

Omni-Lite Industries Canada Inc. Unaudited Condensed Consolidated Financial Statements For the interim three months ended March 31, 2019 and 2018 (in United States Dollars)

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#### **UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

In accordance with National Instrument 51-102 released by the Canada Securities Administrators, the Company discloses that its auditors have not reviewed the unaudited condensed consolidated financial statements for the three months ended March 31, 2019 and 2018.

# NOTICE TO THE READER OF THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

The unaudited condensed consolidated financial statements of Omni-Lite Industries Canada Inc. and the accompanying interim condensed consolidated statements of financial position as at March 31, 2019 and 2018 and the consolidated statements of income (loss) and comprehensive income (loss), changes in shareholders' equity and cash flows for the three months ended March 31 2019 and 2018 are the responsibility of the Company's management.

These unaudited condensed consolidated financial statements have not been reviewed on behalf of the shareholders by the independent external auditors of the Company, MNP LLP.

The unaudited condensed consolidated financial statements have been prepared by management and include the selection of appropriate accounting principles, judgments and estimates necessary to prepare these unaudited condensed consolidated financial statements in accordance with IAS 34, Interim Financial Reporting as issued by the International Accounting Standards Board ("IASB").

"David Robbins" signed

David Robbins
Director and Chief Executive Officer
Cerritos, California, USA
May 30, 2019

"Roger Dent" signed

Roger Dent Director Cerritos, California, USA May 30, 2019

# Omni-Lite Industries Canada Inc. Consolidated Statements of Financial Position

**United States Dollars** 

Unaudited

As at	Note	March 31, 2019 (unaudited)	December 31 , 2018
Assets			
Current			
Cash		\$ 148,294	\$ 340,571
Accounts receivable	_	1,594,033	1,132,435
Inventory	3	3,339,305	2,764,655
Due from related parties	6	1,486	1,486
Prepaid expenses Total Current Assets		109,551 5,192,669	159,055 4,398,202
Total Current Assets		3,192,009	4,390,202
Long-term		40.4.70.4	000.074
Investment	4	404,704	220,074
Property, plant and equipment  Due from related parties	4 6	9,468,679 1,532,848	9,042,293 1,534,977
Deferred tax asset	U	1,219,822	1,236,159
Intangible assets		727,170	745,837
Deposits	5	39,151	47,613
Other asset	3	5,385	5,385
Total Assets		\$ 18,590,428	\$ 17,230,540
Current Accounts payable and accrued liabilities Bank indebtedness Lease liability, current Income taxes payable Total Current Liabilities  Long-term Lease liability	7 2	\$ 957,293 300,000 178,597 10,585 1,446,475	\$ 909,269 - - - 8,275 917,544
Deferred tax liability	2	1,881,671	1,774,807
Total Liabilities		3,601,638	2,692,351
Shareholders' Equity  Share capital Contributed surplus Retained earnings Accumulated other comprehensive loss Total Shareholders' Equity	8 11	8,204,897 1,843,258 4,951,942 (11,307) 14,988,790	8,204,897 1,812,298 4,716,931 (195,937) 14,538,189
Total Liabilities and Shareholders' Equity		\$ 18,590,428	\$ 17,230,540

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

# Omni-Lite Industries Canada Inc. Consolidated Statements of Income (Loss) and Comprehensive Income (Loss)

**United States Dollars** 

Unaudited

For the three month periods ended March 31	Note	2019	2018
Revenue	9	\$ 2,443,52 <b>5</b>	\$ 1,341,690
Cost of goods sold		1,574,358	540,012
Gross margin		870,167	801,678
_			
Operating expenses Selling, general and administrative		435,635	418,482
Depreciation	4	435,055	281,847
Foreign exchange loss	•	_	1,935
Employee benefits		_	327,868
Commissions		_	1,072
Share-based compensation	8	_	28,683
Amortization of intangibles		18,667	_
Total overhead expenses		454,312	1,059,887
Research and product design		49,489	4,495
Total Operating Expenses		503,801	1,064,382
Income (loss) from operations		366,366	(262,704)
Other income (expense)			
Interest income		1,785	6,921
Interest expense		(8,339)	
Income (loss) before income taxes		359,812	(255,783)
Income tax (recovery) provision			
Current		1,600	1,600
Deferred		123,201	(69,500)
		124,801	(67,900)
Net income (loss)		\$ 235,011	\$ (187,883)
Other comprehensive (loss) income Items that may be reclassified to profit or loss:			
Gain (loss) on investment		184,630	(47,834)
Comprehensive (loss) income		\$ 419,641	\$ (235,717)
(Loss) income per share - basic		\$ 0.02	\$ (0.02)
- diluted		\$ 0.02	\$ (0.02)
Weighted average shares outstanding - basic - diluted	12 12	11,333,854 11,335,285	10,015,520 10,015,520

<sup>4</sup> The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

# Omni-Lite Industries Canada Inc. Condensed Consolidated Statements of Changes in Equity

**United States Dollars** 

Unaudited

	Note	Share capital	Contributed surplus	Retained earnings	Accumulated other comprehensive income (loss)	Total
Balance at December 31, 2017		\$ 7,247,353	\$ 1,772,431	\$ 9,240,970	\$ 14,504	\$ 18,275,258
Share-based compensation		-	28,683	-	-	28,683
Net loss		-	-	(187,883)	-	(187,883)
Available for sale financial assets		-	-	-	(47,834)	(47,834)
Balance at March 31, 2018		\$ 7,247,353	\$ 1,801,114	\$ 9,053,087	\$ (33,330)	\$ 18,068,224
	Note	Share capital	Contributed surplus	Retained earnings	Accumulated other comprehensive income (loss)	Total
Balance at December 31, 2018		\$ 8,204,897	\$ 1,812,298	\$ 4,716,931	(\$ 195,937)	\$ 14,538,189
Share-based compensation	11	-	30,960	-	-	30,960
Net income		-	-	235,011	-	235,011
Gain on investment		-	-	-	184,630	184,630
Balance at March 31 , 2019		\$ 8,204,897	\$ 1,843,258	\$ 4,951,942	\$ (11,307)	\$ 14,988,790

# **Omni-Lite Industries Canada Inc.**

For the three months ended March 31	Note	2019	2018
Cash flows from operating activities			
Net income (loss) for the period		\$ 235,011	\$ (187,883)
Adjustments for:	_		
Depreciation	4	278,196	281,847
Amortization of intangible assets	5	18,667	(00.500)
Deferred tax expense (recovery) Share-based compensation	8	123,201 30,960	(69,500) 28,683
Interest income	0	(1,785)	(6,921)
Interest income Interest expense		7,606	(0,921)
interest expense	-	691,856	46,226
Net change in non-cash working capital items		001,000	10,220
Accounts receivable		(461,598)	84,141
Inventory		(574,650)	(185,406)
Prepaid expenses		49,504	(6,473)
Accounts payable and accrued liabilities		48,024	(65,278)
Deposits		8,462	-
Income taxes payable		2,310	1,600
Decrease in cash from operations	- -	(236,092)	(125,190)
Cash flows from financing activities			
Proceeds from bank indebtedness	7	300,000	_
Payments from related parties	6	5,400	942
Advances to related parties	6	(1,486)	
Repayment of lease liability	•	(62,571)	_
Increase in cash from financing activities	-	 241,343	942
increase in cash from illiancing activities	-	241,343	942
Cash flows from investing activities			
Purchase of equipment	4	(197,528)	(212,163)
Decrease in cash from investing activities	_	(197,528)	(212,163)
Decrease in cash	-	(197,277)	(336,411)
Cash, beginning of period	-	340,571	839,874
Cash, end of period	_	\$ 148,294	\$ 503,463

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

### 1. Nature of Operations

Omni-Lite Industries Canada Inc. ("Omni-Lite" or the "Company") was incorporated under the Laws of the Business Corporations Act of Alberta in 1992. The interim condensed consolidated financial statements of the Company for the three months ended March 31, 2019 include the accounts of the Company and its wholly-owned subsidiaries. The interim condensed consolidated financial statements were authorized for issue by the Board of Directors on May 30, 2019. Its head office, research and development, and production operations are located at 17210 Edwards Road, Cerritos, California, U.S.A, 90703. An international sales office is located in Barbados. A corporate, registered office is located at #900, 715 - 10<sup>th</sup> Avenue S.W., Calgary, Alberta T2R 0A8. The Company's core mission is the adaptation of material science for mission critical applications. These products include components for the aerospace, military, specialty automotive and sports and recreational industries. Since the most significant portion of the Company's operations is located in the United States ("U.S.") and its functional currency is denominated in U.S. dollars, these condensed consolidated financial statements are presented in U.S. dollars. The Company is listed for trading on the TSX Venture Exchange under the symbol OML and the OTCQX under the symbol OLNCF.

#### 2. Significant Accounting Policies

These condensed consolidated financial statements have been prepared by management in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board and the International Financial Reporting Interpretations Committee ("IFRIC") in effect at January 1, 2019. The principal accounting policies are set out below. These condensed consolidated financial statements are unaudited and have been prepared in accordance with IAS 34, Interim Financial Reporting.

The significant accounting policies of the Company are the same as those applied in the Company's annual audited consolidated financial statements for the years ended December 31, 2018 and 2017 except as noted below. These policies have been consistently applied to each of the periods presented, unless otherwise indicated except as noted below.

#### (a) Change in estimate

As a result of the Company's \$5,000,000 impairment charge recorded on December 31, 2018, the Company revise reviewed the useful lives of its property, plant and equipment and has revised the useful life for its non-consumable tooling from 7 years to 2.5 years. The change was effective January 1, 2019 and was accounted for on a prospective basis.

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

#### (b) Lease Recognition: Adoption of IFRS 16

IFRS 16 replaces the previous guidance on lease recognition under IAS 17 and establishes principles for recognition, measurement, presentation and disclosure of leases, with the objective of ensuring that lessees and lessors provide relevant information that faithfully represents those transactions. The new standard brings most leases on to the statement of financial position for lessees under a single model, eliminating the distinction between operating and finance leases. Lessor accounting, however, will remain largely unchanged. The amendments were effective for annual periods beginning on or after January 1, 2019, with early application permitted if IFRS 15 – Revenue from Contracts with Customers, had also been applied.

#### Adoption

The Company adopted IFRS 16 effective January 1, 2019 using a modified retrospective approach whereby the consolidated financial statements of prior periods presented were not restated and continue to be reported under IAS 17 and related interpretations, as permitted by the specific transition provisions of IFRS 16.

The Company recognized lease liabilities at January 1, 2019 for leases previously classified as operating leases, measured at the present value of lease payments using the Company's incremental borrowing rate at that date. Property, plant and equipment includes the corresponding right-of-use assets also recognized at January 1, 2019. The right-of-use assets were measured at an amount equal to the lease liability recognized in the consolidated statement of financial position as at December 31, 2018.

As permitted by IFRS 16, the Company elected not to recognize lease liabilities and right-of-use assets for short-term leases and leases of low value assets which will continue to be expensed on a straight-line basis over the lease term. The following practical expedients to facilitate the initial adoption of IFRS 16 have also been applied:

- The definition of a lease under IFRS 16 was applied to existing contracts at January 1, 2019;
- Each lease component and any associated non-lease components are accounted for as a single lease component;
- A single incremental borrowing rate is applied to a portfolio of leases with similar characteristics:
- Right-of-use assets and lease liabilities were not recognized for leases with a remaining term of 12 months or less as of January 1, 2019; and
- Hindsight was used when determining the lease term when the lease contracts contain options to extend or terminate the lease.

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

	January 1, 2019 prior to adoption of IFRS 16	Adjustments	January 1, 2019 after adoption of IFRS 16
Property, plant and equipment	\$9,042,293	\$507,054	\$9,549,347
Lease liabilities	-	\$507,054	\$507,054

The following table reconciles the operating lease commitments at December 31, 2018 as disclosed in the audited consolidated financial statements to the lease liabilities recognized on initial application of IFRS 16 at January 1, 2019:

Operating lease commitments at December 31, 2018	\$546,643
Discounted using the incremental borrowing rate of 6% at January 1,	
2019	\$507,054

#### Accounting policy

The following accounting policy applies as of January 1, 2019 following the adoption of IFRS 16. Prior to January 1, 2019, the Company continued to apply IAS 17 and related interpretations as disclosed in the audited annual consolidated financial statements as at and for the year-ended December 31, 2018, as permitted by the specific transition provisions of IFRS 16.

The Company enters into leases for office space in the normal course of business which expire at various times through 2021. Lease contracts are typically made for fixed periods and may contain a renewal option but renewal is not considered reasonably certain. Leases are negotiated on an individual basis and each contain different terms and conditions. The Company does not have any contingent rental or sublease payments, nor any sublease income.

The Company assesses whether a contract contains a lease at the inception of a contract. A lease contract conveys the right to control the use of an identified asset for a period in exchange for consideration. Lease liabilities are recognized with corresponding right-of-use assets for all lease agreements, except for short-term leases with terms of 12 months or less and leases of low value assets, which are expensed on a straight-line basis over the lease term. Consideration in a contract is allocated to lease and non-lease components on a relative stand-alone value basis. Lease components and any associated non-lease components are accounted for as a single lease component.

Lease liabilities are initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the Company's incremental borrowing rate, unless the rate implicit in the lease is readily determinable. A single incremental borrowing rate is applied to a portfolio of leases with similar characteristics. Lease payments included in the measurement of the lease liability comprise fixed (and in-substance fixed) lease payments, less any lease incentives, variable lease payments that depend on an index or rate, and payments expected under residual value guarantees and payments relating to purchase options and renewal option periods that are reasonably certain to be exercised (or periods subject to termination options that are not reasonably certain to be exercised).

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

Lease liabilities are subsequently measured at amortized cost using the effective interest method. Lease liabilities are remeasured, with a corresponding adjustment to the related right-of-use assets, when there is a change in variable lease payments arising from a change in an index or rate, or when the Company changes the assessment of whether to exercise renewal or termination options.

Right-of-use assets are measured at cost, comprised of the initial measurement of the corresponding lease liabilities, lease payments made at or before the commencement date and any initial direct costs. They are subsequently depreciated on a straight-line basis and reduced by impairment losses, if any. Right-of-use assets may also be adjusted to reflect the remeasurement of related lease liabilities. The right-of-use asset is depreciated from the commencement date to the earlier of the end of the useful life of the underlying asset or the end of the lease term.

### Estimates and judgments

The application of IFRS 16 requires the Company to make judgments and estimates that affect the measurement of right-of-use assets and lease liabilities. In determining the lease term, all facts and circumstances that create an economic incentive to exercise renewal options (or not exercise termination options) are considered. Assessing whether a contract includes a lease also requires judgment. Estimates are required to determine the appropriate discount rate used to measure lease liabilities.

#### 3. Inventory

The major components of inventory are classified as follows:

	March 31, 2019	December 31, 2018
Raw materials	\$ 753,564	\$ 653,591
Work in progress	1,246,085	54,237
Finished goods	1,299,908	1,926,202
Finished goods mark to market	39,748	130,625
	\$ 3,339,305	\$ 2,764,655

There was no provision for obsolescence recorded during the three months ended March 31, 2019 or 2018.

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

### 4. Property, Plant and Equipment

	Land	Building	Production Equipment	Other Equipment	Non-consumable Tooling	Right-of-use assets	Totals
Cost					<u> </u>		
At December 31, 2017	\$770,000	\$2,133,162	\$15,241,599	\$267,243	\$7,376,323	\$ -	\$25,788,327
Additions	-	21,408	235,945	-	501,874	-	759,227
Acquisition of subsidiary	-	-	87,767	25,430	8,372	-	121,569
Disposals		-	(2,000)	-	<u> </u>	-	(2,000)
At December 31, 2018	\$770,000	\$2,154,570	\$15,563,311	\$292,673	\$7,886,569	\$ -	\$26,667,123
Additions		4,355	124,523	68,650	_	507,054	704,582
At March 31, 2019	\$770,000	\$2,158,925	\$15,687,834	\$361,323	\$7,886,569	\$ 507,054	\$27,371,705
Accumulated Depreciation							
At December 31, 2017	\$ -	\$ 734,399	\$5,016,051	\$236,484	\$5,500,110	-	\$11,487,044
Impairment	-	-	4,213,895	9,405	776,700	-	5,000,000
Depreciation	-	56,807	520,580	16,395	546,004	-	1,139,786
Disposals	-	-	(2,000)	-	-	-	(2,000)
At December 31, 2018	\$ -	\$791,206	\$9,748,526	\$262,284	\$6,822,814	-	\$17,624,830
Depreciation	-	22,176	48,582	40,441	112,032	54,965	278,196
At March 31, 2019	\$ -	\$813,382	\$9,797,108	\$302,725	\$6,934,846	\$54,965	\$17,903,026
Net Book Value							
At December 31, 2018	\$770,000	\$1,363,364	\$5,814,785	\$30,389	\$1,063,765	\$ -	\$9,042,293
At March 31, 2019	\$770,000	\$1,345,543	\$5,890,726	\$58,598	\$951,723	\$452,089	\$9,468,679

### 5. Intangible Assets

Cost	Customer relationships	Goodwill	Trademark	Non-compete agreements	Totals
At December 31, 2017	\$ -	\$ -	\$ -	\$ -	\$ -
Acquisition of subsidiary	240,000	407,170	100,000	20,000	767,170
At December 31, 2018 and March 31,2019	\$ 240,000	\$ 407,170	\$ 100,000	\$ 20,000	\$ 767,170
Accumulated amortization					
At December 31, 2017	\$ -	\$ -	\$ -	\$ -	\$ -
Amortization	14,000	-	5,500	1,833	21,333
At December 31, 2018  Amortization	\$ 14,000 <b>12,000</b>	\$ -	\$ 5,500 <b>5,000</b>	\$ 1,833 <b>1,667</b>	\$ 21,333 <b>18,667</b>
At March 31,2019	\$ 26,000	\$ -	\$ 10,500	\$ 3,500	\$ 40,000
Net book value					
At December 31, 2018	\$ 226,000	\$ 407,170	\$ 94,500	\$ 18,167	\$ 745,837
At March 31, 2019	\$ 214,000	\$ 407,170	\$ 89,500	\$ 16,500	\$ 727,170

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

### 6. Related Party Transactions and Balances

During the three months ended March 31, 2019, the Company had the following related party transactions and balances not disclosed elsewhere in these condensed consolidated financial statements:

	March 31, 2019	December 31, 2018
California Nano: i. A loan receivable including interest at 6% per annum which is due on demand. The loan is secured by all the assets of California Nanotechnologies Inc., a subsidiary of California Nano. Additional security for the loan has been provided by one of the founders and a current member of the board of directors of California Nano.	\$1,088,879	\$1,088,879
ii. Guaranteed a long-term credit facility on behalf of California Nano in the amount of \$800,000. At March 31, 2019, the outstanding credit facility balance guaranteed was \$800,000 (2018 \$1,048,656).		
Has a loan receivable from the former Chief Executive Officer including interest at a 2% per annum in the amount of \$363,714 which is due on demand. The loan is secured by the former Chief Executive Officer's residential property. In addition there are unsecured advances of \$34,913. (December 31, 2018 - \$33,427)	398,627	395,356
Has an unsecured interest free loan receivable from an employee, forgiven after five years of service time, related to the acquisition of property with a maturity date in 2022.	20,000	20,000
Has an unsecured interest free loan receivable from an employee with a current portion of \$1,486 and a maturity date in 2020.	1,828	2,228
Provided six grants (December 31, 2018 – six) related to the purchases of hybrid/electric cars under the Company's <i>Greenhouse Gas Reduction Incentives for Employees</i> program in the amount of \$5,000 each. The six grants outstanding mature in 2021, 2022 and 2023.	30,000	30,000
Reserve for earned grants	(5,000)	-
Total due from related parties Current portion	\$1,534,334 1,486	\$1,536,463 1,486
Long-term portion	\$1,532,848	\$1,534,977

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

### Significant subsidiaries:

The table below provide information relative to the Company's significant subsidiaries, including each such entity's name, its jurisdiction of incorporation/formation, the percentage of securities directly or indirectly owned by the Company, a brief description of the entity, and the market areas served, if applicable. The functional currency of each entity is U.S. Dollars.

Company (Jurisdiction of Incorporation/	Percentage of ownership by Omni- Lite Industries		
Formation)	Canada, Inc.	Overview	Market Area
Omni-Lite Industries California Inc. (California USA)	100%	Wholly-owned subsidiary of Omni-Lite Industries Canada Inc, which was formed and incorporated on October 4, 1985. It is the head office which conducts research and development, and production operations.	United States
Omni-Lite Properties Inc. (California USA)	100%	Wholly-owned subsidiary of Omni-Lite Industries Canada Inc. which was formed and incorporated on December 26, 2000. It owns the property and significant equipment for the head office.	United States
Omni-Lite Industries International Inc. (Barbados)	100%	Wholly-owned subsidiary of Omni-Lite Industries Canada Inc. which was formed and incorporated in Barbados on February 8, 2005. It conducts all international sales in the sports and recreation segment.	
Monzite Corporation (New Hampshire, USA)	100%	Acquired on September 21, 2018. It is a holding company for Impellimax, Inc.	United States
Impellimax, Inc. (New Hampshire, USA)	100%	Wholly-owned subsidiary of Monzite Corporation which was acquired on September 21, 2018. It designs, manufactures, and contract manufactures electronic subcomponents.	United States
Formed Fast International Inc. (Barbados)	100%	Formed and incorporated in Barbados on February 24, 1998. It is an investment holding company.	International

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

#### 7. Bank Indebtedness

The Company has access to a line of credit facility of up to \$1,200,000 for operating purposes, bearing interest at the Prime Rate maturing on September 30, 2019 (the "Credit Agreement"). The available credit line at March 31, 2019 was \$900,000 (December 31, 2018 - \$1,200,000). \$300,000 was outstanding against the line of credit at March 31, 2019 (December 31, 2018 - nil). The Credit Agreement is secured by the Company's accounts receivable, inventory, property, plant and equipment, and general intangibles. Under this agreement, the Company has agreed to certain conditions and financial covenant ratios, based on financial results including net worth, current and debt service ratios, and profitability. In the event of a default, the interest rate is increased by 5%. At December 31, 2018 the Company did not meet the Tangible Net Worth requirement or Profitability covenants. At March 31, 2019 the Company is in compliance with all covenants except the Tangible Net Worth covenant. The Company has applied for and received a waiver. During the three months ended March 31, 2019, interest expense of \$733 (2018 - \$nil) related to the credit line has been recorded in the consolidated statements of income (loss) and comprehensive income (loss).

### 8. Share Capital

#### (a) Authorized

Unlimited number of common shares with no par value.

#### (b) Issued

	Number of	
	Shares	Amount
Total issued and outstanding, December 31, 2017	10,015,520	\$ 7,247,353
Shares issued upon exercise (note 11)	93,334	67,544
Shares issued for acquisition	1,225,000	890,000
Total issued and outstanding, December 31, 2018 and		
March 31, 2019	11,333,854	\$ 8,204,897

#### (c) Share options

The Company established a share option plan for employees, directors and consultants on September 15, 1997. Under this plan, the Company is authorized to issue options up to 10% of the outstanding number of issued and outstanding shares. From grant date, options vest at one-third of the total grant annually with an expiration term of 5 years.

The Company has granted share options to directors, consultants, and employees of the Company as follows:

		Option Price	Weighted Average
_	Number	per Share Range	Exercise Price
Options outstanding at December 31, 2017	996,054	CAD \$0.60 to \$2.00	CAD \$1.31
Options - exercised	(93,334)	CAD \$0.62	CAD \$0.62

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

Options exercisable at March 31, 2019	306,995	CAD \$0.92 to \$1.87	CAD \$1.44
2018 and March 31, 2019	434,333	CAD \$0.92 to \$1.87	CAD \$1.5
Options outstanding at December 31,			
- forfeited	(280,000)	CAD \$1.35 to \$1.85	CAD \$1.58
- expired	(188,387)	CAD \$0.62	CAD \$0.62

The Company did not grant options during the three months ended March 31, 2019 or 2018. The options that are outstanding at March 31, 2019 and December 31, 2018 are summarized as follows:

Options Outstanding	Option price	Weighted Average Exercise Price of options outstanding	Weighted Average Remaining Contractual Life
110,000	CAD \$0.91 to \$1.33	CAD \$1.21	1.09 years
324,333	CAD \$1.35 to \$1.87	CAD \$1.63	2.53 years
434,333	CAD \$0.91 to \$2.00	CAD \$1.53	2.16 years
Number of Options Currently Vested	Option price	Weighted Average Exercise Price of Options Currently Exercisable	Weighted Average Remaining Contractual Life
110.000	CAD \$0.91 to \$1.35	CAD \$1.21	1.09 years
196.995	CAD \$1.35 to \$1.87	CAD \$1.57	2.53 years
306,995	CAD \$0.91 to \$1.87	CAD \$1.44	2.16 years

In estimating expected stock price volatility at the time of a particular share option grant, the Company relies on observations of historical volatility trends. Share-based compensation expense in relation to the options was \$6,467 for the three months ended March 31, 2019 (2018 - \$28,683).

#### (d) Warrants

The Company initiated a long term stock warrant plan in the third quarter of 2018 for key management and employees. On September 21, 2018, 1,200,000 warrants were granted all with an expiry date of September 21, 2026. The warrants are allocated among six tranches with each tranche having specified number of warrants, strike price, and vesting provisions.

	Number	Warrant Price per Share Range	Weighted Average Exercise Price
Warrants outstanding at December 31, 2017	-	-	=
Warrants granted	1,200,000	CAD \$1.13 to \$2.26	CAD \$1.67
Warrants outstanding at			
December 31, 2018 and March 31, 2019	1,200,000	CAD \$1.13 to \$2.26	CAD \$1.67

**United States Dollars** 

For the interim three months ended March 31, 2019 and 2018

The warrants that are outstanding as of March 31, 2019 are summarized as follows:

Warrants Outstanding	Warrant Exercise Price
200,000	CAD \$1.13
125,000	CAD \$1.27
175,000	CAD \$1.41
200,000	CAD \$1.55
250,000	CAD \$1.98
250,000	CAD \$2.26
1 200 000	CAD \$1.67

There were no warrants exercisable as at March 31, 2019 or December 31, 2018.

500,000 warrants granted have exercise prices ranging from CAD\$1.13 – CAD\$2.26 and vest one third per year with the first vesting date ranging from December 31, 2019 to December 31, 2022 ("time based").

700,000 warrants granted have exercise prices ranging from CAD\$1.27 – CAD\$2.26 and vest upon meeting escalating cumulative three year EBITDA targets on dates ranging from December 31, 2021 to December 31, 2024 ("performance based").

The fair value of the warrants granted was estimated using the Black-Scholes option pricing model with the following weighted average assumptions:

	December 31, 2018
Risk free interest rate (%)	2.30%
Expected life (years)	2-8
Volatility rate (%)	45 – 57%
Dividend yield (%)	0.00%
Forfeiture rate (%)	0.00%

Share-based compensation expense in relation to the warrants in the amount of \$24,493 was recorded in the three months ended March 31, 2019.

### 9. Segment Information

### **Geographic Segments:**

The Company has its operations and subsidiaries in the United States, Canada and Barbados. The Company allocates its revenues between countries based on location that has title to the contract. The Company has utilized and reported revenues from products sold based on the Company locations for each of these segments as follows:

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For the interim three months ended March 31, 2019 and 2018

Three months ended March 31, 2019	United States	Canada	Barbados	Inter-corporate elimination	Total
Revenue	\$2,439,725	\$0	\$9,600	(\$4,800)	\$2,444,525
Net income (loss)	313,693	(79,926)	1,244	-	235,011
Three months ended March 31, 2018	United States	Canada	Barbados	Inter-corporate elimination	Total
Revenue	\$ 1,338,011	\$ -	\$ 9,840	\$ (6,161)	\$ 1,341,69
Net loss	(154,428)	(33,045)	(410)		(187,88

#### 10. Financial Instruments

Financial instruments of the Company consist of cash, accounts receivable, loans due from related parties, investment, accounts payable, accrued liabilities, and bank indebtedness.

	March	31, 2019	December 31, 2018			
	Carrying Value	Fair Value	Carrying Value	Fair Value		
At FVTPL						
Cash	\$ 148,294	\$ 148,294	\$ 340,571	\$ 340,571		
Accounts receivable	1,594,033	1,594,033	1,132,435	1,132,435		
Due from related parties	1,534,334	1,534,334	1,536,463	1,536,463		
At FVOCI						
Investment	404,704	404,704	220,074	220,074		
At amortized cost Accounts payable and accrued liabilities	957,292	957,292	909,269	909,269		
Bank indebtedness	300,000	300,000	-	-		

The table below sets out fair value measurements using the fair value hierarchy.

	Total	Level 1	Level 2	Level 3		
Assets						
Cash	\$ 148,294	\$ 148,294	\$ -	\$ -		
Investment	404,704	404,704	-	-		
investment	404,704	404,704	-			

There have been no transfers during the period between Levels 1 and 2.

The carrying values of accounts receivable, accounts payable, accrued liabilities and bank indebtedness approximate their fair value due to their short-term nature.

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The fair value of the Company's due from related parties approximate their fair values due to the amounts being due on demand.

The Company holds various forms of financial instruments. The nature of these instruments and the Company's operations expose the Company to various risks. The Company manages its exposure to these risks by operating in a manner that minimizes its exposure to the extent practical. The Company does not use off statement of financial position contracts to manage these risks.

#### Interest rate risk

The Company's commercial advance line discussed in Note 10 may fluctuate in value as a result of changed in market price. The floating rate debt is subject to interest rate cash flow risk, as the required cash flows to service the debt will fluctuate as a result of changes in market rates. As at March 31, 2019, the increase or decrease in income before taxes for each 1% change in interest rates on floating rate debt amounts to approximately \$3,000 (December 31, 2018 - \$nil).

#### Foreign currency risk

The Company maintains minimal asset and liability balances in non-U.S. dollar currencies and has de minimus foreign currency exposure.

#### Other price risk

The Company has financial instruments that may fluctuate in value as a result of changes in market price. The Company has an investment in shares of California Nano. This investment is recorded on the consolidated statement of financial position at fair value as of the statement of financial position date with changes from the prior year's fair value reported in OCI. A 1% change in the price of the investment would have an impact of \$4,047 (December 31, 2018 - \$2,201).

#### Liquidity Risk

The Company is exposed to liquidity risk due to the borrowings under the credit facilities. This risk is mitigated by complying with the covenants and managing the cash flow by controlling accounts receivable and accounts payable.

The following table provides an analysis of the financial liabilities based on the remaining terms of the liabilities as at March 31, 2019:

	≤	1 year	year years	3 year 4 years	> 5 years	Total
Accounts payable and accrued liabilities Bank indebtedness	•	957,292 300,000	\$ -	\$ -	\$ -	\$ 957,292 300,000
Total	\$ 1	,257,292	\$ -	\$ -	\$ -	\$ 1,257,292

#### Credit Risk

The Company manages credit risk over cash by maintaining its bank accounts with large financial institutions. The Company manages credit risk over accounts receivable by dealing with financially sound customers, based on an evaluation of the customer's financial condition. For the three months ended March 31, 2019, the Company was engaged in contracts for products with four (March 31, 2018 – four) customers in excess of 10% of revenue, which accounted for \$1,707,842 (2018 - \$1,160,391) or 70% (2018 – 87%) of the Company's total revenue. The maximum exposure to credit risk is the

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carrying value of cash, account receivable and due from related partites. The table below provides an analysis of the age of accounts receivable which are not considered impaired.

	Total	Current	≤ 30 days	> 30 days ≤ 60 days	60 days ≤ 90 days	> 90 days
March 31, 2019	\$ 1,594,033	\$ 1,130,402	\$ 345,390	\$ 73,134	\$ 4,941	\$ 40,165
December 31, 2018	\$ 1,132,435	\$ 795,227	\$ 269,624	\$ 9,932	\$ 1,029	\$ 56,623

#### 11. Contributed Surplus

The following is a continuity schedule of contributed surplus:

	March 31, 2019	December 31, 2018
Balance, beginning of period	\$ 1,812,298	\$ 1,772,431
Shares issued upon options exercise	-	(22,545)
Share-based compensation	30,960	62,412
Balance, end of period	\$ 1,843,258	\$ 1,812,298

### 12. Income (loss) per Common Share

The basic income (loss) per common share is calculated using net income (loss) divided by the weighted-average number of common shares outstanding. The diluted income per common share is calculated using net income (loss) divided by the weighted-average number of diluted common shares outstanding.

399,333 options (2018 – 399,333) and 1,200,000 warrants (2018 – nil) were excluded in calculating the weighted-average number of diluted common shares outstanding for the three months ended March 31, 2019 because their exercise price was greater than the annual average common share market price for the period. Outstanding options and warrants are the only potential dilutive instruments.

#### 13. Capital Disclosures

The objective for managing the Company's capital structure is to ensure that the Company has the financial capacity, liquidity and flexibility to fund expansion projects and product development efforts. The capital structure of the Company consists of cash, and equity comprised of issued capital, contributed surplus and retained earnings. The Company generally relies on operating cash flows to fund the expansion and product development. However, given the long cycle time of some of the development projects which require significant capital investment prior to cash flow generation, it is not unusual for capital expenditures to exceed cash flow from operating activities in any given period. The Company's financing needs depend on the timing of expected net cash flows from new products and

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sales of current products. This requires the Company to maintain financial flexibility and liquidity. The Company's capital management policies are aimed at:

Maintaining an appropriate balance between short-term borrowings, long-term debt and shareholders' equity; maintaining sufficient undrawn committed credit capacity to provide liquidity; ensuring ample covenant room to draw credit lines as required; and ensuring the Company maintains a credit rating that is appropriate for their circumstances.

The Company monitors the leverage in its capital structure by reviewing the ratio of net debt to cash flow from operating activities and interest coverage ratios.