SCRYB INC. (formerly Relay Medical Corp.)

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE YEARS ENDED SEPTEMBER 30, 2023 AND 2022 (Expressed in Canadian Dollars)

Dated February 4, 2024

Management's Discussion and Analysis of Operations
For the year ended September 30, 2023

This Management's Discussion and Analysis ("MD&A) is prepared as of September 30, 2023 and has been prepared in accordance with International Financial Reporting Standards ("IFRS). All amounts are in Canadian dollars.

Management is responsible for the preparation and integrity of the financial statements, including the maintenance of appropriate information systems, procedures and internal controls and to ensure that information used internally or disclosed externally, including the financial statements and MD&A, is complete and reliable. The Company's directors follow recommended corporate governance guidelines for public companies to ensure transparency and accountability to shareholders. The board's audit committee meets with management quarterly to review the financial statements including the MD&A and to discuss other financial, operating and internal control matters.

Caution Regarding Forward Looking Statements

This document contains forward-looking statements, such as statements regarding future sales opportunities in various global regions and financing initiatives that are based on current expectations of management. These statements involve uncertainties and risks, including the Company's ability to obtain and/or access additional financing with acceptable terms, and delays in anticipated product sales. Such forward-looking statements should be given careful consideration and undue reliance should not be placed on these statements.

The preparation of the MD&A may require management to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the financial statements and the reported amount of revenue and expenses during the reporting period. Management bases estimates and judgments on historical experience and on various other factors that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying value of assets and liabilities. Actual results may differ from these estimates under different assumptions or conditions. Management believes the accounting policies, outlined in the Significant Accounting Policies section of its consolidated financial statements, affect its more significant judgments and estimates used in the preparation of its consolidated financial statements.

Introduction

The following MD&A for the year ended September 30, 2023, has been prepared to help investors understand the financial performance of Scryb Inc. (formerly Relay Medical Corp.) ("the Company" or "Scryb"), in the broader context of the Company's strategic direction, the risk and opportunities as understood by management, and the key metrics that are relevant to the Company's performance. The Audit Committee of the Board of Directors has reviewed this document and all other publicly reported financial information for integrity, usefulness, reliability and consistency.

All amounts are expressed in Canadian dollars (CAD) unless otherwise noted.

Additional information about Scryb Inc. (formerly Relay Medical Corp.), this document, and the related quarterly financial statements can be viewed on the Company's website at www.scryb.ca and are available on SEDAR at www.sedar.com.

The Company's Common Shares are listed and traded on the CSE ("CSE"), the Frankfurt exchange and the OTCQB under the symbols SCYB, EIY and SCRF respectively.

Corporate Overview

Scryb develops and productizes emerging technologies and builds disruptive, high-growth businesses. Scryb's team identifies and advances high-potential opportunities and applies its technology development platform to rapidly scale its growth. Scryb's most recent venture was the early-stage company, Cybeats Technologies (CSE: CYBT), which Scryb maintains approximately 60% ownership (as of the date of this MD&A), and with other ventures across applied AI, digital health, and biotech. At market close on Friday, February 2nd, Cybeats (CSE: CYBT) had a market capitalization of approximately $20.2 million, with a $0.20 price per share. The value of Scryb's 59.87% ownership in Cybeats at this price level has a market value of approximately $12 million.

Scryb's core assets are summarized as follow:

- Cybeats is an innovative cybersecurity company in supply chain cybersecurity and IoT device security. On November 4, 2022, Cybeats closed a financing of approximately $8.3M with Cybeats Technologies Corp. and commenced its first day of trading on the CSE on November 21, 2022. Scryb maintains a majority stake in the newly publicly listed company.
- Fionet Rapid Response ("FRR") is a joint venture arrangement between Scryb and Fio Corp. that is a mobile IT/Data platform for decentralized healthcare testing.
- Glow LifeTech Corp.("Glow") is a biotechnology company that specializes in producing enhanced nutraceutical and cannabinoid-based products. Scryb supported Glow in its go-public listing In March 2021 via a reverse takeover transaction. Scryb maintains a minority investment in Glow.

Results of Operations
Overview
Cybeats evolved from an early-stage technology company into a high-growth cybersecurity company. The Company expects that as the market continues to take notice of Cybeats' and its successes, that Cybeats will have substantial impact on Scryb's shareholder value.

During the year ended September 30, 2023, Cybeats expanded the commercial operations and significantly increased its go to market initiatives and capabilities. Cybeats expanded its sales and marketing teams and capabilities, with the hiring of new sales leadership, enlisting of industry leaders, adding key opinion leaders and growing its commercial channel partnerships.

Cybeats Technologies Corp.
On March 18, 2021, the Company closed the acquisition of Cybeats Technologies Inc. ("Cybeats"). At the time of acquisition, Cybeats was an innovative On-Device security platform that addresses a growing market of IoT devices. The IDC report predicts there to be over 55 billion connected devices by 2025. The global IoT market is growing in an unprecedented way which has left a crucial delta in the cybersecurity of over 20 billion devices worldwide.

Cybeats used its and Scryb's existing infrastructure and vulnerability data capabilities along with an expenditure of significant resources to develop, and later commercially launch, 'SBOM Studio'. Scryb used its valued added platform and assets in AI to support additional product development, to help implement smart and predictive cybersecurity in SBOM Studio. The naming of SBOM Studio comes from SBOM (Software Bill of Materials) which is a term in the software supply chain industry.

In May 2021, United States President Joe Biden outlined a policy making cybersecurity a top priority and essential that the Federal Government lead by example for all Federal Information Systems to exceed the standards and requirements set forth by the order. The order's primary mandate is to enhance the integrity of software supply chains by requiring a Software Bill of Materials (SBOM); a solution that is already at the core of Cybeats' SBOM Studio. Since the Executive Order government agencies around the world have began adopting the SBOM standard to mitigate the software supply chain risks such as the FDA (Food & Drug Administration) Federal Mandate[1] with other Western governments looking to follow the United States lead. The Whitehouse further solidified its stance on SBOMs as on July 13, 2023, it included SBOMs as one of the five pillars in the new U.S. National Cybersecurity Strategy Implementation Plan.

SBOM Studio Product Background
To remain competitive in today's market, organizations rely on previously developed software or proprietary third-party software components known as "open-source software" (OSS) to meet the demands of frequent software releases in a cost-effective and timely manner. In fact, 99% all software today contains open-source components.

[1] https://www.fda.gov/regulatory-information/search-fda-guidance-documents/cybersecurity-medical-devices-quality-system-considerations-and-content-premarket-submissions

The use of OSS carries inherent risks with studies showing that 75% of open-source software contains vulnerabilities that pose cybersecurity threats. With the widespread use of OSS in modern software development, it is crucial for organizations to have a system in place to manage and mitigate these risks.

The threat of cyberattacks that exploit vulnerabilities in open-source software (OSS) is increasing rapidly, with a growth rate of 700% per year. Many organizations may not be aware that they are using OSS, making it crucial for them to take steps to protect themselves against these threats. The log4j and SolarWinds events serve as examples of the potential damage caused by attacks that exploit OSS vulnerabilities, affecting 18,000 customers including government agencies and critical infrastructure providers. To mitigate OSS risks, creating and continuously monitoring a Software Bill of Materials (SBOM) is becoming a must.

Introducing SBOMs

Software Bill of Materials (SBOMs) are lists of the ingredients and their versions that make up a particular piece of software, similar to the nutritional facts or ingredient list found on food labels such as for dairy, cookies or juice. SBOMs provide important information about software, including any open-source components, which can help companies and governments determine if the software is safe to use. SBOMs are used across a variety of industries and are becoming required by government regulators. Many companies are already generating SBOMs as part of their software development process, following recent industry standards for SBOM generation. However, implementing SBOM practices can be challenging due to the scale of the change and the manual work involved. As organizations seek to improve the security and reliability of their software in the face of evolving threats and regulatory requirements, the adoption of SBOMs is becoming increasingly important. By using SBOMs, companies can better manage their software supply chain risks and improve the overall quality of their software.

Cybeats' SBOM Studio is a comprehensive solution designed to manage and distribute software bill of materials (SBOMs) in a single platform. It provides organizations with a centralized view of cybersecurity vulnerabilities, enabling them to improve the visibility and security of their software supply chain. SBOM Studio is useful for organizations of all sizes and industries, as it helps them to improve their vulnerability management processes, reduce the cost of protection, and enhance compliance.

SBOM Studio is also agnostic to SBOM generation tools, meaning it can work with any tool to validate and correct imported SBOMs, improving the accuracy of SBOMs. In addition, it simplifies the implementation process, speeds up the fixing of vulnerabilities, and automates SBOM management, ultimately improving the return on investment of SBOM adoption in an organization.

Key features and Advantages of SBOM Studio include:

- Automated SBOM Management
- Accelerated Vulnerability Management
- Improved Workflow for Security Operations
- SBOM Sharing and Exchange Capabilities
- Data-Driven Business Decisions
- Regulatory Compliance and Licence Infringement
- VEX(Vulnerability Exploitability Exchange) Reports

Cybeats SBOM Studio is a solution that can be used by both software developers, such as Software-as-a-service companies and software consumers such as hospitals as both could require the functionality of the product. SBOM Studio can also be used across many industry verticals such as automotive & aerospace, medical devices, critical infrastructure, and IT & digital solutions. This large number of potential customers presents an enormous opportunity with a growing market need.

The interest in the product continues to grow at a rapid pace due to customer needs and a changing regulatory environment regarding SBOM and software supply chain. Cybeats SBOM Studio continues to expand its functionality to help maintain its competitive advantage. Cybeats will focus on expanding its product offering to address a broader market and continue expanding its integration with existing corporate solutions. Cybeats plan is to continue to expand in its key verticals of medical device manufacturers, and industrial control systems while expanding in other verticals such as telecom technology with its versatile SBOM Management solution. With the catalyst of regulation and the shift to more proactive cybersecurity solutions SBOM Studio is poised to capture a growing segment in a new industry.

Commercial Contracts and Engagements

Nature of Commercial Contracts

For large enterprise customers there is typically a paid or unpaid trial deployment to test the SBOM Studio. These customers complete the trial commercial deployment and sign multi year contracts that range from 2-4 years. As SBOM Studio integrates with the multiple divisions of the customer's company there is typically a ramp up in usage and users/seats for the SBOM Studio. This ramp up leads to an increase in the revenue per client over the life of the contract.

Cybeats deploys the following framework for the commercial engagement pipeline and related opportunities:

(i) Trial Deployments at zero cost:
Currently Cybeats has ten trial deployments in a variety of industries.

Cybeats currently has an 85% conversion rate of SBOM Studio evaluations into commercial contracts leading to an effective sales funnel for the product.

Cybeats has identified Telecom sector as it looks to expand commercial pipeline with the signing of two large global telecom technology providers to a pilot agreement.

(ii) Paid Software Evaluation Licenses:
Cybeats is currently in various stages of discussion with potential customers in multiple industries to have a paid software evaluation period.

Cybeats signed commercial pilot with another global top seven Industrial Control System Company.

(iii) Commercial Licenses to Enterprise Product Suites:
As is industry standard for Software as a Service businesses, commercial licenses for enterprise product suites are recognized over the life of the contract. These contracts also can be expanded through additional usage charges or product features for additional cost.

As of February 4, 2024, 25% of the enterprise customers have expanded their contracts through these product expansion options. Cybeats currently has a 100% client retention rate of commercial customers.

As at February 4, 2024 Cybeats has closed on several multi-year six figure enterprise engagements. Cybeats has clients in multiple industry verticals noted below:

Medical Device and Technology Companies
- Global Medical Device Manufacturer
- Multinational Healthcare Conglomerate
- American Multinational Medical technology company
- Starfish Medical, a contract medical technology engineering firm

Cybeats has commercial contracts with three of the top seven (by revenue) Medical Device Manufacturers globally.

Industrial Control System (ICS) Companies
- Schneider Electric SE, a digital automation and energy management company
- Global Technology Leader in ‘Smart Buildings’ and building security equipment
- International Industrial Automation Company

Cybeats has commercial contracts with three of the top seven (by revenue) Industrial Control System Companies globally.

Other Companies
- Integral Ad Science, a leader in digital media quality and advertising technology
- Bullish Global, a regulated cryptocurrency exchange

Marketing activities are designed to identify prospects with buying intent based on the response to certain calls-to-action in direct marketing programs. Qualified sales leads with purchase intent are routed to the business development team for one-on-one follow-up and opportunity identification. Currently the Company has a pipeline of over 160 market qualified leads.

Cybeats reported a 237% year to date growth in monthly recurring revenue(MRR) for SBOM Studio on October 16, 2023.

(iv) Partnership Programs:
Currently Cybeats has multiple partnerships that include:

- Partnership with Health Information Sharing and Analysis Center ("Health-ISAC") a global organization focused on enhancing cyber and physical security in the healthcare industry. Cybeats and Health-ISAC will go to market with a joint Software Bill of Materials ("SBOM") management solution targeting Medical Device Manufacturers (MDMs) and Healthcare Delivery Organizations (HDOs).
- CodeSecure, formerly the products division of GrammaTech and a leading provider of application security testing products
- Device Authority, a company that provides end to end compliance and operational effectiveness to IoT devices
- Large American cybersecurity company as part of its technology partnership alliance
- Next Generation Manufacturing Canada (Ngen) to further its relationship development with Canada's leading manufacturing companies
- Large American endpoint and security management cybersecurity company as part of its technology partnership alliance
- International network cybersecurity company as part of its technology partnership alliance

(v) Resellers:
Cybeats is pursuing partnerships and resellers that are trained and equipped to market and sell its products and services, or that have typically been focused on serving a single country where Cybeats does not have a direct sales force. In some instances, resellers will collaborate with the direct sales team on larger scale strategic opportunities in a joint selling model. In all instances that resellers are used to actively market and sell our products and services, Cybeats remains responsible for the delivery of our products to the customer and oversee establishing pricing. We recognize products and services sold through resellers will be sold at wholesale prices and will be recognized in revenue in a similar manner to those sold by Cybeats direct sales channel.

On November 4, 2022, Pima Zinc Corp (predecessor company of Cybeats Technologies Corp) Cybeats closed a financing of approximately $8.3M with Cybeats Technologies Corp. commencing its first day of trading on the CSE on November 21, 2022. This allows Cybeats to access the public markets for the capital it will need to grow its business without resulting in further dilution in the number of shares outstanding in Scryb.

The financial statements of Scryb have been prepared on a consolidated basis with Cybeats Technologies Corp ("Cybeats Corp"), in accordance with International Financial Reporting Standards (IFRS) 10 - Consolidated Financial Statements. Scryb is deemed to have control over Cybeats Corp as it owns approximately 60% of the outstanding shares of Cybeats Corp. As such, Scryb consolidates the financial results of Cybeats into its own financial statements.

Fionet Rapid Response Group (‘FRR’)
In late 2020, Scryb and Fio Corporation entered into a joint venture agreement, with a third party (Fio Corp), through a private company called Fionet Rapid Response Group (‘**FRR**’). The joint venture is structured to maintain joint decision making between Scryb and Fio Corp. FRR is a private company that controls the Fionet Platform, which is a mobile lab IT platform that ensures frontline efficiency, testing accuracy and data integrity for community-based or decentralized settings. The Fionet Platform handles scheduling and registration via phone app at home, on-site check-in, rapid, on-the-spot antigen testing, data integration with other testing devices, result notification, public health notification as appropriate, and anonymized data and stats for dashboards for authorized stakeholders while helping direct patient care. The Joint Venture is structured with the following ownership and royalties to Scryb:

- Scryb owns 33% of the Joint Venture
- Scryb receives a 33% commission on all revenues from testing revenue
- Scryb receives a 20% commission on all revenues from device revenue
- Scryb receives a 10% commission on all revenues from data revenue

Product Offering
Prior to the commencement of the JV the technology was deployed on more than one million cases in over a dozen countries for managing community-based RDT testing, triage, and tracking outbreaks of high-consequence infectious diseases, such as malaria, HIV, dengue, and Ebola, and has been further validated by several dozen publications in scientific journals.

Drawing on resources from both Scryb and Fio, the JV has deployed the Fionet platform in pandemic testing management settings using approved third-party rapid diagnostic tests (RDT), as well as for molecular tests (such as PCR). Scryb has extended the technical capabilities of the FRR product offering by leveraging its expertise and complementary expertise in machine vision, AI and cloud processing, which originated from Scryb’s portfolio of technology assets including HemoPalm Corp. and Pharmatrac technologies. When combined with the technology-based quality control and automated interpretation of the Fionet Platform, RDT tests can provide fast and accurate results that are seamlessly transmitted to the cloud and distributed to public health and other stakeholders responsible for managing a given infectious outbreak or pandemic. Given the importance of the health data, FRR provides tools which can help assure diagnostic accuracy and collate results which are needed to facilitate safe and effective mass testing of the population for disease presence and exposure.

Fionet Platform
Fionet platform is a mobile IT platform and infrastructure that:

- Manages multiple current and future pandemic use cases right now
- Manages decentralized disease-and-wellness testing
- Automated aggregator of frontline healthcare data
- Proven with multiple diseases, geographies, databases, test types, client types
- Strong m-LIS (mobile lab information system) contender, with potential for standardization

At Home Testing
FRR is exploring commercial activities in the at home testing space. Some of these at home tests could include conjunctivitis (pink eye) tests, sexually transmitted infection tests and other viral tests.

Ongoing Commercial Activities

- An engagement with USAID, one of the largest aid organizations in the world, to test Malaria in the Democratic Republic of Congo in 144 remote based community healthcare sites
- A deployment of the Fionet Platform for Malaria Epidemic Management in Rwanda Africa
- An engagement with an international aid foundation in the Republic of South Africa

Operations and Moving Forward
FRR is currently servicing a key customer by way of implementing its solution for the purposes of testing through an approximate $3.3 million USD contract. FRR currently has received 60% of the contract payments and with the additional amount to be received in 2023 and early 2024. FRR is also continuing to explore significant future opportunities within Rwanda and throughout Eastern Africa. FRR is positioned as a leader in mobile lab information systems. The advancements in its partnerships represent a significant testament to the technology and value that FRR is providing its partners and clients. Scryb looks to continue to support the product development and expansion of the commercial and business development activities. FRR is actively seeking capital to fund future operations.

Glow LifeTech Corp.
Glow LifeTech was formerly a subsidiary of Scryb and was spun out into its own public company through an RTO transaction on March 15, 2021. Scryb played a critical role in the go public transaction. Scryb maintains a significant amount (14.47%) of Glow LifeTech Corp., a publicly traded company on the CSE under the symbol “GLOW”. Scryb continues to provide limited management guidance to Glow. Glow LifeTech is a Canadian-based biotechnology company focused on producing nutraceutical and cannabinoid-based products with dramatically enhanced bioavailability, absorption, and effectiveness. Glow has rights to the ground-breaking, plant-based MyCell™ Technology delivery system, which transforms poorly absorbed natural compounds into enhanced water-compatible concentrates, unlocking the full healing potential of natural active compounds.

Glow LifeTech Corp. completed the buildout of the Canadian facility and commissioned the proprietary reactor. Glow has completed the development of Proprietary MyCell® Liquid Cannabis Ingredients and now plans for commercialization in the Canadian market, given product readiness. Glow recently announced the launch of two cannabis consumer brands in Canada, *MOD* and *.decimal*, with both featuring Glow’s portfolio of proprietary liquid and powder cannabis ingredient technologies. MOD is a brand of naturally flavoured water-soluble drops and *.decimal* is a brand of precision-dosed, fast-acting capsules. Commercial sales activities have commenced and based on positive customer traction; Glow has received initial sales in two provinces. Glow is looking to recapitalize to expand its commercial sales and looking for potential licensing deals internationally.

Selected Annual Information

	For the three months ended September 30, 2023	For the three months ended September 30, 2022	For the twelve months ended September 30, 2022	For the twelve months ended September 30, 2022
Revenues	805,312	437,924	1,593,247	668,773
Expenses	3,777,020	1,144,358	21,366,808	11,812,782
Gain (Loss) for the period	(2,971,707)	(706,434)	(19,773,561)	(11,144,009)
Gain (Loss) per share	(0.02)	(0.00)	(0.08)	(0.05)
Total assets	12,971,364	11,218,380	12,971,364	11,218,380
Total liabilities	5,403,554	5,477,459	5,403,554	5,477,459
Working capital	(1,328,696)	2,287,760	(1,328,696)	2,287,760

The following table sets forth selected financial information for Scryb Inc. for the year ended September 30, 2023. This information has been derived from the Company's financial statements for the years and should be read in conjunction with the financial statements and notes thereto.

The following table sets forth selected financial information for Scryb Inc. for the years ended September 30, 2023, 2022, and 2021. This information has been derived from the Company's financial statements for the periods indicated and should be read in conjunction with audited financial statements and the notes thereto.

	Year Ended 30-Sep-23	Year Ended 30-Sep-22	Year Ended 30-Sep-21
Loss before non-operating income	$ 19,773,561	$ 11,144,009	$ 17,253,280
Loss before income taxes	19,773,561	11,144,009	17,253,280
Loss per common share, basic and diluted	0.08	0.05	0.08
Net and comprehensive loss	19,773,561	11,144,009	17,253,280
Net Loss per Common Share, Basic and Diluted	0.08	0.05	0.08
Weighted average number of shares outstanding	257,282,672	240,051,037	210,112,140
Total assets	12,971,364	11,219,978	18,066,037
Net working capital	(1,328,696)	2,287,760	8,230,473

For the three months ended September 30, 2023 and 2022

The schedule below presents the three-month statement of earnings to highlight the non-recurring items.

	Three months ended		
	September 30, 2023	September 30, 2022	Variance
Revenues			
Product Sales	740,811	32,681	708,130
Government grant and subsidies	-	(41,839)	41,839
Other revenue	64,501	447,082	(382,581)
	805,312	**437,924**	**367,388**
Expenses			
Advertising and promotion	530,435	48,771	481,664
Amortization expense	345,843	150,044	195,799
Consulting and management fees	352,664	84,823	267,841
Depreciation	27,214	62,265	(35,051)
Foreign currency loss (gain)	(77)	4,792	(4,869)
Insurance expenses	16,984	(23,585)	40,569
Interest and accretion	71,420	39,339	32,081
Office, general and administrative	89,781	(2,947)	92,728
Product research and development costs	659,843	310,242	349,601
Professional fees	394,630	54,239	340,391
Salaries and benefits	759,749	820,339	(60,590)
Sales commissions	30,207	51,258	(21,051)
Shareholder communications and marketing	33,409	(170,352)	203,761
Transfer agent and filing fees	24,366	36,276	(11,910)
Net loss before Share-based compensation and Loss on investment in associate	**(2,531,154)**	**(1,027,580)**	**(1,503,574)**
Non-cash - Share-based compensation	(188,140)	-	(188,140)
Non-cash - Unrealized loss on investment in associate	628,693	(321,146)	949,839
Net earnings (loss) and comprehensive income (loss)	**(2,971,707)**	**(706,434)**	**(2,265,273)**

During the period Cybeats rapidly expanded its sales which was accompanied by the necessary increase in expenses related to customer delivery, the Cybeats go-public initiative and the continued accelerated growth of the Cybeats pipeline.

- Product sales increased from the comparative period due to the increase in sales from Cybeats and reclassification of revenues (Refer to "Commercial Licenses to Enterprise Product Suites" section above)
- Royalties' revenue comprises of royalties from the Fionet JV. This increased due to a key customer contract for FRR with the Rwanda Ministry of Health.
- Other revenue includes revenues generated from the bill out from the FRR. This increased from the increased commercial activity in Cybeats.
- Advertising and promotion include advertising activities of Cybeats as a part of the commercial scale up.
- Amortization expense increased due to the amortization of intangibles assets related to intellectual property.
- Consulting and management fees increased due to the higher costs associated with the Cybeats platform development and commercial scale up.
- Depreciation expenses include lease agreements of the office spaces which are marked as right of use.

- Insurance expenses increased due to a reclassification from prior prior.
- Office and general expenses in the prior year decreased due to reclass of certain expenses to better reflect the expenses incurred.
- Product research and development costs comprises of expenditures relating to the Company focusing its attention on the continued development of Cybeats' product offering with new product feature sets.
- Professional fees include certain legal and accounting expenses increased due to the go public transaction of Cybeats
- Salaries and benefits decreased due to a smaller headcount cost saving initiatives compared to the prior period.
- Shareholder communications and marketing were higher due to a reclassification of prior year expenses.
- Transfer and filing fees were lower compared to the prior year due to the expenses related to the Cybeats public launch in the prior year.
- Share-based compensation were lower than prior period due to the cancellation of options of former employees or contractors.
- Unrealized loss on investment in associate relates to Scryb's investment in Glow LifeTech Corp. and Fionest Rapid Response Group.

For the years ended September 30, 2023 and 2022

The schedule below presents the twelve-month statement of earnings to highlight the non-recurring items.

	Twelve months ended		
	September 30, 2023	September 30, 2022	Variance
Revenues			
Product Sales	971,650	61,609	910,041
Royalties and management fees	540,410	83,748	456,662
Government grant and subsidies	-	9,541	(9,541)
Other revenue	81,187	513,875	(432,688)
	1,593,247	**668,773**	**924,474**
Expenses			
Advertising and promotion	1,538,407	521,539	1,016,868
Amortization expense	1,383,371	699,686	683,685
Consulting and management fees	2,085,548	1,743,216	342,332
Depreciation	212,441	250,664	(38,223)
Foreign currency loss (gain)	1,130	12,179	(11,049)
Insurance expenses	66,607	62,147	4,460
Interest and accretion	236,430	82,370	154,060
Office, general and administrative	631,727	654,499	(22,772)
Product research and development costs	1,454,603	724,308	730,295
Professional fees	681,073	491,095	189,978
Salaries and benefits	6,877,837	5,190,556	1,687,281
Sales commissions	174,957	57,323	117,634
Shareholder communications and marketing	86,260	229,553	(143,293)
Transfer agent and filing fees	207,596	88,729	118,867
Net earnings (loss) before Share-based compensation and Loss on investment in associate	**(14,044,740)**	**(10,139,091)**	**(3,905,649)**
Non-cash - Share-based compensation	4,688,992	212,861	4,476,131
Non-cash - Unrealized loss on investment in associate	1,039,829	792,057	247,772
Net earnings (loss) and comprehensive income (loss)	**(19,773,561)**	**(11,144,009)**	**(8,629,552)**

During the period Cybeats rapidly expanded its sales which was accompanied by the necessary increase in expenses related to customer delivery, the Cybeats go-public initiative and the continued accelerated growth of the Cybeats pipeline.

- Product sales increased from the prior year from the rapid increase in sales from Cybeats
- Royalties' revenue comprises of royalties from the Fionet JV. This increased due to a key customer contract for FRR with the Rwanda Ministry of Health.
- Government grant revenues include funding from the Scientific Research and Experimental Development Tax Incentive Program (SR&ED) which decreased due no claim in SR&ED credits in the current period.
- Other revenue includes revenues generated from the bill out from the FRR.
- Advertising and promotion increased due to the increase in activities of Cybeats as a part of the commercial scale up.
- Amortization expense increased due to the amortization of intangibles assets related to intellectual property.
- Consulting and management fees increased due to the higher costs associated with the Cybeats platform development and commercial scale up.

- Depreciation expenses include lease agreements of the office spaces which are marked as right of use.
- Insurance expense were in line with the costs incurred when compared to the same period in the prior year.
- Interest and accretion expense includes right-of-use accretion relating to the Cybeats office.
- Office and general expenses were relatively consistent when compared to the prior year.
- Product research and development costs comprises of expenditures relating to the Company focusing its attention on the continued development of Cybeats' product offering with new product feature sets.
- Professional fees include certain legal and accounting expenses increased due to the go public transaction of Cybeats
- Salaries and benefits increased due to the increased headcount from the commercial scale up of Cybeats. There was also an increase from some consultants becoming full time employees which corresponded with a decrease in consulting and management expenses.
- Sales commissions and bonuses increased compared to last year due to the increased sales activities related to Cybeats commercial activities.
- Shareholder communications and marketing decreased due to lower costs related to investor relations.
- Transfer and filing fees increased compared to the prior year due to multiple private placement financings for both Cybeats and Scryb and the Cybeats go-public listing
- Share-based compensation was granted to new employees and consultants as compared to the same period last year. This increased due to a large number of Cybeats options being granted relating to the go-public transaction. This represents a non-cash item.
- Unrealized loss on investment in associate relates to Scryb's investment in Glow LifeTech Corp. and Fionest Rapid Response Group.

Summary of Quarterly Results

The following table is a summary of selected unaudited financial information for the eight most recent fiscal quarters.

Quarter ended	Income	Net income (loss)	Net income (loss) per share
September 30, 2023	805,312	(2,971,707)	(0.02)
June 30, 2023	411,165	(4,708,922)	(0.02)
March 31, 2023	639,408	(1,602,058)	(0.01)
December 31, 2022	109,631	(8,624,969)	(0.04)
September 30, 2022	410,806	(715,915)	(0.00)
June 30, 2022	63,385	(4,405,727)	(0.02)
March 31, 2022	73,297	(3,423,027)	(0.01)
December 31, 2021	64,641	(1,325,944)	(0.01)

The net loss was from an operating loss of Cybeats and Scryb. The public listing of Cybeats has enabled Scryb to lean down in its capital overhead obligations as salaries move from Scryb to the independent issuer, Cybeats Technologies Corp. The income came from revenues related to both the Company's joint venture (FRR), and from accelerated traction following Cybeats commercial launch later in 2023.

Funding & Liquidity
Scryb will require additional funding to fund its ongoing operations and growth. The majority of financing of current operations is achieved by issuing share capital. With Scryb's primary focus being to support the scale-up commercial operations for both FRR and Cybeats, Scryb will require additional funding. With the recent RTO transaction and public listing of Cybeats Technologies, Scryb is able to lean down in its capital overhead obligations related to Cybeats, as salaries move from Scryb to the independent issuer. Cybeats is also positioned to more effectively access the public markets for its capital funding requirements, without further dilution to Scryb. Lastly, as Glow is a standalone public company, the issuer oversees its own financial and capital funding requirement.

Related Party Transactions
Key management personnel include those persons having authority and responsibility for planning, directing and controlling the activities of the Company as a whole. The Company has determined that key management personnel consist of executive and non-executive members of the Company's Board of Directors, Corporate Officers and Vice Presidents.

Off-Balance Sheet Arrangements
The Company has not entered into any off-balance sheet arrangements, other than previously disclosed, that has, or is reasonably likely to have, an impact on the current or future results of operations or the financial condition of our company.

Critical Accounting Policies and Estimates
The preparation of these consolidated financial statements in conformity with IFRS requires that management make estimates and assumptions about future events that affect the amounts reported in the consolidated financial statements and related notes to the consolidated financial statements. Actual results may differ from those estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

i) Critical accounting estimates

Critical accounting estimates are estimates and assumptions made by management that may result in a material adjustment to the carrying amount of assets and liabilities within the next financial year and are, but are not limited to, the following:

Share based payments and warrants
The fair value of stock options and warrants issued are subject to the limitation of the Black Scholes option pricing model that incorporates market data and involves uncertainty in estimates used by management in the assumptions. Because the Black Scholes option pricing model requires the input of highly subjective assumptions, including the volatility of share prices, changes in subjective input assumptions can materially affect the fair value estimate.

Useful life of intangible assets
Management has exercised their judgment in determining the useful life of its patents, patent applications and software license. The estimate is based on the expected period of benefit of the patent and the expected life of the product in the marketplace.

(ii) Critical accounting judgments
Information about critical judgments in applying accounting policies that have the most significant effect on the amounts recognized in the consolidated financial statements are, but are not limited to, the following:

Evaluation of going concern
The preparation of the financial statements requires management to make judgments regarding the going concern of the Company.

Impairment of intangible assets
Management has exercised their judgment in determining if the intangible assets are impaired. The judgment is based on management's ability to assess indicators of impairment.

Income taxes
Management has exercised their judgment in determining the provision for future income taxes. The judgment is based on the Company's current understanding of the tax law as it relates to the transactions and activities entered into by the Company.

Control
The Company uses judgement when assessing if the Company controls an investee, which includes the assessment of whether it holds power over the relevant activities, is exposed to variable returns and has the ability to use that power to affect those variable returns.

Research vs. Development Stage
The Company uses judgement when assessing if the Company has achieved development stage activities with its internally generated intangible assets.

Accounting standards and amendments issued but not yet adopted

Amendment to IFRS 3 – Business Combinations
On October 22, 2018, the IASB issued Definition of a Business (Amendments to IFRS 3: Business Combinations). The amendments to IFRS 3 are applicable for acquisitions occurring on or after January 1, 2020 and are adopted prospectively. These amendments to the implementation guidance of IFRS 3 clarify the definition of a business to assist entities to determine whether a transaction should be accounted for as a business combination or an asset acquisition. The amendments to IFRS 3 – Business Combinations may affect whether future acquisitions are accounted for as business combinations or asset acquisitions, along with the resulting allocation of the purchase price between the net identifiable assets acquired and goodwill. The Company does not expect any impact to the financial statements as a result of its adoption of the amendments to IFRS 3.

Risks and Uncertainties

History of Losses – The Company has been in a cumulative net loss position throughout its operating history. The Company's limited operating history makes it difficult to evaluate the future financial prospects of its business. There is no assurance that the Company will grow or be profitable or that the Company will have earnings or significant improvement in its cash flow from operations in the future. The future earnings on and cash flow from operations are dependent on the Company's ability to further develop and sell its products and the Company's operational expenses. Management expects that the Company will continue to have high levels of operating expenses, since the Company needs to make significant up-front expenditures for product development, and corporate development activities. Management anticipates that the operating losses for the Company may continue until such time as the Company consistently generates sufficient revenues to support operations.

Need for Additional Financing - The implementation of the Company's business plan requires significant capital outlays and operating expenditures over the next several years. There can be no assurance that additional financing will be available to the Company when needed, on commercially reasonable terms, or at all. Any inability to obtain additional financing when needed would have a material adverse effect on the Company. Further, any additional equity financing may involve substantial dilution to the Company's then existing shareholders. Debt financing, if available, may involve onerous obligations, monetary or otherwise. If adequate funds are not available, the Company may obtain funds through arrangements with strategic partners or others who may require the Company to relinquish rights to certain technologies, any of which could adversely affect its business, financial condition and results of operations.

Product Risks

Uncertain Demand for Products - Demand for technologies is dependent on a number of social, political and economic factors that are beyond the control of the Company. The technology industry is likely to continue to change as the public and government will alter regulation and demand for the products. While the Company believes that demand for technological solutions will continue to grow, there is no assurance that such demand will exist or that the Companies products will be purchased to satisfy that demand.

Dependence on Development of New Products - New technological or product developments in the technology industry may render the Company's products obsolete or reduce their value. The Company's future prospects are highly dependent on its ability to develop new products - from new technologies and achieve market acceptance. There can be no assurance that the Company will be successful in these efforts.

Credit Risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. Financial instruments that potentially subject the Company to credit risk consist of cash and cash equivalents. The Company has reduced its credit risk by investing its cash equivalents with Canadian chartered banks.

Disclosure Controls and Procedures & Internal Controls over Financial Reporting
In accordance with the Canadian Securities Administrators National Instrument 52-109 ("NI 52-109"), Certification of Disclosure in Issuers' Annual and Interim Filings, the Company has filed certificates signed by the Chief Executive Officer and the Chief Financial Officer that, among other things, report on the design and effectiveness of disclosure controls and procedures and the design and effectiveness of internal controls over financial reporting.

The Company continues to review and document its disclosure controls and procedures and internal controls over financial reporting and may, from time to time, make changes aimed at enhancing their effectiveness and to ensure that its systems evolve with the business. There were no changes in the Company's internal controls over financial reporting during the period ended September 30, 2023, that have materially affected, or are reasonably likely to materially affect, its disclosure controls and procedures and internal controls over financial reporting.

Share Data
As at September 30, 2023, there were 257,282,672 common shares issued and outstanding, 23,425,445 warrants, and 42,215,000 options outstanding.

As at February 4, 2024, there were 257,282,672 common shares issued and outstanding, 23,425,445 warrants and 42,215,000 options outstanding.

"Yoav Raiter"

Chief Executive Officer
February 4, 2024