

**Form 51-102F1**  
**Management's Discussion & Analysis (MD & A)**

## **Forward-Looking Information**

This MD&A contains “forward-looking information” that is based on management’s expectations, estimates and projections as of the date of this MD&A. Forward looking information in this MD&A can frequently be identified as incorporating such words as “plans”, “becomes”, “expects”, “estimates”, “forecasts”, “intends”, “anticipates”, “believes”, “may”, “could”, “would”, “might” or “will”. This forward looking information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the company to be materially different from any future results, performance or achievements expressed or implied by the forward looking information in this MD&A. Actual results may vary materially from the forward looking information contained in this MD&A. The forward-looking information contained in this MD&A is based on the information available as of the date of this MD&A and we have no intention of updating them except as required by applicable securities law. Numerous events and circumstances could occur subsequent to the date of this MD&A that could cause the actual results, performance or achievements that may be expressed or implied by the forward-looking information.

Forward-looking statements are included in sections 1.2, 1.3, 1.4, 1.6, and 1.8. Examples of such forward looking information included in this MD&A include, but are not limited to, trends in the marketplace favoring both Quizam’s products; the demand for Corporate Computer training being fueled by the increased reliance on computers in the workplace; growing use of the internet helping to improve the awareness and consequent demand for the Quizam product; demand for Quizam’s products increasing; the large global increase in the use of cell phones and internet, together with an increased appreciation for education and training giving the company excellent strategic positioning; all future global License sales will be in Canadian dollars; there can be no assurance that the company will be able to obtain adequate financing in the future or that the terms of such financing will be favorable; the company will continue to improve its cash positions by focusing on increasing sales, improving profitability and equity financings; broadening of On-TrackTV; increasing our On-TrackTV sales team; significant parental/family demand for study tools; inventory increasing in value; anticipating receiving deferred purchases; management anticipates more Country Licenses coming on board and increased website visits in the coming quarters.

All of the above forward looking statements are subject to significant risks and uncertainties. Certain material risk factors, that could cause actual results to differ materially from the forward-looking information contained in this MD&A include, but is not limited to, changes in the actions of competitors; fluctuations of exchange rates; the trading level of the company’s stock; the continued availability of financing on appropriate terms for future projects; the continued increase of commercial run rates; a decline in market liquidity, and the volatility of global markets. Events and circumstances that occurred during the nine months ended February 28, 2013, which are

reasonably likely to cause actual results to differ materially are the volatility of the global economy and increased competition which could prevent the company from improving its cash position, improving profitability, increasing Country Licenses or completing necessary financings; decreased usage of the internet, cell phones, and PDA's which could decrease demand for Academic Quizzing software and Quizam's products; the inability to hire appropriate staff and the results of product development activities could prevent further revisions to the software and the development of new products.

The current economy increases the uncertainty of forward looking statements and information included in the MD&A.

## **1.1 Date of Information**

April 29, 2013

## **1.2 Overall Performance**

We are pleased with development of On-TrackTV as it has received a great deal of attention in Canada, the United Kingdom and Bahrain and is gaining traction in Australia. On-TrackTV distributes on-line information technology learning over the internet. The business model is based on self-service through a website with residual subscriptions. People are going to the On-TrackTV site and using the training.

We continue to enhance On-TrackTV's Learning Management System (LMS) with additional features. This is gaining more and more attention from large target corporations. The LMS allows administrators to group users on their team, group assignments to make custom curriculum and to assign custom curriculum to various user groups. Thanks to our Quizam Quizzing Engine, online vignettes now come with their dedicated quizzes. All of the aforementioned new features come with full reporting that allows managers and administrators to monitor their team's usage and progress. More recently we have added an Auto Email Notification system that coaches and reminds participant's to keep up on their learning cycle. It automatically tracks and sends customized intelligent emails to the participant and team leaders.

Though the Canadian economy is strong much of the current global economy is unstable and uncertain. Many other countries such as Greece, France, the United States of America, Bahrain and the United Kingdom are less stable. The company competes in the global marketplace and the instability of the global economy creates a more challenging environment for the company. In addition the strong Canadian dollar makes our product more expensive globally.

It appears that trends in the marketplace are favoring Quizam's On-TrackTV product. The demand for corporate computer training is being fueled by the increased reliance on computers in the workplace coupled with the continued releases of new products from software producers like Microsoft.

Our usage and page hits world wide have been increasing as follows: June, July and August 2011 we had 20,000, 33,000 and 32,000 page hits respectively. In September, October and

November 2011, we had a total of 130,000 page hits and a total of 74,000 video downloads. In December, January and February, 2012 we had a total of 165,000 page hits and a total of 115,000 video downloads. In March, April and May, 2012 we had a total of 181,494 page hits and a total of 129,329 video downloads. In June, July and August, 2012 we had a total of 166,042 page hits and a total of 126,753 video downloads. In September, October, November 2012 we had a total of 187,049 page hits and total of 140,953 video downloads. In November 2012, December 2012 and January 2013 we had a total of 216,035 page hits and 168,599 video downloads. The video downloads are up 47% from the same period in the previous year. Management sees this accelerating trend continuing.

We are currently transitioning from face to face training to online training. Our online division is growing faster than the face to face training division and the ontracktv.com website is growing much faster than the On-Track face to face training website.

Quizam has altered its “Exclusivity” agreement with Central Media in the UK, The agreement is now non-exclusive and permits Quizam to work with other partners in the UK for the sale and distribution of ontrackTV.com into the UK market under the name ontrackTV.co.uk. The ontrackTV.co.uk library of online learning videos is sold via annual subscriptions to those seeking to learn about common software packages, Human Resource (HR) training, and Management Leadership Training.

OntrackTV continues to diversify its offering to include far more than just software training.

Our UK partner is continuing to forge new clients for us in the UK market. We have also been focused on website development for Australian. and South African partners.

In March 2010 we established a new partner in the Middle East. We are looking forward to some success with this new territory as well. We will soon start to deliver an Arabic version of our training.

Until now On-TrackTV has focused on information technology computer training, however, due to client demands and custom training requests we are now expanding the curriculum to include soft skill training for corporations. We have added new soft skill courses such as Conflict Resolution in the Workplace, Brain Storming and Increasing Workplace Assertiveness. We have also added 500 new on-line courses in trades including apprentice programs for plumbing, electrical, pipe fitting and carpentry.

In addition to the training services described above, our global strategy with On-TrackTV has been to place our tags on partner’s websites; however, revenue from this source has been minimal so far.

The company has two teams familiar with both markets working in Canada and the United Kingdom. Increased demand for On-TrackTV has resulted in reassigning some of the Quizam Software team and as a result, Quizam Software development and sales efforts have become secondary to On-TrackTV. However, we are still working to develop a free shared online Quizam community.

We are also adding administrative components to On-TrackTV which will broaden our corporate appeal. We are looking at broadening On-TrackTV to include other broadcasts such as CEO messages, compliance issues, and other customized corporate communication requirements for clients. We plan to increase our On-TrackTV corporate sales team and to sell the product to Fortune 500 companies.

Management feels that the growing use of the internet will help to improve the awareness and consequently demand for the Quizam product.

Management sees the demand for Quizam's products increasing. The global increased use of cell phones and internet, together with an increased appreciation for education and training will give the company excellent strategic positioning. We are currently developing products for handheld devices such as iPhones and Blackberries.

The company is continuing to add quizzes to its internet library. Many of the topics are classic and timeless. As this library continues to grow it becomes a valuable asset to the company. The company is exploring ways of accelerating the growth of this library either through corporate purchases of content or perhaps a "community" sharing model where quizzes can be added by global users. In either case management sees this inventory increasing in value as time goes on.

During the nine months ended February 28, 2013, the company's working capital position decreased and its cash position decreased. For the nine months ended February 28, 2013, the company also decreased its net loss as compared to the nine months ended February 29, 2012.

### **1.3 Results of Operations**

Revenue for the nine months ended February 28, 2013 decreased from \$468,155 to \$458,195 during the nine months ended February 29, 2012. Revenue decreased as a result of focusing on higher revenue training such as Project Management and Soft Skill HR Training. Each quarter we assess the popularity of courses and we add more profitable courses and drop the less profitable courses. In addition we are paying strict attention to the previous year's revenue numbers and targeting to beat them by a minimum of 10%. Loss before other items decreased to \$597,893 (2012 - \$781,928) during the nine months ended February 28, 2013. Operating expenses decreased during 2013 mainly as a result of a decrease in accounting and legal expenses, a decrease in management fees, a decrease in development costs for On-Track TV and software, a decrease in subcontractor's fee and wages and benefits. A portion of this decrease was offset by an increase in interest on promissory note, regulatory fees and stock based compensation. This also resulted in a decrease in net loss of \$188,021.

The significant changes were as follows:

- Accounting and legal expenses decreased to \$97,069 for the nine months ended February 28, 2013 (2012 - \$120,436). The decrease is a result of a general effort to streamline processes and reduce expenses.
- Management fees decreased to \$45,000 for the nine months ended February 28, 2013 (2012 - \$54,000). The decrease is a result of management accepting a reduced fee.
- On-Track TV development costs decreased to \$114,320 for the nine months ended February 28, 2013 (2012 - \$295,361). The decrease in On-Track TV costs is a result of pushing to keep costs down with a view to becoming profitable in the coming quarters.
- Software development costs decreased to \$62,058 for the nine months ended February 28, 2013 (2012 - \$109,433). The decrease is a result of laying off staff to reduce costs.

- Subcontractors costs decreased to \$52,850 for the nine months ended February 28, 2013 (2012 - 80,067) as a result of hiring consultants to replace staff that was laid off.?
- Stock based compensation increased to \$123,095 during the nine months ended February 28, 2013 (2012 - \$nil). The increase is related to the grant of options.
- Interest on promissory note increased to \$19,487 for nine months ended February 28, 2013 (2012 - \$7,522). The increase is a result of raised more money through the issuance of promissory notes payable.
- Regulatory fees increased to \$23,452 for nine months ended February 28, 2013 (2012 - \$9,168). The increase is a result of a share consolidation.
- Wages and benefits decreased to \$171,139 for the nine months ended February 28, 2013 (2012 - \$218,866). The decrease is a result of laying off staff to reduce costs.

The company's cash position has decreased during the nine months ended February 28, 2013, due to reduce of revenue and increase of accounts receivable. The amount of accounts receivable has increased from May 31, 2012 to February 28, 2013. Our training division continues to improve its performance and management feels we are gaining more market share every quarter. We are blending out On-TrackTV with our face to face offerings to attract more large clients.

## 1.4 Summary of Quarterly Results

The effect of applying the treasury stock method to the company's loss per share calculation is antidilutive. Therefore basic and diluted losses per share are equal for the periods presented.

The quarterly periods ended May 31, 2011 is presented under pre-changeover Canadian GAAP. The quarterly periods ended August 31, 2011 to February 28, 2013, are presented under International Financial Reporting Standards.

Description	February 28, 2013	November 30, 2012	August 31, 2012	May 31, 2012	February 29, 2012	November 30, 2011	August 31, 2011	May 31, 2011
Net Sales	\$142,231	\$178,245	\$135,816	\$169,416	\$184,026	\$154,080	\$130,049	\$155,064
Income or (loss) before other items	\$(204,649)	\$(173,100)	\$(132,695)	\$(242,848)	\$(248,406)	\$(294,794)	\$(229,523)	\$(276,012)
Net Income or (loss) for the period	\$(200,256)	\$(172,835)	\$(132,581)	\$(242,594)	\$(248,086)	\$(294,433)	\$(229,082)	\$(275,334)
Net income (Loss) before other items per share basic and diluted	\$(0.00)	\$(0.00)	\$(0.00)	\$(0.00)	\$(0.01)	\$(0.01)	\$(0.01)	\$(0.01)
Income (Loss) per share basic and diluted	\$(0.00)	\$(0.00)	\$(0.00)	\$(0.00)	\$(0.01)	\$(0.01)	\$(0.01)	\$(0.01)

Revenue increased during the three months ended May 31, 2011, as there has been an increase in Ontrack-TV and face to face business as well as increased room rentals. Net loss

increased during the fourth quarter over the third quarter as a result of an increase in stock-based compensation during the fourth quarter related to the grant of options.

Revenue decreased during the three months ended August 31, 2011, as a result of focusing on the On-Track-TV market where the sales cycle is long and the small sales result in less revenue. This focus on the more profitable side of the business reduces our focus on face to face training which decreases volume but increases margin. Net loss decreased during the first quarter ended August 31, 2011, over the fourth quarter ended May 31, 2011, as a result of a decrease in operating expenses.

Revenue increased during the three months ended November 30, 2011, mainly due to an increase in On-Track TV sales. There were no such sales in the comparative period ended November 30, 2010. Net loss increased during the second quarter ended November 30, 2011, over the first quarter ended August 31, 2011, as a result of an increase in operating expenses.

Revenue increased during the three months ended February 29, 2012, as a result of new sales software that sets and monitors targets for the sales team, because OntrackTV sales and blended sales are increasing and finally because large clients continue to renew their subscriptions. There were no such sales in the comparative period ended February 28, 2011. Net loss decreased during the third quarter ended February 29, 2012, over the second quarter ended November 30, 2011, as a result of increased revenue and strict monitoring of expenses.

Revenue decreased during the three months ended May 31, 2012 and August 31, 2012, as a result of a delayed financing which required management to layoff some employees and reduced marketing. Losses decreased as well. Net loss decreased during the fourth quarter ended May 31, 2012, over the third quarter ended February 29, 2012, as a result of a decrease in operating expenses. Net loss decreased during the first quarter ended August 31, 2012, over the fourth quarter ended May 31, 2012, also as a result of a decrease in operating expenses.

Revenue increased during the three months ended November 30, 2012, as there has been an increase in Ontrack-TV and face to face business. Net loss decreased during the second quarter ended November 30, 2012, over the first quarter ended August 31, 2012 as a result of increased revenue and decreased operating expenses.

Revenue decreased during the three months ended February 28, 2013, as there has been an decrease in Ontrack-TV and face to face business. Management feels that some of the normal business done in this quarter was delayed and is going into the 4<sup>th</sup> quarter. It should be noted that Net loss decreased during the third quarter ended February 28, 2013, over the second quarter ended November 31, 2012 as a result of decreased expenses.

## **1.5 Liquidity and Capital Resources**

The company's liquidity has decreased from February 28, 2013 since May 31, 2012.

	February 28, 2013	May 31, 2012
Cash and cash equivalents	\$-	\$7,949
Amounts receivable & prepaid expenses	\$64,283	\$61,715
Accounts payable and accrued liabilities	\$73,729	\$134,593
Due to a related party	\$158,410	\$45,926
Bank indebtedness	\$2,780	\$-

As at February 28, 2013, the Company had bank indebtedness of \$2,780 and a working capital deficiency of \$407,388, compared to cash of \$7,949 and a working capital deficiency of \$250,353 at May 31, 2012. The company's decrease in cash is attributable to operating expenditures.

In November 2012, the Company completed a non-brokered private placement consisting of 4,000,000 units at \$0.05 per unit for proceeds of \$200,000. Each unit consists of one common share and one share purchase warrant exercisable at a price of \$0.12 for the twelve months period expiring on November 8, 2013. In connection with the private placement, the Company issued 255,800 common shares as finders' fees with a fair value of \$12,790.

In October 2012, the Company has undergone a share consolidation; rate of exchange is 2 old shares for 1 new share.

In October 2011, the Company completed a non-brokered private placement consisting of 6,500,000 units at \$0.05 per unit for proceeds of \$325,000. Each unit consists of one common share and one share purchase warrant exercisable at a price of \$0.10 for the first six months and \$0.20 for the second six-month period expiring on October 19, 2012. In connection with the private placement, the Company issued 100,000 common shares as finders' fees with a fair value of \$5,000.

In August 2011, the Company completed a non-brokered private placement consisting of 6,000,000 units at \$0.05 per unit for proceeds of \$300,000. Each unit consists of one common share and one share purchase warrant exercisable at a price of \$0.10 for the first six months and \$0.20 for the second six-month period expiring on August 29, 2012. In connection with the private placement, the Company issued 315,000 common shares as finders' fees with a fair value of \$15,750. The Company had \$40,000 in share subscriptions receivable as at August 31, 2011.

During the nine months ended February 28, 2013 and 2012, there were no warrants or options exercised.

During the nine months ended February 28, 2013 the Company used \$490,666 of cash for operating activities compared to \$699,300 in the comparative period. The Company has financed its operations for the last two years mainly through the issuance of share capital, issuance of promissory notes payable and advances from related parties. The Company has raised \$198,286 and \$620,271 net of share issuance costs, through the issuance and subscription of share capital during the nine months ended February 28, 2013 and 2012, respectively. The Company also raised \$66,907 and \$104,722 through the issuance of promissory notes payable during the nine months ended February 28, 2013 and 2012. The

Company also received advances of \$108,286 from related parties during the nine months ended February 28, 2013 and repaid \$181,528 to related parties during the nine months ended February 29, 2012.

The Company has incurred losses as it continues to develop its software products. The Company continues to be dependent on its cash reserves and future financings.

There can be no assurance that the Company will be able to obtain adequate financing in the future or that the terms of such financing will be favorable. If adequate financing is not available when required, the Company may be required to delay or scale o back its software development and marketing. Any equity offerings will result in dilution to the ownership interests of the Company's shareholders and may result in dilution to the value of such interests.

Currently the Company has insufficient funds to meet its requirements for the coming year. It will continue to improve its cash positions by focusing on increasing sales, improving profitability and equity financings.

## **1.5 Capital Resources**

The Company's capital currently consists of common shares, options and warrants. As the Company is in the development stage, its principal source of funds is from the issuance of common shares. The Company's capital management objectives are to safeguard its ability to continue as a going concern and to have sufficient capital to be able to meet the Company's educational software development and internet training development to ensure the growth of activities.

The Company's only capital commitments are two office leases through October 2013. The minimum lease payments over the remaining leases are \$32,022 and \$53,370 for fiscal year 2013 and 2014 respectively. .

## **1.6 Transactions with Related Parties**

The Company has identified its directors and certain senior officers as its key management personnel and the compensation costs for key management personnel and companies related to them were recorded at their exchange amounts as agreed upon by transacting parties and on terms and conditions similar to non-related parties as follows:

- (a) The Company owes \$154,808 (February 29, 2012- \$45,926) to a significant shareholder, who is also a director and officer. The loan is secured by the assets of the Company, bears interest at 12% per annum and is due upon demand.
- (b) Management, administration, accounting and software development are provided by a company owned by a significant shareholder. An amount of \$149,220 (2012 - \$369,533) was paid for these services during the nine months ending February 29, 2013.
- (c) Marketing and publicity fees totaling \$124,141 (2012 - \$66,205) were paid to a company owned by a relative of one of the directors.



- (d) Product Development fees totaling \$20,819 (2012 - \$49,515) were paid to relatives of one of the directors.
- (e) A significant shareholder was paid \$8,060 (2011- \$11,215) in interest on loans to the Company. These fees were recorded at their exchange amount, which is the amount agreed upon by the transacting parties on terms and conditions similar to non-related entities.

## **1.8 Proposed Transactions**

The company plans to continue to focus on growth and profitability. The main strategies in the process include:

- a) Strict focus on increasing gross sales in each month compared to the same month in previous year;
- b) Increase of pricing in all areas;
- c) Huge expansion of course offerings beyond IT and computer training. Some of the new course offerings include customer service, conflict resolution, minute note-taking, and project management;
- d) Special marketing team devoted to gaining fortune 500 companies as clients for On-Track TV;
- e) Continue to develop On-Track TV markets in the UK, North America, Bahrain (Middle East) and Australia;
- f) Add quizzing component to On-Track TV where users are quizzed after viewing content;
- g) Offering web development services under the name On-Track Web Development. This enables us to leverage our in house team and increase revenue; and
- h) Continue to enhance the LMS (learning management system) of the On-Track TV website.
- i) Further development of the UK market.
- j) Full scale animation and film productions in the areas of non-fiction and education.

## **1.9 Critical Accounting Estimates**

The preparation of the consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions which affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses for the periods reported. Significant areas requiring the use of management estimates relate to revenue recognition, the valuation allowance for future income tax assets and share-based payments. Actual results could differ from these estimates.

## 1.10 Changes in Accounting Policies

### Future Accounting Changes:

New accounting standards effective June 1, 2013

**IFRS 10 Consolidated Financial Statements** - IFRS 10 requires an entity to consolidate an investee when it is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Under existing IFRS, consolidation is required when an entity has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. IFRS 10 replaces SIC-12 Consolidation - Special Purpose Entities and parts of IAS 27 Consolidated and Separate Financial Statements.

**IFRS 11 Joint Arrangements** - IFRS 11 requires a venturer to classify its interest in a joint arrangement as a joint venture or joint operation. Joint ventures will be accounted for using the equity method of accounting whereas for a joint operation the venturer will recognize its share of the assets, liabilities, revenue and expenses of the joint operation. Under existing IFRS, entities have the choice to proportionately consolidate or equity account for interests in joint ventures. IFRS 11 supersedes IAS 31 Interests in Joint Ventures and SIC-13 Jointly Controlled Entities - Non-monetary Contributions by Venturers.

**IFRS 12 Disclosure of Interests in Other Entities** - IFRS 12 establishes disclosure requirements for interests in other entities, such as joint arrangements, associates, special purpose vehicles and off balance sheet vehicles. The standard carries forward existing disclosures and also introduces significant additional disclosure requirements that address the nature of, and risks associated with, an entity's interests in other entities.

**IFRS 13 Fair Value Measurement** - IFRS 13 is a comprehensive standard for fair value measurement and disclosure requirements for use across all IFRS standards. The new standard clarifies that fair value is the price that would be received to sell an asset, or paid to transfer a liability in an orderly transaction between market participants, at the measurement date. It also establishes disclosures about fair value measurement. Under existing IFRS, guidance on measuring and disclosing fair value is dispersed among the specific standards requiring fair value measurements and in many cases does not reflect a clear measurement basis or consistent disclosures.

**Amendments to other standards** - In addition, there have been other amendments to existing standards, including IAS 27 Separate Financial Statements and IAS 28 Investments in Associates and Joint Ventures. IAS 27 addresses accounting for subsidiaries, jointly controlled entities and associates in non-consolidated financial statements. IAS 28 has been amended to include joint ventures in its scope and to address the changes in IFRS 10 to IFRS 13.

Each of the new standards, IFRS 10 to 13 and the amendments to other standards, is effective for annual periods beginning on or after January 1, 2013 with early adoption permitted. The Company has not yet begun the process of assessing the impact that the new

and amended standards will have on its condensed interim consolidated financial statements or whether to early adopt any of the new requirements.

## **1.11 Financial Instruments**

All financial assets are initially recorded at fair value and classified into one of four categories: held to maturity, available for sale, loans and receivable or at fair value through profit or loss (“FVTPL”). All financial liabilities are initially recorded at fair value and classified as either FVTPL or other financial liabilities. Financial instruments comprise cash and cash equivalents, accounts receivable, loans receivable, due to related parties and accounts payable. At initial recognition management has classified financial assets and liabilities as follows:

### a) Financial assets

The Company has recognized its cash and cash equivalents, accounts receivable and loans receivable at FVTPL. A financial instrument is classified at FVTPL if it is held for trading or is designated as such upon initial recognition. Financial instruments are designated at FVTPL if the Company manages such investments and makes purchase and sale decisions based on their fair value in accordance with the Company’s documented risk management or investment strategy. Financial instruments at FVTPL are measured at fair value and changes therein are recognized in income.

### b) Financial liabilities

The Company has recognized its accounts payable and due to related parties as other financial liabilities. Accounts payable are recognized at the amount required to be paid less, when material, a discount to reduce the payable to fair value. The Company derecognizes a financial liability when its contractual obligations are discharged, cancelled or expire.

### Credit Risk

Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and accounts receivable. To minimize its credit risk, the Company maintains substantially all of its cash with high quality financial institutions. Deposits held with these institutions may exceed the amount of insurance provided on such deposits. Credit risk from accounts receivable encompasses the default risk of its customers. The Company manages its exposure to credit risk by only working with reputable companies and by performing on-going credit evaluations of its customers’ financial condition and requires letters of credit or other guarantees whenever deemed appropriate. The maximum exposure to loss arising from accounts receivable is equal to their carrying amounts. One of the Company’s customer accounts (2012 – four customers) comprise 50% (2012 – 41%) of accounts receivable.

Of the 61 days and over balance outstanding at February 28, 2013, 50 % has been subsequently collected as at April 28, 2013.

### Liquidity Risk

The Company ensures its holding of cash and cash equivalents is sufficient to meet its short-term exploration, development, and general and administrative expenditures. The Company's cash equivalents are invested in business guaranteed investment certificates which are immediately available on demand when required. The Company does not have investments in any asset backed deposits.

### Foreign Exchange Risk

As the Company operates on an international basis, currency risk exposures arise from transactions and balances denominated in foreign currencies. The Company's foreign exchange risk arises primarily with respect to the United States dollar and Great Britain pound. Financial instruments that subject the Company to foreign currency exchange risk include cash and accounts receivable. 99% of the Company's revenues are denominated in Canadian Dollars (2012 – 99%) while substantially all of the Company's expenses are denominated in Canadian dollars. At February 28, 2013, a fluctuation of 10 % in the currency exchange rate could result in a fluctuation of approximately \$98 on our consolidated results of operations, based on US\$ and UK£ account balances. The Company does not engage in any hedging activity.

### Interest Rate Risk

The Company manages its interest rate risk by obtaining the best commercial deposit interest rates available in the market by the major Canadian financial institutions.

### Market risk

Market risk is the risk that the fair value of, or future cash flows from, the Company's financial instruments will significantly fluctuate due to changes in market prices. The sale of the financial instruments can be affected by changes in interest rates, foreign exchange rates, and equity prices. The Company's ability to raise capital to fund development is subject to risks associated with fluctuations in the market. Management closely monitors individual equity movements, and the stock market to determine the appropriate course of action to be taken by the Company.

## **1.12 Additional Information**

Additional information about the company is available on SEDAR (Website: [www.sedar.com](http://www.sedar.com))

### **Outstanding Share Data**

The following table summarizes the outstanding share capital as of the date of the MD&A:

	Number of shares Issued or issuable
Common shares	33,152,669
Stock options available	1,830,000
Warrants	9,200,000

## 1.13 Subsequent Events

In March 2013, the Company completed a non-brokered private placement consisting of 3,000,000 units at \$0.10 per unit for proceeds of \$300,000. Each unit consists of one common share and half share purchase warrant exercisable at a price of \$0.25 for the first twelve months and \$0.35 for the second twelve months period expiring on March 6, 2015. In connection with the private placement, the Company issued 146,000 common shares as finders' fees with a fair value of \$14,600.

On March 27, 2013, the Company's online training division, ontrackTV.com. has signed a distribution deal with Planet International S.P.C. of The Kingdom of Bahrain to market its online Learning library and platform to Middle East Territories.

April 29, 2013, the company's online training division, ontrackTV.co.uk has signed a renewal contract with Sainsbury's Supermarkets to supply online training licenses to support over 2000 Store Support Centre colleagues. Sainsbury's is the UK's longest standing major food retailing chain, operating over 1000 stores nationwide and employing 153,000 colleagues. Sainsbury first signed with ontrackTV in March 2011