



**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the third quarter ended**

**July 31, 2017 and 2016**

**GENERAL**

The following Management Discussion and Analysis of financial condition and results of operations ("MD&A") of NuRAN Wireless Inc. ("we", "us", "our", the "Company" or "NuRAN") (formerly 1014372 B.C. Ltd.) for the nine-month ended July 31, 2017 has been prepared by management and should be read in conjunction with the condensed interim consolidated financial statements for the nine-month ended July 31, 2017 and 2016 and the related notes thereto. The Company's consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). References to notes are with reference to the consolidated financial statements. Unless otherwise noted, all currency amounts are in Canadian dollars. These documents, as well as additional information on the Company, are filed electronically through the System for Electronic Document Analysis and Retrieval (SEDAR) and are available online at [www.sedar.com](http://www.sedar.com).

Unless otherwise stated, this MD&A is prepared as of September 14, 2017

**DISCLAIMER FOR FOWARD LOOKING STATEMENTS**

This MD&A contains forward-looking statements. Often, but not always, forward-looking statements can be identified by the use of words such as "plans", "expects" or "does not expect", "is expected", "estimates", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or state that certain actions, events or results "may", "could", "would", "might" or "will" be taken, occur or be achieved. Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Issuer (as defined herein) or NuRAN (as defined herein) to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Examples of such statements include: expectations regarding NuRAN's ability to raise capital, the intention to expand the business and operations of NuRAN and use of working capital and proceeds of capital raises. Actual results and developments are likely to differ, and may differ materially, from those expressed or implied by the forward-looking statements contained in this MD&A. Such forward-looking statements are based on a number of assumptions which may prove to be incorrect, including, but not limited to: the ability of NuRAN to obtain necessary financing; general economic conditions in Canada and globally; competition for, among other things, capital and skilled personnel; our ability to hire and retain qualified employees and key management personnel; possibility that government policies or laws may change; possible disruptive effects of organizational or personnel changes; technological change, new products and standards; risks related to acquisitions and international expansion; reliance on large customers; reliance on a limited number of suppliers; risks related to NuRAN's competition; and NuRAN's failure to adequately protect its intellectual property; interruption or failure of information technology systems. These forward-looking statements should not be relied upon as representing NuRAN's views as of any date subsequent to the date of this MD&A.

Although NuRAN has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. There can be no assurance that forward-looking statements will prove to be accurate,

as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward looking statements. The factors identified above are not intended to represent a complete list of the factors that could affect NuRAN. Additional factors are noted under "Risk Factors" in this MD&A. The forward-looking statements contained in this MD&A are expressly qualified in their entirety by this cautionary statement. The forward-looking statements included in this MD&A are made as of the date of this MD&A and the Issuer or NuRAN undertakes an obligation to publicly update such forward-looking statements to reflect new information, subsequent events or otherwise unless required by applicable securities legislation.

## **CORPORATE STRUCTURE**

NuRAN was incorporated under the *Business Corporations Act* (British Columbia) on September 23, 2014. The Company was initially a wholly-owned subsidiary of Bravura Ventures Corp. ("Bravura"). On October 14, 2014, the Company entered into an arrangement agreement with Bravura and 1014379 B.C. Ltd., pursuant to which the shareholders of Bravura exchanged certain common shares of Bravura for common shares of NuRAN by way of a plan of arrangement (the "Arrangement") and NuRAN became a reporting issuer in the provinces of British Columbia and Alberta.

Following completion of the Arrangement, NuRAN entered into an amalgamation agreement dated March 11, 2015 with Nutaq Innovation Inc. ("Nutaq") and 9215174 Canada Inc. ("Newco"), a wholly owned subsidiary of NuRAN formed for the purpose of the amalgamation, pursuant to which Nutaq amalgamated with Newco and NuRAN acquired all of the issued and outstanding shares of the amalgamated company in consideration of 32,999,994 common shares of NuRAN based on a ratio of 2.749 NuRAN common shares for each share of Nutaq issued and outstanding on the closing date. Nutaq and Newco completed the amalgamation on June 2, 2015 and the amalgamated company was named "Nutaq Innovation Inc.". Following the closing of the transaction, NuRAN had 40,471,869 common shares issued and outstanding and former shareholders of Nutaq acquired 81.5% of the issued and outstanding common shares of NuRAN. Following closing of the Amalgamation, Nutaq Innovation Inc. is a wholly owned subsidiary of NuRAN and NuRAN operates the business of Nutaq.

Nutaq was incorporated under the laws of Canada on May 30, 2005 under the name "Lyrtech RD Inc.". Nutaq changed its name to "Nutaq Innovation Inc." on August 31, 2012. Nutaq's registered and head office is located at 2150 Cyrille-Duquet Street, Quebec, Quebec G1N 2G3. Nutaq does not have any subsidiaries.

## **DESCRIPTION OF BUSINESS**

NuRAN Wireless, with its wholly owned subsidiary Nutaq Innovation inc., is a leading supplier of mobile and broadband wireless solutions. Its innovative GSM, LTE, and White Space radio access network (RAN) and related backhaul products dramatically reduce the total cost of ownership, giving mobile network operators (MNO) the ability to profitably serve remote, low income and low population density locations, an unfeasible proposition with existing systems, thereby creating new opportunities for mobile network operators and internet service providers.



The Company provides a variety of specialized systems for indoor coverage, rural connectivity in emerging markets, connectivity to offshore platforms and ships, private mobile networks or custom solutions for specific markets such as Internet of Thing (IoT), public safety, emergency or crisis communications.

The Company generates revenue from three sources:

-Sale of Wireless Infrastructure Solutions ("WIS")

NuRAN's (WIS) solutions are infrastructure wireless devices (e.g. base station radios) that use our proprietary breakthrough small cell solution to offer better coverage, the lowest installed cost and the most efficient power consumption currently available in the global marketplace. Our design provides two key competitive advantages:

- Low TCO for developing countries and rural/low population density areas and
- Small footprint, easy to deploy private networks, customizable for specific markets such as defense, utilities, industrial and machine-to-machine ("M2M").

During the current three-month period, this stream includes revenues from sales of WIS to Original Equipment Manufacturers (OEM'S).

-Advanced Development Platforms ("ADP") services

ADP's services are provided by Nutaq and focuses primarily on the wireless, scientific/medical and defense markets providing its customers with the prototyping tools needed to:

- Execute on increasingly complex designs addressing the growing sophistication of markets such as 4G and 5G;
- Decrease new product design costs and time to market;
- Decrease product design risks; and
- Offer product differentiation through innovation.

-Engineering Services

NuRAN, through its wholly owned subsidiary Nutaq Innovation, offers engineering design services. From hardware to software, we apply our 30 years of experience in Digital Signal Processing (DSP) and wireless market place to help our client base convert ideas into products.

**GENERAL OBJECTIVES**

The Company's mission is to Connect the Next Billion. The company delivers the world's most affordable, lowest power consumption and easiest to deploy wireless solutions. NuRAN deploys its own breakthrough small cell solution in traditionally underserved and emerging markets, addressing the CapEx and OpEx challenges of operators, allowing the Telcos to deploy profitably in the least population dense and most remote areas at the lowest Average Revenue Per User (ARPU).

The Company's products continue to be tested by a number of operators and community organizations in many countries over five continents, providing voice coverage to villages in rural areas not covered by any kind of voice or data networks as well as in urban areas where there are still opportunities to provide an affordable service. Successful trials could be converted into deployments of thousands of units.

The Company continues to expand its customer base and is converting into purchase orders its ever-increasing sales pipeline of opportunities.

In the current Q3 of 2017, the Company materialized its ongoing Interoperability Operation Test with Tier One Operators with great success. These approvals from these different Operators will generate purchase orders and lead to continuous deployment and recurring revenues for the upcoming years.

## OVERALL PERFORMANCE AND OUTLOOK

### Performance

The three-month period ended July 31, 2017 continued to be an extremely active one for NuRAN with the implementation of a new strategic direction, confirmation of switching from an OEM to a MNO focused supplier, and plenty of operational and financial successes. It also confirmed positively the decision of the Company to complete that strategic switch and brought at the same time the attention of Tier One Operators for the Company's wireless solutions. The Company is well positioned to be the market leader in this very important space.

The current three-month period ended July 31, 2017 also brought some great news, namely:

- NuRAN Wireless Selected for Rural Connectivity Project in **Mexico**; a collaboration with the Government of the State of Jalisco
- NuRAN Wireless Receives a **\$4M** Order for Deployment in **Africa** for a **Tier-One Operator**
- Introduction of the OC-2G; a new Telecom Infra Project Product
- NuRAN Selected by US Navy Air Systems Command (NAVAIR) to Supply SDR
- Raeanna Group Committed to Deploy over 1000 Sites in Nigeria using NuRAN's GSM Solution
- NuRAN Wireless Selected by NASA

When management made the decision to switch its client focus to MNOs it was cognizant of the fact that current financial performance would be negatively affected by a combination of reduction in revenues and increased costs of additional investments in marketing , sales and the costs associated with the bench testing to prepare for the increased production.

However, the long-term benefit of a closer connection with the ultimate user, higher gross margins and the creation of stable revenues through annual service and maintenance fees, is expected to provide NuRAN with stronger returns than those from the prior strategy. The financial results of the three-month period ended July 31, 2017 confirm positively the decision of the Company to complete that strategic switch.

### Outlook

NuRAN's WIS solutions are currently being tested by MNOs and community organizations in more than 20 countries in South East Asia, Africa as well as Mexico. These test deployments and the numerous partnerships established with tier-one MNOs continue to grow our sales pipeline and are starting to generate sales.

An example is the recent order from Africa Mobile Networks (AMN) of \$1MM of NuRAN's LiteCell 1.5 systems, which are expected to be delivered in 2017 and that has started to be materialized.

In addition, AMN's plans call for the deployment throughout Africa of thousands of units over the next 3 to 4 years.

Another example is the recent purchase order of \$4MM from Raeanna in Nigeria for deployments for a Tier One Operator.

Moreover, the latest Mobile World Congress in Barcelona showed impressive momentum for NuRAN's products and led to new deployments in Nigeria and Middle East. This continuous improvement allowed the Company to also deploy in areas such as Guinea, Cameroun, Tanzania, South America, Mexico, Philippine and other areas.

Also at the same MWC edition, NuRAN showcased an OpenCellular prototype and announced being retained by Facebook as development partner for the upcoming LTE version.

We continue to develop new technological advanced products, such as the massive MIMO patent, positioning the Company well to service our customers future needs.

The quality of our engineering expertise continues to be recognized by our customers, as demonstrated by the contracts received in the first half of this current fiscal year and continuous acknowledgement and new contracts in the third quarter of 2017.

It is also this engineering expertise that has been continuously recognized by a world class member of the Telecom Infra Project ("TIP"). The company's involvement and contribution to the TIP is now well established and new products developed in the scope of this project added to the Company's portfolio will bring higher recurring revenue.

The following discussion of the Company's financial performance is based on the condensed interim consolidated financial statements as at July 31, 2017 and 2016.

**Factors Concerning the Company's Financial Performance and Results of Operations**

To evaluate the results of the strategic shift, management will closely monitor four key measures of the Company's performance: Revenue, Gross Profit Margins (GPM), Earning Before Interest, Taxes, Depreciations and Amortization (EBITDA) and Net Income.

Revenue growth measures the success of our marketing and sales efforts. It will be dependent on the Company's ability to penetrate new markets and gain new customers for existing and new products and services. The investments in marketing and sales and the new products launched during 2016 and beginning of 2017 should result in increasing revenues.

GPM measures how efficiently and effectively NuRAN delivers its systems and services to its clients. The bench test investments made in 2016 and the expected increased sales volumes should reduce our GPM.

EBITDA measures the entire operations by including selling and administrative costs. It is expected to increase as sales grow.

Management believes that Net Income is a measure of how efficiently and effectively the business is running. The Company is in a period of expansion and growth and selling and general administration cost will increase over the next twelve months. To achieve an acceptable net income, management will need to balance the increase in selling and general administration costs and revenue growth.

**SELECTED ANNUAL FINANCIAL INFORMATION**

The following is selected financial data derived from the condensed interim consolidated financial statements of the Company as at July 31, 2017 and 2016, and for the periods then ended:

	Three-month ended July 31, 2017	Three-month ended July 31, 2016	Nine-month ended July 31 2017	Nine-month ended July 31, 2016
Total revenues	\$ 1,909,019	\$ 1,072,216	\$ 4,239,068	\$ 4,163,423
Total gain (loss)	\$ 7,031	\$ (853,299)	\$ (1,749,861)	\$ (1,310,337)
Net loss per share – basic	\$ (0.00)	\$ (0.02)	\$ (0.02)	\$ (0.03)
Net loss per share – diluted	\$ (0.00)	\$ (0.02)	\$ (0.02)	\$ (0.03)

	Nine-month ended July 31, 2017	Nine-month ended July 31, 2016
Total assets	\$ 8,622,583	\$ 4,983,710
Total non-current financial liabilities	\$ 4,817,263	\$ 1,259,008
Distribution or cash dividends	\$ -	\$ -

## RESULTS OF OPERATIONS

### Revenue

The \$75,645 increase in revenue for the nine-month ended July 31, 2017 compared to the nine-month ended July 31, 2016 (\$836,803 increase for the three-month ended July 31, 2017 compared to the three-month ended July 31, 2016) was mainly due to the previously mentioned strategic shift.

### Gross Profit

Gross profit for the nine-month ended July 31, 2017 increased by \$66,920 compared to the nine-month ended July 31, 2016 (increased by \$605,583 for the three-month ended July 31, 2017 compared to the three-month ended July 31, 2016) as a result of numerous factors, including: (a) shift towards GSM Products and revenue shift from an OEM (white label) sales model to a production TCO sales model (b) stronger engineering strategic contract with World Class leader and (c) better efficiency and a decrease of expenses.

Gross Margin for the nine-month ended July 31, 2017 increased to 54.06% from 53.44% for the nine-month ended July 31, 2016 (for the three-month ended July 31, 2017 increased to 64.18% from 57.79% for the three-month ended July 31, 2016). This increase was a result of: (a) a better efficiency and control in the Company's expenses and (b) stronger engineering contract with higher margin.

### Expenses

The expenses during the nine-month ended July 31, 2017 total expenses decreased by \$506,445 from the nine-month ended July 31, 2016 (for the three-month ended July 31, 2017 total expenses decreased by \$254,746 from the three-month ended July 31, 2016) mainly due to a better control of expenses and no third party and administration fees related to financing.



## Net Loss

The net loss for the nine-month ended July 31, 2017 increased to (\$1,749,861) from the nine-month ended July 31, 2016 (\$1,279,951). However, the Company made net profits for the three-month ended July 31, 2017 an improvement of \$860,330 from the three-month ended July 31, 2016 (loss of \$853,299). The increase in the profits is primarily due to: (a) a higher gross profit caused by stronger engineering contract with world class leaders, (b) a better efficiency and control in the Company's expenses.

## Financial Highlights of the three month ended and nine-month ended July 31, 2017

For the three-month ended July 31, 2017, Company's financial performance was the following as compared to the three-month ended April 30, 2016:

- Revenue of \$1,909,019 a increase of 78.05% compared to the three-month ended July 31, 2016;
- Gross margin of 64.18% compared to 57.79% for to the three-month ended July 31, 2016;
- Gross Profit of \$1,225,221 compared to a Gross Profit of \$619,638 for the three-month ended July 31, 2016;
- Net operating gain of \$7,031 compared to a loss of \$853,299 during the three-month ended July 31, 2016
- Positive EBITDA of \$245,513 compared to a negative EBITDA of \$236,983 for the same quarter of 2016

For the nine-month ended July 31, 2017, Company's financial performance was the following as compared to the nine-month ended July 31, 2016:

- Revenue of \$4,239,068 a increase of 0.02% compared to the nine-month ended July 31, 2016;
- Gross margin of 54.06% compared to 53.44% for to the nine-month ended July 31, 2016;
- Gross Profit of \$2,291,702 compared to a Gross Profit of \$2,224,782 for the nine-month ended July 31, 2016; an increase of 0.03%;

## Expenses

Below is a discussion of the expenses for the three-month ended July 31, 2017:

	July 31, 2017	July 31, 2016	% change from 2016
Selling expenses	409,858	273,388	50%
Administrative expenses	449,923	683,740	-34%
Financial expenses	176,419	213,554	-16%
Research and development costs, net of \$190,013 (2016 - \$161,092) in tax credits	181,990	302,254	-40%
	1,218,190	1,472,936	-17%

***Selling expenses***

Selling expenses consist of salaries to sales staff, commissions on sales, travel expenses, trade shows and presentations. The increase in selling expenses is due to the increase volume of customer trials and numerous Interoperability Operation Test with Telecom Operators and the expansion of the Company's operations in Africa, Mexico, South America and Asia.

***Administrative expenses***

Administrative expenses consist of remuneration, legal fees, audit and accounting fees, insurance, rent, consulting fees and general office expenses. The decrease is primarily attributed to a better control and no extraordinary expenses related to a financing.

***Financial expenses***

Financial expenses consist of loan interest, fees on factoring accounts receivable and gain/loss on exchange rate. The decrease is attributed to a better control of (a) interest payment on the secured convertible debenture and (b) continuous factoring fees on receivables. The Company confirms the agreement with some debenture holder to postpone the interest payment of August 25<sup>th</sup>, 2017 up to November 25<sup>th</sup>, 2017 allowing the Company to control its cash flow for the upcoming orders and production.

***Research and development***

The main reasons for the decrease in research and development costs over the three-month ended July 31 were: (a) the company application to the VISA Technology (b) percentage allocation for the government regarding R&D tax credits and (c) services outsourced to an Asian based group related to the integration of key technology hardware and software that did not qualify for government tax credits.

**SUMMARY OF QUARTERLY RESULTS**

Three Months Ended	Net Revenues (\$)	Net Gain (Loss)	
		Total (\$)	Basic and Diluted Loss Per Share (\$)
31-Jul-17	1,909,019	7,031	(0.00)
30-Apr-17	1,225,293	(936,256)	(0.01)
31-Jan-17	1,104,756	(820,630)	(0.01)
31-Oct-16	960,047	(1,894,716)	(0.02)
31-Jul-16	1,072,216	(853,299)	(0.02)
30-Apr-16	1,519,688	(225,828)	(0.01)
31-Jan-16	1,580,519	(198,799)	(0.00)
31-Oct-15	1,973,307	(279,934)	(0.01)
31-Jul-15	1,792,380	(113,347)	(0.00)

**THIRD QUARTER**

During the three months ended July 31, 2017, the Company earned revenues of \$1,909,019 compared to \$1,072,216 during the three months ended July 31, 2016, a increase of 78.05%. The main reason of this growth was the impact of the previously mentioned strategic shift from focus on sales to OEMs to sales MNOs and stronger contracts with world-class leaders and partners.

The Company earned a gross profit of \$1,225,221 (compared to \$619,638 for the same period of 2106). This is attributed to the higher sales as previously explained and a better gross margin. For the three-month ended July 31, 2017 gross profit margin is 64.18% compared to 57.79% for the same quarter in 2016.

The net gain and comprehensive loss for the quarter was \$7,031 compared to a net loss of \$853,299 for the same quarter in 2016. The main reasons for this decrease in loss were: (a) the stronger contracts with world-class leader and partner with higher margin, (b) a better control in expenses and efficiency.

**LIQUIDITY AND CAPITAL RESOURCES**

The Company's cash decreased to \$54,297 as of July 31, 2017, from \$111,097 as of July 31, 2016. Current assets increased to \$5,062,194 from \$2,887,662 as at July 31, 2016. The change in cash balance was the result of cash generated from financing activities in the past 12 months (cash received on issuance of equity and debenture, less repayment of debts) being offset by

cash used by operating activities and cash used in investing activities (primarily the purchase of equipment and purchase of intangible asset). The increase in the total current assets was due mainly to the purchase of intangible assets, equipment and increase in inventories.

During the three-month ended July 31, 2017, NuRAN Wireless Inc. issued 72,000 class "A" shares, for a cash consideration for a total amount of \$10,800.

### ***Future Financing***

Notwithstanding its cash position at July 31, 2017, the Company will look for additional financing for costs related to operations and its growth strategy (including the purchase of new equipment, continuous development of the 4G LTE wireless solutions and 5G Massive MIMO). Management recognizes the need for improved cash flow and liquidity for future operations and growth. Management closely monitors the Company's current cash position and the short-term and long-term cash requirements.

The Company's operations currently generate positive cash flow but will still continue to depend on increase of the sales, converting the sales pipeline of opportunities into purchase orders and future equity issuances or other means of financing to assist in financing its operations, cover administrative costs and finance growth.

The ability of the Company to continue operations will be dependent upon obtaining additional financing as required. The timing and ability to do so will depend on the liquidity of the financial markets as well as the acceptance of investors to small cap companies, in addition to the results of the Company's operation. There can be no guarantee that the Company will be able to secure any required financing.

The Company is currently in discussions with various groups for additional financings.

### **OFF-BALANCE SHEET ARRANGEMENTS**

The Company has not entered into any off-balance sheet arrangements.

### **TRANSACTIONS WITH RELATED PARTIES**

The Company's related parties include companies under common control as well as key management personnel.

Bleu, Gestion & Investissements inc., ("Bleu") a company controlled by Martin Bédard and Patrice Rainville, both Co-President and Co-CEO, is under a services agreement with the Company for a monthly fee amount of \$12,500. As at July 31 2017 \$279 was owed to Bleu.

Finexcorp Inc, a company controlled by Martin Bédard and Patrice Rainville, both Co-President and Co-CEO, is under an account receivables factoring and financing agreement with the Company. Finexcorp received factoring fees under this agreement. As at July 31, 2017, \$216 was owed to Finexcorp Inc.

Unless otherwise stated, none of the transactions incorporated special terms and conditions and no guarantees were given or received.

The transactions with related parties are in the normal course of business and are measured at the exchange amount, which is the amount of consideration established and agreed to between the Company and the related parties and did not differ from the arm's length equivalent value for these services.

**Other related party transactions**

During the period, the Company entered into the following transactions with related parties:

	<u>2017-07-31</u> <u>(3 months)</u>	<u>2016-07-31</u> <u>(3 months)</u>	<u>2017-07-31</u> <u>(9 months)</u>	<u>2016-07-31</u> <u>(9 months)</u>
	\$	\$	\$	\$
Companies under common control				
Administrative expenses	<b>57,932</b>	87,662	<b>217,418</b>	755,243
Financial expenses	<b>53,383</b>	129,090	<b>180,239</b>	371,183

**PROPOSED TRANSACTIONS**

As at the date of this MD&A there are no proposed transactions.

**COMMITMENTS**

The Company leases office space with a minimum rental payment of \$18,000 per month for a 3 years term.

**RECENT EVENTS**

In the third quarter of 2017, NuRAN Wireless was selected for many rural connectivity projects in different area such as in Mexico, Nigeria, Cameroon, Zambia, DRC, Philippines and other areas in Africa, During the same period, the Company also received a \$4M Order for Deployment in Africa for a Tier-One Operator and lately, at the second TIP OpenCellular Workshop in Kenya, NuRAN introduced the OC-2G; a new Telecom Infra Project Product. The company also announced on August 24 the hosting of its first Symposium on 5G research and on September 6<sup>th</sup>, 2017, the Company announced a collaboration with u-blox on a NB-IoT demo for Mobile World Congress Americas.

**ACCOUNTING ESTIMATES AND JUDGEMENTS**

The preparation of these consolidated financial statements requires management to make judgments and estimates that affect the reported amounts of assets and liabilities at the date of



the consolidated financial statements and reported amounts of expenses during the reporting period. Actual outcomes could differ from these judgments and estimates. The consolidated financial statements include judgments and estimates which, by their nature, are uncertain. The impacts of such judgments and estimates are pervasive throughout the consolidated financial statements, and may require accounting adjustments based on future occurrences. Revisions to accounting estimates are recognized in the period in which the estimate is revised and also in future periods when the revision affects both current and future periods.

Significant assumptions about the future and other sources of judgments and estimates that management has made at the end of the reporting period, that 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:

**Allowance for Bad Debts**

The Company establishes an appropriate provision for uncollectible or doubtful accounts. Estimates of recoverable amounts are based on management's best estimate of a customer's ability to settle its obligations, and actual amounts received may be affected by various factors, including industry conditions and changes in individual customer financial conditions. To the extent that actual losses on uncollectible accounts differ from those estimated in the Company's provision, both accounts receivable and net earnings will be affected.

**Functional Currency**

In concluding on the functional currency of the parent and its subsidiary company management considered the currency that mainly influences sales and the cost of providing goods and services in each jurisdiction in which the Company operates. The Company also considered secondary indicators including the currency in which funds from financing activities are denominated, the currency in which funds are retained and whether the activities of the subsidiaries are carried out as an extension of the Company or if they are carried out with a degree of autonomy.

**Provisions for Inventory**

Management makes estimates of the future customer demand for the Company's products when establishing appropriate provisions for inventory. In making these estimates, management considers product life of inventory and the profitability of recent sales of inventory. In many cases, product sold by the Company turns over quickly and inventory on-hand values are lower, thus reducing the risk of material misstatement. Management ensures that systems are in place to highlight and properly value inventory that may be approaching "best before" dates. To the extent that actual losses on inventory differ from those estimated, both inventory and net earnings will be affected.

**CRITICAL ACCOUNTING POLICIES**

Financial Instruments

The Company classifies its financial assets as fair value through profit or loss ("FVTPL"). The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of financial assets at recognition.

*Fair value through profit or loss*

Financial assets are classified as FVTPL when the financial asset is held-for-trading or it is designated as FVTPL. A financial asset is classified as FVTPL when it has been acquired principally for the purpose of selling in the near future; it is a part of an identified portfolio of financial instruments that the Company manages and has an actual pattern of short-term profit-taking or if it is a derivative that is not designated and effective as a hedging instrument. Upon initial recognition, attributable transaction costs are recognized in profit or loss when incurred. Financial instruments at FVTPL are measured at fair value, and changes therein are recognized in profit or loss. Cash is included in this category of financial assets.

Fair value hierarchy

Fair value measurements of financial instruments are required to be classified using a fair value hierarchy that reflects the significance of inputs used in making the measurements. The levels of the fair value hierarchy are defined as follows:

Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 - Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.

Level 3 - Inputs for assets or liabilities that are not based on observable market data.

**SHARE CAPITAL**

Issued

The company has 106,778,871 common shares issued and outstanding as of September 14, 2017. There are no securities of any other class issued and outstanding.

Share Purchase Options

The Company has 5,335,000 stock options at September 14, 2017

Warrants

The Company has 4,899,998 warrants exercisable at \$0.45 as at September 14, 2017.

The Company has 48,000 broker warrants exercisable at \$0.45 as at September 14, 2017.

The Company has 8,500,000 warrants exercisable at \$0,30 as at September 14, 2017.

The Company has 8,500,000 warrants exercisable at \$0.45 as at September 14, 2017

The Company has 740,800 warrants exercisable at \$0,25 as at September 14, 2017.

The Company has 1,451,854 broker warrants exercisable at \$0.15 as at September 14, 2017

#### Convertible debenture

Secured convertible debenture of \$4,250,000 CAD at 0,25\$

### **RISKS**

#### **Additional Financing Requirements and Access to Capital**

NuRAN's ability to realize its assets and discharge its liabilities depends on the continued financial support of its shareholders, the growth and profitability of the future sales of its products that are now marketed and obtaining additional financing.

NuRAN has completed the development of one of its main products and has begun its marketing. An attempt may be made to raise additional funds for the aforementioned purposes through public or private equity or debt financing, and collaborations with other companies or financing from other sources may be undertaken. There can be no assurance that additional funding will be available when required or at all.

#### **Sales Risks**

NuRAN's sales efforts target large corporations that require sophisticated data capture and production execution systems to collect and analyze data relating to various operational activities. NuRAN spends significant time and resources educating prospective customers about the features and benefits of its solutions. NuRAN's sales cycle usually ranges from 3 to 18 months and sales delays could cause its operating results to vary. NuRAN balances this risk by continuously assessing the condition of its sales pipeline and making the appropriate adjustments as far in advance as possible. NuRAN's strategy also includes a comprehensive program to build and improve relationships with our long-standing customers to better understand needs and proactively manage incoming business levels effectively.

#### **Foreign Exchange Risk**

NuRAN's sales are mainly outside Canada and are generally conducted in currencies other than the Canadian dollar, while a majority of our product research and development expenses,



integration services, customer support costs and administrative expenses are in Canadian dollars. Fluctuations in the value of foreign currencies relative to the Canadian dollar can negatively, or positively, impact NuRAN's financial results.

### **Outsourcing Risk**

NuRAN outsources the manufacture of our products to third parties. If they do not properly manufacture our products or cannot meet our needs in a timely manner, we may be unable to fulfill our product delivery obligations and our costs may increase, and our revenue and margins could be negatively impacted. Our reliance on third-party manufacturers subjects us to a number of risks, including the absence of guaranteed manufacturing capacity and the inability to control the amount of time and resources devoted to the manufacture of our products. To mitigate this dependency, we have relationships with two separate manufacturing service providers and maintain contact with additional alternative suppliers in case our primary manufacturing sources should be disrupted.

### **Competition**

NuRAN must contend with strong international competition. Therefore, there are no guarantees that NuRAN can maintain its competitive position. However, its unique services and products, and skilled human resources give it a competitive edge in several markets.

### **Availability and Cost of Qualified Professionals**

The high-technology industry's strong growth increased the demand for qualified staff. So far, NuRAN has successfully met its needs for personnel. NuRAN benefits from its location in Quebec City, which gives it access to a large pool of engineering resources. Aware that the satisfaction of its customers is directly tied to the quality of its employees, NuRAN continues to take measures to attract and retain well-qualified professionals.

### **Ability to Develop and Expand Mix of Products and Services to Keep Pace with Demand and Technological Trends**

NuRAN uses several means to remain on the cutting edge and to meet its customers' changing needs—steady investments in product development and improvements, business alliances with major industry suppliers and partners, ongoing training of its personnel and occasional business acquisitions that provide it with specific know-how.

### **Protection of Intellectual Property**

To protect its intellectual property, NuRAN relies on a series of patent and trademark laws, provisions respecting trade secrets, confidentiality protection measures, and various contracts. Regardless of all the efforts made to retain and protect its exclusive rights, third parties could attempt to copy aspects of its products or obtain information regarded as exclusive without

authorization. There can be no assurance that the measures taken by NuRAN to protect its exclusive rights will be sufficient.

### **Dependence on Customers**

NuRAN is currently dependent on a limited number of customers for the sale of its products and services. If one or several of these customers should cease doing business with Nutaq for any reason, or should reduce or defer their current or planned product purchases, NuRAN's operating results and financial position could be adversely affected.

### **International Operations Risk**

Our international operations are subject to various economic, political and other uncertainties that could adversely affect our business. In fiscal, 2017, 2016, 2015 and 2014, approximately 40%, respectively, of our sales were derived from sales outside the United States, and economic conditions in the countries and regions in which we operate significantly affect our profitability and growth prospects. The following risks, associated with doing business internationally, could adversely affect our business, financial condition and results of operations:

- regional or country specific economic downturns;
- fluctuations in currency exchange rates, particularly the South African rand, Canadian dollar, and British pound sterling;
- complications in complying with a variety of foreign laws and regulations, including with respect to environmental matters, which may adversely affect our operations and ability to compete effectively in certain jurisdictions or regions;
- international political and trade issues and tensions;
- unexpected changes in regulatory requirements, up to and including the risk of nationalization or expropriation by foreign governments;
- higher tax rates and potentially adverse tax consequences including restrictions on repatriating earnings, adverse tax withholding requirements and double taxation;
- greater difficulties protecting our intellectual property;
- increased risk of litigation and other disputes with customers;
- fluctuations in our operating performance based on our geographic mix of sales;
- longer payment cycles and difficulty in collecting accounts receivable;

## MANAGEMENT'S DISCUSSION AND ANALYSIS

- costs and difficulties in integrating, staffing and managing international operations, especially in rapidly growing economies;
- transportation delays and interruptions;
- natural disasters and the greater difficulty in recovering from them in some of the foreign countries in which we operate, especially in countries prone to earthquakes, such as Africa;
- uncertainties arising from local business practices and cultural considerations;
- customs matters and changes in trade policy, tariff regulations or other trade restrictions; and
- national and international conflicts, including terrorist acts.

We expect that the percentage of our sales occurring outside the United States will increase over time largely due to increased activity in Africa, Central and South America and other emerging markets. The foregoing risks may be particularly acute in emerging markets, where our operations are subject to greater uncertainty due to increased volatility associated with the developing nature of the economic, legal and governmental systems of these countries. If we are unable to successfully manage the risks associated with expanding our global business or to adequately manage operational fluctuations, it could adversely affect our business, financial condition or results of operations.