

THE GOOD FLOUR CORP.

MANAGEMENT'S DISCUSSION & ANALYSIS

For the years ended December 31, 2023 and 2022

(Expressed in Canadian Dollars)

This Management's Discussion and Analysis ("MD&A") of The Good Flour Corp. ("GFCO" or the "Company") should be read in conjunction with the audited financial statements and accompanying notes for the six month period ended December 31, 2023 and 2022. The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB") and interpretations of the International Financial Reporting Interpretations Committee ("IFRIC").

Information contained herein is presented as of February 29, 2024 unless otherwise indicated. Additional information related to GFCO is available on SEDAR at www.sedar.com and on the Company's website at www.goodflour.co.

Unless otherwise indicated, all amounts discussed herein are denominated in Canadian dollars (\$), which is the functional and reporting currency of the Company. The Company's year-end is June 30.

References in the MD&A are defined as follows:

Reference	Period
FY 2024	Fiscal period for the six months ended December 31, 2023
FY 2023	Fiscal period for the six months ended December 31, 2022
Q2 2024	Fiscal quarter for the three months ended December 31, 2023
Q2 2023	Fiscal quarter for the three months ended December 31, 2022
Year-ended 2024 or YE 2024	For the current fiscal period ending June 30, 2024
Year-ended 2023 or YE 2023	For the fiscal period ending June 30, 2023

The Company's board of directors approved the release of this MD&A on February 29, 2024.

FORWARD-LOOKING INFORMATION

This MD&A contains certain "forward-looking information" and "forward-looking statements" (collectively "**forward-looking statements**") within the meaning of applicable Canadian securities legislation. When we discuss our strategy, plans, outlook, future financial and operating performance, financing plans, growth in cash flow and other events and developments that have not yet happened, we are making forward-looking statements. All statements in this MD&A that address events or developments that we expect to occur in the future are forward-looking statements, including the following:

- our expectations in relation to working capital;
- our expectations in relation to our future financial needs;
- statements with respect to the Company's future business and growth plans;
- objectives, its ability to disrupt the global wheat flour market, product details, plans to expand production;
- production capacity and demand for the Company's product;
- our estimated expenditures for the fiscal year; and
- our expectations with respect to future revenue generation.

Forward-looking statements are statements that are not historical facts and are generally, although not always, identified by words such as “expect”, “plan”, “anticipate”, “project”, “target”, “potential”, “schedule”, “forecast”, “budget”, “estimate”, “intend” or “believe” and similar expressions or their negative connotations, or that events or conditions “will”, “would”, “may”, “could”, “should” or “might” occur. All such forward-looking statements are based on the opinions and estimates of management as of the date such statements are made. Forward-looking statements necessarily involve assumptions, risks and uncertainties, certain of which are beyond the Company’s control, including the following:

- our dependence on suppliers and customers;
- our completion of additional financing to continue operations;
- failure to effectively expand manufacturing and production capacity;
- the ability to source ingredients;
- risks associated with global supply chain for machinery and equipment;
- failure to attract, maintain and expand relationships with key strategic restaurant and food service partners;
- changing consumer taste preferences;
- delay or failure to receive regulatory approvals;
- the impact of COVID-19 on global economic conditions;
- our ability to attract qualified operators;
- our ability to manage our growth;
- geopolitical risks;
- exchange rate risks;
- regulatory risks;
- our future operations;
- our dependence on key personnel;
- dilution to present and prospective shareholders;
- losses occur for which the Company does not have third-party insurance coverage increase or the Company’s insurance coverages prove to be inadequate;
- the Company may be a party to litigation in the normal course of business or otherwise, which could affect its financial position and liquidity;
- the Company's information systems may experience an interruption or breach in security;
- security breaches of our technology systems, or those of our clients or other third-party vendors we rely on, could subject us to significant liability;
- the Company may be exposed to damage to its business or its reputation by cybersecurity incidents
- the lack of a market for our securities; and
- our share price.

Although the Company has attempted to identify factors that could cause actual results to differ materially from those described in forward-looking information, there may be other factors that cause results not to be

as anticipated. Readers should not place undue reliance on forward-looking information. The forward-looking information is made as of the date of this news release. Except as required by applicable securities laws, the Company does not undertake any obligation to publicly update forward-looking information, except as required by applicable securities laws.

Description of the Business and Going Concern

The Good Flour Corp., (the “Company” or “GFCO”) was incorporated under the provisions of the Business Corporations Act (Saskatchewan) on September 25, 2009. On September 4, 2014, the Company completed its continuance to British Columbia under the *Business Corporations Act* (British Columbia). The Company’s head office, principal address and the registered and records office are located at 5791 Sidley Street, Burnaby, BC V5J 5E6.

On July 8, 2021, the Company announced the signing of a share exchange agreement whereby it proposed to acquire 100% of the issued and outstanding shares of VGAN Brands Inc. (“VGAN”) in exchange for 60,075,000 common shares of the Company (the “VGAN Transaction”). The completion of the VGAN Transaction was contingent on VGAN completing an acquisition (the “Ghetto Transaction”) of all issued and outstanding share capital of The Gourmet Ghetto Food Ltd. (“Ghetto”). Ghetto manufactures and distributes a line of healthy, gluten-free and allergen free food products.

On November 4, 2021, VGAN completed the Ghetto Transaction. On November 5, 2021, the Company completed the VGAN Transaction. On November 8, 2021, the Company began trading on the Canadian Securities Exchange (“CSE”) under the symbol “GFCO”. The VGAN Transaction constituted a Reverse Takeover (“RTO”). The consolidated statements of financial position are presented as a continuance of VGAN and the comparative figures presented are those of the VGAN.

On December 31, 2021, VGAN and Ghetto were amalgamated under the Business Corporations Act (British Columbia).

The accompanying interim financial statements have been prepared on the assumption that the Company will continue as a going concern, meaning it will continue in operation for the foreseeable future and will be able to realize assets and discharge liabilities in the ordinary course of operations. Different bases of measurement may be appropriate if the Company was not expected to continue operations for the foreseeable future. As at December 31, 2023, the Company has not achieved profitable operations, has accumulated losses of \$13,083,506 since inception and expects to incur further losses in the development of its business. The aforementioned conditions have resulted in material uncertainties that may cast significant doubt about the Company’s ability to continue as a going concern. The Company’s continuation as a going concern is dependent upon its ability to attain profitable operations to generate funds or its ability to raise equity capital or borrowings sufficient to meet its current and future obligations. Although the Company has been successful in the past in raising funds to continue operations and management is intending to secure additional financing as may be required, there is no assurance it will be able to do so in the future. The accompanying interim financial statements do not include any adjustments that might result from the outcome of this uncertainty. Such adjustments could be material.

Business Model

The Company manufactures and processes a line of gluten-free and allergen free products for individual customers and larger, “food service” customers, which include restaurants. Both individual and food service customers are located across North America, Australia and the United Kingdom. The Company’s recipes were initially created in 2012 and have been developed to allow individuals with gluten and other food

allergies to enjoy life without giving up their favorite foods or settling for low-quality alternatives. Simply put, “Flour” but good for you. The products which have been developed over the last decade under the branding “Nextjen” include: All-purpose baking flour; Pizza & pasta flour; Tempura batter mix; Fish & chips batter mix; Fried chicken mix; Pancake & waffle mix (including protein pancake & waffle mix; Vanilla bean cake mix; and Pizza shells. In the Company’s mission to reach an even larger audience, the Company has relaunched these superior mixes under a new brand - The Good Flour Co.

Notable Milestones for Fiscal 2023:

- August 22, 2023 – GFCO Burnaby production facility received two certifications from BRC - British Retail Consortium: the BRCGS - Global Food Safety Standard. 9th edition and GFCP - Gluten-free Certification program 3rd edition. BRCGS's Global Food Safety Initiative GFSI benchmark provides a framework for facilities to manage product safety, quality with Good Manufacturing Practices and systems like HACCP. The BRC Gluten-Free Certification Program (GFCP) a certification will allow the Company to include the BRCGS trusted logos and marks on its products.
- October 16, 2023 – GFCO announces sales strategy to focus on food service market in Canada and the United States. As it relates to retail, the Company’s focus is on retailers where inventory management and shipping costs are the most manageable. Based on this, the Company will not be continuing with its larger scale United States retail operations and as a result its products will be discontinued in Sprouts Farmers Market and Heinen’s Grocery Stores.
- December 12, 2023 - GFCO announces that it has closed the first tranche of its non-brokered private placement to raise gross proceeds of \$274,500. Additionally, the Company raised \$200,000 on the exercise of existing share purchase warrants.
- December 18, 2023 – GFCO announces that it has closed the second tranche of its non-brokered private placement to raise gross proceeds of \$75,000.
- January 16, 2024 – GFCO unveils new PureMelt Cheeze product, a trailblazing addition to its product line. Developed with a commitment to health and sustainability, PureMelt Cheeze is crafted to be free of the top 10 allergens, ensuring that it is accessible to all without sacrificing the decadent experience of traditional cheese. The Company is targeting various food service locations to integrate the product into their menus.
- January 16, 2024 – The company announces that it and its US food service broker, Presenture, LLC have agreed to terminate the existing engagement. The Company also announced that securities have migrated from trading on the OTCQB to trading on the OTC Pink.

Summary of Quarterly Results

The following tables set forth selected financial information of the Company for the eight most recently completed quarters. This information is derived from unaudited quarterly financial statements and audited annual financial statements prepared by management in accordance with IFRS.

For the three months ended

	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Revenues	316,881	\$288,620	\$ 295,560	\$ 239,811
Cost of sales	(368,522)	(606,411)	(730,176)	(350,984)
Expenses & other	431,988	488,508	826,639	2,372,501
Net (loss for the period)	(483,629)	(806,299)	(1,261,255)	(2,483,674)
Per share – basic and diluted	(0.01)	(0.01)	(0.02)	(0.03)

	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
Revenues	\$ 368,362	\$ 285,764	\$ 182,027	\$ 85,196
Cost of sales	(627,988)	(388,816)	(220,805)	(287,405)
Expenses & other	1,423,570	583,524	200,337	545,094
Net (loss for the period)	(1,683,196)	(686,576)	(239,115)	(647,303)
Per share – basic and diluted	(0.02)	(0.01)	(0.01)	(0.01)

The Company had no revenue or cost of sales until Ghetto was acquired in the quarter ended December 31, 2021. Commencing the quarter ended December 31, 2021 the Company began producing revenue and has seen growth in its revenue since that time as a result of automation and sales and marketing initiatives. Sales growth has been mirrored by growth in cost of sales. The Company has seen costs for raw materials incrementally increase since production began. Labour costs have also risen dramatically in the same time frame. It is clear that inflationary pressures have impacted profit margins substantially since production began. This directly affected gross margins, as the Company was locked into pricing agreements that contractually could not be renegotiated until Q1 of fiscal 2024. The negotiations for these price increases have concluded, and the Company has increased pricing across all of its products. The price increases did not go into effect until late in Q2 2024, thus sales and margins will not be impacted for Q2, however, sales and margins are expected to increase as a result in Q3 2024. The Company expects the trend of increased revenues and cost of sales to continue through the current fiscal year as additional sales contracts are concluded and the labour market remains tight. Overall cost of sales and expenses decreased during the current quarter decreased due to a focus on management in the implementation of cost saving measures across the Company. Revenues were slightly higher in the current quarter than the previous quarter due to fluctuations in the business cycle; the summer months in North America are typically a busier time of year for the Company than the fall.

Results of operations – FY 2024 vs FY 2023

Revenue

Revenues were down \$48,625 from FY 2023. The revenue streams for the two periods are significantly different. In FY 2022, sales to retail outlets accounted for approximately 30% of overall sales. In the recent quarter ended December 31, 2023, retail sales account for 2% of the total. FY 2023 had large non-recurring retail orders that made sales abnormally high for that period. This accounts for the difference between the two periods.

Cost of Sales

Cost of sales decreased \$41,871 from the previous fiscal period. There was a concentrated effort from management to reduce production costs across the board at the start of YE 2024. Personnel costs decreased \$39,965 from the previous period reflecting this. Additionally, there were production related supplies that purchased in FY 2023 that related to the ongoing upgrading of the facility. These upgrades were finished by YE 2023. This resulted in a \$40,948 reduction in office supplies allocated to cost of sales. Depreciation expense was up from FY 2023 due to changes in the way overhead was allocated.

General and administrative

General and administrative costs were down \$253,986 from the previous quarter. Costs were down due to the decrease in audit fees from the comparative 6 month period. Travel expenses were down \$26,572 as the focus on food service customers required less travel than retail sales for our sales team.

Personnel consists of non-production wages. \$300,455 of non-production wages were incurred during FY 2024 compared to \$322,870 in FY 2023. Overall personnel costs decreased by \$22,415.

Office expenses of \$128,560 were incurred in the FY 2024 and were consistent with FY 2023 at \$117,583. Office expenses consist of mainly non-production related supplies. The slight decrease is due to the fact that the team was still furnishing the Sidley office location in FY 2023.

Sales and marketing

Sales and marketing expenses decreased by \$703,287 from FY 2023. During FY 2023 there were considerable investor relations expenses that were made that were not made in FY 2024. These expenses are included in advertising and marketing fees. The variance of advertising and marketing fees from the prior period was \$550,870. In addition, the composition of the sales staff was changed from a retail focus to a food service focus which resulted in a reduction of consulting fees of \$152,417 from FY 2023.

Expenses by nature

For the six months ended December 31, 2023:

Classification	Cost of Sales	General and administrative	Sales and marketing
Personnel	\$ 368,739	\$ 300,455	\$ -
Travel	-	5,376	-
Office	27,588	117,583	-
Depreciation	50,710	-	-
Raw Materials	515,657	-	-
Consulting	-	-	178,720
Accounting and legal	-	48,867	-
Finance charges	12,239	-	-
Advertising and marketing fees	-	-	100,943
	<u>\$ 974,933</u>	<u>\$ 472,281</u>	<u>\$ 279,663</u>

For the six months ended December 31, 2022:

Classification	Cost of Sales	General and administrative	Sales and marketing
Personnel	\$ 408,704	\$ 322,870	-
Travel	-	31,948	-
Office	68,536	128,560	-
Depreciation	20,600	-	-
Raw Materials	518,964	-	-
Consulting	-	-	331,137
Accounting and legal	-	242,889	-
Advertising and marketing fees	-	-	651,813
	<u>\$ 1,016,804</u>	<u>\$ 726,267</u>	<u>\$ 982,950</u>

Results of operations – Quarterly comparison – 2024 Q2 vs 2023 Q2

During the three-month period ending December 31, 2023, the Company recorded a net loss of \$483,629 as compared to a net loss of \$1,683,196 for the same period ending December 31, 2022. The main reason for the difference is a decrease on spending on investor relations and overall advertising and marketing spend. Q2 2023 had higher than normal investor relations spending. In addition, accounting and legal expenses were much higher in the prior year Q2 due to the complexity of the year end audit.

Revenue

Gross revenue for the three months ended December 31, 2023 from the sales of dry food mixes and frozen food products totaled \$316,881. For the comparative period in 2022, revenues were \$368,362. Q2 2023 had 3 large orders from US food retailers that resulted in an increase in revenue for that quarter. In Q2 2024, 98% of revenues are from food service customers. Revenue is slightly lower than the in the comparative quarter, but it is a stronger more reliable stream.

Substantially all of the revenues for the quarter-ended December 31, 2023 were derived from North America.

Expenses

The Company recognized total expenses and other items of \$431,988 in Q2 2024. This was down from \$1,423,570 in Q2 2023. This is due to the decrease in investor relations spending and decrease in audit costs associated with the year-end audit.

The Company records stock-based compensation as incentive stock options vest over their lifetime. The majority of stock options have vested; thus the expenses have already been incurred in prior years and the current expense is much lower than it was in Q2 2023.

Outside of the audit costs investor spending that was incurred in Q2 2023, general and administrative and sales and marketing costs have remained fairly consistent. The inflationary increases in labour and raw materials have resulted in management taking steps to improve the efficiency of production which have help offset them.

For the three months ended December 31, 2023

	Cost of Sales	General and administrative	Sales and marketing
Personnel	\$ 178,190	\$ 143,508	\$ -
Travel	-	776	-
Office	-	57,239	-
Depreciation	32,102	-	-
Raw Materials	151,260	-	-
Consulting	-	-	91,934
Accounting and legal	-	15,013	-
Finance charges	6,971	-	-
Advertising and marketing	-	-	45,351
	\$ 368,522	\$ 216,536	\$ 137,285

For the three months ended December 31, 2022

	Cost of Sales	General and administration	Sales and marketing
Personnel	\$ 299,807	\$ 119,402	\$ -
Travel	-	31,076	-
Office	23,613	72,995	-
Depreciation	11,460	-	-
Raw Materials	293,108	-	-
Consulting	-	-	231,551
Accounting & legal	-	202,676	-
Advertising and marketing	-	-	625,195
Totals	\$ 627,988	\$ 426,149	\$ 856,746

Liquidity and capital resources

The statements of financial position as of December 31, 2023, indicated a cash position of \$110,670 (June 30, 2023 - \$237,193), and total current assets of \$511,292 (June 30, 2023 - \$733,846). The decrease in current assets can be attributed to less inventory being on hand at the end of the quarter. In addition, the accounts receivable balance declined due to collections.

The total assets of the Company totaled \$899,628 (June 30, 2023 - \$1,165,146) and consists mainly of property and equipment, inventory and amounts receivable in order of greatest to least dollar value.

The Company's total liabilities amounted to \$2,047,886 (June 30, 2023 - \$1,864,994) that mainly consisted of \$1,587,884 in accounts payable and accrued liabilities, and \$235,368 in convertible debt that was issued on the acquisition of Ghetto. On August 4, 2022 the convertible debt holders exercised the conversion option on the debt resulting in a reduction of \$87,500 that was added to share capital. Concurrently, the Company settled \$43,750 of the convertible debt in cash. On November 4, 2022, February 6, 2023, May 4, 2023 and November 6, 2023 the convertible debt holders exercised the conversion option on the debt resulting in a reduction of \$224,089 that was added to equity.

The breakdown of accounts payable is as follows:

	December 31, 2023		June 30, 2023	
Trade accounts payable	\$	492,104	\$	439,203
Accounts payable (statute of limitations)		675,220		675,220
Accrued liabilities		420,560		237,379
	\$	1,587,884	\$	1,351,802

Included in accounts payable is \$675,220 of payables that were acquired on the reverse takeover of LOOPShare Ltd. in the 2022 fiscal year. The Company does not expect to ever repay these amounts as they are beyond the basic limitation period for debt claims in British Columbia.

Included in accrued liabilities is an accrual of audit fees from the prior fiscal year ended June 30, 2023 and accruals related to payroll and remittances.

At December 31, 2023, the Company had a working capital deficit of \$1,301,226 (June 30, 2023 – working capital deficit of \$817,113). The decrease in working capital is due to cash expended in regular operations and the fact that the Company has not yet reached profitability.

Total shareholders' equity was comprised of share capital of \$8,474,558 (June 30, 2023 – \$7,521,322), reserves of \$3,460,690 (June 30, 2023 - \$3,572,408) and accumulated deficit of \$13,083,506 (June 30, 2023 - \$11,793,579).

The Company's forecasted fixed operating expenditures for the next 12 months are estimated at \$1,471,850 detailed as follows:

Marketing & Sales	\$130,700
Administrative Wages and Salaries	\$652,150
Rent	\$277,000
Other General and Administrative Expenses	\$412,000
Total	\$1,471,850

The Company's current capital resources and expected revenues are not sufficient to pay the fixed operating expenditures for the next twelve months and it requires additional funding to fund its operating expenses and its development of its products. The Company will continue to monitor the current economic and financial market conditions and evaluate their impact on the Company's liquidity and future prospects.

Since the Company may not be able to generate enough cash from its operations in the foreseeable future, the Company will have to rely on loans from external or related parties and the issuance of equity, to fund ongoing operations and investment. The ability of the Company to raise capital will depend on market conditions and it may not be possible for the Company to issue shares on acceptable terms or at all.

Management considers the items included in shareholders' equity (deficit) and working capital as capital. The Company manages the capital structure and makes adjustments to it in response to changes in economic conditions and the risk characteristics of the underlying assets. The Company's primary objective with respect to its capital management is to ensure that it has sufficient cash resources to fund the operation of the Company. To secure the additional capital necessary to pursue these plans, the Company intends to raise additional funds through equity or debt financing.

This MD&A has been prepared on the assumption that the Company will continue as a going concern, meaning it will continue in operation for the foreseeable future and will be able to realize assets and discharge liabilities in the ordinary course of operations. Different bases of measurement may be appropriate if the Company was not expected to continue operations for the foreseeable future. As December 31, 2023, the Company has accumulated losses of \$13,083,506 since inception and expects to incur further losses in the development of its business, all of which are material uncertainties that cast significant doubt about the Company's ability to continue as a going concern. The Company's continuation as a going concern is dependent upon its ability to attain profitable operations to generate funds or its ability to raise equity capital or borrowings sufficient to meet its current and future obligations. The Company manages its capital structure and adjusts it based on the funds available to the Company, in order to support its operations and business development. The Board of Directors does not establish quantitative return on capital criteria for management, but rather relies on the expertise of the Company's management to sustain development of the business.

The Company is generating revenue and cash flows; however, these are still negative; as such, the Company is dependent on external financing to fund its future intended business plan. The capital structure of the Company currently consists of common shares. The Company manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may issue new shares through private placements. Management reviews its capital management approach on an ongoing basis and believes that this approach, given the relative size of the Company, is reasonable. There was no change to the Company's management of capital during the period ended December 31, 2023. The Company is not subject to any externally imposed capital requirements.

Critical Accounting Policies and Estimates

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period.

Significant assumptions about the future and other sources of estimation uncertainty that management has made at the end of the reporting period, which could result in a material adjustment to the carrying amounts

of assets and liabilities in the event that actual results differ from assumptions made, relate to, but are not limited to, the following:

- (a) The recoverability of receivables, prepayments and deposits that are included in the consolidated statements of financial position.
- (b) The fair value of stock options, warrants and compensation options which requires the estimation of stock price volatility, the expected forfeiture rate and the expected term of the underlying instruments.
- (c) The fair value of restricted share units which requires the estimation of the number of awards likely to vest on grant and at each reporting date up to the vesting date.
- (d) The fair value of the investment for which a quoted market price in an active market is not available.
- (e) The recoverability of deferred tax assets based on the assessment of the Company's ability to utilize the underlying future tax deductions against future taxable income prior to expiry of those deductions.
- (f) The assessment of the Company's ability to continue as a going concern and to raise sufficient funds to pay its ongoing operating expenditures and to meet its liabilities for the ensuing year involves significant judgment based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances.

These estimates and assumptions are disclosed further in Note 4 of the financial statements.

Financial and Other Instruments

A fair value hierarchy prioritizes the input to valuation techniques used to measure fair value as follows:

Level 1 – quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 – inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and

Level 3 – inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The carrying amounts of cash, accounts receivable, accounts payable and accrued liabilities, and due to related parties approximate their fair values due to their short-term nature.

The Company's risk exposures and the impact on the Company's financial instruments are summarized below:

The Company is exposed in varying degrees to a variety of financial instrument related risks. The Board of Directors approves and monitors the risk management processes, inclusive of documented investment policies, counterparty limits, and controlling and reporting structures. The type of risk exposure and the way in which such exposure is managed is provided as follows:

- (a) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument

fails to meet its contractual obligations. The Company reduces its credit risk on cash by placing these instruments with institutions of high credit worthiness. The Company provides credit to its clients in the normal course of operations. It carries out, on a continuing basis, credit checks on its clients and maintains provisions for contingent losses. The Company’s maximum exposure to credit risk is the carrying amounts of cash and accounts receivable on the statements of financial position.

Accounts receivable consists of trade receivables of \$89,387 and \$19,812 of sales tax receivable. The Company provides credit to very limited customer base in the normal course of business and has established credit evaluation via an active direct consultation with its customers to mitigate credit risk. Accounts receivable are shown net of any provision made for impairment of receivables. Due to this factor, the Company believes that no additional credit risk, beyond amounts provided for collection loss, is inherent in accounts receivable.

Expected credit loss (“ECL”) analysis is performed at each reporting date using an objective approach to measure expected credit losses. The provision amounts are based on direct management interface with the customer. The calculations reflect the probability-weighted outcome, the time value of money and reasonable and supportable information that is available at the reporting date about past events, current conditions and forecasts of future economic conditions. Accounts receivable are written off when there is no reasonable expectation of recovery. Indicators that there is no reasonable expectation of recovery include, amongst others, business failure, the failure of a debtor to engage in a repayment plan, and a failure to make contractual payments over the negotiated contract period. The aging analysis of accounts receivable is as follows:

	December 31, 2023	June 30, 2023
Current to 3 months	\$ 78,227	\$ 73,062
Over 3 months	11,160	11,675
Trade receivables	\$ 89,387	\$ 87,237

(b) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they come due. Liquidity risk is the risk that the Company is not able to meet its financial obligations as they become due. As at December 31, 2023, the Company has a working capital deficit of \$1,301,226. 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 favourable. The Company may seek additional financing through equity and debt offerings and advances from related parties, but there can be no assurance that such financing will be available on terms acceptable to the Company.

(c) Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market prices. Market risk comprises three types of risk: interest rate risk, foreign currency risk and other price risk.

(d) Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate due to changes in market interest rates. The Company's cash is not subject to interest rate risk. The loan payable and convertible debentures are not subject to interest rate risk as they are a fixed rate. The Company is not exposed to other significant interest rate risk due to the short-term maturity of its monetary assets and liabilities and amounts owing being non-interest bearing or bearing fixed rates of interest.

(e) Foreign exchange risk

Foreign currency risk is the risk that the fair values of future cash flows of a financial instrument will fluctuate because they are denominated in currencies that differ from the respective functional currency. The Company's sales are in US dollars and the Company's manufacturing costs are largely denominated in US dollars, providing a natural hedge against the risk of foreign exchange fluctuations. However, due to long lead times for parts used in manufacturing the Company's products, the Company is exposed to the risk of foreign currency fluctuations over time. The Company is also exposed to fluctuations in foreign currencies through its operations in Japan. The Company monitors this exposure but has entered into no formal hedge agreements.

As at December 31, 2023, the Company was exposed to foreign currency risk through the following financial assets and liabilities denominated in foreign source currencies.

	December 31, 2023		June 30, 2023	
	US Dollar	Japanese Yen	US Dollar	Japanese Yen
Cash	\$ 151	541	\$ 146,094	541
Accounts receivable	24,387	-	7,560	-
Accounts payable	46,477	165,777	38,194	165,777
Total	\$ 71,015	166,318	\$ 191,848	166,318

(f) Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market prices, other than those arising from interest rate risk or foreign currency risk. The Company is not exposed to significant other price risk.

Related Party Transactions

During the three months ended December 31, 2023 and 2022, the Company incurred the following related party transactions:

The Company has identified its directors and senior officers as its key management personnel. No post-employment benefits, other long-term benefits and termination benefits were made during the three months ended December 31, 2023.

Key Management Compensation

The Company incurred the following transactions with directors, officers and companies that are controlled by directors of the Company.

	For the six months ended	
	December 31	
	2023	2022
Salary and management fees	\$ 188,000	\$ 291,075
Legal and consulting fees	13,746	64,200
Share-based compensation expensed	30,527	105,851
	\$ 232,273	\$ 461,756

The following amounts are payable and due to/from related parties. These amounts are unsecured, are non-interest bearing and have no fixed terms of repayment.

	December 31,	
	2023	June 30, 2023
Due to directors and officers	\$ 65,717	\$ 21,525
Convertible debentures	-	228,504
	\$ 65,717	\$ 250,029

Off Balance Sheet Arrangements

The Company does not have any off-balance sheet arrangements.

Outstanding Share Data

	December 31, 2023	Date of Report
Common shares	81,885,707	83,485,707
Share purchase warrants	55,425,713	53,825,713
Stock options outstanding	4,490,000	4,490,000
Convertible debt	750,000	750,000
Restricted share units outstanding	6,000,000	4,000,000
	148,551,420	146,551,420

Risk Factors

The Company's business is subject to significant risks and uncertainties, which even a combination of careful evaluation, experience and knowledge may not eliminate. Please refer to the Company's Listing Statement dated October 29, 2021 available on SEDAR at www.sedar.com for disclosure of the risk factors that may materially affect the Company's future performance, in addition to those referred to above.

Accounting Policies

The accounting policies followed by the Company are set out in Note 3 to the accompanying audited financial statements for the year-ended June 30, 2023.

Subsequent Events

Subsequent to December 31, 2023 the following transactions occurred:

- The Company issued 1,600,000 common shares from exercise of warrants for gross proceeds of \$100,000.
- On February 25, 2024 the Company cancelled 2,000,000 RSUs.