

# **SPACEFY INC.**

Management Discussion and Analysis

For the three and nine months ended September 30, 2018

## MANAGEMENT'S DISCUSSION AND ANALYSIS

The following is a discussion and analysis of the activities, results of operations and financial condition of the Company for three and nine months ended September 30, 2018 and the comparable periods ended September 30, 2017. The discussion should be read in conjunction with the unaudited condensed interim financial statements for the three and nine months ended September 30, 2018 and September 30, 2017 and related notes thereto, and the audited annual financial statements for the years ended December 31, 2017 and 2016. The Company's financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). All monetary amounts are reported in Canadian dollars unless otherwise noted.

The effective date for this report is November 29, 2018.

### Overview

The Company hosts an online marketplace connecting individuals and businesses in the creative industry to space owners who can provide locations best suited to their project needs. The marketplace provides users with the ability to search for adequate spaces, reserve and book these spaces for use and includes a mapping function along with other filtering tools to help find suitable locations within their geographic region.

Since inception, the Company has been focused on growing its inventory of Spaces while developing the Platform and its service. Management of the Company believes that the path to value creation is to build an initial inventory of Spaces. The Company has been gaining interest from space providers and now has more than 2,000 Spaces listed for rent in its database.

The Company has been listing Spaces mostly by contacting owners of potential Spaces directly through the support of an outsourced lead generation team as well as a few SpaceReps in different cities. The Company plans to expand the size of both the outsource team and the number of SpaceReps, which, in turn, will increase the number of Spaces listed per month and expand the Company's reach to new cities in Canada and United States. The Company has allocated a budget to marketing into its plans for Space acquisitions.

There are plans to enhance the procedure for listing Spaces on the Spacefy Platform by improving and introducing new Platform features for ease of use.

The Company has built its online presence with the goal of becoming a resource for both the space owners who want to receive revenue for the use of their spaces and properties, and the space users who desire exceptional spaces and backdrops for their work. To this end, the Company has generated and purchased various intangible assets including its own website and domains along with trademarks.

On November 28, 2018 the Company completed its initial public offering ("IPO") of 13,350,000 units of the Company (each a "Unit") at a price of \$0.15 per Unit for gross proceeds of \$2,002,500. Each Unit consisted of one common share in the capital of the Company (each a "Share") and one warrant (each a "Warrant"). Each Warrant is exercisable into one Share at a price of \$0.40 per Share until November 28, 2020. The Shares were listed on the Canadian Securities Exchange effective November 28, 2018 and commenced trading under the symbol SPFY on November 29, 2018.

Leede Jones Gable Inc. acted as the agent (the "Agent") for the IPO. The Agent received a corporate finance fee of \$30,000 and, along with members of its selling syndicate, a total cash commission of 9% of

the gross proceeds of the IPO and a total of 1,201,500 non-transferrable warrants (each an "Agent's Warrant") calculated as a total of 9% of the number of Units sold. Each Agent's Warrant entitles the holder to purchase one Share at a price of \$0.15 per Share for a period of twenty-four (24) months from the date of issuance until November 28, 2020.

Spacefy plans to use the net proceeds from the IPO to fund the Company's growth strategies, which may include general and administrative functions.

#### Acquisition of Assets of TFL Properties

On June 16, 2015, the Company acquired 100% of the assets of Toronto Film Locations ("**TFL Properties**") from its owner, Birgitte Jorgensen for \$25,000 pursuant to a purchase agreement. The assets were comprised of the internet domain name, listing of locations to add to Spacefy's spaces and a non-compete agreement lasting three years.

Pursuant to the terms of the purchase agreement, the Company granted Birgitte Jorgensen options to purchase 50,000 Shares of Spacefy at a price of \$0.07 per Share until June 16, 2020 with an equal portion of these options vesting at the end of each month for the four years so that all options will be fully vested after 4 years. The purchase agreement also included a revenue sharing agreement whereby the Company will pay Birgitte Jorgensen a portion of the revenue generated from the list of locations acquired equal to 30% of revenue generated in the first year, 20% in the second year and 10% in the third year.

#### Acquisition of Assets from Kebran Ventures and WW Inc.

On August 1, 2016, the Company acquired three domain names (*www.spacefy.com*, *www.spacefy.co.uk* and *www.spacefy.uk*) from Bruno Kebran, an individual doing business as Kebran Ventures and WW Inc. ("**Kebran**") (arms length parties) that Spacefy considered crucial to its future development. The Company paid Kebran a total of \$20,000 and granted warrants to purchase 50,000 shares of Spacefy at a price of \$0.20 per share until August 2, 2019.

#### Acquisition of Spacefy Inc. by Avonhurst and Promissory Note (see related party section in this MD&A)

The Company signed various letters of intent, promissory notes and amendments with Avonhurst Capital Corp. ("Avonhurst") for the purpose of having Avonhurst purchase all the outstanding shares of Spacefy coincident with Avonhurst becoming a reporting issuer through a spin-out transaction from its parent, Petro Basin Energy Corp. by way of a statutory plan of arrangement. The purpose of becoming a reporting issuer was to allow Spacefy to access public capital markets to acquire the funds needed to carry out its business plan. During this period, Avonhurst advanced a total of \$503,149 in funds for working capital for Spacefy. These agreements were terminated on October 18, 2017 in a letter agreement and the loan was forgiven by Avonhurst on December 28, 2017 in a full and final release agreement in return for the issuance of warrants whereby Avonhurst has the right to acquire a total of 2,500,000 shares of Spacefy at a price of \$0.20 each until December 27, 2019. Avonhurst is a related party to the Company since the Chairman of the Company (Bradley Scharfe), indirectly has beneficial ownership of and control and direction over, voting securities carrying 12.68% of the voting rights attached to the outstanding voting securities of Avonhurst.

## Going Concern

This MD&A, and the Audited Financial Statements have been prepared assuming the Company will continue as a going concern. The going concern basis of presentation assumes the Company will continue in operation for the foreseeable future and be able to realize its assets and discharge its liabilities and commitments in the normal course of business. Although the Company believes it will be successful, there is no guarantee the Company will attain its goal of a successful online marketplace. As a result, there is material uncertainty about the Company's ability to continue as a going concern.

The Company has not generated substantial revenue from operations. During the fiscal years ended December 31, 2016 and 2017, the Company incurred operating losses of \$694,139 and \$622,170 respectively, and as at December 31, 2017, the Company had a deficit of \$1,749,729. During the three and nine months ended September 30, 2018, the Company incurred operating losses of \$172,117 and \$541,137 (three and nine months ended September 30, 2017 – \$104,984 and \$458,213), and as at September 30, 2018, the Company had a deficit of \$2,290,866. While the Company had a working capital deficit of \$305,027 as at September 30, 2018 (\$214,854 as at December 31, 2017), the Company expects to incur further operating losses for the foreseeable future in the development of its business and expects that it will require additional financing. The Company's ability to continue as a going concern is dependent upon its ability to develop its business, its ability to obtain the necessary financing to carry out this strategy and to meet its corporate overhead needs and discharge its liabilities as they come due. Although the Company has been successful in the past in obtaining financing, there is no assurance that it will be able to obtain adequate financing in the future or that such financing will be on terms advantageous to the Company. Therefore, this indicates a material uncertainty that may cast significant doubt about the Company's ability to continue as a going concern.

As a result of the above, realization values may be substantially different from the carrying values shown and neither the Audited Financial Statements nor the Interim Financial Statements give effect to adjustments that would be necessary to the carrying values and classification of assets and liabilities should the Company be unable to continue as a going concern.

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## **Results of Operations**

During the three and nine months ended September 30, 2018, the Company incurred operating losses of \$172,117 and \$541,137 (three and nine months ended September 30, 2017 – \$104,984 and \$458,213),

### Revenues

Revenues to date consisting of commissions have not been material as the company has been more focused on acquiring key intangible assets and the development of its online system from a listing platform to a full booking and listing system for use by Spacefy's Creatives.

	Three months ended Sept. 30,		Nine months ended Sept. 30,	
	2018	2017	2018	2017
<b>REVENUE</b>				
Commission revenue	\$ 1,603	\$ 424	\$ 2,816	\$ 896
Other	-	-	311	-
	<b>\$ 1,603</b>	<b>\$ 424</b>	<b>\$ 3,127</b>	<b>\$ 896</b>

#### Expenses

Most of the operational expenditures for the quarter have been directed towards the pursuit of listing on a stock exchange and for the Companies upcoming launch to the wide audience of Creatives that it has targeted to rent the spaces in inventory.

Given the scale of the operation that the Company has created, it is ready for further investment in the expansion of the business on the retail side by targeting Creatives through its integrated marketing program.

A breakdown of the revenues and expenses for three and nine months ended September 30, 2018 and 2017 are as follows:

	Three months ended Sept. 30,		Nine months ended Sept. 30,	
	2018	2017	2018	2017
<b>EXPENSES</b>				
General and administrative <sup>(1)</sup>	32,501	23,668	148,443	70,773
Finance costs <sup>(2)</sup>	31,840	2,196	46,344	5,846
Research and development	-	700	2,730	9,386
Sales and marketing <sup>(3)</sup>	16,809	14,195	53,712	51,186
Operations and customer support <sup>(4)</sup>	87,707	59,734	278,361	207,929
Amortization of intangible assets	4,229	4,280	12,772	12,838
Depreciation of equipment	95	95	285	285
Stock option expense <sup>(5)</sup>	539	540	1,617	4,868
Share based compensation <sup>(6)</sup>	-	-	-	96,000
	<b>173,720</b>	<b>105,408</b>	<b>544,264</b>	<b>459,109</b>

(1) The increase in general and corporate is attributable to the legal and audit fees incurred with respect to working towards listing the Company on the CSE. There were no such expenses in the prior periods.

(2) Finance costs relate to interest on loans. The increase is due to more loans outstanding throughout the three and nine months ended September 30, 2018, compared to the prior periods.

(3) While, the total sales and marketing expense remained consistent during the nine months ended September 30, 2018 compared to the nine months ended September 30, 2017, the Company increased expenditure in this area in Q2 in anticipation of completing an IPO.

(4) The increase in operations payroll is attributable to consultants used during the three and nine months ended September 30, 2018 to help with operations and to assist with applying for listing on the Canadian Securities Exchange.

(5) Represents the value of stock options that vested during the period. The timing of this expense is subject to the date of issue and vesting term of the options. The values are derived using the Black Scholes option pricing model in which subjective assumptions are used.

(6) Represents the value of restricted stock units ("RSUs") granted to senior management and advisors during Q1 2017.

Operating expenses at this time are minimal except for consulting fees paid to consultants for services rendered in the organization and early development of the Company. See “*Management’s Discussion and Analysis – Related Party Transactions*”.

### Summary of Quarterly Results

The following table sets out selected consolidated quarterly information for the most recent 8 fiscal quarters:

	Q4 ended December 31, 2016 \$	Q1 ended March 31, 2017 \$	Q2 ended June 30, 2017 \$	Q3 ended September 30, 2017 \$
Revenue	703	210	262	424
Earnings (Loss)	(132,857)	(231,960)	(121,269)	(89,017)
Net Loss per Share	(0.01)	(0.02)	(0.01)	(0.01)
Shares Outstanding	13,661,500	14,141,500	14,141,500	14,141,500

	Q4 ended December 31, 2017 \$	Q1 ended March 31, 2018 \$	Q2 ended June 30, 2018 \$	Q3 ended September 30, 2018 \$
Revenue	2,339	1,252	272	1,603
Earnings (Loss)	(163,957)	(204,965)	(164,056)	(172,117)
Net Gain (Loss) per Share	(0.01)	(0.01)	(0.01)	(0.01)
Shares Outstanding	15,956,500	15,956,500	15,956,500	16,139,833

The Company is in the startup phase of operations so most expenses in previous 8 quarters pertained to consulting fees and professional fees for services relating to the startup of the Company, the building of the product offering and for working towards listing on the CSE. Other notable expenses involved marketing as part of the process of building the product offering involves building an inventory of spaces through marketing to the public.

Overall operating loss in the most recent quarters has increased as the Company is focused on the process of listing its shares on the CSE and the Offering so that it can acquire sufficient capital to continue building its operations, enhance its offering and begin to market its platform to Creatives.

## Liquidity and Capital Resources

During the nine months ended September 30, 2018, the Company's operating activities required \$531,926 in cash compared to \$301,790 for the nine months ended September 30, 2017. The main reason for the increase in cash used in operations was an increase in loss, and an increase in changes in non-working capital items (including prepaid expenses of \$59,234 from a prepayment of a finance fee). The Company's cash as at September 30, 2018 was \$5,072 (December 31, 2017 - \$4,675) and the Company had a working capital deficit of \$305,027 (December 31, 2017 - \$214,854).

The total cash generated from the financing activities during the nine months ended September 30, 2018 was \$383,035 in proceeds from the private placement of Preferred Shares, and proceeds from the issuance of promissory notes in the amount of \$130,395. During the nine months ended September 30, 2017, cash generated from financing activities was \$281,239 from loan advances from Avonhurst Capital Corp, and \$20,000 in promissory notes. These loans were used to funds the working capital requirements of the Company.

During the nine months ended September 30, 2018 the Company also had used funds held in trust of \$19,558 which has been included in cash from investing activities.

## Off-Balance Sheet Arrangements

As of the date hereof, there are no off-balance sheet arrangements that have, or are reasonably likely to have, a current or future effect on the results of operations or financial condition of the Company including, without limitation, such considerations as liquidity and capital resources.

## Related Party Transactions

Loans from related parties:	September 30, 2018	December 31,
Due to SB2 Group Inc.	\$ 131,955	\$ 144,270
Due to Scott Paterson	66,539	61,214
Due to Scharfe Holdings	27,524	25,304
Due to Brad Scharfe	39,118	36,013
Due to Leede Jones Gable Inc.	126,986	
Loan from related parties	\$ 392,122	\$ 266,801

SB2 Group Inc. ("SB2") is related to the Company since Michael Bradley is a director of both SB2 and the Company. The amount payable of \$150,000 was originally non-interest bearing, unsecured and was due on August 15, 2017. This loan was amended on August 1, 2017 to replace the original repayment date of August 15, 2017. The Amendment includes a fixed principal repayment schedule of thirty monthly installments of \$5,000 payable to SB2 commencing January 2018. The repayment schedule was subsequently amended effective January 1, 2018 to commence the installment payments in September 2018 with the final payment due in February 2021. Effective September 1, 2018, the repayment schedule on the loan from SB2 was further amended with installment payments to commence 30 days subsequent to the Company's shares being listed on the Canadian Securities Exchange. All other terms of the original loan agreement were unchanged and no additional costs or fees were incurred on these amendments. The fair value of this financial liability was determined using a 12% (2017 – 3.25%) interest rate over the term period of the loan and repayment. The difference in fair value of loan and cash received has been classified

in contributed surplus. Interest expense is being recognized over the term of the loan, utilizing the effective interest rate method.

During the nine months ended September 30, 2018, the Company was charged \$15,650 (\$22,500 during the nine months ended September 30, 2017) in rent to SB2 Group Inc. These transactions are measured at the exchange amount, which is the amount of consideration established and agreed to by the parties. At September 30, 2018, \$2,500 (\$33,183 on December 31, 2017) owing to SB2 Group Inc. was included in accounts payable and accrued liabilities.

On December 6, 2017, the Company issued a \$25,000 promissory note to Scott Paterson. Scott Paterson is a shareholder of SB2. The promissory note bears interest of 12% per annum and is due on demand. As at September 30, 2018, the amount includes accrued interest of \$2,420 (December 31, 2017 - \$201). If the Company does not repay the principal and interest when demanded, interest will be calculated on the unpaid balance from that point forward at 18% per annum.

On November 24, 2017, the Company issued a \$25,000 promissory note to Scharfe Holdings. Scharfe Holdings is owned by a director and shareholder of the Company. The promissory note bears interest of 12% per annum and is due on demand. As at September 30, 2018, the amount includes accrued interest of \$2,524 (December 31, 2017 - \$304). If the Company does not repay the principal and interest when demanded, interest will be calculated on the unpaid balance from that point forward at 18% per annum.

On October 4, 2017, the Company issued a \$35,000 promissory note to Brad Scharfe, a director and shareholder of the Company. The promissory note bears interest of 12% per annum and is due on demand. As at September 30, 2018, the amount includes accrued interest of \$4,117 (December 31, 2017 - \$1,013). If the Company does not repay the principal and interest when demanded, interest will be calculated on the unpaid balance from that point forward at 18% per annum.

On October 4, 2017, the Company issued a \$35,000 promissory note to Scott Paterson, a shareholder of SB2. The promissory note bears interest of 12% per annum and is due on demand. As at September 30, 2018, the amount includes accrued interest of \$4,120 (December 31, 2017 - \$1,013). If the Company does not repay the principal and interest when demanded, interest will be calculated on the unpaid balance from that point forward at 18% per annum.

On August 3, 2018 the Company entered into a Loan Agreement and issued a Promissory Note for a total of \$125,000 to the Leede Jones Gable Inc. (the "Agent") in return for a short-term loan which has been advanced to the Company. The Company issued a total of 183,333 common shares to the Agent at a deemed price of \$0.15 per share for a total payment of \$27,500 representing bonus and administrative fees related fees for this loan. The loan carries an interest rate of 10% per year calculated annually, payable on repayment of the loan and can be repaid in common shares at a deemed price of \$0.15 per share at the Agent's option. The loan is repayable on the date that is the earlier of August 3, 2019 or the date that the common shares of the Company are listed on the Canadian Securities Exchange. The Company is a connected issuer to the Agent by virtue of this loan

Avonhurst Capital Corp. is related to the Company since the Chairman of the Company (Bradley Scharfe), indirectly has beneficial ownership of and control and direction over, voting securities carrying 12.7% of the voting rights attached to the outstanding securities of Avonhurst Capital Corp. On June 17, 2016, the Company signed a promissory note with Avonhurst Capital Corp. to provide financing of up to \$260,000 to the Company. The Company received \$220,000 of financing for working capital as of December 31, 2016. As per the terms of the promissory note, the Company was liable to pay interest on this loan at 0.5% per



annum of which \$516 and \$921 had been accrued for the three and nine months ended September 30, 2017. The principal amount of the loan was unsecured.

On July 26th, 2016, the Company signed a Letter of Intent ("LOI") to sell all of the issued and outstanding shares of the Company to Avonhurst Capital Corp. The transaction valued the Company at \$3,535,375 made up of approximately 14,141,500 common shares of Avonhurst Capital Corp at a deemed price of \$0.25 per share and Warrants exercisable for a period of 24 months at a price of \$0.40 per share. The LOI was subsequently amended on October 15, 2016 to terminate on the earlier of March 15, 2017 or if Avonhurst Capital Corp. fails to provide \$40,000 per month in working capital for the Company as per the terms of the promissory note. On October 18, 2017, the LOI was terminated.

In December 2017, the Company settled \$503,149 (being the full amount of principal and interest owing to Avonhurst) with the issuance of 2,500,000 common share purchase warrants. Each common share purchase warrant is exercisable into one common share at an exercise price of \$0.20 for a period of 24 months. The warrants were assigned a total value of \$nil using the Black Scholes option pricing model using the assumptions noted in Note 11(e). The issuance of the shares resulted in a gain on settlement of debt in the amount of \$503,149 based on the fair market value on the date of issuance. The gain was deemed to be a capital transaction and therefore was recorded in contributed surplus due to the shareholders of the Company owning 53.96% of Avonhurst Capital Corp's shares at December 31, 2017 (50.16% - 2016).

Key management personnel are those persons that have authority and responsibility for planning, directing and controlling the activities of the Company, directly and indirectly. As of September 30, 2018, the Company's key management personnel consist of its directors and senior management (Chief Executive Officer and Co-Founders). The Company incurred fees and expenses in the normal course of operations in connection with the key management and directors. Details are as follows for the three and nine months ended September 30, 2018 and 2017:

Nature of Transactions	Three months ended September 30,		Nine months ended September 30,	
	2018	2017	2018	2017
Management fees and salaries	\$ 78,000	\$ 58,813	\$ 226,500	\$ 194,223
Stock based compensation	539	539	1,617	100,868
	\$ 78,539	\$ 59,352	\$ 228,117	\$ 295,091

### Critical Accounting Estimates

The Company's financial statements are impacted by the accounting policies used, and the estimates and assumptions made by management during their preparation. The Company's accounting policies and accounting estimates are described in Note 3 to the Audited Financial Statements for the year ended December 31, 2017.

### Financial Instruments and Risk Management

The Company's objective is to have sufficient working capital to maintain financial flexibility and to sustain the future development of the Company. In order to maintain financial flexibility, the Company may from time to time issue shares and adjust its capital spending to manage current and projected cash requirements. To assess its financial strength, the Company continually monitors its cash balances and

working capital. In the management of capital, the Company includes the components of shareholder's equity as well as cash and cash equivalents.

The Company's share capital is not subject to any external restrictions as of the date of this MD&A.

There were no changes to the Company's approach to capital management during the three and nine months ended September 30, 2018.

The Company's financial instruments consist of cash, amounts receivable, prepaid expenses, accounts payable, deferred revenue and short-term loan. The fair values of these financial instruments approximate their carrying values due to the short-term nature of the instruments or their cash value.

The Company may be exposed to a variety of financial risks by virtue of its activities including currency, credit, and liquidity.

(a) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Company is exposed to this risk mainly with respect to ensuring the sufficiency of funds for working capital and commitments. The Company monitors the maturity dates of existing accounts payable and accrued liabilities, loans payable, and commitments to mitigate this risk. The Company's financial liabilities are comprised of accounts payable and accrued liabilities and loans from related parties.

(b) Credit risk

Credit risk arises from the potential that a counterparty will fail to perform its obligations. Management does not believe there is any significant credit risk from any of the Company's customers as orders are only processed after payment is received. The Company reviews financial assets past due on an ongoing basis with the objective of identifying potential matters which could delay the collection of funds at an early stage. Once items are identified as being past due, contact is made with the respective customer to determine the reason for the delay in payment and to establish an agreement to rectify the breach of contractual terms. To manage cash credit risk, the Company only engages banks with appropriate credit ratings.

(c) Currency risk

The Company generates all revenue in Canadian dollars but expenses are incurred in both U.S. and Canadian dollars, exposing the Company to fluctuations in earnings from volatility in foreign currency rates. Management however concludes the exposure to currency risk is not material and the Company does not utilize any financial instruments or cash management policies to mitigate such currency risks.

### **New Accounting Policies**

#### *IFRS 2, Share-Based Payment:*

In June 2016, IFRS 2 was amended with "Amendment to IFRS 2 – Classification and Measurement of Share Based Payment Transactions." These amendments address the classification and measurement of share-based payment transactions for a number of situations where existing guidance is not clear. The amendments were applied with an effective date of January 1, 2018 with no impact to the Interim Condensed Financial Statements.

*IFRS 9, Financial Instruments:*

In July 2014, the IASB issued IFRS 9 which replace IAS 39, Financial Instruments: Recognition and Measurement. IFRS 9 retains but simplifies the mixed measurement model where the basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset.

The standard is effective for annual periods beginning on or after January 1, 2018. Under the transitional provisions, management has opted to retain prior figures as reported under the previous standards, recognizing the cumulative effect, if any, of applying IFRS 9 as an adjustment to the opening balance of equity as at the date of initial application.

Upon adoption of the new standard, the classification of loans and receivables no longer exists and all financial assets classified as loans and receivables, including cash, cash held in trust and accounts and other receivables, have been classified as financial assets at amortized cost. The Company's financial liabilities also continue to be classified as financial liabilities at amortized cost.

The impact of applying IFRS 9, including the adoption of the 'expected loss' impairment model, was determined to be insignificant. Accordingly, no adjustments were considered necessary to the unaudited Interim Condensed Financial Statements as a result of adopting IFRS 9 with an effective date of January 1, 2018.

*IFRS 15, Revenue from Contracts with Customers:*

In May 2014, the IASB issued IFRS 15 which supersedes existing standards and interpretations including IAS 18, Revenue and IFRIC 13, Customer Loyalty Programs. IFRS 15 introduces a single model for recognizing revenue from contracts with customers with the exception of certain contracts under other IFRSs such as IAS 17, Leases. This Standard requires revenue to be recognized in a method that depicts the transfer of promised goods or services to a customer and at an amount that reflects the expected consideration receivable in exchange for transferring those goods or services.

This standard is effective for annual periods beginning on or after January 1, 2018 and is required to be applied retrospectively to all contracts that are not complete on the date of initial application. Under the transitional provisions, management has opted to retain prior figures as reported under the previous standards, recognizing the cumulative effect, if any, of applying IFRS 15 as an adjustment to the opening balance of equity as at the date of initial application. Upon adoption of the new standard, the Company identified the following area as being affected by the new standard:

- Under the Rental Commissions segment, management has reviewed the contracts to identify distinct performance obligations and whether each identified obligation is satisfied over time or at a point in time. Prior to the adoption of IFRS 15, revenue from contracts in the Rental Commissions segment was measured at a point of time, being at the time of completion of the rental terms under contract. Management has assessed the impact of the timing of recognition of distinct performance obligations and concluded that the contracts under the Rental Commissions segment is recognized at the time of completion of the contract which is when the Company has satisfied its performance obligations.

Accordingly, no adjustments were made to the unaudited Interim Condensed Financial Statements as a result of adopting IFRS 15 with an effective date of January 1, 2018.

*New Standards and Interpretations Not Yet Adopted*

The IASB and International Financial Reporting Interpretations Committee (“IFRIC”) have issued several new and revised standards and interpretations which are not yet effective for the period ended March 31, 2018 and have not been applied in preparing these Condensed Interim Financial Statements unless stated otherwise. However, the revised standards and interpretations are not applicable to the Company or are expected to have minimal impact.

**Milestones**

The major operational milestones that the Company expects to achieve, the steps required to achieve these milestones, including the estimated expenditure from inception to date and the estimated remaining costs, and the anticipated completion dates are as follows:

<b>Milestone</b>	<b>Requirements to Achieve Milestone</b>	<b>Estimated Costs incurred to Date</b>	<b>Estimated Remaining Costs</b>	<b>Targeted Completion Date</b>
Platform augmentation and optimization which includes the introduction of new features and the improvement of the user interface and user experience	<ul style="list-style-type: none"> <li>Continue platform improvements while initiating new design and additional platform features. Includes hiring senior full-stack developer and intermediate front-end developer and appointing a design agency to create new platform designs that focus on improving the user experience.</li> </ul>	\$107,000	\$231,000	April, 2019
Re-launch space acquisition campaigns targeting Space Owners	<ul style="list-style-type: none"> <li>Introduce SpaceRep program in multiple Canadian and US cities. This will include launching training programs for new SpaceReps.</li> <li>Increasing the lead generation team to 8 people.</li> <li>Commencing outbound marketing initiatives to attract Space Owners.</li> </ul>	\$210,000	\$202,355	January, 2019
Launch sales strategy and brand awareness	<ul style="list-style-type: none"> <li>Hire Chief Revenue Officer/Director of Sales.</li> </ul>			

<p>campaigns to acquire Creatives and generate bookings and revenue</p>	<ul style="list-style-type: none"> <li>• Initiate campaigns targeting Creatives and other revenue generating users including using social media, search engine optimization, online and offline paid advertising, public relations and other events.</li> <li>• Commence business development activities with potential strategic partners, value added resellers, trade associations and government bodies.</li> </ul>	<p>\$100,000</p>	<p>\$287,695</p>	<p>April, 2019</p>

**Disclosure of Outstanding Security Data**

As of the date of this report, the Company's share capital consisted of 37,389,833 common shares, 870,000 stock options and 19,714,000 warrants.