



PLAINTREE

1991 -2021

30 YEARS

SPOTON

SUMMIT AEROSPACE USA INC.

TRIODETIC

HYPERNETICS

PLAINTREE 1991-2021

Annual Report Fiscal 2021
March 31, 2021

Plaintree Systems Inc.

March 31, 2021 and March 31, 2020

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INDEPENDENT AUDITOR'S REPORT

To the shareholders of

PLAINTREE SYSTEMS INC.

Opinion

We have audited the consolidated financial statements of Plaintiff Systems Inc. (the Company), which comprise the consolidated statement of financial position as at March 31, 2021 and 2020, the consolidated statements of comprehensive earnings (loss), changes in equity and cash flows for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Company as at March 31, 2021 and 2020 and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards (IFRSs).

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

Management is responsible for the other information. The other information comprises the information, other than the consolidated financial statements and our auditor's report thereon, in the Management's Discussion and Analysis.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon. In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We obtained Management's Discussion and Analysis prior to the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in this auditor's report. We have nothing to report in this regard.

Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

The engagement partner on the audit resulting in this independent auditor's report is Bryan Haralovich.

A handwritten signature in black ink that reads "Welch LLP". The signature is written in a cursive, flowing style.

Chartered Professional Accountants
Licensed Public Accountants

Ottawa, Ontario
July 21, 2021.

Plaintree Systems Inc.

Consolidated statements of financial position

as of March 31, 2021 and March 31, 2020

(in Canadian dollars)

	2021	2020
	\$	\$
Assets		
Current assets		
Cash	2,066,688	1,503,880
Trade receivables	2,223,055	1,831,206
Unbilled revenue	1,751,652	1,354,322
Inventories (Note 4)	1,676,853	1,736,901
Prepaid expenses and other receivables	292,465	249,538
Current portion of mortgage receivable (Note 5)	5,250	4,941
	8,015,963	6,680,788
Long-term portion of mortgage receivable (Note 5)	289,809	295,059
Property, plant and equipment (Note 9)	3,456,267	3,895,444
Intangible assets (Note 10)	285,583	407,668
	12,047,622	11,278,959
Liabilities		
Current liabilities		
Trade and other payables (note 12)	1,683,580	1,411,104
Deferred revenue	250,406	81,671
Current portion of long-term debt and lease obligation (Note 6, 7)	1,142,328	654,924
Current portion of due to related parties (Note 11)	50,000	50,000
Current portion of government assistance (Note 8)	75,186	83,794
	3,201,500	2,281,493
Long-term debt and lease obligation (Note 6, 7)	1,140,983	1,932,685
Deferred government assistance (Note 8)	533,875	581,280
Due to related parties (Note 11)	5,033,293	5,176,759
Deferred tax liabilities (Note 16)	168,971	182,000
	10,078,622	10,154,217
Shareholders' equity		
Issued capital (Note 13)	2	2
Contributed surplus	2,159,842	2,159,842
Deficit	(190,844)	(1,035,102)
	1,969,000	1,124,742
	12,047,622	11,278,959

Approved by the Board

"David Watson" _____

"Girvan Patterson" _____

The accompanying notes are an integral part of the consolidated financial statements

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Plaintree Systems Inc.

Consolidated statements of comprehensive earnings (loss)
for the years ending March 31, 2021 and March 31, 2020
(in Canadian dollars)

	2021	2020
	\$	\$
Revenue	12,659,689	17,355,827
Cost of sales (Note 8)	8,961,907	13,503,702
Gross margin	3,697,782	3,852,125
Operating expenses (Note 8)		
Research and development	1,010,032	1,550,715
Finance and administration	1,182,612	1,732,324
Sales and marketing	381,584	668,658
Bad debt	-	63,003
(Gain) loss on disposal of assets	9,713	(283,068)
Interest expense	182,735	280,189
Loss on foreign exchange	37,165	43,986
	2,803,841	4,055,807
Net earnings (loss) before income taxes	893,941	(203,682)
Income tax expense (Note 16)		
Current expense	62,712	35,640
Deferred income tax expense	(13,029)	2,260,830
	49,683	2,296,470
Net earnings (loss) and comprehensive earnings (loss)	844,258	(2,500,152)
Basic and diluted (loss) per common share (Note 14)	(0.05)	(0.31)
Weighted average common shares outstanding	12,925,253	12,925,253

The accompanying notes are an integral part of the consolidated financial statements

Plaintree Systems Inc.

Consolidated statements of cash flows

for the years ending March 31, 2021 and March 31, 2020

(in Canadian dollars)

	2021	2020
	\$	\$
Operating activities		
Comprehensive earnings (loss)	844,258	(2,500,152)
Add (deduct) items not affecting cash:		
Write-down of inventories	36,535	114,297
Depreciation of intangible assets	144,458	136,108
Depreciation of property, plant and equipment	857,239	1,004,445
Loss (gain) on sale of property, plant and equipment	9,713	(283,652)
Deferred tax liabilities	(13,029)	53,000
Property, plant and equipment - held for sale	-	(157,686)
Stock option expense	-	69,092
Assets held for sale	-	1,944,202
Deferred tax assets	-	2,207,830
Liabilities on assets held for sale	-	(305,593)
Changes in non-cash operating working capital items		
Deferred revenue	168,735	(428,305)
Inventories	23,513	(813,768)
Prepaid expenses and other receivables	(42,927)	(133,778)
Trade and other payables	272,478	(230,181)
Trade and other receivables	(391,849)	2,464,812
Unbilled revenue	(397,330)	(471,981)
Mortgage receivable	4,941	-
Cash provided by operations	1,516,735	2,668,690
Investing activities		
Payments to acquire intangible assets	(22,373)	(148,647)
Payments to acquire property, plant and equipment	(427,775)	(15,521)
Proceeds from disposal of property, plant and equipment	-	928,252
Cash (used) in investing activities	(450,148)	764,083
Financing activities		
Repayment of government assistance	(136,014)	(24,647)
Proceeds from government assistance	80,000	-
Repayment of long-term debt	(221,922)	(133,710)
Proceeds from financing	467,448	-
Repayment of capital lease obligations	(549,825)	(320,326)
Repayment of related party borrowings (Note 12)	(143,466)	(639,419)
Cash (used) in financing activities	(503,779)	(1,118,102)
Net cash inflow	562,808	2,314,671
Net cash (cash deficit) (beginning of the year)	1,503,880	(810,791)
Net cash, end of the year	2,066,688	1,503,880

The accompanying notes are an integral part of the consolidated financial statements

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PLAINTREE SYSTEMS INC.

Consolidated Statement of changes in equity

for the periods ended March 31, 2021 and March 31, 2020

(in Canadian dollars)

	Common Shares Number	Issued Capital \$	Shares (1) Number	Issued Capital \$	Contributed Surplus \$	Retained earnings (deficit) \$	Shareholders' Equity \$
Balances at April 1, 2019	12,925,253	1	18,325	1	2,090,750	1,465,050	3,555,802
Stock option expense					69,092		69,092
Net earnings and comprehensive earnings						(2,500,152)	(2,500,152)
Balances at March 31, 2020	12,925,253	1	18,325	1	2,159,842	(1,035,102)	1,124,742

	Common Shares Number	Issued Capital \$	Shares (1) Number	Issued Capital \$	Contributed Surplus \$	Retained earnings (deficit) \$	Shareholders' Equity \$
Balances at April 1, 2020	12,925,253	1	18,325	1	2,159,842	(1,035,102)	1,124,742
Net (loss) and comprehensive (loss)						844,258	844,258
Balances at March 31, 2021	12,925,253	1	18,325	1	2,159,842	(190,844)	1,969,000

(1) Class A Shares have a 8% cumulative dividend, calculated on redemption amount, redeemable at the option of the Company at any time at \$1000 per share plus accrued dividends; non-voting.

The accompanying notes are an integral part of the consolidated financial statements

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

1. Description of the business

Plaintree Systems Inc. (“Plaintree” or the “Company”) was incorporated in Canada under the Canada Business Corporation Act and is publicly traded on the Canadian Securities Exchange (“CSE”) under “NPT”. Plaintree is a diversified company with proprietary technologies and manufacturing capabilities in structural design and aerospace. The Company operates an Electronics division, consisting of the Hypernetics division and Summit Aerospace USA Inc. (“Summit Aerospace”), and a Specialty Structures division consisting of the Triodetic business and Spotton Corporation. The Hypernetics business manufactures avionic components for various applications including aircraft antiskid braking, aircraft indicators, solenoids and permanent magnet alternators. The Triodetic business is a design/build manufacturer of steel, aluminum, and stainless steel specialty structures such as commercial domes, free form structures, barrel vaults, space frames, and industrial dome coverings. Summit Aerospace specializes in the high-end machining of super-alloys for the aircraft and helicopter markets. Spotton’s business involves the design and manufacture of high-end custom hydraulic and pneumatic cylinders for the industrial, automation and oil and gas markets.

The address of the Company’s registered office and principal place of business is 10 Didak Drive, Arnprior, Ontario.

2. Basis of presentation

(a) Statement of compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) and were approved for issue by the Board of Directors on July 21, 2021.

(b) Basis of measurement

These consolidated financial statements have been prepared on a historical cost basis except for share-based compensation and for the purchase price allocation for business combinations, which are measured at fair value. Historical cost is generally based upon the fair value of the consideration given in exchange for assets.

(c) Basis of consolidation

The consolidated financial statements include the accounts of Plaintree Systems Inc. and its wholly-owned subsidiaries: Summit Aerospace USA Inc. and Triodetic Inc. (U.S. companies), and Triodetic Ltd and Spotton Corporation (Canadian companies). Subsidiaries are entities controlled by the Company. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases. The accounting policies of subsidiaries align with the policies adopted by the Company. All inter-company transactions have been eliminated.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

3. Significant accounting policies

The significant accounting policies include the following:

Inventories

Inventories are valued using a standard costing formula and are stated at the lower of cost and net realizable value. Costs, including an appropriate portion of fixed and variable overhead expenses, are allocated to the weighted average cost of inventory by the method most appropriate to the particular class of inventory. Net realizable value represents the estimated selling price for inventories less all estimated costs of completion and costs necessary to make the sale.

Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and accumulated impairment for losses. When parts of material items of property, plant and equipment have significantly different useful lives, they are accounted for as separate items (major components) of property, plant and equipment. Depreciation is recognized so as to write off the cost of assets less their residual values over their useful lives using the straight-line method as follows:

Building	20 years
Leasehold improvements	10 years
Factory equipment	10 years
Computer equipment	3 years
Office equipment and furniture	10 years
Vehicles	4 years

Leases and right-of-use assets

At inception of a contract, the Company assesses whether a contract is, or contains, a lease based on whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. The Company recognizes a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured based on the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received. The assets are depreciated to the earlier of the end of the useful life of the right-of-use asset or the lease term using the straight-line method as this most closely reflects the expected pattern of consumption of the future economic benefits. The lease term includes periods covered by an option to extend if the Company is reasonably certain to exercise that option.

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 measured at amortized cost using the effective interest method. It is re-measured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Company's estimate of the amount expected to be payable under a residual value guarantee, or if the Company changes its assessment of whether it will exercise a purchase, extension or termination option. When the lease liability is re-measured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset or is recorded in profit or loss if the carrying amount of the right of use asset has been reduced to zero. Variable costs are not included in the measurement of the lease liability.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

3. Significant accounting policies - Cont'd.

Intangible assets

The Company's intangible assets consist of a customer relationship, a non-competition agreement and software. Intangible assets are stated at cost less accumulated depreciation and accumulated impairment for losses. The Company uses the income approach to determine the fair value of its acquired customer relationship and non-competition agreement intangible assets. This approach is a valuation technique that calculates the fair value of an intangible asset based on the cash flows that an asset can be expected to generate over its remaining useful life. These assets are capitalized and are amortized to operations over their estimated useful lives from the date that they are acquired and available for use, since this most closely reflects the expected usage and consumption patterns related to the future economic benefits embodied in the assets. The Company considers the length of time over which it expects to earn or recover the present value of the assets. Depreciation is recognized so as to write off the cost of assets over their useful lives using the straight-line method as follows:

Software	2 years
Customer relationship	10 years
Non-competition agreement	6.5 years

The Company's policy is to review all long-lived assets for impairment annually or whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. The Company will record an impairment of the asset if the recoverable amount, determined as the higher of an asset's fair value less costs to sell or the discounted future cash flows generated from use and eventual disposal of an asset, is less than its carrying value. The estimated useful lives, residual values and depreciation method are reviewed at the end of each reporting period.

Revenue recognition

Revenue is recognized upon transfer of control of products or services to customers at an amount that reflects the consideration the Company expects to receive in exchange for the products or services. This is achieved through applying the following five-step model:

- Identification of the contract, or contracts, with a customer
- Identification of the performance obligation in the contract
- Determination of the transaction price
- Allocation of the transaction price to the performance obligation in the contract
- Recognition of revenue when, or as, the Company satisfies a performance obligation

The Company generates substantially all of its revenue from contracts with customers, whether formal or implied for the delivery of customized products and services.

Given the custom nature of the products sold by the Company revenue is recognize over time using the percentage of completion method of services rendered that reflects the extent of work accomplished. Management estimates the percentage-of-completion by reference to measures of performance that are reasonably determinable and are directly related to the activities critical to completion of the contract. The Company uses this method of revenue recognition as projected contract revenue and costs may reasonably be estimated based on the Company's business practices, methods and historical experience. This method requires estimates of costs and profits over the entire term of the contract. Management regularly reviews underlying estimates of project profitability; revisions to estimates are reflected in the statement of income in the period in which the facts that give rise to the revision become known. Provisions for estimated losses, if any, are recognized in the period in which the loss is determined. Contract losses are measured as the amount by which the estimated costs of the contract exceed the estimated total revenue from the contract.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

3. Significant accounting policies - Cont'd.

Progress billings are recorded as deferred revenue to the extent that the billings exceed revenue recognized to date. Unbilled revenue is recorded to the extent that revenue has been recognized, but not yet billed to the customer.

Warranty obligations associated with the sale of equipment are assurance-type warranties and therefore do not represent a distinct performance obligation. The Company records a provision for assurance-type warranties at the time equipment sales are recognized as revenue.

Professional services may be provided for training and support. Professional services are typically billed on a time and material basis and revenue is recognized over time as the services are performed or delivered.

Generally the Company's performance obligations have an expected duration of under one year and as such the Company has elected to apply the practical expedient available under IFRS 15 to not disclose information relating to remaining performance obligations.

The Company recognizes an asset for the incremental costs of obtaining a contract with a customer if it expects the costs to be recoverable. Capitalized contract acquisition costs are amortized consistent with the pattern of transfer to the customer for the goods and services to which the asset relates. The Company applies the practical expedient available under IFRS 15 and does not capitalize incremental costs of obtaining contracts if the amortization period is one year or less. The Company had no material contract assets or liabilities.

The Company has elected to apply the practical expedient to not adjust the total consideration over the contract term for the effect of a financing component if the period between the transfer of services to the customer and the customer's payment for these services is expected to be one year or less.

Business combination

Business combinations are accounted for using the acquisition method. The cost of the business combination is measured as the aggregate of the fair values (at the date of exchange) of assets acquired and liabilities incurred or assumed. The acquiree's identifiable assets, liabilities and contingent liabilities that meet the conditions for recognition under IFRS 3, Business Combinations, are recognized at their fair values at the acquisition date. Acquisition costs are expensed as incurred.

Functional currency

The Canadian dollar is the functional currency of the parent company and its subsidiaries.

Monetary assets and liabilities, which are denominated in foreign currencies, are translated to the entity's functional currency at period end exchange rates, and transactions included in the consolidated statement of comprehensive earnings (loss) are translated at average rates prevailing during the period. Exchange gains and losses resulting from the translation of these amounts are included in the consolidated statement of comprehensive earnings.

The accounts of the Company's wholly-owned U.S. subsidiaries, which have Canadian dollar functional currencies, have been translated into Canadian dollars using the exchange rates at period end for monetary items and at exchange rates at the transaction date for non-monetary items measured at historical costs.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

3. Significant accounting policies - Cont'd.

Stock option plans

The Company measures equity settled stock options granted based on their fair value at the grant date and recognizes compensation expense over the vesting period. Expected forfeitures are estimated at the date of grant and subsequently adjusted if further information indicates actual forfeitures may vary from the original estimate. The impact of the revision of the original estimate is recognized in net earnings. Consideration paid by employees on the exercise of stock options is recorded as share capital and the related share-based payments are transferred from contributed surplus to share capital.

Investment tax credits and government assistance

Investment tax credits and government assistance are recorded as a reduction of the related expense or cost of the asset acquired. The benefits are recognized when the Company has complied with the terms and conditions of the approved grant program or applicable tax legislation.

Research and development expenditures

Current research costs are expensed as incurred while expenditures for research and development equipment, net of related investment tax credits, are capitalized.

Development costs are deferred and amortized when the criteria for deferral under IFRS are met, or otherwise, are expensed as incurred. To date, no such costs have been capitalized.

Income taxes

The Company's deferred income tax assets and liabilities are recognized for the future tax consequences attributable to tax loss carry-forwards and to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred income tax assets and liabilities are measured using tax rates that have been enacted or substantively enacted, applied to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred income tax assets and liabilities of a change of statutory tax rates is recognized in income in the period of enactment or substantive enactment. Deferred income tax assets are recognized to the extent it is probable that taxable profit will be available against which the deductible temporary difference can be utilized.

Basic earnings (loss) per share for continued and discontinued operations

Earnings (loss) per share has been calculated on the basis of net income attributable to common shareholders divided by the weighted average number of common shares outstanding during the period. Earnings (loss) attributable to common shareholders is equal to net income (loss) less the dividends accumulated on the preferred shares. Diluted earnings (loss) per common share is calculated by dividing the applicable net income attributable to common shareholders by the sum of the weighted average number of common shares outstanding and all additional common shares that would have been outstanding if potentially dilutive common shares had been issued during the period. The Company uses the treasury stock method in determining the denominator for earnings (loss) per share. Under this method, it is assumed that the proceeds from the exercise of options are used to repurchase common shares at the weighted average market price of the shares for the period.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

3. Significant accounting policies - Cont'd.

Financial instruments

Financial assets and financial liabilities are recognized when the Company becomes party to the contractual provisions of the instrument.

Trade receivables are initially measured at the transaction price which represents fair value at the date of the transaction. All financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss ("FVTPL")) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognized immediately in profit or loss.

Financial assets

All financial assets are recognized and de-recognized on trade date.

The Company determines the classification of its financial assets on the basis of both the business model for managing the financial assets and the contractual cash flow characteristics of the financial asset. Financial assets are not reclassified subsequent to their initial recognition unless the Company changes its business model for managing financial assets.

A financial asset is measured at amortized cost if it is held within a business model whose objective is to hold assets to collect contractual cash flows, and its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

<u>Financial asset</u>	<u>Classification under IFRS 9</u>
Cash and cash equivalents	Amortized cost
Trade and other receivables	Amortized cost
Unbilled receivables	Amortized cost
Mortgage receivable	Amortized cost

Amortized cost

Subsequent to initial recognition, financial assets at amortized cost are measured using the effective interest method, less any impairment. Interest income is recognized by applying the effective interest rate except for short-term receivables where the interest revenue would be immaterial. Interest income, foreign exchange gains and losses, impairment, and any gain or loss on de-recognition are recognized in profit or loss.

Impairment of financial assets

The Company measures a loss allowance based on the lifetime expected credit losses. Lifetime expected credit losses are estimated based on factors such as the Company's past experience of collecting payments, the number of delayed payments in the portfolio past the average credit period, observable changes in national or local economic conditions that correlate with default on receivables, financial difficulty of the borrower, and it becoming probable that the borrower will enter bankruptcy or financial re-organization.

Financial assets are written off when there is no reasonable expectation of recovery.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

3. Significant accounting policies - Cont'd.

Financial liabilities

The Company determines the classification of its financial liabilities at initial recognition. The Company's financial liabilities are classified as follows:

<u>Financial liability</u>	<u>Classification under IFRS</u>
Trade payables and accrued liabilities	Amortized cost
Bank loans, loans	Amortized cost

Amortized cost

Financial liabilities at amortized cost are measured using the effective interest rate method, including the impact of deferred financing fees.

De-recognition of financial liabilities

The Company de-recognizes financial liabilities when the Company's obligations are discharged, cancelled or they expire.

Critical accounting estimates and judgements

The preparation of financial statements requires management to select appropriate accounting policies and to make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period.

Revenue recognition

Application of the accounting principles related to measurement and recognition of revenue requires the Company to make judgments and estimates.

Revenue for customized products is recognized over time based on the estimated percentage-of-completion of services rendered at each period-end. This method requires management to estimate total costs and profits over the entire term of the contract.

Impairment of trade receivables

Management determines the estimated recoverability of trade receivables based on the evaluation and ageing of trade receivables, including the current creditworthiness and the past collection history of the customers and reviews these estimates at the end of each reporting period. The Company maintains an allowance for doubtful accounts to provide for impairment of trade receivables.

Impairment of long-lived assets

Long-lived assets, including property and equipment and intangible assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset exceeds its recoverable amount. The recoverable amount of an asset or a cash generating unit is the higher of its fair value, less costs of disposal, and its value in use. If the carrying amount of an asset exceeds its recoverable amount, an impairment charge is recognized by the amount by which the carrying amount of the asset exceeds the recoverable amount. Where an impairment loss subsequently reverses, the carrying amount of the asset is increased, except for goodwill, to the lesser of the revised estimate of recoverable amount, and the carrying amount that would have been recorded had no impairment loss been recognized previously. Management uses information available to estimate if indicators of impairment exist when calculating the fair value amount.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

3. Significant accounting policies - Cont'd.

Useful lives of property, plant and equipment and intangible assets

Management determines the estimated useful lives of its property, plant and equipment based on historical experience of the actual lives of property, plant and equipment of similar nature and functions and reviews these estimates at the end of each reporting period. The useful lives of intangible assets are based on management's best estimate of the expected life of the economic benefits that will be derived from the assets.

Functional currency

Revenue contracts are priced in a variety of currencies whereas the cost structure inputs are primarily in Canadian dollars. Secondary indicators of functional currency, including financing and cash holdings are primarily in Canadian dollars. As the primary indicators of functional currency do not clearly indicate a specific currency, the indicators as a whole have been judged to indicate the Canadian dollar as the functional currency of the parent company and its subsidiaries.

Estimation uncertainty

Critical accounting policies and estimates utilized in the normal course of preparing the Company's consolidated financial statements require the determination of future cash flows utilized in assessing net recoverable amounts and net realizable values; allowance for bad debt; useful lives of property, equipment and intangible assets; percentage-of-completion for revenue recognition; unbilled revenue; deferred revenue; inventory obsolescence; ability to utilize tax losses; and measurement of deferred taxes. In making estimates, management relies on external information and observable conditions where possible, supplemented by internal analysis where required.

These estimates have been applied in a manner consistent with that in the prior periods and there are no known trends, commitments, events or uncertainties that we believe will materially affect the methodology or assumptions utilized in these consolidated financial statements. The estimates are impacted by many factors, some of which are highly uncertain. The interrelated nature of these factors prevents us from quantifying the overall impact of these movements on the Company's consolidated financial statements in a meaningful way. These sources of estimation uncertainty relate in varying degrees to virtually all asset and liability account balances

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

4. Inventories

	<u>March 31, 2021</u>	<u>March 31, 2020</u>
	(audited)	(audited)
	\$	\$
Raw materials	1,007,122	1,176,419
Work in process	634,217	528,966
Finished goods	35,514	31,516
	<u>1,676,853</u>	<u>1,736,901</u>

The cost of inventories recognized as an expense during the year was \$8,937,360 (\$13,400,808 in 2020). The total carrying value of inventory as at March 31, 2021, was pledged as security through general security agreements under bank lines of credit and related party liabilities (see note 11 and 17).

The Company wrote down its inventories by \$36,535 in fiscal 2021 (\$114,298 in 2020) to reflect where the carrying amount exceeded net realizable value. The Company had write ups in the year totaling \$25,924 (\$49,161 in 2020).

5. Mortgage receivable

In March 2020, the Company sold a building owned by it in Arnprior Ontario for \$1.3 million. The consideration was paid by \$1 million in cash and by a vendor take mortgage of \$300,000. The vendor take back mortgage has a five year term and earns interest at 6.076%. The Issuer has secured the vendor take back mortgage by a charge over the building and other security. The building was not used by the Issuer in its operations and was leased to a third party. The gain on sale was \$283,068. The remaining mortgage payments are as follows:

	\$
2022	5,250
2023	5,578
2024	5,926
2025	<u>278,305</u>
Net mortgage receipts	<u>295,059</u>

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

6. Long-term debt

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Non-revolving loan payable in monthly blended installments of principal and interest, \$8,061, at a rate of 4.728%, secured by general security agreement, maturing March 2022.	270,191	352,078
Non-revolving loan payable (\$302,133 USD) in monthly blended installments of principal and interest, \$7,559 USD, at a rate of LIBOR plus 3.25%, secured by general security agreement, maturing March 2022.	379,932	539,960
Non-revolving loan payable in monthly blended installments of principal and interest, \$15,148.09, at a rate of 3.640%, secured by general security agreement, maturing March 2026.	829,827	362,379
Deferred financing fees	(72,595)	(92,588)
	1,407,355	1,161,829
Current portion	(804,249)	(200,033)
	603,106	961,796

Principal repayments required on bank debt in the next five years and thereafter are as follows:

	\$
2022	804,249
2023	159,831
2024	165,746
2025	171,881
2026	178,243
Net loan re-payments	<u>1,479,950</u>

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

7. Lease Obligation

The Company's leases are for factory equipment. The leases are typically 5 to 7 years in length and are subject to a range of interest rates from 4 to 8 percent per annum. The following table presents the Company's lease obligations as at March 31, 2021:

	Factory equipment leases
	<u>\$</u>
Fiscal 2022	374,210
Fiscal 2023	291,726
Fiscal 2024	204,070
Fiscal 2025	<u>80,738</u>
Total future minimum lease payments	950,744
Imputed interest	<u>(74,788)</u>
Total lease liabilities	875,956
Less: current portion	<u>(338,079)</u>
Non-current portion	<u>537,877</u>

Interest expense on lease obligations for the year ended March 31, 2021 was \$58,456 (2020 - \$92,491). Variable lease payments for operating costs not included in the measurement of lease obligations for the year ended March 31, 2021 was \$20,948.

Expenses relating to short-term leases and leases of low value assets for the year ended March 31, 2021 were \$431,817. Total cash outflow for leases was \$1,018,841, including \$549,825 of principal payments on lease obligations.

The following table presents the future contractual cash flows for short-term leases at March 31, 2021:

2022	\$22,500
------	----------

Subsequent to year end on July 1, 2021, the Company signed a lease agreement with a related party, Tidal Quality Management Corporation. The lease term is five years with \$609,750 payable annually.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

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8. Government assistance

The Company's Summit Aerospace USA Inc. division accepted a loan of \$720,000 USD (\$905,400CAD) from the Pennsylvania Industrial Development Authority (PIDA) as partial financing towards the manufacturing facility in Pocono Summit, PA purchased in May 2013. The loan carries a 15-year term, maturing in May 2029, with level monthly payments of principal and interest at a fixed rate of 1.5%. The loan is secured by the related land and building.

The Company records the government loan at its estimated fair value at the date in which the payments are recorded. The estimated fair value of the loan payable is determined by discounting future cash flows associated with the loan at a discount rate which represents the estimated borrowing rate to the Company. The difference between the face value of the loan and the estimated fair value is deemed to be government assistance. The loan payable is accreted to the face value over the term of the loan and is recognized as accretion expense.

	Loan present value (audited)	Deferred Government Assistance (audited)	Repayable government assistance (audited)
	\$	\$	\$
Opening Balance	583,400	81,674	665,074
Loan adjustment for exchange	(66,291)		(66,291)
Repayments	(60,442)	(19,015)	(79,457)
Accretion	13,828	(4,093)	9,735
March 31, 2021	470,495	58,566	529,061
Current Portion	(61,357)	(13,829)	(75,186)
Balance	409,138	44,737	453,875

Total future minimum loan payments, of obligations under government assistance for the next five years are as follows:

	\$
2022	61,357
2023	62,284
2024	63,224
2025	64,180
2026	65,149
2027 and thereafter	212,868
Net loan re-payments	529,061

The Company recorded Canadian Emergency Wage Subsidy ("CEWS"), Canadian Emergency Rent Subsidy ("CERS"), and US Paycheck Protection Program ("PPP") government wage assistance related to COVID-19 during fiscal 2021 in the amount of \$770,237 (Electronics Division) and \$1,193,538 (Specialty Structures Division) for a total of \$1,963,775 of which \$88,837 was outstanding as of March 31, 2021 and recorded in prepaids and other receivables. The total government assistance was recorded in the March 31, 2021 consolidated statement of comprehensive earnings (loss) as a reduction of the following accounts:

	\$
Cost of sales	1,169,030
Research and development	461,963
Finance and administration	207,860
Sales and marketing	124,902
	1,963,755

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

8. Government assistance - Cont'd.

The Company accepted short term, interest free loans in the amount of \$120,000 under the Canada Emergency Business Account ("CEBA"). The forgivable portions totally \$40,000 was recorded as income (Specialty Structures Division). The repayable portions of both loans totalling \$80,000 is repayable by December 31, 2022.

The following table presents the CEBA repayments at March 31, 2021:

2023 \$80,000

The Company received \$10,000 in funding from Rural Innovation Initiative Eastern Ontario (RIIEO) during the third quarter of fiscal 2021.

9. Property, plant and equipment

	Factory equipment	Computer equipment	Furniture	Vehicles	Lease improvements	Building	Land	Total
	\$	\$	\$	\$	\$	\$	\$	\$
Cost, balance								
March 31, 2019	6,616,923	1,065,758	202,313	432,138	2,529,283	1,728,928	235,431	12,810,774
Additions	1,150,075	27,396	-	-	59,471	-	-	1,236,942
Assets classified as held for sale	1,859,396	-	-	-	-	-	-	1,859,396
Disposals	(77,828)	-	-	(53,171)	(970,745)	(721,145)	(110,874)	(1,933,762)
March 31, 2020	9,548,566	1,093,154	202,313	378,967	1,618,008	1,007,783	124,557	13,973,350
Additions	420,922	6,853	-	-	-	-	-	427,775
Disposals	(68,058)	(1,776)	-	(12,049)	-	-	-	(81,883)
March 31, 2021	9,901,430	1,098,231	202,313	366,918	1,618,008	1,007,783	124,557	14,319,242
Depreciation, balance								
March 31, 2019	(6,215,206)	(1,055,427)	(200,397)	(395,844)	(1,542,190)	(653,558)	-	(10,062,622)
Depreciation	(654,194)	(11,516)	(882)	(16,971)	(224,394)	(96,488)	-	(1,004,446)
Disposal	64,341	-	-	53,152	553,236	318,434	-	989,162
March 31, 2020	(6,805,059)	(1,066,943)	(201,279)	(359,664)	(1,213,348)	(431,612)	-	(10,077,906)
Depreciation	(626,586)	(11,720)	(1,034)	(7,842)	(148,502)	(61,555)	-	(857,239)
Disposal	58,345	1,776	-	12,049	-	-	-	72,170
March 31, 2021	(7,373,300)	(1,076,887)	(202,313)	(355,457)	(1,361,850)	(493,167)	-	(10,862,975)
Carrying amount,								
March 31, 2021	2,528,130	21,343	-	11,463	256,158	514,616	124,557	3,456,267
March 31, 2020	2,743,506	26,211	1,034	19,304	404,662	576,171	124,557	3,895,444

Included in factory equipment and computer equipment are assets of \$862,301 and \$3,252 respectively not currently in use as of March 31, 2021, and therefore not subject to depreciation. Depreciation will commence in Q1 of Fiscal 2022 when the equipment will be in use.

Included in factory equipment are right of use assets with a cost of \$2,059,916 and accumulated amortization of \$540,958 (2020 - cost of \$2,059,916 and accumulated amortization of \$375,325). Refer to Note 7 for a breakdown of the Company's lease obligations.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

10. Intangibles

	Software	Customer Relationship and Non-competes	Total \$
Cost, balance			
March 31, 2019	187,759	1,313,270	1,501,029
Additions	148,647	-	148,647
March 31, 2020	336,406	1,313,270	1,649,676
Additions	22,372	-	22,372
March 31, 2021	358,778	1,313,270	1,672,048
Accumulated Depreciation, balance			
March 31, 2019	(183,610)	(922,289)	(1,105,899)
Depreciation	(5,781)	(130,327)	(136,108)
March 31, 2020	(189,392)	(1,052,616)	(1,242,007)
Depreciation	(14,131)	(130,327)	(144,458)
March 31, 2021	(203,522)	(1,182,943)	(1,386,465)
Carrying amount,			
March 31, 2021	155,256	130,327	285,583
March 31, 2020	147,014	260,654	407,668

Included in software are assets of \$137,153 related to the purchase of software not currently in use and therefore not subject to depreciation. Depreciation will commence once the software is in use.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

11. Due to related parties

	March 31, 2021 (audited)	March 31, 2020 (audited)
	\$	\$
Due to senior officers	3,932,870	3,983,832
Dividends payable	60,000	60,000
Due to Targa Group Inc, convertible debentures	247,672	247,672
Due to Tidal Quality Management Inc.	398,760	491,264
Due to Targa Group Inc, line of credit interest	242,598	242,598
Due to Targa Group Inc, demand loan interest	201,393	201,393
	5,083,293	5,226,759
Less: current portion	(50,000)	(50,000)
	5,033,293	5,176,759

Targa Group Inc. and Tidal Quality Management Inc. are companies under common control.

As at March 31, 2021, a balance of \$3,932,870 (\$2,697,236 principal and \$1,235,634 interest); March 31, 2020 - \$3,983,832 (\$2,748,198 principal and \$1,235,634 interest in 2020) remained owing to senior officers of the Company. The parties agreed to discontinue interest payments accruing on balances as of April 1, 2016. During the year payments in the amount of \$50,962 were repaid to senior officers. As of March 31, 2021 \$50,000 was classified as current. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

On July 14, 2011, the board of directors of the Company declared a cash dividend of \$10.91405 per Class A preferred share (\$200,000 in the aggregate) payable on July 22, 2011, to the holders of record at the close of business on July 18, 2011. The Class A preferred shares are held by related parties and are entitled to annual cumulative dividends of 8% on the \$1,000 redemption amount of the Class A preferred share. An amount of \$60,000 (\$60,000 in 2020) of the dividend remains outstanding as at March 31, 2021. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

As at March 31, 2021, interest in the amount of \$247,672 (\$247,672 in 2020) on a loan from Targa remains outstanding. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

As at March 31, 2021, a balance of \$398,760 (\$215,871 rent arrears and \$182,889 interest); March 31, 2020 - \$491,264 (\$308,376 rent arrears and \$182,889 interest) remained owing to a related party controlled by Targa, Tidal Quality Management Corp. The party agreed to discontinue interest accruing on unpaid balances as at April 1, 2016. Until then the interest rate was at bank prime plus 2%. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

11. Due to related parties – Cont'd.

The Company has a revolving line of credit of up to \$1,000,000 with Targa. Under the loan agreements, all amounts advanced to the Company are payable on demand and bear interest at bank prime plus 2%. The Targa Credit Line is secured by a security interest granted over the assets of the Company. As at March 31, 2021, \$NIL (\$NIL in 2020) remained outstanding on the line of credit with accumulated interest of \$242,598 (\$242,598 in 2020) outstanding for a balance of \$242,598 (\$242,598 in 2020). The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

Interest in the amount of \$66,581 (\$66,581 in 2020) remained outstanding on a demand loan with Targa. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments. Accumulated interest in the amount of \$134,812 (\$134,812 in 2020), on a loan from Targa remains outstanding as of March 31, 2021. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

The Company guarantees a bank loan to Tidal Quality Management Corp. up to a limit of \$1,100,000 for any balance due or remaining unpaid to the bank in the event that the related party is unable to pay.

During the year ended March 31, 2021, the Company incurred interest on related party balances of \$NIL (2020 - \$NIL).

Rents paid to Tidal Quality Management Corp during the year ended March 31, 2021 totaled \$280,189 (2020 - \$151,921). The above related party transactions are measured at their exchange amount, which is the amount agreed to by the parties.

12. Trade and other payables

Trade and other payables are comprised of the following:

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Accounts payable	874,596	434,475
Accrued liabilities	425,359	446,504
Salaries and benefits payable	383,625	530,125
	1,683,580	1,411,104

Plaintree Systems Inc.

Notes to the consolidated financial statements

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(In Canadian dollars)

13. Share capital

Authorized, unlimited number

Common shares

Class A preferred shares

Class A preferred shares entitled to a cumulative dividend, calculated on a redemption amount, payable in priority to dividends on common shares, redeemable at the option of the Company at any time at \$1000 per share plus 8% cumulative dividends, calculated on redemption amount, redeemable at the option of the Company at any time liquidation preference of the redemption value plus cumulative dividends (when and if declared) to common shares; non-voting. As of March 31, 2021, the accrued and unpaid dividends on Class A preferred shares were \$18,258,000 (\$16,792,000 in 2020).

Stock option plans

Stock options

Under the Company's Stock Option Plan, the Company is authorized to issue up to 12,000,000 stock options to its employees, officers, directors or consultants.

Stock options are granted with an exercise price equal to the stock's fair market value at the date of grant and the maximum term of an option is ten years. Options are granted periodically and vest immediately on the date of grant.

Information related to the share options outstanding at March 31, 2021 is presented below:

	Number of shares	Weighted average exercise prices
	#	\$
Options outstanding, beginning of year	880,000	0.11
Granted	-	-
Options outstanding, and exercisable, end of year	880,000	0.11

The following table summarizes information about stock options outstanding at March 31, 2021:

Options Outstanding				
	Number outstanding at March 31, 2021	Weighted average remaining contractual life (in years)	Weighted average exercise price	Number exercisable at March 31, 2021
Exercise Price	#		\$	#
\$ 0.11	880,000	8.72	0.11	880,000

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

13. Share capital - Cont'd.

During the year ended March 31, 2020, 880,000 stock options were granted to employees and directors of the Company at an exercise prices of \$0.11 with an expiry date of December 16, 2029.

Grant Date	Options Granted	Stock Price \$	Exercise Price \$	Expected Life	Volatility	Dividend Rate	Risk Free Rate	Per-Share Weighted Average Fair Value \$
December 16, 2019	880,000	0.08	0.11	5 years	214%	0%	1.67%	0.08

14. Basic and diluted earnings per common share

Net (loss) income attributable to common shares used in the numerator of basic and diluted earnings per share is calculated as follows:

For the years ended March 31, 2021 and 2020, diluted earnings per share equals basic earnings per share due to the anti-dilutive effect of options and convertible instruments.

	March 31, 2021 (audited) \$	March 31, 2020 (audited) \$
Net profit (loss) from operations	844,258	(2,500,152)
Cumulative dividends on preferred shares - per annum	(1,466,000)	(1,466,000)
Net (loss) attributed to common shares (basis and diluted)	(621,742)	(3,966,152)
Basic and diluted weighted average shares outstanding	12,925,253	12,925,253
Basic and diluted (loss) per share from operations	(0.05)	(0.31)

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

15. Business segment information

The Company's chief decision maker, the CEO, tracks the Company's operations as two business segments - the design, development, manufacture, marketing and support of electronic product, and the specialty structural products. The Company determines the geographical location of revenue based on the location of its customers. Of the total balance of \$3,456,268 (2020 - \$3,895,444) in property, plant and equipment, \$1,551,281 (2020 - \$1,381,000) is located in Canada and \$1,904,987 (2020 - \$2,514,444) in the United States. All the Company's intangible assets are primarily located in Canada.

Revenue by division

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Electronics	6,272,341	7,834,027
Specialty Structures	6,387,348	9,521,800
	12,659,689	17,355,827

Revenue by geographical location

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Canada	5,743,018	5,220,672
United States	6,464,842	6,838,322
Chile	448,462	373,349
Peru	0	4,530,975
Other	3,367	392,510
	12,659,689	17,355,827

Net earnings (loss) before taxes by division

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Electronics	489,279	(96,102)
Specialty Structures	404,662	(107,581)
	893,941	(203,683)

Product revenue concentration (customers with revenue in excess of 10%)

	March 31, 2021	March 31, 2020
	(audited)	(audited)
Number of customers	2	2
% of total revenue	10%, 20%	13%, 26%

Assets by division

	March 31, 2021	March 31, 2020
	(audited)	(audited)
Electronics	7,203,283	7,563,763
Specialty Structures	4,844,339	3,715,196

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

16. Income taxes

Deferred income taxes reflect the impact of loss carry-forwards and of temporary differences between amounts of assets and liabilities for financial reporting purposes and such amounts are measured by tax laws. The temporary differences and loss carry-forwards that gave rise to significant portions of the deferred tax asset, which have not been recognized, are as follows:

	2021	2020
	\$	\$
Accounting depreciation in excess of tax	248,000	428,000
Research and development expenses not deducted for tax	16,508,000	16,656,000
Losses available to offset future income taxes	3,938,000	4,092,000
Accruals	3,010,000	2,854,000
Other	42,000	192,000
	<u>23,746,000</u>	<u>24,222,000</u>

The effect of temporary differences and loss carryforwards that give rise to significant portions of the deferred tax asset, which has been recognized during the year ended March 31, 2021 are as follows:

	2020	Recognized in Profit or Loss	2021
	\$		\$
Deferred Tax Assets	-	-	-
Research and development expenses	-	-	-
Losses Available to offset future income taxes	73,000	(73,000)	-
Accruals	12,000	(1,000)	11,000
Other	126,000	(74,971)	51,029
Deferred tax liabilities			
Accounting depreciation in excess of tax	(393,000)	162,000	(231,000)
	(182,000)	13,029	(168,971)
			-
Net Deferred taxes per financial statements	<u>(182,000)</u>	<u>13,029</u>	<u>(168,971)</u>

The Company has claimed less research and development expenses for income tax purposes than has been reflected in the financial statements. These unclaimed expenses total approximately \$16,507,682 (2020 - \$16,656,000) for Canadian federal and provincial tax purposes. These are available without expiry to reduce future years' taxable income.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

16. Income taxes (continued)

As at March 31, 2021, the Company has approximately \$377,000 (2020 - \$617,000) of investment tax credits, relating primarily to research and development, available to reduce future year's Canadian federal income taxes. These potential benefits expire as follows:

	\$
2022	344,000
2029	12,000
2030	16,000
2031	5,000
	<u>377,000</u>

The provision for income taxes in the statement of comprehensive income differs from the amount computed by applying the Canadian statutory rate to the loss before income taxes for the following reasons:

	2021	2020
	\$	\$
Net loss before income taxes of continuing operations	893,941	(203,683)
Canadian statutory rate	25.0%	25.0%
Expected income tax benefit	223,485	(50,921)
Changes in unrealized deferred tax assets	(191,926)	2,246,620
Future Rate change	40,817	30,828
True up on Current Taxes		1,996
True Up on Future Taxes	(2,809)	(7,788)
Permanent differences	15,828	14,137
Foreign Rate Differential	(3,943)	3,846
Other (Minimum tax, elimination, etc.)	(31,770)	57,752
Income tax expense	49,682	2,296,470
Current Income Tax Expense	62,711	35,640
Future Tax Expense	(13,029)	2,260,830
Income Tax Expense	49,682	2,296,470

The Company has non-capital losses available to reduce future years' Canadian federal taxable income totaling approximately \$3,258,000 (2020 - \$3,669,000). These potential benefits expire as follows:

	\$
2035	-
2036	593,000
2037	1,004,000
2038	409,000
2039	470,000
2040	782,000
2041	-
	<u>3,258,000</u>

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

16. Income taxes (continued)

The Company has U.S. losses of approximately \$296,000 (2020 – \$701,000), which begin to expire in 2036.

17. Guarantees, commitments and contingencies

Guarantees

The Company has entered into agreements that contain features which meet the definition of a guarantee. The pronouncements define a guarantee to be a contract that contingently requires the Company to make payments (either in cash, financial instruments, other assets, common shares of the Company or through the provision of services) to a third party based on changes in an underlying economic characteristic (such as interest rates or market value) that is related to an asset, a liability or an equity security of the other party.

Leases

See note 7 for lease commitments.

Product warranties

As part of the normal sale of product, the Company provides its customers with standard one-year product warranties. The Company currently has parts only warranty obligations that are included with the normal sale of the product. Based on historical data, no warranty obligation has been recognized at this time.

Bank facilities

The Company has in place a credit facility of up to \$3,000,000 CAD through its bank based on acceptable trade receivables and inventory. The total amount available to the Company as at March 31, 2021 was \$2,298,149 CAD of which \$NIL was in use and a letter of credit in the amount of US\$100,000 (\$125,750 CAD) leaving \$2,172,399 CAD available. The Company through its bank has in place a credit facility of up to \$3,500,000 CAD for the issuance of standby letters of credit and/or letters of guarantee insured by Export Development Corporation (“EDC”) Performance Security Guarantee of which \$1,053,790 CAD was in use at March 31, 2021. The Company has in place a credit facility of up to \$2,000,000 CAD to assist with financing of new and used equipment. As at March 31, 2021 \$604,994 CAD was available (Note 7 Lease obligations).

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

17. Guarantees, commitments and contingencies - Cont'd.

Contractual obligations

The following table provides a summary of the Company's obligations outstanding as at March 31, 2021:

Payments due by period

	Total	Current	2023	2024	2025	2026	Thereafter
		\$	\$	\$	\$	\$	\$
Accounts payable and accrued liabilities	1,683,580	1,683,580					
Due to related parties - convertible debentures	247,672		247,672				
Due to related parties - other	4,391,630	50,000	4,341,630				
Due to related parties - line of credit	242,598		242,598				
Due to related parties - demand loan	201,393		201,393				
Due to related parties - lease payments	3,048,750	609,750	609,750	609,750	609,750	609,750	
Lease commitments	971,672	383,119	300,211	207,605	80,738		
Long-term debt	2,089,011	865,606	302,115	228,970	236,061	243,392	212,868
	<u>12,876,306</u>	<u>3,592,054</u>	<u>6,245,368</u>	<u>1,046,325</u>	<u>926,549</u>	<u>853,142</u>	<u>212,868</u>

18. Financial instruments

Fair value hierarchy

Financial instruments recorded at fair value on the Statements of Financial Position are classified using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

Level 1 - valuation based on quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 - valuation techniques based on inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices);

Level 3 - valuation techniques using inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The fair value hierarchy requires the use of observable market inputs whenever such inputs exist. A financial instrument is classified to the lowest level of the hierarchy for which a significant input has been considered in measuring fair value.

Cash is classified as a Level 1 financial instrument. During the year, there has been no significant transfer of amounts between Level 1 and Level 2. There are no items classified in Level 2 or 3.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

18. Financial instruments - Cont'd.

The Company has exposure to credit risk, market risk and liquidity risk associated with its financial assets and liabilities. The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Audit Committee is responsible for developing and monitoring the Company's compliance with risk management policies and procedures. The Audit Committee regularly reports to the Board of Directors on its activities.

The Company's risk management program seeks to minimize potential adverse effects on the Company's financial performance and ultimately shareholder value. The Company manages its risks and risk exposures through a combination of insurance, a system of internal and disclosure controls, sound business practices and on occasion derivative financial instruments.

Credit risk

Credit risk arises from cash held with banks, the mortgage receivable and credit exposure to customers, and others from outstanding trade receivables and unbilled revenue. The objective of managing counterparty credit risk is to prevent losses on financial assets, specifically cash, trade receivables and unbilled revenue. The Company assesses the credit quality of counterparties, taking into account their financial position, past experience and other factors.

Mortgage receivable

Credit risk arises from the potential of not collecting the amount owing. The Company mitigates the risk via the security held and by monitoring the collection of amounts owing.

Cash

Cash consists of bank deposits. Credit risk associated with cash is minimized substantially by ensuring that these financial assets are invested in highly rated financial institutions.

Accounts receivable

Accounts receivable consists primarily of trade receivables. The Company's credit risk arises from the possibility that a counterparty which owes the Company money is unable or unwilling to meet its obligations in accordance with the terms and conditions in the contracts with the Company, which would result in a financial loss for the Company.

This risk is mitigated through established credit evaluation, approval and monitoring processes intended to mitigate potential credit risks. The carrying amount of trade receivables are reduced through the use of an allowance for doubtful accounts and the amount of the loss is recognized in the statement of comprehensive earnings. When a receivable balance is considered uncollectible, it is written off against the allowance for trade receivables.

Maximum credit risk is limited to the balance in cash, trade receivables and unbilled revenue totaling \$6,041,395 (\$4,689,408 in 2020). As at March 31, 2021, trade receivables were comprised of three companies totaling 11%, 13% and 16% respectively (two companies totaling 10% and 33% respectively in 2020). As at March 31, 2021, the Company's ageing of accounts receivable was approximately 84% (78% in 2020) under sixty days, 16% (20% in 2020); over 60 - 90 days and NIL% (2% in March 31, 2020) over 90 days and the allowance for doubtful accounts was \$NIL (\$NIL in 2020).

Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates and interest rates will affect the fair value of recognized assets and liabilities or future cash flows or the Company's results of operations.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

18. Financial instruments - Cont'd.

Interest risk

The Company is financed through loans from related parties and bank loans, which bear interest at rates tied to the Canadian bank prime rate. The Company's exposure to interest rate risk relates primarily to variable interest rates on the Company's credit facilities as disclosed in note 17.

Foreign currency risk

There is a risk to the Company's earnings that arises from fluctuations in foreign exchange rates, and the degree of volatility of these rates. The Company's financial results are reported in Canadian dollars. The Company is exposed to foreign exchange fluctuations against the Canadian dollar as sales are primarily denominated in U.S. dollars and other foreign currencies, while expenditures are primarily denominated in Canadian dollars. The Company did not use derivative financial instruments to manage this risk. For the year ended March 31, 2021, the Company had a foreign exchange loss of \$37,165 (\$43,986 in 2020). A 10% change in the value of the U.S. dollar against the Canadian dollar would have an approximate foreign exchange gain or loss of \$185,791 and \$65,461 for the fiscal years ended March 31, 2021 and 2020, respectively.

Assets and liabilities denominated in U.S. dollars are as follows:

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Cash	1,651,960	882,683
Trade receivables	808,724	893,962
Unbilled revenue	1,000,070	835,062
Prepaid expenses and other receivables	91,598	36,786
Trade and other payables	(360,035)	(246,739)
Long-term debt	(1,334,407)	(1,747,140)
	1,857,909	654,613

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company maintains a positive working capital position. The Company aims to maintain a current ratio, defined as current assets over current liabilities, of at least 1:1.

The Company generally makes bi-monthly payments to vendors. As at March 31, 2021, 88% of the Company's accounts payable were current. The vast majority of accounts payable fall due for payment within forty-five days.

Fair values

The carrying amounts for cash, trade accounts receivable, and accounts payable and accrued liabilities approximate fair value due to the short maturity of these instruments or the terms of the instrument. The carrying amount for the long-term debt approximated fair value as the interest rate was reflective of rates currently available for similar debt. The fair value of the mortgage receivable approximates the carrying value as the interest rate is reflective of current rates.

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

19. Key Management Personnel Compensation

Key management personnel are those persons having the authority and responsibility for planning, directing and controlling activities of the entity, directly or indirectly. The key management personnel of the Company is the Company CEO. The CEO controls approximately 34.4% of the outstanding shares of the Company. Compensation provided to key management is as follows:

	2021	2020
	\$	\$
Wages and consulting fees	222,290	204,000
Health benefits	13,623	14,157
	235,913	218,157

If terminated for other than just cause, the chief executive officer is entitled to up to eighteen months prior written notice or payment thereof in lieu at the rate in effect at the time of termination.

20. Revenue

The Company derives its revenue principally from the provision of customized electronics and specialty structure services under fixed price contracts. Revenue is generally recorded as the work progresses using the percentage of completion method. The contract period for the electronics contracts is generally short with the performance obligation provided over time and billed on completion and delivery. The contract period for the specialty structures contracts can extend beyond a year with progress billings incorporated into the terms of the customer contract. Payment is generally due on issuance of the invoice. Deferred revenue is generally comprised of progress billings related to the specialty structures contracts.

The following table presents the changes in deferred revenue:

	\$
Opening balance, March 31, 2020	81,671
Revenue recognized	(61,630)
Amounts invoiced and deferred as at March 31, 2021	(230,365)
Balance, March 31, 2021	250,406

21. Personnel expenses

The following table presents the personnel expenses of the Company:

	2021	2020
	\$	\$
Salaries including bonuses	3,305,080	5,780,121
Benefits	648,698	1,274,816
Commissions	57,047	103,690
	4,010,824	7,158,627

Personnel expenses are net of government wage assistance related to COVID-19 during fiscal 2021 (note 8).

Plaintree Systems Inc.

Notes to the consolidated financial statements

March 31, 2021 and March 31, 2020

(In Canadian dollars)

22. Depreciation

The following table presents the depreciation expenses by function:

	2021	2020
	\$	\$
Cost of goods sold	815,696	940,230
Selling and marketing	20,439	25,243
Research and development	35,213	43,179
General and administrative	130,349	131,902
	1,001,697	1,140,554

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

PLAINTREE SYSTEMS INC.

For the years ended March 31, 2021 and March 31, 2020

Date: July 21, 2021

The following discussion and analysis is the responsibility of management and has been reviewed by the Audit Committee of Plaintiff Systems Inc ("Plaintree" or the "Company") and approved by the Board of Directors of Plaintiff. The Board of Directors carries out its responsibilities for the financial statements and management's discussion and analysis principally through the Audit Committee, which is comprised exclusively of independent directors.

The following discussion of the financial condition, changes in financial condition and results of operations of Plaintiff is for the year ended March 31, 2021 and 2020. Historical results of operations, percentage relationships and any trends that may be inferred there from are not necessarily indicative of the operating results of any future periods. Unless otherwise stated all amounts are in Canadian dollars following the requirements of the International Financial Reporting Standards ("IFRS"). The information contained herein is dated as of July 21, 2021, and is current to that date, unless otherwise stated. Management is responsible for ensuring that processes are in place to provide sufficient knowledge to support the representations made in the annual filings. Our Audit Committee and Board of Directors provide an oversight role with respect to all public financial disclosures by the Company and have reviewed this MD&A and the accompanying financial statements.

W. David Watson II, President and Chief Executive Officer, and Lynn E. Saunders, Chief Financial Officer, in accordance with National Instrument 52-109 ("NI52-109"), have both certified that they have reviewed the annual financial statements and this MD&A ("the annual Filings") and that, based on their knowledge having exercised reasonable diligence, (a) the annual Filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made with respect to the period covered by the annual Filings; and (b) the annual financial statements together with the other financial information included in the annual Filings fairly present in all material respects the financial condition, financial performance and cash flows of the Company, as of the dates and for the periods presented in the annual Filings.

Investors should be aware that the inherent limitations on the ability of certifying officers of a venture issuer to design and implement, on a cost effective basis, Disclosure Controls and Procedures and Internal Controls over Financial Reporting as defined in NI 52-109 may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.

Caution Regarding Forward Looking Information

This MD&A of the Company contains certain statements that, to the extent not based on historical events, are forward-looking statements based on certain assumptions and reflect Plaintiff's current expectations. Forward-looking statements include, without limitation, statements evaluating market and general economic conditions, and statements regarding growth strategy and future-oriented project revenue, costs and expenditures. Actual results could differ materially from those projected and should not be relied upon as a prediction of future events. A variety of inherent risks, uncertainties and factors, many of which are beyond Plaintiff's control, affect the operations, performance and results of Plaintiff and its business, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. Some of these risks, uncertainties and factors include the impact or unanticipated impact of: companies evaluating Plaintiff's products delaying purchase decisions; current, pending and proposed legislative or regulatory developments in the jurisdictions where Plaintiff operates; change in tax laws; political conditions and developments; intensifying competition from established competitors and new entrants in the

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

industry; technological change; currency value fluctuation; general economic conditions worldwide, including in China; Plaintiff's success in developing and introducing new products and services, expanding existing distribution channels, developing new distribution channels and realizing increased revenue from these channels. This list is not exhaustive of the factors that may affect any of Plaintiff's forward-looking statements. Plaintiff undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results otherwise. Readers are cautioned not to put undue reliance on forward-looking statements. Readers should also carefully review the risks concerning the business of the Company and the industries in which it operates generally described in the documents filed from time to time with Canadian securities regulatory authorities.

Overview

Plaintree Systems Inc. ("Plaintree" or the "Company") was incorporated in Canada under the Canada Business Corporation Act and is publicly traded on the Canadian Securities Exchange ("CSE") under "NPT". Plaintree is a diversified company with proprietary technologies and manufacturing capabilities in structural design and aerospace. The Company operates an Electronics division, consisting of the Hypernetics division and Summit Aerospace USA Inc. ("Summit Aerospace"), and a Specialty Structures division consisting of the Triodetic business and Spotton Corporation. The Hypernetics business manufactures avionic components for various applications including aircraft antiskid braking, aircraft indicators, solenoids and permanent magnet alternators. The Triodetic business is a design/build manufacturer of steel, aluminum, and stainless steel specialty structures such as commercial domes, free form structures, barrel vaults, space frames, and industrial dome coverings. Summit Aerospace specializes in the high-end machining of super-alloys for the aircraft and helicopter markets. Spotton's business involves the design and manufacture of high-end custom hydraulic and pneumatic cylinders for the industrial, automation and oil and gas markets.

The address of the Company's registered office and principal place of business is 10 Didak Drive, Arnprior, Ontario.

Control Activities

The Company's Chief Executive Officer and Chief Financial Officer exercise reasonable diligence around the controls and procedures designed to provide reasonable assurance that financial information disclosed is recorded, processed and disclosed reliability.

Selected Annual Financial Information

Company's consolidated financial statements are stated in Canadian dollars and are prepared in accordance with International Financial Reporting Standards ("IFRS"). The following table sets forth selected financial information from the Company's interim financial statements:

(\$000s, except per share amounts)

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Revenue	12,660	17,356
Net earnings (loss) and comprehensive earnings (loss)	844	(2,500)
Net (loss) attributed to common shareholders	(622)	(3,966)
Basic and diluted (loss) per share	(0.05)	(0.31)

(\$000s, except per share amounts)

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Total assets	12,048	11,279
Total liabilities	10,079	10,154
Long-term liabilities	6,877	7,873
Cash dividends declared per share	nil	nil

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Results from Operations

(\$000s)

	March 31, 2021	March 31, 2020	Change from
	(unaudited)	(unaudited)	
	\$	\$	\$
Revenue	12,660	17,356	(4,696)
Cost of sales	8,962	13,504	(4,542)
Gross margin	3,698	3,852	(154)
	29%	22%	
Operating expenses:			
Research and development	1,010	1,551	(541)
Finance and administration	1,183	1,732	(549)
Sales and marketing	381	669	(288)
Bad debt	-	63	
Loss (gain) on disposal of assets	10	(283)	
Interest expense	183	280	(97)
Loss on foreign exchange	37	44	(7)
	2,804	4,056	(1,482)
Net earnings (loss) and comprehensive earnings (loss) before non-recurring items	894	(204)	1,098
Income tax expense			
Current expense	63	35	28
Deferred income tax expense	(13)	2,261	(2,274)
	50	2,296	(2,246)
Net earnings (loss) and comprehensive earnings (loss)	844	(2,500)	3,344

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Business segment information

The Company's chief decision maker, the CEO, tracks the Company's operations as two business segments - the design, development, manufacture, marketing and support of electronic product, and the specialty structural products. The Company determines the geographical location of revenue

Revenue by division

	March 31, 2021 (audited)	March 31, 2020 (audited)
	\$	
Electronics	6,272,341	7,834,027
Specialty Structures	6,387,348	9,521,800
	12,659,689	17,355,827

Revenue by geographical location

	March 31, 2021 (audited)	March 31, 2020 (audited)
	\$	
Canada	5,743,018	5,220,672
United States	6,464,842	6,838,322
Chile	448,462	373,349
Peru	0	4,530,975
Other	3,367	392,510
	12,659,689	17,355,827

Net earnings (loss) before taxes by division

	March 31, 2021 (audited)	March 31, 2020 (audited)
	\$	
Electronics	489,279	(96,102)
Specialty Structures	404,662	(107,581)
	893,941	(203,683)

Product revenue concentration (customers with revenue in excess of 10%)

	March 31, 2021 (audited)	March 31, 2020 (audited)
Number of customers	2	2
% of total revenue	10%, 20%	13%, 26%

Assets by division

	March 31, 2021 (audited)	March 31, 2020 (audited)
Electronics	7,203,283	7,563,763
Specialty Structures	4,844,339	3,715,196

based on the location of its customers.

Revenues

Total product revenue from ongoing operations for fiscal 2021 was \$12,659,689 compared to \$17,355,827 for fiscal 2020.

Plaintree has two diversified business divisions: Specialty Structures and Electronics.

Plaintree's Electronics Division revenues from operations decreased in fiscal 2021 to \$6,272,341 compared to \$7,834,027 in the same period in fiscal 2020.

Plaintree's Specialty Structures Division revenues from operations decreased to \$6,387,348 in fiscal 2021 from \$9,521,800 from the same period in fiscal 2020.

Gross Margin

Notwithstanding lower revenue, total gross margin increased during fiscal 2021, primarily attributed to government wage subsidies, at 29% compared to 22% for fiscal 2020. The Company recorded in cost of goods sold, \$1,169,050 (\$50,556 – Fiscal 2020) in Government sponsored wage and rent subsidies related to Covid-19 during the period.

Operating Expenses

Research and development expenses

Research and development expenses were \$1,010,032 and \$1,550,715 for fiscals 2021 and 2020, respectively. Included are Government wage and rent subsidies of \$461,963, (\$40,610 – Fiscal 2020) related to COVID-19. Research and development expenditures consist primarily of development engineering and personnel expenses.

Finance and administration expenses

Finance and administration expenses were \$1,182,612 and \$1,732,324 for fiscals 2021 and 2020, respectively. Included are Government wage and rent subsidies of \$207,860, (\$16,343 – Fiscal 2020) related to COVID-19. Finance and administration expenses consist primarily of costs associated with managing the Company's finances, which included financial staff, legal and audit activities.

Sales and marketing expenses

Sales and marketing expenses were \$381,584 and \$668,658 for fiscals 2021 and 2020, respectively. Included are Government wage and rent subsidies of \$124,902, (\$7,839 – Fiscal 2020) related to COVID-19. These expenses consisted primarily of personnel and related costs associated with Company's sales and marketing departments, which include sales commissions, advertising, travel, trade shows and other promotional activities.

Interest expense

Interest expense consists of interest incurred on bank debt. Interest expenses amounted to \$182,735 and \$280,189 for fiscals 2021 and 2020, respectively. The majority of the Company's debt accrues interest at variable rates based on the Company's bank prime lending rate of interest.

Loss on foreign exchange

The Company reported loss on foreign exchange of \$37,165 and \$43,986 in fiscals 2021 and 2020, respectively. The gain/loss on foreign exchange represents the gain/loss, realized or unrealized, of transactions and year end foreign balances that are completed in currencies other than the Company's reporting currency.

Net (loss) earnings, Comprehensive earnings and Net earnings Attributable to Common Shareholders

Net (loss) and comprehensive (loss) for fiscal 2021 and fiscal 2020 was \$(621,742) and \$(3,966,152), respectively. Net income attributed to common shareholders is calculated by reducing net income by the \$1,466,000 cumulative dividends that accrue annually on the Class A

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

preferred shares. The cumulative dividends accrue at 8% per annum on the face value of the \$18,325,000 for the Class A preferred shares and as March 31, 2021 the accrued and unpaid dividends on the Class A preferred shares were \$18,258,000 (March 31, 2020 - \$16,792,000).

Quarterly Results

The following table sets out selected unaudited consolidated financial information for the last eight quarters in fiscals 2021 and 2020:

Quarters ended (unaudited, in \$000s except per share data)

	Mar-21 2021 Q4 2021	Dec 31 2020 Q3 2021	Sep-30 2020 Q2 2021	Jun-30 2020 Q1 2021	Jan-00 2020 Q4 2020	Dec 31 2019 Q3 2020	Sep-30 2019 Q2 2020	Jun-30 2019 Q1 2020
Revenue	\$ 4,656	\$ 2,954	\$ 2,378	\$ 2,672	\$ 3,024	\$ 3,158	\$ 7,030	\$ 4,144
Net (loss) earnings and total comprehensive (loss) earnings	759	0	(265)	350	(2901)	(783)	1420	(236)
Net (loss) earnings attributed to common shareholders	392	(367)	(631)	(16)	(3,268)	(1,150)	1,054	(603)
Basic and diluted (loss) earnings per share	0.03	(0.03)	(0.05)	(0.00)	(0.25)	(0.09)	0.08	(0.05)

Liquidity and Capital Resources

	March 31, 2021 (audited)	March 31, 2020 (audited)	Change
Cash	\$ 2,067	\$ 1,504	563
Working Capital	4,814	4,399	415

	March 31, 2021 (audited)	March 31, 2020 (audited)	Change
Net cash (used in) provided by:	\$	\$	\$
Operating activities	1,517	2,669	(1,152)
Investing activities	(450)	764	(1,214)
Financing activities	(504)	(1,118)	614

Cash

As at March 31, 2021, the Company had a cash balance of \$2,066,688, an increase of \$562,808 from cash balance of \$1,503,880 in March 31, 2020.

Working Capital

Working capital represents current assets less current liabilities. As at March 31, 2021, the Company had working capital of \$4,814,463 compared to a working capital of \$4,399,295 at March 31, 2020.

Operating activities

Cash provided by operating activities during fiscal 2021 was \$1,516,735 representing a decrease of \$(1,151,955) from cash provided of \$2,668,690 for the respective period during fiscal 2020. Cash provided by operating activities during fiscal 2021 was primarily the result of profitability.

Investing activities

Cash (used in) investing activities during fiscal 2021 was \$(450,148) representing an increase of \$(1,214,231) in investing activities from cash provided of \$764,083 in the respective period during fiscal 2020. The use of cash from investing activities in 2021 was primarily to acquire manufacturing equipment.

Financing activities

Cash (used in) financing activities during fiscal 2021 was \$(503,779) representing a decrease of \$(614,323) from cash used of \$(1,118,102) during the respective period in fiscal 2020. Cash used in financing activities during fiscal 2021 relates to repayment of long-term debt.

Outlook

The Company has in place a credit facility of up to \$3,000,000 CAD through its bank based on acceptable trade receivables and inventory. The total amount available to the Company as at March 31, 2021 was \$2,298,149 CAD of which \$NIL was in use and a letter of credit in the amount of US\$100,000 (\$125,750 CAD) leaving \$2,172,399 CAD available. The Company through its bank has in place a credit facility of up to \$3,500,000 CAD for the issuance of standby letters of credit and/or letters of guarantee insured by Export Development Corporation ("EDC") Performance Security Guarantee of which \$1,053,790 CAD was in use at March 31, 2021. The Company has in place a credit facility of up to \$2,000,000 CAD to assist with financing of new and used equipment. The Company has in place a credit facility of up to \$2,000,000 CAD to assist with financing of new and used equipment. As at March 31, 2021 \$604,994 CAD was available (Note 7 Lease obligations). As a result, the Company believes that it has sufficient cash resources to meet its obligations, beyond the next 12 months.

Due to related parties

	March 31, 2021	March 31, 2020
	(audited)	(audited)
	\$	\$
Due to senior officers	3,932,870	3,983,832
Dividends payable	60,000	60,000
Due to Targa Group Inc, convertible debentures	247,672	247,672
Due to Tidal Quality Management Inc.	398,760	491,264
Due to Targa Group Inc, line of credit interest	242,598	242,598
Due to Targa Group Inc, demand loan interest	201,393	201,393
	5,083,293	5,226,759
Less: current portion	(50,000)	(50,000)
	5,033,293	5,176,759

Targa Group Inc. and Tidal Quality Management Inc. are companies under common control.

As at March 31, 2021, a balance of \$3,932,870 (\$2,697,236 principal and \$1,235,634 interest); March 31, 2020 - \$3,983,832 (\$2,748,198 principal and \$1,235,634 interest in 2020) remained owing to senior officers of the Company. The parties agreed to discontinue interest payments accruing on balances as of April 1, 2016. During the year payments in the amount of \$50,962 were repaid to senior officers. As of March 31, 2021 \$50,000 was classified as current. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

On July 14, 2011, the board of directors of the Company declared a cash dividend of \$10.91405 per Class A preferred share (\$200,000 in the aggregate) payable on July 22, 2011, to the holders of record at the close of business on July 18, 2011. The Class A preferred shares are held by related parties and are entitled to annual cumulative dividends of 8% on the \$1,000 redemption amount of the Class A preferred share. An amount of \$60,000 (\$60,000 in 2020) of the dividend remains outstanding as at March 31, 2021. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

As at March 31, 2021, interest in the amount of \$247,672 (\$247,672 in 2020) on a loan from Targa remains outstanding. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

As at March 31, 2021, a balance of \$398,760 (\$215,871 rent arrears and \$182,889 interest); March 31, 2020 - \$491,264 (\$308,376 rent arrears and \$182,889 interest) remained owing to a related party controlled by Targa, Tidal Quality Management Corp. The party agreed to discontinue interest accruing on unpaid balances as at April 1, 2016. Until then the interest rate was at bank prime plus 2%. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

The Company has a revolving line of credit of up to \$1,000,000 with Targa. Under the loan agreements, all amounts advanced to the Company are payable on demand and bear interest at bank prime plus 2%. The Targa Credit Line is secured by a security interest granted over the assets of the Company. As at March 31, 2021, \$NIL (\$NIL in 2020) remained outstanding on the line of credit with accumulated interest of \$242,598 (\$242,598 in 2020) outstanding for a balance

of \$242,598 (\$242,598 in 2020). The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

Interest in the amount of \$66,581 (\$66,581 in 2020) remained outstanding on a demand loan with Targa. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments. Accumulated interest in the amount of \$134,812 (\$134,812 in 2020), on a loan from Targa remains outstanding as of March 31, 2021. The balance of the amount is classified as long-term, as the related party has agreed with third-party lenders to postpone repayments.

The Company guarantees a bank loan to Tidal Quality Management Corp. up to a limit of \$1,100,000 for any balance due or remaining unpaid to the bank in the event that the related party is unable to pay.

During the year ended March 31, 2021, the Company incurred interest on related party balances of \$NIL (2020 - \$NIL).

Rents paid to Tidal Quality Management Corp during the year ended March 31, 2021 totaled \$280,189 (2020 - \$151,921). The above related party transactions are measured at their exchange amount, which is the amount agreed to by the parties.

Facilities

The Company leases a 135,500 sq. /ft. building at 10 Didak Drive in Arnprior, Ontario.

Subsequent to year end on July 1, 2021, the Company signed a lease agreement with a related party, Tidal Quality Management Corporation. The lease term is five years with \$609,750 payable annually.

The Company along with its wholly-owned US subsidiary owns a 16,300 sq. ft. manufacturing facility in Pocono Summit, PA.

Summary of Outstanding Share Data

As at July 21, 2021 the following equity instruments of the Company were issued and outstanding:

Common Shares: 12,925,253

Class A Preferred Shares: * 18,325

* The Class A Preferred shares provide an 8% cumulative dividend based on a value of \$1,000 per share, are redeemable at the option of the Company at any time at \$1,000 per share plus accrued dividends and they are non-voting.

Convertible Debentures:** \$nil principal value

** The Company has issued various tranches of convertible debentures to related parties for total outstanding value at March 31, 2021 of \$247,672 in accrued interest only. Interest is convertible in cash only.

Options:*** 880,000

Additional information relating to the Company may be found on SEDAR at www.sedar.com or the Company's website at www.plaintree.com.

Plaintree Systems Inc.

Board of Directors

Jerry S. Vickers, Board Chair
Financial/Business Consultant

W. David Watson II
President & Chief Executive Officer

Girvan L. Patterson, Audit Committee Chair
Business Consultant

Sean T. Watson
V.P. Operations, Spotton Corporation

Executives and Officers

W. David Watson II
President & Chief Executive Officer

Lynn E. Saunders
Chief Financial Officer

Principal Office

10 Didak Drive
Arnprior, ON, Canada K7S 0C3
Telephone: (613) 623-3434
Facsimile: (613) 623-9497

Website: <http://www.plaintree.com>

Auditors

Welch LLP
Ottawa, ON, Canada

Transfer Agent

Computershare Investor Services Inc
100 University Ave., 8th Floor
Toronto, ON, Canada M5J 2Y1

Corporate Secretary

Gary Jessop
Partner
Jessop & Proulx LLP
Ottawa, ON, Canada

Legal Counsel

Jessop & Proulx LLP
Ottawa, ON, Canada

Stock Exchange Listings

CSE: NPT