



## 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.

# MANAGEMENT DISCUSSION AND ANALYSIS

This information is given as of May 30, 2018 under NI Form 51-102F1. As of the date of this report, there are 130,421,510 Glenbriar voting common shares issued and outstanding. There is no other class or series of shares issued, and no warrants or options.

## Description of Business

**Glenbriar Technologies Inc.** (CSE: GTI) is a leading provider of Cloud-enabled business technology solutions. From its offices in Calgary, Vancouver and Waterloo, Glenbriar's IT professionals and software developers design, manage and support solutions that include IT Services, Cloud Services, Portals & Collaboration, Unified Communications and Software Services.

The 2017 Annual Report was released on January 31, 2018.

The Asset Purchase Agreement between Glenbriar and Uniserve was approved at the December 4, 2017 Special Meeting of Shareholders by a 2/3 majority of each of the minority class and Uniserve. This Agreement transfers Glenbriar's information technology services business to Uniserve effective October 1, 2017. The bulk of the proceeds from the net sale (after adjustments) were paid as dividends to Glenbriar's shareholders. Please refer to the Notice of Special Meeting and Information Circular, as amended on November 16, 2017, for details.

## Products & Services

Glenbriar has exited the information technology business in accordance with the Asset Purchase Agreement. Glenbriar will reposition into a new line of business over the coming months.





### New Products or Services Developed or Offered

Glenbriar has exited the information technology business in accordance with the Asset Purchase Agreement. Glenbriar will reposition into a new line of business over the coming months.

### **Discontinued Products or Services Developed or Offered**

Glenbriar's information technology services business has been transferred to Uniserve in accordance with the Asset Purchase Agreement.

### **New Business Relationships**

Glenbriar transferred all of its business relationships to Uniserve in accordance with the Asset Purchase Agreement.

### **Expiry or Termination of Contracts or Financing Arrangements**

Glenbriar's financing arrangements have been assigned to Uniserve in accordance with the Asset Purchase Agreement.

### Acquisitions or Dispositions of Assets

Glenbriar has transferred substantially all of its assets to Uniserve in accordance with the Asset Purchase Agreement.





## **Financial Review**

## **Selected Financial Information**

Selected Quarterly Financial	Quarter ended							
	2018				2017		2016	
Information (\$)	31-Mar	31-Dec	30-Sep	30-Jun	31-Mar	31-Dec	30-Sep	30-Jun
Revenue	-	-	-	-	-	-	-	-
Income (loss) and comprehensive	-1,835,987	2,140,825	-578,365	69,794	24,354	-157,601	28,733	38,131
income (loss)								
-per share (basic and diluted)	-0.02	0.02	-0.01	0	0	0	0	0

Glenbriar has paid dividends as of January 31, 2018.

## Liquidity and Capital Resources

As of March 31, 2018, Glenbriar had a working capital deficit of \$3,495.

The financial statements have been prepared on the basis that the Corporation will continue as a going concern. As of March 31, 2018, Glenbriar has completed an agreement to sell its core business operations to Uniserve.

### **Results from Operations**

Glenbriar had a net loss in Q2 of 2018 of \$1,835,987. This primarily came from the dividend paid in January 2018.

### **Forward Looking Statements**

This MD&A may contain forward-looking statements. These forward-looking statements do not guarantee future events or performance and should not be relied upon. Actual outcomes may differ materially due to any number of factors and uncertainties, many of which are beyond Glenbriar's control. Some of these risks and uncertainties may be described in Glenbriar's corporate filings (posted at www.sedar.com). Glenbriar has no intention or obligation to update or revise any forward looking statements due to new information or events, except as required by securities legislation.







### **Risk Factors**

Glenbriar filed a statement of claim in Alberta Court of Queen's Bench in September 2015 against IT service providers and former senior managers and employees for breach of contract, fiduciary and various common law duties in connection with certain activities in 2014 and 2015. As of December 31, 2016, Glenbriar had settled the claim with eight individual defendants. In January 2018, Glenbriar settled with the final defendant.

## **Critical Accounting Estimates**

IFRS requires management to make 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 expense during the reporting periods presented. Significant estimates include the assessment of recoverability of carrying values of Glenbriar's accounts receivable, software and other capital assets. Actual results will differ from the estimates.

### **Related Party Transactions**

There are no related party transactions.

### **Additional Information**

Additional information about Glenbriar is available from Glenbriar's website at <u>www.glenbriar.com</u>, the CSE website at <u>www.thecse.com</u>, the Sedar website at <u>www.sedar.com</u>, or by request from Glenbriar's head office at 330-333 Terminal Avenue, Vancouver, BC (Phone 604-985-9850).