in retained earnings at August 1, 2019. Accordingly, the prior period financial information has not been restated – i.e. it is presented, as previously reported, under IAS 17 and related interpretations.

The Company has available the following practical expedients as permitted under the new IFRS 16 standard:

- i) Leases with a remaining lease term of fewer than twelve months can be classified as short-term leases.
- ii) Leases of low dollar value continue to be expensed as incurred.
- iii) Any immaterial rent concessions and deferrals as a direct consequence of the COVID-19 pandemic are not treated as lease modifications.

As a result of initially applying IFRS 16, the Company has no short-term or low dollar value leases as of August 1, 2019. In relation to the leases that were previously classified as operating leases, related to the Company's lease of its office spaces in Toronto and Montreal, the Company would recognize lease liabilities of \$365,858 for its premises leases by discounting the remaining lease payments of \$418,150 at the incremental borrowing rate of 8.86% to 9.96% per annum.

#### 4. SHORT TERM INVESTMENTS

Short term investments consist of Guaranteed Investment Certificates ("GICs") in the amount of \$16,986, consisting of \$16,965 principal plus accrued interest of \$21 (July 31, 2020 - \$16,881, consisting of \$16,550 principal plus accrued interest of \$331) which bear interest at a nominal interest rate and mature in November 2021 at a projected value of \$17,007. The GICs were obtained as letters of credit for financing received as discussed in note 9.

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 5. EQUIPMENT

The components of equipment are as follows as of April 30, 2021:

Cost	-	iture and ixtures	omputer uipment	Total
Opening balance - August 1, 2020 Additions Disposals	\$	88,806 833	\$ 160,782 22,296 -	\$ 249,588 23,129 -
Closing balance - April 30, 2021	\$	89,639	\$ 183,078	\$ 272,717

Accumulated Amortization	 iture and ixtures	omputer uipment	Total
Opening balance - August 1, 2020 Amortization	\$ 70,505 2,630	\$ 124,607 9,950	\$ 195,112 12,580
Closing balance - April 30, 2021	\$ 73,135	\$ 134,557	\$ 207,692

Carrying Value	iture and xtures	mputer uipment	Total
Balance - August 1, 2020	\$ 18,301	\$ 36,175	\$ 54,476
Balance - April 30, 2021	\$ 16,504	\$ 48,521	\$ 65,025

### 6. RIGHT-OF-USE ASSETS

The components of right-of-use assets are as follows as of April 30, 2021:

Cost or Deemed Cost	
Opening balance - August 1, 2020 Additions	\$ 380,562 -
Closing balance - April 30, 2021	\$ 380,562

Right-of-Use assets pertains to lease of office building.

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 6. RIGHT-OF-USE ASSETS (Continued)

Accumulated Depreciation	
Opening balance - August 1, 2020 Depreciation	\$ 128,196 96,147
Closing balance - April 30, 2021	\$ 224,343
Carrying Value	
Balance - August 1, 2020	\$ 252,366
Balance - April 30, 2021	\$ 156,219

As a result of initially applying IFRS 16, the Company recognized right-of-use assets of \$380,562 as of August 1, 2019. Depreciation expense of \$32,049 and \$96,147 was recognized from these leases during the three and nine months ended April 30, 2021.

### 7. INTANGIBLES

The components of internally generated intangible assets are as follows as of April 30, 2021:

Cost	
Opening balance - August 1, 2020 Additions Disposals	\$ 419,923 - -
Closing balance - April 30, 2021	\$ 419,923
Accumulated Amortization	
Opening balance - August 1, 2020 Amortization Disposals	\$ 319,241 62,988 -
Closing balance - April 30, 2021	\$ 382,229
Carrying Value	
Balance - August 1, 2020	\$ 100,682
Balance - April 30, 2021	\$ 37,694

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

#### 8. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities are as follows:

	•	April 30, 2021	July 31, 2020		
Trade accounts payable	\$	475,075	\$ 442,823		
Accrued liabilities		121,210	172,917		
Accrued vacation payable and other employee benefits		323,018	301,631		
Customer deposits		358,969	167,100		
	\$	1,278,272	\$ 1,084,471		

#### 9. SHORT TERM DEBT

During the year ended July 31, 2019, the Company received approval for new bridge loans from Investissement Quebec ("IQ") of up to \$337,900 by way of two separate loans based on the Company's eligibility of the 2018 and 2019 Scientific Research and Experimental Development ("SRED") claims (\$172,400 and \$165,500, respectively). The Company received total advances from IQ in the amount of \$284,020, being \$118,520 for the 2018 SRED claim and \$165,500 for the 2019 SRED claim. The loans will be used to fund working capital requirements and are secured against the expected refundable portion of the Company's fiscal 2018 and 2019 SRED claims. The loans bear interest at prime rate plus 2.25% per annum, where prime rate is the rate used by the majority of six Canadian Chartered banks as chosen by IQ.

The loans are repayable on the earlier of the following dates:

- the date the Company files its corporate income tax return and the SRED claim is deducted from income taxes payable at that time;
- the date the Company is required to file its corporate income tax return if the return is not filed:
- the date a refund is received from the relevant authorities regarding the refundable SRED claims; or
- January 31, 2020 with respect to the 2018 advances and January 31, 2021 with respect to the 2019 advances.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 9. SHORT TERM DEBT (Continued)

The loans are secured granting IQ a senior-ranking hypotech in the amount of \$337,900 and an additional hypotech in the amount of \$67,580 (being \$34,480 related to the 2018 SRED claim advances and \$33,100 related to the 2019 SRED claim advances) charging the universality of the Company's present and future claims and accounts receivable, giving priority to the Company's present and future tax credits. In addition, the Company must maintain an irrevocable standby letter of credit in favour of IQ representing an amount of 10% of the loans guaranteeing all the Company's obligations under the loans, with maturity dates of February 21, 2020 for the 2018 SRED claim advances and February 19, 2021 for the 2019 SRED claim advances. As discussed in note 4, the Company has secured letters of credit totalling \$16,965 plus any accrued interest (July 31, 2020 - \$16,550) with one year GICs at a nominal interest rate. During the nine months ended April 30, 2021, the Company repaid the full amount of the fiscal 2019 SRED advances to IQ in the amount of \$165,500.

#### **10. CONTRACT LIABILITIES**

Contract liability is an entity's obligation to transfer services to a customer for which the entity has received consideration, commonly referred to as deferred revenue. The following table represents changes in contract liabilities for the nine months ended April 30, 2021:

Balance - August 1, 2020 Invoiced during the period, excluding amount recognized as revenue Amount recognized as revenue	\$ 1,066,461 2,430,917 (2,220,953)
Balance - April 30, 2021	\$ 1,276,425

### **II. TERM LOANS**

	,	April 30, 2021	July 31, 2020
Investissement Quebec (i) Business Development Bank of Canada (ii)	\$	229,319 121,220	\$ 280,319 170,920
Transaction costs Current portion		350,539 (3,566) (329,259)	451,239 (11,548) (364,219)
	\$	17,714	\$ 75,472

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### II. TERM LOANS (Continued)

(i) In June and July 2015, the Company received a term loan from Investissement Quebec ("IQ") in the amount of \$1,000,000 to fund working capital requirements. The term loan is interest bearing at prime rate plus 3.15% per annum. Interest only payments were required until June 2016 (12 months); thereafter monthly principal payments of \$16,667 plus interest were paid until January 2020. During the year ended July 31, 2020, the Company both renegotiated the payment terms of the remaining balance of \$283,319 (\$383,321 as at July 31, 2019) while also receiving a moratorium on all outstanding principal for 6 months due to COVID-19 beginning March 2020. Monthly principal payments of \$3,000 plus interest are due from September 2020 to January 2021. Following this, the Company's monthly principal payments will be \$12,000 plus interest from February 2021 to June 2021, thereafter \$20,000 plus interest until November 2021 with the final payment of \$105,319 due in December 2021. The loan is secured by a universal mortgage on all present and future assets, including a first ranking on tax credits. Two current directors / officers of the Company have personally guaranteed a total of \$50,000 of the loan.

As of July 31, 2020, the Company was not in compliance on both financial covenants relating to these term loans. The Company obtained a waiver of these financial covenants from IQ such that the term loan did not become payable on demand and the terms of the loan remained unchanged as at April 30, 2021.

(ii) In July 2015, the Company received a term loan from the Business Development Bank of Canada ("BDC") in the amount of \$250,000 to fund working capital needs. The term loan is interest-bearing at BDC's Floating Base Rate plus 2.5% per annum. The first monthly principal payment of \$4,560 plus interest was paid in July 2016, thereafter monthly principal payments of \$4,160 plus interest were paid until January 2019. In February 2019, the Company renegotiated the payment terms of the remaining balance of \$120,640. In March 2020, the Company again renegotiated the payment terms of the remaining balance of \$107,640. Monthly principal payments of \$1,000 plus interest are due from September 2020 to January 2021, thereafter monthly principal payments of \$9,300 plus interest are due until November 2021, with the final payment of \$9,640 due in December 2021. Two current directors / officers of the Company have personally guaranteed 64% of the outstanding balance of the loan, and the Company has guaranteed the full amount of the outstanding commitment of the loan. In October 2016, the Company received an additional \$100,000, less transactions costs of \$2,000, with the same terms and conditions stated above except the first monthly principal payment of \$2,060 plus interest was paid in September 2017, thereafter monthly principal payments of \$1,660 plus interest were paid until January 2019. In February 2019, the Company renegotiated the payment terms of the remaining balance of \$71,380. In March 2020, the Company again renegotiated the payment terms of the remaining balance of \$63,280. Monthly principal payments of \$2,100 plus interest are due from September 2020 to January 2023, with the final payment of \$2,380 due in February 2023.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 11. TERM LOANS (Continued)

Principal scheduled repayments under the term loans are due as follows:

2021 (Three months) 2022 2023	\$ 78,200 257,359 14,980
	\$ 350,539

### 12. LEASE LIABILITIES

Two to five years

On August 1, 2019, the Company measured its lease liabilities and discounted the remaining lease payments of \$418,150 using the incremental borrowing rate which is between 8.86% to 9.96% per annum.

The following table presents the lease liabilities for the Company:

252 227		
252,227 - 14,511 (108,986)	\$	- 365,858 29,267 (142,898)
157,752 (130,414)		252,227 (127,629
27,338	\$	124,598
	(108,986) 157,752 (130,414)	(108,986) 157,752 (130,414) 27,338 \$

27,568

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

#### 13. CONVERTIBLE DEBENTURES

	April 30, 2021			July 31, 2020		
Principal amount	\$	3,450,000	\$	2,000,000		
Addition		-		1,450,000		
Equity component on initial recognition		(632,320)		(632,320)		
Transaction costs		(55,871)		(55,871)		
Accretion		260,669		ì74,627 <sup>°</sup>		
Accrued interest		551,151		361,302		
Interest payment		(476,151)		(112,432)		
Conversion		(2,378,576)		` <b>-</b>		
	\$	718,902	\$	3,185,306		

On October 31, 2018, the Company issued convertible debentures (the "Debentures I") for total gross proceeds of \$2,000,000. The Debentures have the following terms:

- Mature on October 31, 2023.
- Bear interest at 10% per annum and will be payable quarterly starting in year two being January 31, 2020. The Company has the option to pay all or a portion of interest in kind by way of common shares in the Company at a deemed price equal to the volume-weighted average trading price of the common shares for the period of ten (10) days prior to the interest payment date. In the event the Company elects to convert accrued interest into common shares, the interest rate for the amount to be converted into common shares shall be based on 12%. Accrued interest for year one will be paid on the maturity date.
- In the event the volume-weighted average trading price of the common shares is greater than \$0.25 for 20 consecutive trading days at any time following October 31, 2019, the Company shall have the option to invite holders of Debentures I to convert the then outstanding principal of the Debentures I into Common Shares at \$0.105 per share (the "Conversion Price"). In the event a holder does not elect to convert the Conversion Price shall increase to \$0.15. Subject to the foregoing, the principal of the Debentures I may be converted at any time in whole or in part at the holder's option into common shares at the Conversion Price in effect at such time. On the maturity date, the principal of the Debentures I may be converted in whole or in part at the Company's option into common shares at the Conversion Price in effect at such time.
- The principal of the Debentures I are redeemable in whole or part by the Company at any time following twelve (12) months from the closing date plus a 25% premium on the principal.

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 13. CONVERTIBLE DEBENTURES (Continued)

The conversion feature of the Debentures I meets the fixed for fixed criteria and is therefore presented as an equity instrument in accordance with IAS 32. The debt component of the Debentures I was measured at fair value at initial recognition. To determine the initial amount of the respective debt and equity components of the Debentures I issued, the carrying amount of the financial liability was first calculated by discounting the stream of future principal and interest payments at the rate of interest prevailing at the date of issue for instruments of similar term and risk, which the Company has estimated as 16.52%. The debt component was then deducted from the total carrying amount of the compound instrument to derive the equity component. The debt component was assigned a value of \$1,499,653 and the equity component was assigned a value of \$500,347 (less deferred income taxes of \$134,297). The debt component is subsequently accounted for at amortized cost using the effective interest rate method. Transaction costs of \$33,986 were paid related to the Debentures I, of which \$25,484 was deducted from the value of the debt component and \$8,502 was deducted from the residual value of the equity component.

On July 30, 2020, the Company completed an issuance of convertible debentures ("Debentures II") for the total gross proceeds of \$1,450,000. The Debentures II have the following terms:

- Mature on May 31, 2023.
- Bear interest at 10% per annum and will be payable annually. At the option of the Subscribers, the interest will be convertible into Common Shares based on the volumeweighted average trading price of the Common Shares for the ten (10) days prior to the interest payment date.
- The Debentures II shall be convertible into Common Shares at the option of the Subscribers at \$0.06 per share during the first 12 months of the term and \$0.10 per share in the final 24 months of the term.
- The Debentures II have a hold period of 4 months from the Closing Date.

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 13. CONVERTIBLE DEBENTURES (Continued)

The conversion feature of the Debentures II meets the fixed for fixed criteria and is therefore presented as an equity instrument in accordance with IAS 32. The debt component of the Debentures II was measured at fair value at initial recognition. To determine the initial amount of the respective debt and equity components of the Debentures issued, the carrying amount of the financial liability was first calculated by discounting the stream of future principal and interest payments at the rate of interest prevailing at the date of issue for instruments of similar term and risk, which the Company has estimated as 14.26%. The debt component was then deducted from the total carrying amount of the compound instrument to derive the equity component. The debt component was assigned a value of \$1,307,372 and the equity component was assigned a value of \$142,628 (less deferred income taxes of \$43,026). The debt component is subsequently accounted for at amortized cost using the effective interest rate method. Transaction costs of \$21,886 were paid related to the Debentures II, of which \$19,733 was deducted from the value of the debt component and \$2,153 was deducted from the residual value of the equity component.

On January 15, 2021, the Company announced non-brokered private placement financing pursuant to which the Company proposed to raise gross proceeds of a minimum of \$2,000,000 and a maximum of \$5,000,000 through the issuance of a minimum of 19,047,619 and a maximum of 47,619,046 units of the Company at \$0.105 per Unit.

Subject to the conditions set out, the registered holder of a three year 10% unsecured convertible Debentures II elected to convert principal amount of Debenture II into common shares in the capital of the Company at \$0.06 per share in accordance with the terms of the Debenture (the "Conversion") with a minimum of 90% (\$1,305,000) of the Company's outstanding Debentures II.

The holder of Debenture I, a five year 10% unsecured convertible debenture issued by the Company elected to convert principal amount of the Debenture I into common shares in the capital of the Company at \$0.105 per share in accordance with the terms of the 2018 Debenture (the "Conversion") with a minimum of 50% (\$1,000,000) of the Company's outstanding Debenture I. The issuance by the Company to the undersigned one-half of one warrant for each share issued upon Conversion, with each whole warrant entitling the undersigned to acquire one additional common share of the Company at a price of \$0.18 per share until January 29th, 2024, subject to acceleration. The expiry of the warrants may be accelerated by the Company, if the volume-weighted average trading price of the Company's common shares on the TSX Venture Exchange is greater than \$0.22 for any twenty (20) consecutive trading days, at which time the Company may, within ten (10) business days, accelerate the expiry date of the warrants and applicable holds.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 13. CONVERTIBLE DEBENTURES (Continued)

On January 29th, 2021, as part of the private placement, a conversion of the gross proceeds of \$1,450,00 convertible Debentures II resulted in issue of 24,166,664 common shares in the capital of the Company. For Debenture I, there were partial conversions of the gross proceeds of \$1,250,000 convertible debenture resulting in issue of 11,904,759 shares with 5,952,378 warrants exercisable at \$0.18 to January 29, 2024 and reduction in the debenture outstanding to \$750,000. All interest owing on the principal amount of these debentures was paid to the debenture holders in cash concurrently with the issuance of the common shares.

Scheduled interest payments under the Debentures are due as follows:

2021 2022 2023	\$ 18,904 75,000 75,000
2024	93,904
Thereafter	-
	\$ 262,808

#### 14. SHARE CAPITAL

The Company has authorized an unlimited number of common shares and has 162,056,711 common shares issued and outstanding as at April 30, 2021 (78,366,242 as at July 31, 2020).

During the nine months ended April 30, 2021, warrant holders did not exercise any warrants.

On February 11, 2021, the Company completed a non-brokered private placement consisting of 47,619,046 units at a price of \$0.105 per share for gross proceeds of \$5 million. All units consist of one common share and one share purchase warrant entitling the holder to purchase one additional common share for three years at a price of \$0.18 per share with conditions to accelerate. All shares issued in connection with the placement are subject to a statutory four-month hold period in accordance with applicable securities law legislation. The accrued share issuance costs associated with the tranche are \$48,847.

On January 29, 2021, certain convertible debenture holders exercised an accelerated conversion to convert their debentures for common shares. There were partial conversions of the gross proceeds of \$1,250,000 at a price of \$0.105 on Debenture I resulting in issue of 11,904,759 common shares and on Debenture II, a conversion of the gross proceeds of \$1,450,000 at a price of \$0.06 resulted in issue of 24,166,664 common shares in the capital of the Company. All shares issued in connection with the conversion are subject to a statutory four-month hold period in accordance with applicable securities law legislation.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 14. SHARE CAPITAL (Continued)

During the nine months ended April 30, 2020, warrant holders exercised 2,059,169 warrants at \$0.05 for total gross proceeds of \$102,958 and 585,140 warrants at \$0.0675 for total gross proceeds of \$39,497. In addition, 470,085 common shares were issued for warrants exercised prior to July 31, 2019 but not issued until August 2019, with a corresponding transfer of \$35,471 related to this exercise from contributed surplus to share capital.

#### 15. SHARE-BASED PAYMENTS

A summary of the status of the Company's stock options as at April 30, 2021 and 2020 and changes during the nine months then ended is presented below:

	Nine months ended April 30, 2021			Nine months ended April 30, 2020			
		Weighted Average		A	eighted verage		
	Number of Exercise Options Price			Number of Options	Exercise Price		
Outstanding - beginning of							
period	12,892,754	\$	0.09	12,830,000	\$	0.12	
Granted	8,700,000		0.15	4,343,312		0.05	
Exercised	-		-	-		-	
Expired	(1,149,442)		0.10	(3,975,000)		0.15	
Outstanding - end of period	20,443,312	\$	0.11	13,198,312	\$	0.09	
Exercisable - end of period	8,369,262	\$	0.10	7,089,015	\$	0.11	

The weighted average remaining contractual life of stock options as of April 30, 2021 is 3.63 years (July 31, 2020 - 3.31 years).

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 15. SHARE-BASED PAYMENTS (Continued)

The Company had the following stock options outstanding as of April 30, 2021:

Number of Options Outstanding	Number of Options Exercisable	Exercise Price \$	Expiry Date	Remaining Life (Years)
575,000	575,000	0.150	May 10, 2022	1.03
3,500,000	3,500,000	0.100	December 11, 2022	1.62
1,750,000	1,750,000	0.120	March 7, 2023	1.85
50,000	50,000	0.150	November 15, 2023	2.55
500,000	361,100	0.080	February I, 2024	2.76
1,025,000	626,375	0.085	June 12, 2024	3.12
425,000	200,683	0.080	November 8, 2024	3.53
3,918,312	1,306,104	0.050	April 10, 2025	3.95
1,450,000	- -	0.120	January 13, 2026	4.71
7,250,000	-	0.160	April 23, 2026	4.98
20,443,312	8,369,262			

On November 8, 2019, the Company granted 425,000 options to employees. Each stock option is exercisable into common shares of the Company at an exercise price of \$0.08. One third of the options vest on November 8, 2020 and thereafter the remaining options vest monthly over a period of 24 months. The options expire in five years from the date of grant.

On April 10, 2020, the Company granted 3,918,312 options to an employee of the Company. Each stock option is exercisable into common shares of the Company at an exercise price of \$0.05. 326,526 options vest on July 10, 2020 and thereafter the remaining options vest monthly over a period of 33 months. The options expire in five years from the date of grant.

On January 13, 2021, the Company granted 1,450,000 options to employees. Each stock option is exercisable into common shares of the Company at an exercise price of \$0.12. One third of the options vest on January 13, 2022 and thereafter the remaining options vest monthly over a period of 24 months. The options expire in five years from the date of grant.

On April 23, 2021, the Company granted 7,250,000 options to employees. Each stock option is exercisable into common shares of the Company at an exercise price of \$0.16. One third of the options vest on April 23, 2022 and thereafter the remaining options vest monthly over a period of 24 months. The options expire in five years from the date of grant.

Share-based payments for all vested options for the three and nine months ended April 30, 2021 was \$49,980 and \$109,820, respectively (three and nine months ended April 30, 2020 - \$(8,706) and \$88,532, respectively), which was credited to contributed surplus and expensed to share-based payments.

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020 (Presented in Canadian Dollars)

(Presented in Canadian Dollars)
(Unaudited)

#### 16. SHARE PURCHASE WARRANTS

During the nine months ended April 30, 2021, warrant holders did not exercise any warrants.

On February 11, 2021, the Company completed a private placement for gross proceeds of \$5 million. The terms were: 47,619,046 units at a price of \$0.105 per unit. All units consist of one common share and one share purchase warrant entitling the holder to purchase one additional common share for three years at price of \$0.18 per share with conditions to accelerate. The expiry of the warrants may be accelerated by the Company at any time following the four (4) month hold and prior to the expiry date of the warrants by announcing the reduced warrant term, whereby if the VWAP of common shares is greater than \$0.22 for any 20 consecutive trading days, the Company may accelerate the expiry and exercise conversion at \$0.18 per warrant. The number of warrants issued as part of the tranche was 47,619,046 at the exercise price of \$0.18 per warrant. In connection with the offering, the Company accrued a finder's fee in cash of \$375,370 and issued 3,574,952 broker warrants exercisable to purchase the same number of common shares, at a price of \$0.105 per share, for a period of three years from issuance date of the warrants. All securities issued in connection with private placement are subject to a statutory four-month hold period in accordance with applicable securities law legislation.

On January 29, 2021, as part of private placement, for Debenture I, there were partial conversions of the gross proceeds of \$1,250,000 convertible debenture resulting in issue of 11,904,759 shares with 5,952,378 incentive warrants as an early conversion inducement valued at \$419,831. Each full warrant entitles the holder to purchase one additional common share for three years at an exercisable price of \$0.18 to expire on January 29, 2024. The Company paid \$6,750 in issuance cost related to the incentive warrants related to early conversion of Debentures I as part of the private placement. The inducement expense is included in share based payment expenses in the condensed consolidated statements of comprehensive loss for three and nine months ended April 30, 2021, net of issuance costs.

During the nine months ended April 30, 2020, warrant holders exercised 2,059,169 warrants at \$0.05 for total gross proceeds of \$102,958 and 585,140 warrants at \$0.0675 for total gross proceeds of \$39,497. As a result, \$59,626 was transferred from contributed surplus to share capital representing the relative fair value of these warrants exercised into common shares, net of transaction costs. The weighted average market price of warrants exercised on the date of issuance was \$0.08.

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 16. SHARE PURCHASE WARRANTS (Continued)

A summary of the status of the Company's warrants as at April 30, 2021 and 2020 and changes during the nine months then ended is presented below:

	Nine months ended April 30, 2021			Nine months ended April 30, 2020		
	Number of Warrants					
Outstanding - beginning of period Granted Exercised Expired	370,000 57,146,376 - (320,000)	\$	0.102 0.175 - 0.105	6,129,933 - (2,644,309) (3,115,624)	\$	0.058 - 0.054 0.057
Outstanding - end of period	57,196,376	\$	0.175	370,000	\$	0.102

The Company had the following warrants outstanding as at April 30, 2021:

Number of Warrants Outstanding	Number of Warrants Exercisable	Exercise Price	Expiry Date	Remaining Life (Years)
50,000	50,000	0.085	May 15, 2021	0.04
37,130,238	37,130,238	0.180	January 29, 2024	2.75
5,952,378	5,952,378	0.180	January 29, 2024	2.75
80,000	80,000	0.105	January 29, 2024	2.75
2,741,200	2,741,200	0.105	February 09, 2024	2.78
6,050,904	6,050,904	0.180	February 09, 2024	2.78
408,720	408,720	0.105	February 09, 2024	2.78
125,000	125,000	0.180	February 10, 2024	2.78
4,312,904	4,312,904	0.180	February 11, 2024	2.79
345,032	345,032	0.105	February 11, 2024	2.79
57,196,376	57,196,376			

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

#### 17. DISAGGREGATION OF REVENUE

The Company has one reportable segment, which is providing interactive personalized video and marketing software to financial institutions, insurance services and pension funds. This single reportable operating segment derives its revenues from the sale of software-as-a-service ("SaaS") products and related professional services.

The disaggregated revenue from contracts with customers by product line or geographic location shows the nature, amount and timing of revenue and cashflows, which could be affected by economic factors.

	en	ee months ded April 80, 2021	eı	Three months ended April 30, 2020		ended April ended April		Nine months ended April 30, 2020	
Subscription and support Services	\$	517,878 251,247	\$	359,652 697,411	\$	1,487,018 1,009,893	\$	910,909 2,065,188	
	\$	769,125	\$	1,057,063	\$	2,496,911	\$	2,976,097	

The Company generates revenue in three principle geographical regions: Canada, United States of America (USA) and outside of North America (other). In presenting the geographic information, segmented revenue has been based on the geographic location of customers:

	en	ee months ded April 80, 2021	eı	ree months nded April 30, 2020	eı	Nine months ended April 30, 2021		ne months nded April 30, 2020
Canada	\$	245,949	\$	288,357	\$	951,419	\$	983,948
USA Other		423,532 99,644		691,522 77,184		1,251,851 293,641		1,764,636 227,513
	\$	769,125	\$	1,057,063	\$	2,496,911	\$	2,976,097

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### **18. EXPENSES BY NATURE**

### **Cost of Sales - Subscriptions and Support**

The components of cost of sales - subscription and support are as follows:

	end	ee months led April 0, 2021	ene	ee months ded April 0, 2020	Nine months ended April 30, 2021		en	ne months ded April 80, 2020
Salaries and benefits	\$	28,891	\$	36,086	\$	63,183	\$	133,628
Subcontracting		10,768		6,952		47,443		28,029
Hosting		53,784		56,834		163,436		126,323
	\$	93,443	\$	99,872	\$	274,062	\$	287,980

### **Cost of Sales - Services**

The components of cost of sales - services are as follows:

	en	ee months ded April 0, 2021	en	ee months ded April 30, 2020	Nine months ended April 30, 2021		er	ne months nded April 30, 2020
Salaries and benefits Subcontracting Other production	\$	88,477 50,959	\$	142,876 203,919	\$	409,079 298,870	\$	396,918 725,085
costs		4,135		5,819		12,368		19,622
	\$	143,571	\$	352,614	\$	720,317	\$	1,141,625

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 18. EXPENSES BY NATURE (Continued)

### **Sales and Marketing Expenses**

The components of sales and marketing expenses are as follows:

	en	ee months ded April 80, 2021	en	ee months ded April 80, 2020	Nine months ended April 30, 2021		er	ne months nded April 30, 2020
Salaries and benefits Advertising and	\$	443,340	\$	369,358	\$	1,060,418	\$	1,255,994
promotion		160,722		92,479		342,634		343,899
Subcontracting		95,425		31,885		231,240		54,347
Travel		7,741		21,414		21,272		106,186
Meals and								
entertainment		1,526		3,549		8,208		26,548
	\$	708,754	\$	518,685	\$	1,663,772	\$	1,786,974

### **General and Administrative Expenses**

The components of general and administrative expenses are as follows:

	en	ee months ded April 80, 2021	en	ree months Nine months ended April ended April 30, 2020 30, 2021		ended April		ne months nded April 30, 2020
Salaries and benefits	\$	161,496	\$	180,945	\$	445,716	\$	610,545
Professional fees	Ψ	30,715	Ψ	56,992	Ψ	140,170	Ψ	126,312
TMI and occupancy		30,713		30,772		110,170		120,312
costs		21,536		20,433		51,503		60,433
Consulting		41,000		1,840		123,000		32,808
Computer and								
software		28,139		33,038		77,845		131,208
Training and								
recruitment		1,900		2,401		7,955		15,235
Office and general		4,727		(634)		15,594		26,080
Telecommunications		8,652		8,573		24,170		26,933
Stock exchange								
expense		45,931		12,736		54,626		38,773
Insurance		6,769		6,586		20,377		19,340
Foreign exchange		29,603		(33,881)		83,769		(32,450)
	\$	380,468	\$	289,029	\$	1,044,725	\$	1,055,217

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 18. EXPENSES BY NATURE (Continued)

### **Research and Development Expenses**

The components of research and development expenses are as follows:

	en	ee months ded April 30, 2021	en	ree months ded April 80, 2020	Nine months ended April 30, 2021		er	ne months nded April 30, 2020
Salaries and benefits Subcontracting Other government	\$	406,649 19,581	\$	306,211 73,625	\$	1,008,639 100,271	\$	908,863 268,261
grants Other costs		- 6,673		(215) 8,536		18,312 20,992		(14,676) 8,536
	\$	432,903	\$	388,157	\$	1,148,214	\$	1,170,984

#### 19. DISCONTINUED OPERATIONS

On September 4, 2019, the Company sold its DigitalReach platform and Broadridge's Smart Advisor application to a U.S. company for \$2,300,000 in cash. The operations of DigitalReach and Smart Advisor have been transferred to the U.S. company and are presented as discontinued operations in the condensed consolidated interim statements of comprehensive loss for the three and nine months ended April 30, 2021.

The gain on sale of asset is calculated as follows:

	2020
Cash proceeds Transaction costs	\$ 2,300,000 (33,263)
Net sale proceeds Net assets sold	2,266,737 (50,532)
Gain on sale	\$ 2,216,205

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 19. DISCONTINUED OPERATIONS (Continued)

The financial performance presented is for the three and nine months ended April 30, 2021 and 2020. The results of discontinued operations are as follows:

	M E A <sub>l</sub>	Three Ionths Inded pril 30, 2021	ı	Three Months Ended April 30, 2020	M E A	Nine Ionths Ended pril 30, 2021	Nine Months Ended April 30, 2020	
REVENUE								
Subscriptions and support	\$	-	\$	-	\$	-	\$	83,801
Services		-		1,200		-		1,200
		_		1,200		_		85,001
COST OF SALES				.,				00,00.
Subscriptions and support		-		-		-		3,346
Services		-		-		-		8,664
		-		-		-		12,010
GROSS PROFIT		-		1,200		-		72,991
EXPENSES								
Research and development		-		-		-		35,016
General and administrative		-		26,927		-		46,222
Sales and marketing		-		-		-		2,283
Amortization of intangible assets		-		-		-		2,489
Total expenses		-		26,927		-		86,010
INCOME (LOSS) FROM OPERATIONS	\$	-	\$	(25,727)	\$	-	\$	(13,019)
Gain on sale		-		-		-	2	,216,205
NET INCOME (LOSS) FROM DISCONTINUED OPERATIONS	\$	-	\$	(25,727)	\$	-	\$ 2	,203,186

### 20. OTHER INCOME: GOVERNMENT GRANTS

The Company applied for Canada Emergency Wage Subsidy (CEWS) assistance program. The CEWS program is applicable from March 2020 to June 2021 for eligible entities that have experienced a reduction in gross revenue for the period as determined by the program.

The Company has elected to compare the revenue during the availability period to the average of January and February 2020 as baseline revenues on accrual basis.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 20. OTHER INCOME: GOVERNMENT GRANTS (Continued)

The Company was also eligible for Canada Emergency Rent Subsidy (CERS). The CERS subsidy became available retroactively to September 27, 2020, until June 2021. The CERS legislation is built on the same revenue decline mechanics used by the CEWS program.

	En	Three Months ded April 0, 2021	Er	Three Months nded April 30, 2020	Er	ne Months nded April 30, 2021	Er	Nine Months Ended April 30, 2020	
Canada Emergency Wage Subsidy	\$	89,696	\$	207,907	\$	354,054	\$	207,907	
Canada Emergency Rent Subsidy		12,262		-		27,487		-	
Total	\$	101,958	\$	207,907	\$	381,541	\$	207,907	

The assistance received from CEWS and CERS will reduce the amount of remuneration expenses eligible for other federal tax credits calculated on the same remuneration, such as Scientific Research & Experimental Development (SR&ED) investment tax credits for the Company.

#### 21. RELATED PARTY TRANSACTIONS

All transactions with related parties have occurred in the normal course of operations and are recorded at the exchange amount, which is the amount of consideration established and agreed to by the related parties. Key management personnel are defined as those individuals having authority and responsibility for planning, directing and controlling the activities of the Company. The Company's related party transactions for the three and nine months ended April 30, 2021 and 2020, were all paid to key management personnel and were as follows:

	I En	Three Months Ended April 30, 2021		Three Months Ended April 30, 2020		Nine Months Ended April 30, 2021		Nine Months Ended April 30, 2020	
Salaries and benefits Share-based payments (i)	\$	301,450 23,293	\$	237,321 (17,961)	\$	956,743 61,803	\$	911,221 37,708	
	\$	324,743	\$	219,360	\$	1,018,546	\$	948,929	

i) Share-based payments for officers/directors are comprised of the vested value of stock options expensed during the three and nine months ended April 30, 2021 and 2020.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

#### 22. CONTRACT COST

The Company recognizes an asset for the incremental costs of obtaining a contract with a customer if it expects the costs to be recoverable and has determined that certain sales commissions meet the requirements to be capitalized. Capitalized contract costs are amortized over the expected life of the customer subscription to which they relate. The amortization period includes anticipated contract renewals where there is either no renewal commission or a renewal commission that is not commensurate with the initial commission. The Company applies the practical expedient available under IFRS and does not capitalize incremental costs of obtaining contracts if the amortization period is one year or less.

The following table represents changes in contract costs for the nine months ended April 30, 2021:

Balance - August I, 2020	\$ -
Additions	77,320
Amortization	(19,330)
Balance - April 30, 2021	\$ 57,990

### 23. FINANCIAL INSTRUMENTS

#### **Credit Risk**

Credit risk arises when one party to a financial instrument will cause a financial loss for the other party by failing to discharge its obligation. The Company is exposed to credit risk on its trade accounts receivable. Credit risk is minimized by ensuring the credit worthiness of the entities with which it carries on business. The Company's clients predominantly consist of financial institutions and large public companies, many of whom are repeat clients and have long-term relationships with the Company. The amounts reported for trade receivables in the consolidated statement of interim financial position is net of allowances for credit losses and the net carrying value represents the Company's maximum exposure to credit risk.

Management regularly reviews the credit terms and monitors the age and balances outstanding. Payment terms with customers are normally 30 days from invoice date. For the nine months ended April 30, 2021, the company has recorded a provision for Expected Credit Losses (ECL) of \$8,176 (July 31, 2020 - \$2,230). Major customer: As at April 30, 2021, approximately 55% of the Company's accounts receivable are due from two significant customers.

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

#### 23. FINANCIAL INSTRUMENTS (Continued)

### **Credit Risk (Continued)**

An analysis of the credit quality of the Company's trade receivables is as follows:

	ECL %		April 30, 2021	July 31, 2020		
Current	0.5%	\$	302,970	\$	147,718	
Over 30 days past due	1.0%	•	44,245	•	115,038	
Over 60 days past due	2.5%		81,688		432	
Over 90 days past due	5.0%		62,942		2,366	
Less: Provision for ECLs			(8,176)		(2,230)	
		\$	483,669	\$	263,324	

### **Liquidity Risk**

Liquidity risk is the risk that the Company will not have sufficient cash resources to meet its financial obligations as they fall due. The Company currently settles its financial obligations such as accounts payable out of cash. The Company's future liquidity is dependent on factors such as the ability to generate cash from operations and to raise money through debt or equity financing. The Company has disclosed in Note 2 to these condensed consolidated interim financial statements the existence of circumstances which would raise doubt about its ability to continue as a going concern.

The Company is exposed to liquidity risk on accounts payable to its suppliers, which arise in the normal course of operations and are due in less than one year, its term loans and convertible debentures, which are repayable in various monthly & quarterly installments as discussed in note 11 & 13. The Company manages liquidity risk by continuously monitoring actual and forecasted cash flows and budgets on all contracts, while maintaining adequate working capital on hand to meet its future obligations. As of April 30, 2021, the Company had cash on hand of \$3,233,221 and accounts receivable of \$483,669 to meet working capital requirements.

As at April 30, 2021, the Company's current assets exceed current liabilities by \$1,145,789 (as of July 31, 2020, current liabilities exceed current assets by \$744,491). Of this amount, \$1,276,425 (\$1,066,461 - July 31, 2020) relates to contract liabilities (Note 10), which is expected to be settled through the performance of service in the normal course. The current liabilities also include current portion of term loans of \$329,259 (\$364,219 - July 31, 2020) (Note 11) and current portion of lease liabilities of 130,414 (127,629 - July 31, 2020) (Note 12).

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 23. FINANCIAL INSTRUMENTS (Continued)

### **Liquidity Risk (Continued)**

The Company has no current commitments for capital expenditures as of the date hereof. Trade and other payables are due within the next 12 months. Convertible debentures that were issued on October 31, 2018 and have been partially converted have an interest only payment due quarterly until maturity with next payment on July 31, 2021 (Note 13).

#### **Market Risk**

The Company is exposed to risks from changes in foreign exchange rates and interest rates that affect its financial liabilities, financial assets and future transactions.

### **Currency Risk**

The Company is exposed to currency risk to the extent that there is a mismatch between the currencies in which sales and purchases are denominated and the respective functional currency of the Company. The functional currency of the Company is the Canadian dollar (CAD). The currencies in which transactions are primarily denominated are Canadian or US dollars (USD).

In respect of monetary assets and liabilities denominated in foreign currencies, the Company policy is to ensure that the net exposure is kept to an acceptable level by buying and selling foreign currencies at spot rate when necessary to address short-term imbalances and business needs.

As at April 30, 2021, the Company's foreign denominated monetary assets and monetary liabilities as expressed in USD\$ is \$855,979 (July 31, 2020 - USD\$550,116) and converted at the quarter end exchange rate of 1.23 and 1.34, respectively. For the quarter ended April 30, 2021, the Company recognized a loss on foreign exchange of \$29,603 (July 31, 2020 - gain of \$12,719).

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 23. FINANCIAL INSTRUMENTS (Continued)

### **Exposure to Currency Risk**

	,	April 30, 2021	July 31, 2020 Expressed in USD\$	
	Ex	pressed in USD\$		
Cash Trade receivables Trade payables	\$	608,573 270,493 (23,087)	\$	373,657 195,638 (19,179)
Net statement of financial position exposure (USD\$)	\$	855,979	\$	550,116
Average USD to CAD exchange rate		1.26		1.35
Spot rate USD to CAD exchange rate		1.23		1.34

### **Sensitivity Analysis**

A reasonably possible (strengthening) weakening of the CAD against the USD on April 30, 2021 and July 31, 2020 would have affected the measurement of financial instruments denominated in foreign currency and affected profit or loss by the amount shown below.

The potential effect of a 5% increase or decrease in net exposure due to the USD transactions would result in an increase or decrease in net earnings of approximately \$52,579 (July 31, 2020 - \$36,869). This analysis assumes that all other variables such as economic factors and interest rate, remain unchanged and ignores any impact of future sales and purchases.

	April 30, 2021 (spot rate)			July 31, 2020 (spot rate)				
	Str	engthening		Weakening	Str	engthening	V	Veakening (
USD (5% movement)	\$	1.29	\$	1.17	\$	1.41	\$	1.27
USD (10% movement)		1.35		1.11		1.47		1.21
Impact: Profit and Loss								
USD (5% movement)		52,579		(52,579)		36,869		(36,869)
USD (10% movement)	\$	105,157	\$	(105,157)	\$	73,738	\$	(73,738)

### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE THREE AND NINE MONTHS ENDED APRIL 30, 2021 AND 2020

(Presented in Canadian Dollars) (Unaudited)

### 23. FINANCIAL INSTRUMENTS (Continued)

#### **Interest Rate Risk**

Interest rate risk is the risk that fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company is exposed to interest rate risk arising from fluctuations in interest rates on its term loans.

#### Fair Value

As at April 30, 2021, the carrying value and fair value amounts of the Company's financial instruments are approximately the same. The Company does not believe there would be any material movements as a result of changes in interest rates or foreign exchange rates.