Star Navigation Systems Group Ltd. Management's Discussion and Analysis For the years ended June 30, 2022 and June 30, 2021 The following management's discussion and analysis ("MD&A") is a review of operations, current financial position and outlook for Star Navigation Systems Group Ltd. (the Company" or "Star") for the years ended June 30, 2022 and June 30, 2021 and should be read in conjunction with the consolidated audited financial statements for the years ended June 30, 2022 and June 30, 2021. Amounts are reported in Canadian dollars based upon the financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"). Information contained herein is presented as at October 28, 2022.

Certain information in this MD&A or incorporated by reference, and in other public announcements by the Company is forward-looking and is subject to important risks and uncertainties. Words such as "may", "will", "believe", "expect", "anticipate", "estimate" and similar expressions identify forward-looking statements. Forward-looking statements may be found in the General Development of the Business, Overview of Products, Operational Milestones, Outlook, Selected Financial Information, Results of Operations, Liquidity and Capital Resources and Overview sections of this MD&A. Forward-looking information includes information concerning the Company's future financial performance, business strategy, plans, goals and objectives. Forward-looking statements are necessarily based upon estimates and assumptions considered reasonable by management but which are subject to business, economic and competitive uncertainties. Results could differ materially from those projected in forward-looking statements. Aside from its efforts locally in the United States and Canada as well as in Europe, the Company continues to pursue sales and marketing efforts for its main Star Airborne Data System ("STAR-A.D.S.®") and Star Man, Machine, Interface ("STAR M.M.I.TM") Division products and variants, either directly or through joint arrangements in North America, the Middle East, South-East Asia, Africa and developing countries. Star focuses on developing tracking, monitoring and analytics solutions for airlines, land and marine vehicles. The current geographical sales and marketing focus has been in the African continent, South-East Asia, Middle East and South America. The Company is of the opinion that these geographical areas represent very significant current and future growth potential in terms of both passenger miles flown and vehicle tracking systems in general. There is increasing demand for technology from airline operators and other transportation providers seeking enhanced safety and efficiency for their operations.

However, the Company accepts the fact that pursuing opportunities in areas outside North America and Europe potentially subjects it to risks involving political unrest, cultural differences, differing legal environments and business practices, and the significant added expense of travel and accommodation for Company personnel required to be onsite for sales, testing and installation duties. The Company endeavors to mitigate these risks as much as reasonably possible through the judicious use of secure financial instruments, experienced local and international sales agents and coordinated marketing and travel arrangements.

While continuing its efforts in North America and Europe, the Company's current marketing focus for its STAR-A.D.S.® System and its other tracking solutions is on sales to smaller new or restructured markets in areas outside the traditional North American and European large carrier market. This results in large part from the rapid increase in passenger volumes over the past few years in many countries in the Middle East, South-East Asia and Africa.

Prior to COVID-19, new airlines were looking for ways in which to both comply with changing regulatory requirements while at the same time, maintaining strict maintenance and financial control over their operations. The Company's business is based in large part in providing solutions to those issues, amongst others.

As COVID-19 becomes less of a global issue, many of these airlines will revisit all aspects of their operations and it is hoped that the Company, through its local agents and partners, will be there to provide the necessary guidance and equipment.

Operations in developing and emerging markets require both caution and knowledge of local conditions and customs. The Company relies heavily on the experience, commitment and integrity of its local agents and partners to represent the Company in a businesslike and ethical manner, target potential customers, understand their individual requirements, present proposals and provide after-sales support. While care is taken in the agent/partner selection process, things can change, and it is not possible for the Company's management in Canada to stay fully abreast of the daily actions of its agents and partners abroad. Frequent contact and updates are essential and helpful but complete control is just not possible.

With any sale, but especially in the developing and emerging market areas, the Company makes every effort to structure and document the agreement of the parties in such a way as to protect the interests of the Company and to ensure that the transaction is profitable. However, legal systems and cultures vary widely around the World and the enforcement of legal obligations where there is a problem such as payment can be expensive, time consuming and often unsuccessful. In addition, local political influence can be a factor, as can change of local government. The Company could be barred from operating in a jurisdiction, or payments due to the Company could be frozen or prohibited. From a cultural standpoint, in many parts of the developing and emerging world, (and, to a lesser extent, in parts of the First World as well) bribery is an accepted and normal practice. The Company has a strict written Bribery Policy, which is provided to all directors, officers, employees, consultants and agents. Still, fines and penalties could be imposed on the Company if there is a policy breach by one of the Company's agents or partners.

In addition, the airline business itself has inherent risks, and newer airlines are generally more susceptible to many of these risks. The Company's revenue comes from both hardware sales and ongoing monthly service fees. In the event that a customer ceases or restricts operations, the Company's revenues can be impacted.

The Board of Directors of the Company has determined, that despite the demonstrable risks of operating in developing and emerging markets, careful planning, deal structure, the use of Export Development Corporation assistance where possible and the employment of experienced and careful agents and partners, can mitigate the risks to the Company' business operations.

## COVID-19

On January 30, 2020, the World Health Organization declared the coronavirus outbreak ("COVID-19") a "Public Health Emergency of International Concern" and on March 11, 2020, declared COVID-19 a pandemic. The outbreak of COVID-19 resulted in governments worldwide enacting emergency measures to combat the spread of the virus.

# COVID-19 (Cont'd)

These measures caused material disruption to businesses globally resulting in an economic slowdown. However, as measures to contain the pandemic appear to be effective and the airline industry begins to return to pre-pandemic status, there are still significant challenges, including staffing, route suspensions and the prospect of additional COVID-19 variants to be addressed.

The Company continues to market its STAR-A.D.S.® System product and has not slowed down its sales strategy due to COVID-19, although travel has been necessarily restricted. The Company is enhancing its sales strategy, hoping to leverage the fact that all new aircraft manufactured after January 2023 have been mandated to have a flight tracking system (Global Aeronautical Distress & Safety System ("GADSS")) installed on its aircraft. Pre-2023 aircraft operators are being encouraged to follow suit but are not currently being mandated due to the losses suffered from COVID-19.

Factors which could cause actual results to differ materially from current expectations include, among other things, the ability of the Company to successfully implement its strategic, sales and financing initiatives and whether such initiatives will yield the expected benefits.

In addition, the ability of the STAR-A.D.S.®, STAR-V-TRK and STAR- M.M.I.™ Divisions to successfully promote and sell products and services is critical. Competitive conditions in the business in which the Company participates, supply chain interruptions, general economic conditions and normal business uncertainty, fluctuations in foreign currency exchange rates and changes in laws, rules and regulations applicable to the Company in the jurisdictions in which the Company operates are all factors to be taken into consideration.

The Company undertakes no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information, or future events or otherwise, except as may be required by law.

Readers are cautioned that forward-looking statements are not guarantees of future performance.

Further information relating to Star is available on SEDAR at www.sedar.com.

# **EVOLUTION OF THE BUSINESS**

Star Navigation Systems Group Ltd. commenced its operations in May 2000 and is listed on the Canadian Securities Exchange (the "CSE") under the symbol "SNA".

Star Navigation Systems Group Ltd. is a Canadian publicly owned technology company. It focuses on providing aerospace and transportation data services solutions along with hardware and software platforms that assist aviation and other transport related operators worldwide. Headquartered in Brampton, Ontario, Star has developed the In-Flight Safety Monitoring System ("STAR-ISMS®"), an aircraft computer that is at the heart of the Star Airborne Data System ("STAR-A.D.S.®"). The Star system combines in-flight data monitoring, diagnostics and data analysis with real-time secure connections between the aircraft and the ground, using real-time satellite transmission.

The STAR-A.D.S.® System provides real-time monitoring, data analysis, aircraft health and flight operation status, and real-time position (tracking) information, all of which contribute to aviation safety, reduction of fuel usage and maintenance costs, reduction of carbon footprint, and provides the opportunity for enhanced return on investment for airlines.

The STAR-A.D.S.® G3 computer has been certified for airworthiness (Supplemental Type Certificate ("STC")) on aircraft type A310 by Transport Canada ("TC") and the U.S. Federal Aviation Authority ("FAA"). The Company received its full operational STC for aircraft type A320 in September 2021. The third generation ("G3") computer combines, in one unit, several updated air-to-ground communications means. In particular, the G3 unit adds the ability to switch from satellite communications to Global System for Mobiles ("GSM") communications, providing maximum flexibility and cost-effectiveness to the users.

The Star Man, Machine, Interface ("STAR-M.M.I.™") Division was created in April 2014. The Division repairs high performance flat panel displays for defence and commercial aviation industries and has been an important revenue generator within Star. STAR-M.M.I.™ serves major avionics integrators and system manufacturers worldwide.

The STAR-V-TRK system is Star's small-scale tracking and monitoring system that can be installed on smaller vehicles such as boats, marine, trains, trucks, etc.

## OVERVIEW OF PRODUCTS AND PROGRAMS

## STAR-A.D.S.®

The STAR-ISMS® technology is the heart of the STAR-A.D.S.® System. The System provides airlines/operators with a cost effective, end to end solution, allowing the automated capture and delivery of the results of real-time, in-flight analysis of an agreed set of parameters. This offers the capability of real-time monitoring of the aircrafts' performance, its status and location, and provides instant and secure access to essential aircraft information from a PC based web connection. The STAR-A.D.S.® System delivers high value, streamlined operational information with minimum impact to the airline's internal processes and procedures. It uses a Graphical User Interface ("GUI") providing the operator with fast, convenient visibility of information from any location, within minutes of the data being generated on an aircraft data bus, in flight, anywhere in the world.

# **OVERVIEW OF PRODUCTS AND PROGRAMS** (Cont'd)

The STAR-A.D.S.® System is currently certified by TC and the U.S. FAA. The system can be installed on any aircraft irrespective of aircraft type for which the Company has both an installation and operational STC.

The Company is currently focussing on sales processes and marketing initiatives enhancing the product brand awareness and global coverage for selling as all commercial passenger aircraft will soon require this type of technology.

With the mandatory requirement of all Aircraft manufacturers to put this type of system on brand new aircraft being built after January 2023, the STAR-A.D.S.® System is well positioned to provide an excellent solution to Aircraft Manufacturers in the years ahead.

## STAR-M.M.I.™

The STAR-M.M.I.™ Division, repairs, performs qualification tests on, and supports on-board LCD flat screen displays. These high-performance LCD displays and control panels from are used in the cockpits of fixed wing aircraft and helicopters for both civilian and military applications.

STAR-M.M.I.<sup>TM</sup> has full capability, in-house, to offer customer support. Its products have already been delivered to various major system avionics integrators worldwide, all of them appearing in the Fortune 500 listing.

A key client for this program is U.S. Defence Contractor Lockheed Martin, whose customer is the United States Department of Defence. Star has an extended contract with Lockheed Martin that runs up until 2026 for all the repairs and maintenance required to service those units. Expenses are incurred at the time a repair is received for this program and the Company subsequently invoices the customer.

The contract is in good standing with the customer and the Company continues servicing the contract for repair and maintenance on the customer equipment. The Company's obligations are to repair the units as needed and it has all the resources in house such as the qualified technicians and quality control personnel to be in full compliance/obligation with the agreement.

# STAR – TTT™ (Talk, Text & Track)

Our partner on this project was Chengdu Aerospace in China. Given the current state of relations between Canada and China, and the fact that the product requires financial resources to get certified before it can go on board an aircraft, the project has been put on hold by the Company at this time.

#### STAR - V - TRK™

The development of the STAR-V-TRK project has been started again with the receipt of the Letter of Intent from the Kenyan Government for the LAPSSET Program which requires tracking, monitoring and analytics of their land and marine fleet.

# $STAR - V - TRK^{TM}$ (Cont'd)

The product requires certification to be installed on any aircraft but will not require any certifications for land based and marine based units. Variants of the STAR-V-TRK can be installed on marine vessels, trucks and trains.

## **OPERATIONAL UPDATES**

During the fiscal year ending June 30, 2021, the Company achieved the following strategic growth objectives:

• The Company announced that it has signed a sales agency agreement (the "Agreement") with Swiss Aviation Group AG ("SAG") out of Switzerland. SAG was founded in 1996. It has over 20 years of experience in Airline Start-ups, Turn Arounds and Airport Management Support.

SAG's activities have since expanded into the preparation of Air Operator Certificates, managing of and consulting for airport projects, the charter, lease and sales of jet transport passenger and cargo aircraft, the development of Business Plans, preparation of Feasibility Studies as well as restructuring and turnaround of airline companies.

Under the Agreement, SAG will have exclusive rights to sell the STAR-A.D.S.® system to their defined airlines. The agreement is for a one (1) year term and has been extended by mutual consent of both parties. There will be no compensation paid to SAG unless they complete a sale of the STAR-A.D.S.® unit.

• The Company cut back on the number of products and programs it has on the go to focus on its' STAR- A.D.S.® and MMI™ programs (See overview of Products and Programs above).

# **SALES & MARKETING STRATEGY**

The Company has revamped its Sales & Marketing strategy due to lower then expected sales results of the past 20 years.

Since signing an Integrated Sales, Marketing and Training agreement with FlightPath International in March 2022, Star and FlightPath ("FPI") have been working very closely together to develop strategies for sales and marketing for the purposes of enhancing global brand awareness, collaboratively leading sales initiatives as well as training future customers on leveraging maximum business insights from the Star A.D.S ® products and data services.

In March 2022, Star and FPI jointly held an Aviation Accidents Preventions Conference in Nairobi, Kenya, which resulted in a sale with Astral Aviation and LOI with other airlines in Kenya. The conference gave Star expectational media exposure, product marketing and brand awareness in Kenya. The conferences gave Star direct access to potential customers and decision makers.

# SALES & MARKETING STRATEGY (Cont'd)

The same strategy is being replicated, initiated and led by FPI for a second conference in Kenya, followed by conferences in Nigeria, Ghana, Rwanda and Tanzania.

The past year, Star attended trade shows such as the Dubai Air Show in November 2021 and the Singapore Air Show in February 2022 and will continue to increase its market awareness and connect with potential customers.

Star has recently enhanced its product offerings by developing products to meet the tracking, monitoring and analysis requirements for land and marine vehicles. Star has pivoted towards a software-as-a-solution (SAAS) service offering which has further enhanced its competitive edge in the market and intrigued interest from a number of operators. Star will continue to develop innovative data analytics offerings which will provide further value to Star's customers and open the market further to secure sales in the African, South American, Asian and Middle Eastern markets.

Star will continue its enhanced corporate and market awareness campaigns through Investor Relation firms such as Stockhouse and Agoracom.

#### STRATEGIC OBJECTIVE ACCOMPLISHMENTS AND UPDATES FOR FY2022

Star's management is implementing its new sales strategy and below are some accomplishments during the fiscal year 2022:

- The Company continues to execute the commercialization of the STAR-A.D.S.®
   System, products and services with a focus on growing sales and production of the
   STAR-A.D.S.® box. To this end, actions anticipated during the next 12 months
   include partnerships with Maintenance Repair & Overhaul organizations and spare
   parts resellers/distributors, exhibiting at International Air Shows and Conferences.
- In November 2021, the Company attended and exhibited at the Dubai Air Show.
  Over the course of the show, Star held numerous meetings with airlines,
  Maintenance Repair Organizations ("MRO") and aircraft original equipment
  manufacturers ("OEM"). Several of these are now in further discussion to advance
  the possible sale of Star products.
- In December 2021, Star signed a Memorandum of Understanding ("MOU") with WheelTug plc, an innovative electric taxi company. The MOU will see the companies cooperate on the collection and analysis of data gathered by Star's on-board technology and WheelTug Vision, the camera array that complements the main WheelTug e-taxi system.

The goal is to maximize the benefits that WheelTug generates for airlines. Star's solution offers operators, owners, insurers and even ATC, access to granular flight ops information.

- In January 2022, the Company signed a Partnership agreement with FlightPath International SA Ltd. ("FPI"). This partnership enables FPI to train Worldwide Airlines & Operators including Pilots, Engineers, Flight Operations Officers on Star's Flight Sciences Services and Technologies. These services and technologies range from helping Airlines implement the mandatory International Civil Aviation Organization's ("ICAO") Global Aeronautical Distress Safety System program ("GADSS") coming in January 2023, to Autonomous Aircraft Tracking, Flight Operations Performance and Predictive Maintenance Protocols.
- In February 2022, the Company was successfully recertified under the AS9100 Rev "D" Quality Systems Surveillance Audit. AS9100 is the International Quality Management System standard for the Aviation, Space and Defense ("AS&D") industry, created by the IAQG, and AS9100 Rev D (2020) is the most recent version. The standard provides suppliers with requirements for creating and maintaining a comprehensive quality system for providing safe and reliable products to the AS&D industry, as well as civil & military aviation requirements. "AS9100 Certified" means an organization has met the requirements of AS9100 Rev "D". Star was successfully re-certified to the AS9100 Revision D ISO 9001-2010 Standard.
- The Company participated as an exhibitor at the Singapore Air Show ("SAS"). The show ran from February 15-18, 2022. The Company hopes to leverage participation at the airshow to meet industry leaders from various companies in the Asia Pacific region and explore more business opportunities. It also offers the Company a chance to showcase Star product offerings and solutions. The SAS had over 350 aerospace exhibitors from around the world showcasing their products. This environment helps Star create brand awareness and industry credibility while promoting Star partners.
- In February 2022 the Company announced the launch of a 12-month online marketing campaign through AGORA Internet Relations Corp. ("AGORACOM") for the purposes of creating and enhancing the brand awareness of Star products for those that would be specifically interested in the Company's business model. As well, this agreement will provide the Company with the ability to engage all shareholders on AGORACOM's moderated and verified platform.

AGORACOM has agreed to provide Star with significant exposure to small cap investors through its industry leading digital network which includes all social media channels and its award-winning site Agoracom.com, which is ranked in the top 0.15% of all sites in the world by Amazon's Alexa website ranker.

AGORACOM has launched "Verified" Discussion Forums, the first and only forums that provide verification of posts made by small cap company officials, as well as moderation of posts made by small cap investors, resulting in the highest level of engagement between companies and their investors.

• In March 2022 the Company attended and exhibited at the Wings India 2022 Airshow. The show was hosted by India's Ministry of Civil Aviation, the Airport Authority of India and the Federation of Indian Chamber of Commerce and Industry ("FICCI"). The Wings India 2022 airshow aimed to bring the key stakeholders of the Global Aviation market, State Governments, International regulators, and business associations together as a group representing airlines, in order to facilitate direct interaction with airport operators, various airlines, cargo operators and other players on a common platform.

The Ministry of Civil Aviation is the nodal ministry responsible for the formulation of national policies and programs for development and regulation of Civil Aviation in India and for devising and implementing schemes for the orderly growth and expansion of civil air transport. Its other functions also extend to overseeing airport facilities, air traffic services and the carriage of passengers & goods by air.

Star met with several Commercial and Military organizations that were interested to know more about the STAR-ISMS® (in-flight Safety Monitoring System) technology, particularly those that were looking to modernize their current and acquired fleets. Several Aviation Ministers from India, Bangladesh, and Jamaica had meetings with the Star team during the duration of the Airshow and evening conferences.

• In March 2022 the Company held an Aviation Accidents Preventions Conference jointly with FlightPath International Limited ("FPI"). Held in Nairobi, Kenya, the conference ran from March 10-15, 2022. Concurrently, the team met with individual airlines in Nairobi. The Company is looking to further showcase its STAR-A.D.S.® products, along with FPI's training systems, to unlock more opportunities and broaden the aviation industry's knowledge about both Star and FPI in the East and West African Region. Airlines from Ghana and Tanzania also participated in the Conference.

The Conference welcomed over 25 different airlines and MRO's from the East and West African Regions. This integrated joint marketing and sales initiatives approach will help Star create brand awareness and industry credibility while promoting both Star and FPI products and services.

• In April 2022, Star received a purchase order for its Star A.D.S ® system from Swiss Aviation Group AG ("SAG"). The purchase order consists of nine (9) Star A.D.S ® units, to be delivered to four different airlines. The estimated value of the purchase order is \$2.9 million over five years. SAG's delivery plan for the nine aircraft fitted with the Star A.D.S ® has been delayed as the Company is unable to obtain the aircraft specifications to start the inspections. Star now plans to start preliminary inspections on the initial two aircraft in France at the end of December 2022.

The purchase order is conditional on two factors: successful aircraft lease financing and regulatory approval from local Civil Aviation Authorities regarding the Supplemental Type Certificates needed for each aircraft.

• The Company signed of a Letter of Intent ("LOI") with Pinnacle Air Pvt. Ltd ("Pinnacle") of India to purchase five (5) units of the STAR-ISMS®. (In-Flight Safety Monitoring System) for five (5) of its charter jets in April 2022.

Pinnacle was founded in 2004, is an Indian charter airline based in Delhi that operates passenger charters to destinations across the country, specializing in business class charter flights.

Pinnacle Group Chairman, Air Marshal Denzil Keelor, stated "Pinnacle's priority is offering our private jet customers peace of mind by placing the utmost priority on safety. As such, we are delighted to partner with Star for the integration of its In-flight safety monitoring system on our various types of aircraft to further enhance our flight safety and operations. As the first business aviation company to do so in India we continue to demonstrate our industry leadership, while also assisting Star with the launch of its program across India.

The Star engineering team was scheduled to be in India for the first Gulfstream aircraft inspection in the second week of June 2022 for the Supplemental Type Certificate design package. However, they are currently waiting for technical information on Pinnacle's Gulfstream aircraft to plan the aircraft inspections.

• In April 2022, the Company announced the signing of a Sales Agreement with Astral Aviation of Kenya ("Astral") to purchase seven (7) units of the STAR-ISMS®. (In-Flight Safety Monitoring System) for seven (7) of its Cargo fleet, with an option of a further 3 aircraft within the next 12 months. The total value of the contract is USD1.2M over the 5-year term for the 7 aircraft. Star will receive a deposit totalling \$40,000 USD on the order. To date Star has received \$10,000 USD as a deposit.

Astral is a member of the Africa Airlines Association (AFRAA), The International Air Cargo Association (TIACA) and the Kenya National Chamber of Commerce & Industry (KNCCI). It is a licensed cargo airline that has been flying in Africa for 22 years and provides reliable and cost-effective air-freight solutions using a combination of scheduled and charter flights along with leasing services within its Intra-African, Middle East, Asian and European Network.

Astral operates a fleet of a variety of aircraft within its Intra-African, Middle East, Asian and European network which is comprised of 50 destinations. It has agreements with over 30 Interline Partners, along with preferential agreements with the leading global and local freight forwarders. It also has partnerships with over 25 Global General Sales Agents ("GSA"), to facilitate the consolidation of cargoes at the freighter-friendly Jomo Kenyatta International Airport (Kenya), Johannesburg (South Africa), Dubai (UAE) and Liege Airport (Belgium).

 Star also successfully received the Transport Canada (TC) CAR561 Certification on Sept 13th, 2022, and more information can be found in the subsequent events section.

The Company is well on its way to bringing Star products to the commercial aviation market. The level of activity and partnerships and participation at international air events has never been achieved before but with the new Sales strategy in effect Star is getting its' name out on the global stage.

# SELECTED FINANCIAL INFORMATION ANALYSIS General Financial Information update at June 30, 2022

Star emerged from the Notice of Intent to Make a Proposal Event on February 24, 2021 after an arduous one and half year process. However, it will continue to require obtain debt and/or equity financing until it is able to generate sustainable revenues from operations on a consistent basis. The Company is looking at all available financing options. There can be no assurance that the Company will be successful in obtaining further financing.

Cash at June 30, 2022 was (\$38,224). This is down from the June 30, 2021 balance of \$276,921. The Company completed a private equity placement that closed on January 4, 2022 (See Liquidity section below) and another on October 11, 2022 (See Subsequent Events section below).

Accounts receivable are billed and collected on a regular basis.

	June 30, 2022	June 30, 2021
Opening balance	\$ 96,561	\$ 93,090
Less: Allowance for expected credit losses	69,070	69,070
Balance	\$ 27,491	\$ 24,020

The current aging of the accounts receivables outstanding at June 30, 2022 is \$27,491 (June 30, 2021 - \$24,020).

	Cur	rent	1 - 30	31	- 60	61 - 90	91+	Total
A/R	\$	5,111	\$ 12,674	\$	1,958	\$ 2,937	\$ 4,811	\$ 27,491
TOTAL	\$	5,111	\$ 12,674	\$	1,958	\$ 2,937	\$ 4,811	\$ 27,491

# SELECTED FINANCIAL INFORMATION ANALYSIS (Cont'd) General Financial Information at June 30, 2022 (Cont'd)

The Company mitigates non-collection of accounts receivables through its assessment of customers prior to sales being made and managing customers with a hands-on approach after sale to keep on top of any customer concerns or problems that may lead to non-payment. Receivables are only written off after all avenues of reconciliation have been attempted with its customers.

The Company has now started to acquire the inventory necessary to build its STAR-A.D.S.® boxes and has inventory totaling \$37,641 at June 30, 2022 (June 30, 2021 - \$NIL).

Prepaid expenses have increased since June 30, 2021 due to the prepayment by the Company of the Stockhouse investor relations contract which runs until December 2022.

Capital and Right of Use assets have changed due to minor asset additions and normal depreciation and amortization charges taken in FY2022.

Overall, assets have decreased since June 30, 2021 mainly due to a reduction in cash.

Accounts payable and accrued liabilities have increased for the year ended June 30, 2022 due to an increase in accrued liabilities.

	June 30, 2022	June 30, 2021		
Trade payables (a)	\$ 313,456	\$	125,014	
Accrued liabilities (b)	1,002,30		846,528	
	\$ 1,315,776	\$	971,542	

- (a) Trade payables are amounts incurred in the normal everyday operation of the business.
- (b) Accrued liabilities include among other things, amounts for salary accruals related to the pre-NOI year totaling \$93,230 and CRA payroll deductions of \$250,376.

Due to Related parties has decreased in 2022 from June 30, 2021 as some of the Company's Directors participated in the Shares for Debt transaction completed on January 4, 2022 (See Liquidity section below).

The Company has received loans from shareholders that are unsecured and have no set terms for repayment. These loans were converted into common shares of the Company by way of a Private placement for common shares that was completed on October 11, 2022 (See Subsequent Events below).

On February 24, 2021, The Honourable Mr. Justice Cavanagh of The Ontario Superior Court of Justice (Commercial Court) granted an order approving the Proposal put forward by the Company on January 24, 2020 and as approved by the creditors on February 14, 2020. The proposal provides for \$90,000 for unsecured creditor claims as at January 24, 2020 and \$65,223 for secured creditors claims. The Trustee for the Company paid out the unsecured creditors and secured creditor in October 2022.

# SELECTED FINANCIAL INFORMATION ANALYSIS (Cont'd) General Financial Information at June 30, 2022 (Cont'd)

As part of the approval there is an amount due the unsecured creditors of \$900,000 of common stock of the Company that will be paid out after the Company has its failure to file cease trade order ("FFCTO") has been revoked by the Ontario Securities Commission ("OSC"). The number of common shares to be distributed will be based on a four (4) month weighted average of the share price upon resumption of trading. The shares will be issued subsequent to the date of this report.

The Company has received a total of \$120,000 in the form of the Canadian Emergency Business account ("CEBA") loans from the Government of Canada in February 2021. These loans are interest free loans with no principal payments until December 31, 2023. If the Company repays \$80,000 of the total loan prior to December 31, 2023 then the balance of \$40,000 will be forgiven. If the balance is not paid by December 31, 2023 then the balance of the loan is converted to a three (3) year term loan with interest at 5% starting on January 1, 2024. The balance of the loan must be paid no later than December 31, 2026.

On November 24, 2021, the Company received from the Ontario Securities Commission the revocation order regarding the Failure-to-File Cease Trade Order that was issued on November 1, 2019. The Company is now permitted to resume trading on the Canadian Securities Exchange ("CSE"), subject to compliance with CSE policies.

# **SUMMARY OF QUARTERLY RESULTS**

The following table sets out selected financial information, presented in Canadian dollars and prepared in accordance with IFRS. The information contained herein is drawn from interim financial statements of the Company for each of the aforementioned eight quarters.

(Expressed in \$)

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	2022	2022	2021	2021
Year Ending	June 30	March 31	December 31	September 30
Revenue	7,069	5,597	5,107	7,360
Working Capital/(Deficit)	(2,493,156)	(1,358,879)	(4,712,726)	(3,759,523)
Expenses	1,051,935	1,488,094	1,339,841	585,326
Net Income (Loss) from Operations	(1,044,866)	(1,482,497)	(1,334,734)	(577,966)
Net Income (Loss) (per Share)	(0.006)	(0.005)	(0.003)	(0.001)

	2021	2021	2020	2020
Year Ending	June 30	March 31	December 31	September 30
Revenue	5,894	6,378	96,676	-
Working Capital/(Deficit)	(3,199,814)	(1,197,811)	(3,594,727)	(2,751,222)
Expenses	2,011,543	(2,261,523)	441,517	363,570
Net Loss from Operations	(2,005,649)	2,267,902	(344,839)	(363,570)
Net Loss (per Share)	(0.003)	0.004	(0.001)	(0.001)

# **SUMMARY OF QUARTERLY RESULTS** (Cont'd)

## **REVENUES:**

The last 8 quarters revenues have remained consistent from quarter to quarter with the exception of the December 31, 2020 quarter.

The revenues with the exception of the December 2020 quarter have come from one customer.

The STAR-M.M.I.™ division has also suffered from inconsistencies in sales and this is evidenced by the gap between sales received from its customer. The Company has previously gone long years of time without receiving an MMI order with December 2020 being the last order. This gap in orders causes decreased budgeting accuracy and inventory deficiencies.

The Company is part of a program that serves the U.S Department of Defence ("DoD") in repairing cockpit displays and only receives repair orders when the DoD determines that maintenance is required. The Company is relegated to a waiting on receiving future repairs.

## **EXPENSES:**

The Company has been more consistent in what it is spending over these quarters with fluctuations in spending costs coming with year-end adjustments and cash flow issues.

The Company has not been able to report a Net profit from Operations at any time in its history and only in March 2021, due to the Company emerging from the NOI process, was it able to record Net Income after other items because of the NOI process.

## **RESULTS OF OPERATIONS**

# Comparison of the years ended June 30, 2022 and 2021

The Company had a net loss of \$4,440,063 for the year ended June 30, 2022 vs. a loss of \$446,159 for the year ended June 30, 2021. The major contributing factors in the \$3,993,904 difference is the gain of \$1,939,830 recorded in 2021 as a result of emerging from the Notice of Intent to File a Proposal which allowed the Company to reduce its overall debt as well as the increased Marketing and Promotion costs over 2021 of \$894,463.

#### Revenues:

	2022	June 30, 2021	Variance
Total Revenues	25,133	108,948	(83,815)
Star-A.D.S.® Star-MMI	25,133 -	17,119 91,829	8,015 (91,829)

Revenues for the year ended June 30, 2022 have decreased over June 30, 2021.

# RESULTS OF OPERATIONS (Cont'd) Comparison of the years ended June 30, 2022 and 2021 (Cont'd)

STAR-A.D.S.® revenues in 2022 were only airtime revenues and have increased slightly over 2021. STAR-A.D.S.® revenues are dependent on an airlines' flying hours and these are not consistent. No revenue was generated as there were no sales of the STAR-A.D.S.® box in 2022 nor 2021.

There have been no STAR-M.M.I.™ revenues in this FY2022 compared to \$91,829 in the F2021. However, these MMI sales were received in November 2020 and no further sales have been received since.

Although the program has been generating revenues since September of 2014 it has not yielded the results the Company had hoped for and has struggled to deliver consistent results in recent years due to stoppages in the program that are beyond the control of the Company.

The Data Entry Panels ("DEP") for the MMI program that are repaired are not received on a regular basis. They come to the Company as its customer gets them for repair from the end-user. The Company has no indication from its customer as to when these may occur. There has been very little to no consistency for these repairs.

The Company is trying to get its STAR-A.D.S.® System recognized globally by the Airline industry. (See Sales Strategy and Accomplishments above). This is a work in progress at this point in time and inhibits the Company from increasing its sales revenues. The Company has shifted is sales focus to the countries of Africa and with its partnership with Flightpath is working diligently to gain orders from those airlines. However, until the Company can get several more customers on board and use them as leverage to gain access to other airlines then sales will remain flat. Further hampering the Company's ability to increase sales was the COVID-19 pandemic hit the Airline industry harder than some other industries and caused Airlines to ground whole fleets of planes for long years of time.

The Company recognizes that Airlines are not spending as much money as pre-pandemic days but the industry is recovering faster than what was anticipated by many. To that end, Management has brought in new sales partners with extensive aviation experience and also signed additional sales agency agreements.

# **Cost of Inventory Consumed:**

	June 30,		
	2022	2021	Variance
Cost of Inventory Consumed	6,395	53,177	(46,780)
Star ISMS Star MMI	6,395 -	44,327 8,850	(37,930) (8,850)

Cost of inventory consumed for the year ended June 30, 2022 is down significantly over 2021 as the 2021 year contained higher transmission costs for airtime along with the fact that 2022 saw the Company recover some of those transmission costs due to a billing error by its supplier.

# RESULTS OF OPERATIONS (Cont'd) Comparison of the years ended June 30, 2022 and 2021 (Cont'd) Cost of Inventory Consumed (Cont'd)

Airtime costs which the Company incurs each month increase/(decrease) depending on how much flight time the customer consumes. These costs were relatively the same from year to year.

STAR-M.M.I.™ costs are down in 2022 over 2021 as the Company has had no MMI sales activity since November 2020.

# **General and Administrative:**

	June 30,			
	2022	2021	Variance	
Total G&A expenses	1,620,887	1,073,351	547,536	
Accounting fees	120,000	90,000	30,000	
Amortization-Right of use assets	106,064	76,877	29,187	
<b>Board and Committee fees</b>	421,000	122,400	298,600	
Filing fees	55,591	77,745	(22,154)	
Insurance	13,832	85,292	(71,460)	
Office and general	140,671	125,311	15,360	
Professional fees	144,340	183,193	(38,853)	
Rent	-	2,998	(2,998)	
Wages	619,389	309,535	309,854	

Board and Committee fees are up this year as the Board was expanded at the Annual General Meeting the Company held in July 2021. The Company now has 6 Directors on its Board compared to 4 in the prior year. Board members were also awarded one-time non-cash bonuses for their commitment to the Company which were paid out as part of the Shares for Debt transaction that the Company completed on January 4, 2022.

Filing fees are down this year due to the costs associated with the reinstatement of the Company trading on the CSE recorded in the prior fiscal year. Its monthly regulatory fees have remained the same.

Insurance costs have dropped since the Company did not have any Directors and Officers insurance for FY2022. The Company has been able to keeps its rates for its commercial and liability insurance the same as the prior year.

Rent expense has remained neutral as it is offset by the change that resulted from the implementation of IFRS 16. The offset to this is an increase in the amortization on the right of use asset that was setup and is amortized over the life of the lease which is 10 years and a reduction in rent expense.

Professional fees are down in 2022 as much of the legal costs of FY2021 were from the litigation the Company was involved in when it was in the Notice of Intent to file for Bankruptcy stage.

# RESULTS OF OPERATIONS (Cont'd) Comparison of the years ended June 30, 2022 and 2021 (Cont'd) General and Administrative (Cont'd)

Office and general expenses are the same in 2022 as in 2021 as the Company continues to watch its cash flow until regular revenues occur.

Wage expense has increased in 2021 as the Company has returned salaries to the pre-COVID-19 levels and hired new staff.

# **Marketing and Promotion**

	June 30,		
·	2022	2021	Variance
Total M&P expenses	1,411,385	516,922	894,462
Consultant costs	566,333	349,296	217,037
Investor relations	133,898	54,185	79,713
Advertising	100,820	-	100,820
Salaries and benefits	284,545	100,410	184,135
Travel costs	325,788	13,031	312,757

Marketing and promotion costs have increased by \$894,462 over 2021 due to increases in all areas.

Consultant costs are up due to the costs associated with the Swiss Aviation Group and now FlightPath International.

Investor relations fees in 2022 have increased over 2021. The Company now has a one-year contract with Stockhouse which started in January 2022 at a cost of \$120,000 per year.

Advertising costs are up over 2021 as this is a continuing expense from the first quarter. The Company has now actively engaged in advertising in an Aerospace magazines. This step is part of the Company's new Sales strategy and development that was undertaken at the beginning of 2021.

Travel costs have increased by \$312,757 because the Company has now actively participated in three different airshows in Dubai, Singapore, India and held an airline safety conference in Kenya. This is also another part of its new sales strategy to increase the Company's brand awareness.

Salaries and benefits increased in this year as the Company now has full time staff in this area whereas in 2021 there were mainly only consulting costs being incurred.

# RESULTS OF OPERATIONS (Cont'd) Comparison of the years ended June 30, 2022 and 2021 (Cont'd)

# Product Maintenance & Operating costs (formerly Research and Development):

	June 30,			
	2022	2021	Variance	
Total Maintenance expenses	870,867	555,995	314,872	
Amortization expense	22,834	20,218	2,615	
Maintenance costs	48,095	40,459	7,636	
Travel costs	3,328	4,448	(1,120)	
Wages	796,610	490,869	305,741	

Management has decided to rename this category due to the fact the Company has been incurring maintenance and operating costs only for the STAR-A.D.S.® program throughout FY2022 and FY2021 and no Research and Development costs. Research and Development costs associated with other programs are on hold at this time (See Overview of Products above) and will be shown separately in future management discussions.

Amortization expense has remained the same as 2021.

Maintenance costs have increased slightly over FY2021. The Company is still conserving cash as best it can until recurring revenues are generated. For the FY2022 total Maintenance costs relate only to the STAR-A.D.S.®. This is the only program that the Company is working on at this time. For FY2021 the STAR-A.D.S.® program accounted for all of the expenditures. The LSAMM & ISAMM programs incurred development costs totalling \$12k of costs in Q1 of FY2021 and these were all labour costs. There were no LSAMM and ISAMM costs in the year ended June 30, 2022.

Wages have increased this year as employee salaries have been returned to pre Covid-19 levels. Wage costs in FY2021 are for ten months only as opposed to twelve months in FY2022.

# **FOREIGN EXCHANGE GAIN/LOSS:**

Monetary assets and liabilities denominated in foreign currencies are translated at the year-end exchange rate. Non-monetary assets and liabilities as well as revenue and expense transactions denominated in foreign currencies are translated at the rate prevailing at the time of the transaction. Translation gain or loss adjustments are recognized in the year in which they occur.

# FOREIGN EXCHANGE GAIN/LOSS (Cont'd)

The Company is exposed to fluctuations in the value of the following financial instruments which are denominated in US dollars:

		June 30, 2022		June 30, 2021
Cash	\$	280	\$	(20)
Accounts receivable	·	27,491	·	24,02Ó
Accounts payable		(3,684)		(7,493)
	\$	24,087	\$	16,507

Based on the Company's net exposure to US dollar denominated instruments at June 30, 2022 and June 30, 2021, a sensitivity analysis has not been presented as it would be immaterial.

# LIQUIDITY AND CAPITAL RESOURCES

The Company had cash of (\$38,244) at June 30, 2022 compared to a cash balance of \$276,921 at June 30, 2021 resulting in an decrease of \$312,165. The Company has a working capital deficiency of \$2,493,156 at June 30, 2022 compared to a working capital deficiency of \$3,199,814 at June 30, 2021. The decrease in working capital deficiency is a result of the completion of a shares for debt transaction on January 4, 2022.

The Company converted \$3,199,039 of outstanding debt into 130,043,723 units (the "Debt Conversion Units"). Each Debt Conversion Unit was issued at two and a half (\$0.025) per Debt Conversion Unit and consists of one (1) common share of the Company and one (1) warrant. Each of the warrants acquired entitles the holder to purchase one (1) additional common share of the Company at five (\$0.05) cents per warrant exercised. The warrants are exercisable during the five (5) year from the date of issue.

Also on January 4, 2022, the Company closed a previously announced non-brokered private placement of 68,166,667 units in the capital of the Company ("Units") at a purchase price of \$0.003 per Unit for gross proceeds of \$2,045,000. Each Unit consists of one common share in the capital of the Company and one warrant. Each of the warrants acquired entitles the holder to purchase one (1) additional common share of the Company at five (\$0.05) cents per warrant exercised. The warrants are exercisable during the five (5) year from the date of issue. The Company has agreed to pay finder's fees in the amount of Twelve (12%) percent of the gross proceeds in Units.

As well, the Company completed a non-brokered private placement on October 11, 2022 (See Subsequent Events below).

For the year ending June 30, 2022, cash flow used by operating activities was (\$2,467,700) as compared to (\$2,080,052) at June 30, 2021. The increase is due to the increase in the net loss for the year and changes in non-cash working capital accounts, particularly accounts payables and accrued liabilities and stock-based compensation.

# **LIQUIDITY AND CAPITAL RESOURCES** (Cont'd)

The Company's inability to generate consistent sales revenues means it has to continuously look for other options to sustain operations. The Company has always depended in the past on the support of its shareholders for financing. Revenues from STAR-M.M.I.<sup>TM</sup> and STAR-A.D.S.® are sporadic throughout the year and not enough to cover monthly expenses which leads to constant working capital deficiencies. This does not allow the Company to plan any long-range projects such as inventory fulfillment which would alleviate last minute rush purchases which generally cost the Company more money.

The Company will continue to need more funding at later dates either through private placements, exercise of warrants and options or other financing options to sustain operations until revenues from the STAR-M.M.I.™, STAR-A.D.S.®, programs generate adequate cash flows. There is no assurance that future funding will be available on favorable terms to the Company, or at all.

Management is currently evaluating various financing options for the purchase of these units. The financing alternatives could include debt and/or equity financings, bank loans and rights offerings to existing shareholders. There is no assurance that the funding will be available on favorable terms to the Company, or at all so the orders have not been placed as of the writing of this MD&A.

The Company is subject to the risks generally associated with high-technology companies, which include fluctuations in operating expenses and revenues.

# **OFF BALANCE SHEET ARRANGEMENTS**

As at June 30, 2022 the Company had no off balance sheet arrangements such as guaranteed contracts, contingent interests in assets transferred to an entity, derivative instrument obligations or any instruments that could trigger financing, market or credit risk to the Company.

#### **OUTSTANDING SHARE DATA**

Series I First Preferred Shares	615,000
Common Shares	829,366,222
Share Purchase Warrants	363,804,457 (exercise price of \$0.05)
Stock Options	16,900,000 (exercise prices ranging from \$0.05 to
·	\$0.10 with expiry dates up to January 4, 2027).

# ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of the consolidated financial statements requires management to make judgments and estimates and form assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting year. Estimates and underlying assumptions are reviewed on an ongoing basis. Actual outcomes may differ from these estimates under different assumptions and conditions.

The most significant estimates relate to the determination of the Useful lives and impairment of property and equipment and right-of-use assets and the valuation warrants granted.

The most significant area of judgments are going concern and deferred tax assets.

## **RELATED PARTY TRANSACTIONS**

The Company has accrued on its consolidated financial statements amounts due to related parties. The amounts represent compensation accrued with respect to salary compensation for its directors and officers, and monthly compensation accrued for its directors and committee chairpersons that has accumulated.

The Company's Board of Directors are compensated at the rate of \$2,000 per month for performing duties such as providing guidance to management in areas such as corporate governance, reviewing strategic plans, budgeting, material contracts or joint ventures and any other material information deemed necessary.

Committee Chairpersons are selected from the Directors of the Company to lead the Audit, Compensation/Corporate Governance and Strategic Planning/Human Resources committees. Chairpersons are remunerated at the rates of \$1,000 per month.

All of the above amounts are recognized in the consolidated financial statements of the Company as accruals.

# **RELATED PARTY TRANSACTIONS** (Cont'd)

(a) The amount due to related parties at June 30, 2022 is \$763,629 (June 30, 2021 - \$1,920,614) and is comprised of the following:

	June 30, 2022		June 30, 2021
Due to Directors – (included in Due to Related parties) Due to Directors – (included in Accounts	\$	87,000	\$ 192,000
payables and accrued liabilities)  Due to Committee Chairpersons –		107,500	39,295
(included in Due to Related parties)  Due to Former Chief Executive Officer –		18,000	23,000
(Included in Due to Related parties) (i) Due to Former Chief Operating Officer – (included in accounts payables and		65,224	65,224
accrued liabilities).  Due to Shareholders – (included in Loans		179,105	173,594
payable - Note 11)		306,800	1,427,500
	\$	763,629	\$ 1,920,614

- (i) There is a deposit of \$50,000 against the secured creditor claim. All unsecured amounts were written down as per the acceptance of the Notice of Intention to Make a Proposal Event on February 24, 2021.
- (ii) During the year ended June 30, 2022, various shareholders of the Company advanced funds to the Company for working capital purposes.
- (b) Key management personnel cost included in the consolidated statement of comprehensive loss as of June 30, 2022 is \$1,086,000 (June 30, 2021 \$470,483). These amounts which are included in general and administrative expense represent fees paid and accrued to directors and officers of the Company:

	June 30, 2022		June 30, 2021
Chief Executive Officer	\$	312,500	\$ 192,500
Chief Operating Officer		-	30,288
Chief Financial Officer		197,500	90,000
Board of Director fees, credited to Due to related parties		385,000	104,000
Director fees, credited to accounts payables & accrued liabilities Committee Chairperson fees, credited to Due to		155,000	39,295
related parties		36,000	14,400
	\$	1,086,000	\$ 470,483

#### CONTINGENCY

In the ordinary course of business activities, the Company may be contingently liable for litigation and claims with customers, vendors and former employees. Management believes that adequate provisions have been recorded in the accounts where required.

## REORGANIZATION AND NOTICE OF INTENTION TO MAKE A PROPOSAL EVENT

# (a) Bankruptcy

On December 11, 2019, immediately prior to a Special Shareholders Meeting called to remove existing management, the former CEO filed a Notice of Intention to Make Proposal ("NOI") under Section 50.4 of the Bankruptcy and Insolvency Act, R.S.C. 1985, c. B-3, as amended (the "BIA"), with respect to the Company. A. Farber & Partners Inc. ("Farber") was appointed as Proposal Trustee (the "Proposal Trustee").

On February 14, 2020, at a meeting of creditors, the creditors accepted the Company's formal Proposal to settle outstanding debts.

On February 24, 2021, The Honourable Mr. Justice Cavanagh of The Ontario Superior Court of Justice (Commercial Court) granted an order approving the proposal put forward by the Company on January 24, 2021 and as approved by the creditors on February 14, 2021.

The Proposal Trustee has not at this time paid out any claims but the Company has been informed that that process will begin shortly as per discussion with the Trustee as he has now settled the last outstanding Proof of Claim.

# (b) Cease Trade Order

On November 1, 2019, the Ontario Securities Commission ("OSC") issued a cease trade order (the "CTO" or "FFCTO") against the Company for failing to file certain outstanding continuous disclosure documents in a timely manner. (After all necessary filings were made by the Company, the FFCTO was revoked by the OSC on November 24, 2021.)

# (c) Gain on Notice of Intention to Make a Proposal Event

The Company estimated early on in this process that they would reduce their total liabilities by \$3.3 million as a result of the NOI. The Statement of Loss and Comprehensive Loss shows a gain of \$1.939 million. The reasons for the difference are that the Company booked a \$900,000 charge against the NOI as a result of an amount due to unsecured creditors. Amounts originally on the creditor listing due to the Canada Revenue Agency remain as liabilities and lastly the amounts on the creditor listing filed with the Trustee were estimates only.

## **LITIGATIONS**

# (a) Lawsuits

On or about October 16, 2020, the CNESST (commission on workplace standards, fairness, health and safety) in Quebec, Canada, on behalf of certain employees, instituted a civil action against the Company and one of its subsidiaries, Star-Isoneo Inc. before the Superior Court in Montreal, Quebec. The CNESST is claiming a total amount of \$278,145 (2021 – \$390,961) against both the Company and Star-Isoneo Inc. The amount consists of unpaid fees of \$3,983, unpaid salary of \$258,825 (2021 - \$306,480) and unpaid vacation pay of \$15,427. In addition to the above amounts and under Article 114 of the Act Respecting Labour Standards, the CNESST is also claiming 20% of the total amount of the claim representing the amount of \$65,160, as fees. This is an amount owed directly to the CNESST. The majority of the amounts under the claim above are for periods in 2021, a portion of which are covered by the bankruptcy procedures as outlined above.

On or about November 20, 2020, the CNESST, on behalf of a former employee, instituted a civil action against the Company and its subsidiary, Star-Isoneo Inc. before the Court of Quebec in Montreal, Quebec. The sums claimed amount to \$9,455 and represent unpaid wages for the period escalating from March 1, 2021 to April 3, 2021. In addition to the above amount, the CNESST is also claiming 20% of the total amount of the claim representing the amount of \$1,891, as fees. This is an amount owed directly to the CNESST. This claim represents the second monetary claim filed by the former employee. The former employee is also part of the first action mentioned above, but the amounts claimed in this action are different since they relate to a different period. The Company has accrued \$5,500 for this action.

On or about October 16, 2020, Mr. Jean-Louis Larmor, the Company's former interim Chief Executive Officer, and Vice-President, Corporate Development filed various complaints against the Company and its subsidiary, Star-Isoneo Inc., including a monetary complaint for amounts owed to Mr. Larmor, a prohibited practice (in accordance with Article 122 of the Act Respecting Labour Standards), and a dismissal without just and sufficient cause (in accordance with Article 124 of the Act Respecting Labour Standards). The Company has accrued \$173,000 towards Mr. Larmor's claim, included in accrued liabilities.

With respect to the complaints for prohibited practice and of dismissal, if Mr. Larmor's complaint were to be accepted by the tribunal, he would be entitled to full retroactive salary between the date of his reinstatement and the date of his termination of employment, in addition to other potential damages.

On or about October 19, 2020 and October 27, 2020, two complaints against the Company and its subsidiary, Star-Isoneo Inc. were brought by two former employees. The complaints are for an amount owed to each employee (monetary complaint); and a dismissal without just and sufficient cause (in accordance with Article 124 of the Act Respecting Labour Standards).

# **LITIGATIONS** (Cont'd)

The Company has accrued \$36,000 (net of \$31,000 owed to the Company by these employees). In May 2022 one of the complaints brought against the Company was settled for \$25,000 (net of \$19,135 owed to the Company by this former employee). In June 2022 the second complaint against the Company was settled for \$15,000 (net of \$12,420 owed to the Company by this former employee).

With respect to the complaints for dismissal, if the employee's complaint were to be accepted by the tribunal, the employee would be entitled to retroactive full salary between the date of reinstatement and the date of termination of employment, in addition to other potential damages.

## WARRANT REPRICING AND EXTENSIONS

On March 30, 2021, the Company announced that, subject to Canadian Securities Exchange approval, it is extending the terms and reducing the exercise prices of the following share purchase warrants.

- (i) 46,708,000 share purchase warrants issued pursuant to a private placement announced on September 5, 2018 exercisable at \$0.065 per share purchase warrant and expiring on September 5, 2021 will now expire on September 5, 2023 and be exercisable at \$0.05 per share purchase warrant.
- (ii) 3,766,667 share purchase warrants issued pursuant to a private placement announced on April 26, 2018 exercisable at \$0.07 per share purchase warrant and expiring April 2, 2021 will now be extended and expire on April 2, 2023 and be exercisable at \$0.05 per share purchase warrant.
- (iii) 3,304,000 share purchase warrants issued pursuant to a private placement announced on September 6, 2019 issued at \$0.05 per share purchase warrant and expiring September 4, 2021 will now be extended and expire on September 4, 2024 and still be exercisable at \$0.05 per share.

The warrant modification resulted in an amount of \$446,319 being transferred from share capital to contributed surplus. The estimated fair value of the warrant modification was estimated using the Black-Scholes model calculated for the difference between the extended year and the remaining year when the decision was taken to extend the warrants, considering the modified strike price.

The assumptions used were as follows for the two years respectively: no expected dividend yield, 153% and 96% to 126% expected volatility, 0.50% and 1.50% to 2.05% risk-free interest rate and 2 years warrant expected life.

# WARRANT REPRICING AND EXTENSIONS (Cont'd)

On August 24, 2022, the Company announced that, subject to Canadian Securities Exchange approval, it is extending the terms of the following share purchase warrants.

- (i) 45,797,400 share purchase warrants issued pursuant to a private placement announced on September 1, 2020 exercisable at \$0.05 per share purchase warrant and expiring on September 1, 2022 will now be extended and expire on September 1, 2025 and be exercisable at \$0.05 per share purchase warrant.
- (ii) 57,838,000 share purchase warrants issued pursuant to a private placement announced on September 1, 2020 exercisable at \$0.05 per share purchase warrant and expiring September 1, 2022 will now be extended and expire on September 1, 2025 and be exercisable at \$0.05 per share purchase warrant.

# **RISK FACTORS AND RISK MANAGEMENT**

Although management is working diligently towards generating revenue, improving cost containment and achieving profitable operations, the Company is subject to the risks generally associated with high-technology companies. These risks include fluctuations in operating expenses, lengthy sales cycles, the pace of technological change, human resource costs of necessary additional research and development, competition, regulatory approvals and permitting, and the need to secure further equity or debt financing and/or funding.

The Company is also subject to the risk of competition in a fast-moving high technology industry. Protection of the Company's intellectual property carries the risk of expensive litigation. Retention of highly skilled key personnel, fluctuation of input costs, travel costs and general economic conditions may impact the Company's performance.

#### COVID-19

The Company operates in the Aerospace Industry and has watched how COVID-19 has forced airlines to ground a large part of their fleets. The Company anticipates that this will make it harder to sell its STAR-A.D.S.® System product to them until operations return to a more normal level. There is no set timeline as to when the pandemic will be contained if at all, although there are signs of improvement and a measured resumption of operations. The Company is reassessing its operational strategy in light of these developments.

# Legal Proceedings

The status of the lawsuits has yet to be determined. Trial dates have not been set. The Company has been advised that due to the backlog in the court system, the dates for trial may not occur until 2024 if they occur at all. The disputed amounts are accrued in accounts payable and accrued liabilities on the balance sheet. Mediation sessions are being pursued by both parties.

# RISK FACTORS AND RISK MANAGEMENT (Cont'd)

# **Economic Dependence**

The Company essentially has two customer groups at the present time. One is the STAR-A.D.S.® In flight safety monitoring System. This is marketed to commercial airlines of which two airlines are currently customers and revenue generating. The second customer group relates to maintenance support of equipment installed on the P-3 Orion aircraft operated by various military organizations, with maintenance support sub-contracted to the Company by Lockheed Martin. Requests for service are on an "as required" basis and cannot be predicted with certainty.

While the loss of any business would cause difficulties for the Company, the loss of one customer such as Lockheed Martin would not materially alter the viability of the Company.

# **Operations in Foreign Jurisdictions:**

The Company's operations offshore have historically been concentrated in India and the Middle East, primarily due to the local experience and contacts of various senior executives of the Company, and the number and rate of expansion of commercial airlines in that area. The Company has now shifted its focus to Africa due to its agreement with Flightpath International.

While sales to a smaller and perhaps more innovative airlines can often be more easily accomplished, the Company is from time to time obliged to offer terms that potentially expose it to issues such as payment problems and the difficulty and expense inherent in enforcing contractual obligations in a foreign jurisdiction. In addition, the expense of servicing or repairing equipment, whether onsite or at the Company's premises in Ontario, can be troubling.

Overseas sales can also be made more difficult due to local culture and business practices. The Company has had a Bribery Policy in place for many years and ensures, to the best of its ability, that all of its officers, employees, consultants and agents are fully aware of the policy and agree to abide by it. Having said that, the Company faces the same challenges in this regard as are faced by all North American companies operating in those jurisdictions."

The Company's revenues depend mainly upon three factors: hardware sales, ongoing monthly monitoring charges and airtime and STAR-M.M.I.™ repair activities. Revenues from hardware are normally a one-time event and are dependent upon sales. Therefore, these revenues will vary from year to year. Revenue from a customer from ongoing monthly monitoring is relatively stable, but can vary depending upon usage and, in rare cases, upon the financial health of the customer.

Revenue from the STAR-M.M.I.™ Division activities has been relatively stable on an annualized basis but can and does vary throughout the year, as has been noted earlier in this MD&A.

# RISK FACTORS AND RISK MANAGEMENT (Cont'd)

The Company is working diligently to increase the level of sales across its product suite, carefully monitors the payment records of its customers, and sets its pricing models to reflect risk and return realities.

Operating expenses are generally stable but will vary depending on required staffing levels, equipment update and replacement, sales activity and required engineering activities. These expense items are pre-revenue in nature. The Company now offers a fully developed STAR-A.D.S.® System to the commercial aviation world.

The Company's target clients for the flagship STAR-A.D.S.® System, and its variant applications, are mainly commercial airlines. As is the case with high technology sales to any large commercial operation operating on slim margins in a competitive environment, the sales cycle is generally a lengthy one, involving multiple varied sales presentations to several different departments and stakeholders, including engineering, finance, operations and the executive. The target clients for STAR-M.M.I.™ represent a much larger group which should require a shorter sales and installation cycle.

A large percentage of the Company's sales initiatives prior to STAR-A.D.S.® involved non-North American customers, with the attendant travel and time requirements.

Amongst other initiatives, the Company is continuing to review and reorganize its sales process. Where possible, it makes greater use of video conferencing, although face to face meetings are required with respect to already well defined and prepared prospects and opportunities.

It is also refocusing its efforts to provide an enhanced emphasis on potential North American customers, while maintaining its existing initiatives overseas.

Regulatory matters can delay the sales process to varying degrees. The Company relies upon entities such as Transport Canada to issue approvals such as STC's, required whenever the Company is installing equipment aboard an aircraft.

Until revenues exceed expenses, the Company raises the necessary capital through private placements and other financing tools. There can be no assurance that management will be successful in raising the necessary capital required to fund ongoing activities.

As noted herein, there are a number of risks inherent in the business of the Company. As a result of those risks, and its present stage of development, an investment in the Company should be considered highly speculative.

## SUBSEQUENT EVENTS

On October 11, 2022, the Company closed the final tranche of its previously announced non-brokered private placement of 101,328,571 units in the capital of the Company ("Units") at a purchase price of \$0.021 per Unit for total gross proceeds of \$2,127,900. Each Unit consists of one common share in the capital of the Company and one warrant. Each of the warrants acquired entitles the holder to purchase one (1) additional common share of the Company at five (\$0.05) cents per warrant exercised. The warrants are exercisable during the one (1) year period from the date of issue.

All securities issued in the Offering and any shares issued upon exercise of warrants are subject to a four-month statutory hold period from the date of issuance. The net proceeds of the private placement will be used for working capital for further development of the operations, sales and marketing efforts surrounding the Star-A.D.S.® system.

The Company has agreed to pay finder's fees in the amount of Ten (10%) percent of the gross proceeds in cash. The price was reserved with the CSE.

On August 12th, 2022, the Company announced LOI's with Safe Air Company and Brent Global for the sale of 7 STAR-A.D.S.® Systems.

On September 13th, 2022, Star Navigation successfully passed an Audit from Transport Canada (TC) and received the CAR561 certification for its STAR-A.D.S.® System products.

On October 11th, 2022, Star announced an LOI with the LAPSSET Corridor Development Authority to track Trucks, Trains and Boats. This is Eastern Africa's largest infrastructure project bringing together the African countries of Kenya, Ethiopia and South Sudan.

Following the success of Star's first Aviation Safety Conference in Kenya held in March 2022, Star is headed back to the African Continent to showcase the value of the Star products. Star Navigation and Flight Path International are jointly hosting the 2nd Kenya Accident Preventions and Airline Performance Optimization Conference in Kenya, Nairobi. They are subsequently hosting a similar event for the first time in Lagos, Nigeria and Accra Ghana.

# INTERNAL CONTROLS OVER FINANCIAL REPORTING AND DISCLOSURE CONTROLS AND PROCEDURES

In accordance with National Instrument 52-109, Certification of Disclosure in Company's Annual and Interim Filings ("NI 52-109"), the CEO and CFO file a Venture Company Basic Certificate with respect to the financial information contained in the financial statements and accompanying Management's Discussion and Analysis. The Venture Company Basic Certification includes a "Note to Reader" stating that the CEO and CFO do not make any representations relating to the establishment and maintenance of disclosure controls and procedures ("DC&P") and internal controls over financial reporting ("ICFR"), as defined in NI 52-109.

# INTERNAL CONTROLS OVER FINANCIAL REPORTING AND DISCLOSURE CONTROLS AND PROCEDURES (Cont'd)

As part of our corporate governance practices, ICFR and DC&P have been designed. There has been no formal evaluation of the operation of these controls. The Company has designed its ICFR to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance IFRS.

Management works to mitigate the risk of a material misstatement in financial reporting; however, a control system, no matter how well conceived or operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met.

The Company's DC&P have been designed to ensure that information required to be disclosed by Star is accumulated and communicated to the Company's management as appropriate to allow timely decisions regarding required disclosure.

It should be noted that while the Company's CEO and CFO believe that the Company's DC&P provide a reasonable level of assurance that they are effective, they do not expect that the DC&P or ICFR will prevent all errors or fraud. There have been no material changes to the internal controls of the Company for the year ended June 30, 2022.