



## **NOTICE TO READER**

The unaudited interim financial statements and related management discussion and analysis were prepared by management and approved by the board of directors. They have not been reviewed by Glenbriar's external auditors.

# **2013 Q3 FINANCIAL STATEMENTS**

## **GLENBRIAR TECHNOLOGIES INC.**

Interim Statements of Financial Position (Expressed in Canadian Dollars) (unaudited)

	June 30	September 30
	2013	2012
	\$	\$
ASSETS		
Current		
Cash and cash equivalents (note 10)	25,742	75,345
Marketable securities (note 6)	30,594	38,645
Accounts receivable (note 10)	780,802	677,611
Inventory	45,594	15,780
Prepaid expenses	20,806	22,653
Total current assets	903,538	830,034
Non-current		
Property and equipment (note 5)	47,164	48,856
Total assets	950,702	878,890
LIABILITIES		
Current		
Accounts payable and accrued liabilities (note 10)	697,278	714,639
Deferred revenue	205,460	162,364
Deferred rent – current portion	6,078	6,078
Total current liabilities	908,816	883,081
Non-current		
Loans payable (note 7)	345,000	330,000
Deferred rent	46,167	50,645
Total liabilities	1,299,982	1,263,726
SHAREHOLDERS' EQUITY		
Share capital (note 8)	4,276,872	4,269,462
Deficit	(4,626,152)	(4,654,298)
Total shareholders' equity	(349,280)	(384,836)
Total liabilities and shareholders' equity	950,702	878,890

The accompanying notes are an integral part of these financial statements





## **GLENBRIAR TECHNOLOGIES INC.**

## Interim Statements of Income and Comprehensive Income

(Expressed in Canadian Dollars) (unaudited)

	9 months ended June 30		3 months ended June 30	
	2013	2012	2013	2012
_	\$	\$	\$	\$
Revenue				
Managed information services	3,044,469	2,984,872	926,387	1,030,166
Equipment and software sales	1,552,751	2,133,773	542,862	746,998
Other income	13,399	7,607	3,001	2,220
Gross revenue	4,610,619	5,126,252	1,472,250	1,779,384
Direct salaries and benefits	2,460,771	2,353,023	817,347	852,444
Cost of goods sold	1,039,666	1,471,265	337,225	481,886
Gross profit	1,110,182	1,301,964	317,678	445,054
Other (income) expenses				
General and administrative	670,568	770,337	221,415	240,823
Sales and marketing	317,933	297,736	100,352	111,501
Research and development	45,540	45,540	15,180	15,180
Depreciation of property and equipment	12,000	13,500	4,000	4,500
Stock-based compensation (note 8(b))	7,410	3,972	750	1,104
Unrealized loss on marketable securities (note 6)	8,051	(17,712)	(1,610)	(12,882)
Gain on sale of interest in related entities (note 4)	-	(25,000)	-	-
Income from operations	48,680	213,591	(22,409)	84,828
Finance expense	20,534	18,885	7,144	8,665
Net income and comprehensive income	28,146	194,706	(29,553)	76,163
<u>-</u>	-			
Net income per share				
Basic and diluted	0.001	0.004	(0.001)	0.002
Weighted average shares outstanding				
Basic and diluted	48,026,257	47,385,694	48,206,235	47,458,114

The accompanying notes are an integral part of these financial statements









# GLENBRIAR TECHNOLOGIES INC. Interim Statements of Changes in Equity (Expressed in Canadian Dollars) (unaudited)

	9 months ended June 30	
	2013	2012
	\$	\$
Common Shares		
Balance, beginning of period	4,269,462	4,263,639
Employee share purchase plan (note 8(b))	7,410	4,488
Balance, end of period	4,276,872	4,268,127
Deficit		
Balance, beginning of period	(4,654,298)	(4,702,908)
Net income for the period	28,146	194,706
Balance, end of period	(4,626,152)	(4,508,202)

## **Interim Statements of Cash Flows**

(Expressed in Canadian Dollars) (unaudited)

	9 months en	ded June 30
	2013	2012
Cash flows related to the following activities	\$	\$
Operating		
Net income	28,146	194,706
Adjustments for:		
Depreciation	12,000	13,500
Stock-based compensation expense	7,410	3,972
Deferred rent	(4,479)	57,220
Unrealized loss on marketable securities	8,051	(17,712)
Gain on sale of interest in related entities (note 4)	-	(25,000)
	51,128	226,686
Changes in non-cash working capital (note 10)	(105,423)	(151,520)
	(54,295)	75,166
Financing		
Change in loans and credit facility	15,000	(118,494)
	15,000	(118,494)
Investing		
Capital expenditures	(10,308)	(1,632)
Net proceeds on sale of related entities	-	25,000
	(10,308)	23,368
Increase (decrease) in cash	(49,603)	(19,960)
Cash, beginning of period	75,345	118,854
Net change and cash, end of period	25,742	98,894

The accompanying notes are an integral part of these financial statements







#### 1. BASIS OF PRESENTATION

These interim financial statements for Glenbriar Technologies Inc. ("Corporation") have been prepared in accordance with IAS 34, Interim Financial Reporting. They do not include all disclosures that would otherwise be required in a complete set of financial statements and should be read in conjunction with the 2012 Annual Report.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

The preparation of interim financial statements in compliance with IAS 34 requires the use of certain critical accounting estimates. It also requires the Corporation's management to exercise judgment in applying the Corporation's accounting policies. The areas where significant judgments and estimates have been made in preparing the financial statements and their effect are disclosed in note 3. The Corporation applies the same accounting policies and methods of computation in its interim financial statements as in its 2012 annual financial statements. None of the new standards, interpretations or amendments, effective for the first time from October 1, 2012, have had a material effect on the financial statements.

#### 3. USE OF ESTIMATES AND JUDGMENTS

There have been no material revisions to the nature and amount of changes in estimates of amounts reported in the 2012 annual financial statements.

#### 4. GLENBRIAR LIMITED PARTNERSHIP

Glenbriar Limited Partnership ("GLP") was an Alberta limited partnership that carried on the business of developing and extending the market for information technology solutions created or supported by the Corporation until the Corporation disposed of its interest in GLP effective October 1, 2011 for \$5,000. An independent director of the Corporation is CEO, a director and a minority shareholder of the purchaser of the Corporation's interest in GLP. The General Partner of GLP was Glenbriar Solutions Inc. ("GSI"), which exercised control over GLP's operations. The Corporation disposed of its shares in GSI effective October 1, 2011 for \$20,000. An independent director of the Corporation controls the purchaser of GSI. With nil cost, these dispositions make up the gain on sale of related entities in the statement of income.

## 5. PROPERTY AND EQUIPMENT

		Office	
	Computers	Equipment	Total
	\$	\$	\$
Cost			_
September 30, 2012	542,835	108,397	651,232
Additions	10,308	-	10,308
June 30, 2013	553,143	108,397	661,540
Accumulated depreciation			
September 30, 2012	508,894	93,482	602,376
Depreciation	9,000	3,000	12,000
June 30, 2013	517,894	96,482	614,376
Net book value			
September 30, 2012	33,941	14,915	48,856
June 30, 2013	35,249	11,915	47,164





### 6. MARKETABLE SECURITIES

Marketable securities are comprised of 322,038 common shares of Platinum Communications Corporation, a public company traded on the TSX Venture Exchange.

## 7. LOANS PAYABLE

Loans payable at June 30, 2013 in the amount of \$345,000 (September 30, 2012 - \$330,000) consist of net advances from officers and managers of the Corporation secured by a general security agreement which bear interest at the rate of interest charged from time to time by the Bank of Montreal to its personal line of credit customers. The advances are repayable 12 months after the officers provide written request for payment. As at June 30, 2013, the officers had not requested payment, and consequently, the advances have been classified as non-current liabilities.

#### 8. SHARE CAPITAL

a) Common shares issued and outstanding	Number	Amount
	of shares	\$
Balance, September 30, 2012	47,737,510	4,269,462
Employee share purchase plan	519,000	7,410
Balance, June 30, 2013	48,256,510	4,276,872

b) Employee share purchase plan
During the 9 months ended June 30, 2013, the Corporation recorded \$7,410 (2012 - \$3,972) of stock-based compensation expense.

### 9. RELATED PARTY TRANSACTIONS

General and administrative expense includes remuneration of the key management personnel, which includes directors and officers of the Corporation. See also notes 4 and 8.

## 10. SUPPLEMENTARY CASH FLOW INFORMATION

Cash and cash equivalents at June 30, 2013 and September 30, 2012 were entirely comprised of cash on deposit.

	9 months ended June 30	
	2013	2012
	\$	\$
Changes in non-cash working capital:		_
Accounts receivable	(103,191)	(257,218)
Inventory	(29,814)	61,982
Prepaid expenses	1,847	18,351
Accounts payable and accrued liabilities	(17,361)	(52,073)
Deferred revenue	43,096	76,922
Other		516
Total	(105,423)	(151,520)
	-	
Cash interest paid	20,534	18,885

