

## integrated technology solutions

## 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.

# 2015 Q1 FINANCIAL STATEMENTS

## GLENBRIAR TECHNOLOGIES INC.

| (Expressed in Canadian Dollars)            | (unaudited) | (audited)    |
|--|-------------|--------------|
|  | December 31 | September 30 |
|  | 2014        | 2014         |
|  | \$          | \$           |
| ASSETS                                     |             |              |
| Current                                    |             |              |
| Cash and cash equivalents (note 10)        | 157,403     | 218,496      |
| Accounts receivable                        | 364,848     | 582,096      |
| Inventory                                  | 13,787      | 8,197        |
| Prepaid expenses                           | 36,459      | 26,017       |
| Total current assets                       | 572,497     | 834,806      |
| Non-current                                |             |              |
| Property and equipment (note 4)            | 125,787     | 76,405       |
| Total assets                               | 698,284     | 911,211      |
| LIABILITIES                                |             |              |
| Current                                    |             |              |
| Accounts payable and accrued liabilities   | 537,518     | 708,758      |
| Deferred revenue                           | 59,079      | 61,343       |
| Deferred rent – current portion            | 6,078       | 6,078        |
|  | 602,672     | 776,179      |
| Non-current                                |             |              |
| Loans payable (note 7)                     | 345,000     | 345,000      |
| Deferred rent                              | 37,211      | 38,703       |
| Total liabilities                          | 984,883     | 1,159,882    |
| SHAREHOLDERS' EQUITY                       |             |              |
| Share capital (note 8)                     | 4,279,555   | 4,279,555    |
| Deficit                                    | (4,566,154) | (4,528,226)  |
| Total shareholders' equity                 | (286,599)   | (248,671)    |
| Total liabilities and shareholders' equity | 698,284     | 911,211      |

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)

|   | 3 months ended Dec 31 |            |
|---|-----------------------|------------|
|   | 2014                  | 2013       |
|   | \$                    | \$         |
| Revenue   |                       |            |
| Managed information services                    | 726,017               | 1,019,135  |
| Equipment and software sales                    | 289,245               | 320,246    |
| Other income                                    | 1,959                 | 4,350      |
| Gross revenue                                   | 1,017,221             | 1,343,731  |
| Direct salaries and benefits                    | 537,750               | 673,012    |
| Cost of goods sold                              | 218,340               | 237,827    |
| Gross profit                                    | 261,131               | 432,892    |
| Other (income) expenses                         |                       |            |
| General and administrative                      | 187,181               | 196,635    |
| Sales and marketing                             | 81,793                | 83,218     |
| Depreciation of property and equipment (note 4) | 5,000                 | 4,000      |
| Cloud data centre                               | 19,188                | -          |
| Research and development                        | -                     | 15,180     |
| Stock-based compensation                        | -                     | 900        |
| Loss on sale of marketable securities (note 6)  | -                     | 1,466      |
| Gain on sale of software product (note 5)       |                       | (107,000)  |
| Income from operations                          | (32,032)              | 238,493    |
| Finance expense                                 | 5,896                 | 6,411      |
| Net income and comprehensive income             | (37,928)              | 232,082    |
| Net income per share                            |                       |            |
| Basic and diluted                               | 0.00                  | 0.00       |
| Neighted average shares outstanding             |                       |            |
| Basic and diluted                               | 48,421,510            | 48,421,510 |

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)

|                              | 3 months ended Dec 31 |             |
|------------------------------|-----------------------|-------------|
|                              | 2014                  | 2013        |
|                              | \$                    | \$          |
| Common Shares                |                       |             |
| Balance, beginning of period | 4,279,555             | 4,278,655   |
| Employee share purchase plan | -                     | 900         |
| Balance, end of period       | 4,279,555             | 4,279,555   |
| Deficit                      |                       |             |
| Balance, beginning of period | (4,528,226)           | (4,799,348) |
| Net income for the period    | (37,928)              | 232,082     |
| Balance, end of period       | (4,566,154)           | (4,567,266) |

### Interim Statements of Cash Flows

|  | 3 months en | ded Dec 31 |
|--|-------------|------------|
|  | 2014        | 2013       |
| Cash flows related to the following activities     | \$          | \$         |
| Operating  |             |            |
| Net income   | (37,928)    | 232,082    |
| Adjustments for:                                   |             |            |
| Depreciation of property and equipment (note 4)    | 5,000       | 4,000      |
| Deferred rent                                      | (1,492)     | (1,493)    |
| Stock-based compensation expense                   | -           | 900        |
| Loss on sale of marketable securities (note 6)     | -           | 1,466      |
| Gain on sale of software product (note 5)          | -           | (107,000)  |
|  | (34,420)    | 129,955    |
| Changes in non-cash working capital (note 10)      | 27,708      | (168,142)  |
|  | (6,712)     | (38,187)   |
| Investing  |             |            |
| Capital expenditures                               | (54,382)    | (2,662)    |
| Proceeds on sale of marketable securities (note 6) | -           | 33,958     |
| Proceeds on sale of software product (note 5)      | -           | 107,000    |
|  | (54,382)    | 138,926    |
| (Decrease) increase in cash                        | (61,094)    | 100,109    |
| Cash, beginning of period                          | 218,497     | 81,072     |
| Net change and cash, end of period                 | 157,403     | 181,181    |

Supplementary cash flow information (note 10)

The accompanying notes are an integral part of these financial statements



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## **Notes to Interim 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 2014 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 2014 annual financial statements. None of the new standards, interpretations or amendments, effective for the first time from October 1, 2014, 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 2014 annual financial statements.

#### 4. PROPERTY AND EQUIPMENT

|                          |           | Office    |         |
|--------------------------|-----------|-----------|---------|
|                          | Computers | Equipment | Total   |
|                          | \$        | \$        | \$      |
| Cost                     |           |           |         |
| September 30, 2014       | 603,416   | 108,397   | 711,813 |
| Additions                | 54,382    | -         | 54,382  |
| December 31, 2014        | 657,798   | 108,397   | 766,195 |
| Accumulated depreciation |           |           |         |
| September 30, 2014       | 535,870   | 99,538    | 635,408 |
| Depreciation             | 4,000     | 1,000     | 5,000   |
| December 31, 2014        | 539,870   | 100,538   | 640,408 |
| Net book value           |           |           |         |
| September 30, 2014       | 67,546    | 8,859     | 76,405  |
| December 31, 2014        | 117,928   | 7,859     | 125,787 |

#### 5. SALE OF DEALERSHIP SOFTWARE

Effective December 31, 2013, the Corporation sold its interest in the Peartree Dealership product for net proceeds of \$107,000. As this asset had a carrying cost of \$nil, the entire proceeds are shown as a gain on sale.

#### 6. MARKETABLE SECURITIES

Marketable securities were disposed of for proceeds of \$34,524 during the period ended December 31, 2013, made up of a loss on sale of \$1,466 and net proceeds of \$33,958.



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### 7. LOANS PAYABLE

Loans payable at December 31, 2014 in the amount of \$345,000 (September 30, 2014 - \$345,000) consist of net advances from officers 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 December 31, 2014, 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, December 31 and September 30, 2014 | 48,421,510 | 4,279,555 |

#### 9. RELATED PARTY TRANSACTIONS

General and administrative expense includes remuneration of the key management personnel, which includes directors and officers of the Corporation.

#### 10. SUPPLEMENTARY CASH FLOW INFORMATION

Cash and cash equivalents at December 31 and September 30, 2014 were entirely comprised of cash on deposit.

| Changes in non-cash working capital:     | 3 months ended Dec 31 |           |
|--|-----------------------|-----------|
|  | 2014                  | 2013      |
|  | \$                    | \$        |
| Accounts receivable                      | 217,248               | (284,202) |
| Inventory                                | (5,590)               | 3,019     |
| Prepaid expenses                         | (45,137)              | (19,212)  |
| Accounts payable and accrued liabilities | (136,548)             | 137,407   |
| Deferred revenue                         | (2,264)               | (5,154)   |
| Total                                    | 27,708                | (168,142) |
| Cash interest paid                       | 5,896                 | 6,411     |

