



**BAYLIN TECHNOLOGIES INC.**

**INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**AS AT MARCH 31, 2022**

**(Canadian dollars in thousands)**

**UNAUDITED**

**Notice of Non-Reviewed Interim Condensed Consolidated Financial Statements**

These interim condensed consolidated financial statements of Baylin Technologies Inc. (“Baylin”) for the three months ended March 31, 2022 have been prepared by management. Baylin’s independent auditor has not performed a review of these interim condensed consolidated financial statements, in accordance with the standards established by the Chartered Professional Accountants of Canada for a review of interim financial statements by an entity’s auditors.

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Date of approval of consolidated financial statements: May 11, 2022

*“Jeffrey C. Royer”*

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**Jeffrey C. Royer**

**Chairman of the Board of Directors**

*“Leighton Carroll”*

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**Leighton Carroll**

**Chief Executive Officer**

*“Dan Nohdomi”*

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**Dan Nohdomi**

**Chief Financial Officer**

# Baylin Technologies Inc.

## Interim Condensed Consolidated Statements of Financial Position (unaudited)

Canadian dollars in thousands

|  | <b>March 31,<br/>2022</b> | <b>December 31,<br/>2021</b> |
|--|---------------------------|------------------------------|
| <b>ASSETS</b>                            |                           |                              |
| <b>CURRENT ASSETS</b>                    |                           |                              |
| Cash and cash equivalents                | \$ 12,742                 | \$ 19,674                    |
| Trade and other receivables              | 23,128                    | 20,232                       |
| Other current assets                     | 5,504                     | 3,753                        |
| Assets held for sale                     | 1,596                     | 1,596                        |
| Inventories                              | 17,743                    | 15,831                       |
|  | <u>60,713</u>             | <u>61,086</u>                |
| <b>NON-CURRENT ASSETS</b>                |                           |                              |
| Property, plant and equipment            | 11,836                    | 12,491                       |
| Right of use assets                      | 9,354                     | 9,771                        |
| Other long-term assets                   | 64                        | 214                          |
| Equity method investment                 | -                         | 189                          |
| Intangibles                              | 8,026                     | 9,282                        |
|  | <u>29,280</u>             | <u>31,947</u>                |
| <b>TOTAL ASSETS</b>                      | <b><u>\$ 89,993</u></b>   | <b><u>\$ 93,033</u></b>      |
| <b>LIABILITIES AND EQUITY</b>            |                           |                              |
| <b>CURRENT LIABILITIES</b>               |                           |                              |
| Credit from banks                        | \$ 10,486                 | \$ 10,787                    |
| Accounts payable and accrued liabilities | 31,808                    | 28,573                       |
| Short-term portion of long-term loans    | 19,438                    | 21,072                       |
| Short-term portion of lease liability    | 1,464                     | 1,389                        |
| Income tax payable                       | 29                        | 31                           |
|  | <u>63,225</u>             | <u>61,852</u>                |
| <b>NON-CURRENT LIABILITIES</b>           |                           |                              |
| Long-term portion of lease liability     | 10,085                    | 10,651                       |
| Convertible debentures                   | 4,859                     | 4,859                        |
| Employee benefit liabilities, net        | 2,520                     | 2,586                        |
| Deferred tax liabilities                 | -                         | 853                          |
| Other long-term liabilities              | 457                       | 451                          |
|  | <u>17,921</u>             | <u>19,400</u>                |
| <b>TOTAL LIABILITIES</b>                 | <b>81,146</b>             | <b>81,252</b>                |
| <b>SHAREHOLDERS' EQUITY</b>              |                           |                              |
| Share capital                            | 172,720                   | 172,700                      |
| Share-based payment reserve              | 4,468                     | 4,240                        |
| Accumulated other comprehensive income   | 10,660                    | 10,769                       |
| Accumulated deficit                      | (179,001)                 | (175,928)                    |
| <b>TOTAL EQUITY</b>                      | <b><u>8,847</u></b>       | <b><u>11,781</u></b>         |
| <b>TOTAL LIABILITIES AND EQUITY</b>      | <b><u>\$ 89,993</u></b>   | <b><u>\$ 93,033</u></b>      |

The accompanying notes are an integral part of the interim condensed consolidated financial statements.

# Baylin Technologies Inc.

## Interim Condensed Consolidated Statements of Loss and Comprehensive Loss (unaudited)

Canadian dollars in thousands except per share and weighted average share figures

|   | For the three months ended March 31, |                   |
|---|--------------------------------------|-------------------|
|   | 2022                                 | 2021              |
| <b>Revenues</b>   | \$ 30,974                            | \$ 23,460         |
| <b>Cost of sales</b>  | <u>22,918</u>                        | <u>19,863</u>     |
| <b>Gross profit</b>   | 8,056                                | 3,597             |
| <b>Operating expenses</b>   |                                      |                   |
| Selling and marketing expenses                                    | 1,839                                | 2,093             |
| Research and development expenses                                 | 3,126                                | 3,083             |
| General and administrative expenses                               | <u>5,978</u>                         | <u>3,996</u>      |
|   | <u>10,943</u>                        | <u>9,172</u>      |
| <b>Operating loss</b>   | (2,887)                              | (5,575)           |
| Finance expense (income), net                                     | 801                                  | 914               |
| Investment expense, net   | 189                                  | 12                |
| Fair value adjustments  | -                                    | 1,943             |
| <b>Loss before income taxes</b>                                   | (3,877)                              | (8,444)           |
| Income tax expense (recovery)                                     | <u>(804)</u>                         | <u>18</u>         |
| <b>Net loss</b>   | <u>\$ (3,073)</u>                    | <u>\$ (8,462)</u> |
| Items that may be reclassified to profit or loss                  |                                      |                   |
| Amount arising from translation of foreign operations, net of tax | (109)                                | (215)             |
| <b>Other comprehensive loss (net of tax effect)</b>               | <u>\$ (109)</u>                      | <u>\$ (215)</u>   |
| <b>Total comprehensive loss</b>                                   | <u>\$ (3,182)</u>                    | <u>\$ (8,677)</u> |
| <b>Basic and diluted net loss per share</b>                       | \$ (0.04)                            | \$ (0.17)         |
| <b>Weighted average shares outstanding</b>                        | 80,100,664                           | 48,755,702        |

The accompanying notes are an integral part of the interim condensed consolidated financial statements.

# Baylin Technologies Inc.

## Interim Condensed Consolidated Statements of Changes in Equity (unaudited)

Canadian dollars in thousands except number of shares outstanding

|                               | <u>Number of<br/>shares<br/>outstanding</u> | <u>Share<br/>capital</u> | <u>Share-<br/>based<br/>payment<br/>reserve</u> | <u>Accumulated<br/>deficit</u> | <u>Accumulated<br/>other<br/>comprehensive<br/>income (loss)</u> | <u>Total<br/>equity</u> |
|-------------------------------|---|--------------------------|---|--------------------------------|--|-------------------------|
| Balance as of January 1, 2022 | 80,095,014                                  | \$ 172,700               | \$ 4,240  | \$ (175,928)                   | \$ 10,769  | \$ 11,781               |
| Net loss                      | -   | -                        | -   | (3,073)                        | -  | (3,073)                 |
| Other comprehensive loss      | -   | -                        | -   | -                              | (109)  | (109)                   |
| Share-based payment           | 21,976                                      | 20                       | 228   | -                              | -  | 248                     |
| Balance as of March 31, 2022  | <u>80,116,990</u>                           | <u>\$ 172,720</u>        | <u>\$ 4,468</u>                                 | <u>\$ (179,001)</u>            | <u>\$ 10,660</u>   | <u>\$ 8,847</u>         |
|                               | <u>Number of<br/>shares<br/>outstanding</u> | <u>Share<br/>capital</u> | <u>Share-<br/>based<br/>payment<br/>reserve</u> | <u>Accumulated<br/>deficit</u> | <u>Accumulated<br/>other<br/>comprehensive<br/>income</u>        | <u>Total<br/>equity</u> |
| Balance as of January 1, 2021 | 48,014,660                                  | \$ 142,160               | \$ 4,426  | \$ (108,508)                   | \$ 10,785  | \$ 48,863               |
| Net loss                      | -   | -                        | -   | (8,462)                        | -  | (8,462)                 |
| Other comprehensive income    | -   | -                        | -   | -                              | (215)  | (215)                   |
| Share-based payments          | -   | 250                      | (597)   | -                              | -  | (347)                   |
| Share issuances               | 3,218,958                                   | 3,797                    | -   | -                              | -  | 3,797                   |
| Balance as of March 31, 2021  | <u>51,233,618</u>                           | <u>\$ 146,207</u>        | <u>\$ 3,829</u>                                 | <u>\$ (116,970)</u>            | <u>\$ 10,570</u>   | <u>\$ 43,636</u>        |

The accompanying notes are an integral part of the interim condensed consolidated financial statements.

# Baylin Technologies Inc.

## Interim Condensed Consolidated Statements of Cash Flows (unaudited)

Canadian dollars in thousands

|  | For the three months ended March 31, |                  |
|--|--------------------------------------|------------------|
|  | 2022                                 | 2021             |
| <b>Cash flows from operating activities</b>                                |                                      |                  |
| Net loss   | \$ (3,073)                           | \$ (8,462)       |
| Adjustments to reconcile net loss to net cash used in operating activities |                                      |                  |
| Share-based payment  | 248                                  | 117              |
| Depreciation   | 1,386                                | 1,587            |
| Amortization   | 1,255                                | 1,272            |
| Finance expense, net   | 801                                  | 914              |
| Loss from sale of property, plant and equipment                            | 6                                    | -                |
| Share of net loss of equity method investment                              | 189                                  | 12               |
| Income tax expense (benefit)   | (804)                                | 18               |
| Fair value adjustment  | -                                    | 1,942            |
| Unrealized foreign exchange gains  | (349)                                | (684)            |
|  | <u>2,732</u>                         | <u>5,178</u>     |
| Changes in asset and liability items                                       |                                      |                  |
| (Increase) decrease in trade receivables                                   | (3,151)                              | 860              |
| (Increase) decrease in other current assets                                | (1,562)                              | 407              |
| Increase in inventories  | (2,029)                              | (2,521)          |
| Increase in accounts payables and accrued liabilities                      | 3,480                                | 1,728            |
|  | <u>(3,262)</u>                       | <u>474</u>       |
| Cash paid and received during the year for                                 |                                      |                  |
| Interest paid, net   | (496)                                | (378)            |
| Taxes paid, net  | (73)                                 | (127)            |
|  | <u>(569)</u>                         | <u>(505)</u>     |
| Net cash used in operating activities                                      | <u>(4,172)</u>                       | <u>(3,315)</u>   |
| <b>Cash flows from investing activities</b>                                |                                      |                  |
| Purchase of property, plant and equipment                                  | \$ (637)                             | \$ (191)         |
| Net cash used in investing activities                                      | <u>(637)</u>                         | <u>(191)</u>     |
| <b>Cash flows from financing activities</b>                                |                                      |                  |
| Cash received from share issuance  | \$ -                                 | \$ 3,333         |
| Proceeds from (repayment of) credit from banks and other long term loans   | (457)                                | 3,848            |
| Repayment of term loan   | (937)                                | (943)            |
| Principal elements of lease payments                                       | <u>(480)</u>                         | <u>(429)</u>     |
| Net cash generated by (used in) financing activities                       | <u>(1,874)</u>                       | <u>5,809</u>     |
| Exchange differences on balances of cash and cash equivalents              | <u>(249)</u>                         | <u>(320)</u>     |
| Increase (decrease) in cash and cash equivalents                           | \$ (6,932)                           | \$ 1,983         |
| Cash and cash equivalents at the beginning of the period                   | <u>19,674</u>                        | <u>11,205</u>    |
| <b>Cash and cash equivalents at the end of the period</b>                  | <u>\$ 12,742</u>                     | <u>\$ 13,188</u> |

The accompanying notes are an integral part of the interim condensed consolidated financial statements.

# **Baylin Technologies Inc.**

Notes to the Interim Condensed Consolidated Financial Statements (unaudited)

Canadian dollars in thousands, except per share amounts

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## **NOTE 1: NATURE OF OPERATIONS**

Baylin Technologies Inc. (“Baylin”) was incorporated pursuant to the laws of the Province of Ontario on September 24, 2013. Baylin's registered office is located at 181 Bay Street, Suite 1800, Toronto, Ontario, Canada.

Baylin, together with its subsidiaries (collectively, the “Company” or the “Group”), is a diversified global wireless technology company. Baylin focuses on research, design, development, manufacturing and sales of passive and active radio frequency (“RF”) and satellite communications products, and supporting services. The Company’s products are marketed and sold under the brand names of Galtronics, Advantech Wireless and Alga Microwave. Baylin’s common shares and convertible debentures are publicly traded on the Toronto Stock Exchange (TSX: BYL and BYL.DB).

### **Approval of financial statements**

These interim condensed consolidated financial statements of the Company for the three months ended March 31, 2022 have been prepared by management of Baylin and were authorized for issuance in accordance with a resolution of the board of directors passed on May 11, 2022.

## **NOTE 2: BASIS OF PREPARATION**

The interim condensed consolidated financial statements for the three months ended March 31, 2022 have been prepared in accordance with IAS 34, Interim Financial Reporting.

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Company's annual audited consolidated financial statements for the year ended December 31, 2021 (the “Annual Financial Statements”), which have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”).

## **NOTE 3: SIGNIFICANT ACCOUNTING POLICIES**

As of March 31, 2022 there have been no material changes to the significant accounting policies as outlined in Note 3 of the Annual Financial Statements, except as disclosed in Note 4.

## **NOTE 4: DISCLOSURES OF NEW STANDARDS ADOPTED AND PRIOR TO ADOPTION**

### **New standards and amendments adopted**

Certain new standards and amendments that have an impact on the interim condensed consolidated financial statements of the Company became effective on January 1, 2022 are as follows:

On May 14, 2020, the IASB issued amendments to IFRS 3 Business Combinations that added an explicit statement that an acquirer does not recognize contingent assets acquired in a business combination.

# Baylin Technologies Inc.

## Notes to the Interim Condensed Consolidated Financial Statements (unaudited)

Canadian dollars in thousands, except per share amounts

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On May 14, 2020, the IASB issued amendments to IAS 16, Property, Plant and Equipment which prohibit deducting from the cost of an item of property, plant and equipment any proceeds from selling items produced while bringing that asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Instead, an entity recognizes the proceeds from selling such items, and the cost of producing those items, in profit or loss. An entity applies the amendments retrospectively only to items of property, plant and equipment that are brought to the location and condition necessary for them to be capable of operating in the manner intended by management on or after the beginning of the earliest period presented in the financial statements in which the entity first applies the amendments.

On May 14, 2020, the IASB issued amendments to IAS 37, Provisions, Contingent Liabilities and Contingent Assets providing guidance regarding the costs a company should include as the cost of fulfilling a contract when assessing whether a contract is onerous. The amendments specify that the cost of fulfilling a contract comprises the costs that relate directly to the contract and can either be incremental costs of fulfilling that contract or an allocation of other costs that relate directly to fulfilling contracts.

On May 14, 2020, the IASB issued amendments to IFRS 9, Financial Instruments, which clarify which fees an entity includes when it applies the “10 per cent test” in assessing whether to derecognize a financial liability. An entity includes only fees paid or received between the entity (the borrower) and the lender, including fees paid or received by either the entity or the lender on the other’s behalf.

### **New standards and interpretations not yet adopted**

The following are new standards that have been issued but are not yet in effect and which are relevant to the Group:

On January 23, 2020, the IASB issued Classification of Liabilities as Current or Non-Current (Amendments to IAS 1) providing a more general approach to the classification of liabilities under IAS 1 based on the contractual arrangements in place at the reporting date. The amendments are effective for annual periods beginning on or after 1 January 2023.

On 12 February 2021, the IASB issued 'Disclosure of Accounting Policies (Amendments to IAS 1 and IFRS Practice Statement 2)' with amendments that are intended to help preparers in deciding which accounting policies to disclose in their financial statements. The amendments are effective for annual periods beginning on or after 1 January 2023.

On 12 February 2021, the IASB issued 'Definition of Accounting Estimates (Amendments to IAS 8)' to help entities to distinguish between accounting policies and accounting estimates. The amendments are effective for annual periods beginning on or after 1 January 2023.

On May 7, 2021, the IASB issued amendments to IAS 12, Income Taxes, which clarifies the accounting related to deferred taxes related to assets and liabilities arising from a single transaction. It requires the recognition of both the current tax consequences of transactions and events and the future tax consequences of the future recovery or settlement of the carrying amount of an entity's assets and liabilities. Differences between the carrying amount and tax base of assets and liabilities, and carried forward tax losses and credits, are recognized, with limited exceptions,



# Baylin Technologies Inc.

Notes to the Interim Condensed Consolidated Financial Statements (unaudited)

Canadian dollars in thousands, except per share amounts

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as deferred tax liabilities or deferred tax assets, with the latter also being subject to a 'probable profits' test. The amendments are effective for annual periods beginning on or after January 1, 2023.

The Company is in the process of evaluating the impact of these standard on its consolidated financial statements.

## **NOTE 5: SIGNIFICANT ACCOUNTING JUDGMENTS, ESTIMATES AND ASSUMPTIONS**

The preparation of the financial statements requires management to make judgements, estimates and assumptions that have an effect on the application of the accounting policies and on the reported amounts of assets, liabilities, revenues and expenses. Changes in accounting estimates are reported in the period of the change in estimate.

Management regularly reviews and makes an assessment of the Company's ability to continue as a going concern. This assessment relies on significant judgements and assumptions, taking into account known future information, including whether events or conditions create material uncertainties that may cast significant doubt on the ability to continue as a going concern.

In assessing the Company's ability to continue as a going concern, management has a reasonable expectation that the Company will be able (i) to fund operating and debt service requirements for the next 12 months and (ii) to refinance the Revolving Facility and Term Loan when they mature on September 30, 2022.

The provision for impairment of inventories assessment requires a degree of estimation and judgement. The level of the provision is assessed by taking into account the recent sales experience, the ageing of inventories and other factors that affect inventory obsolescence.

There have been no other significant changes to the Company's critical accounting judgments, estimates and assumptions made since the annual financial reporting for the year ended December 31, 2021, except as discussed in Note 4. Impacts of the COVID-19 pandemic have been considered as of March 31, 2022 when assessing accounting judgments, estimates and assumptions.

## **NOTE 6: CREDIT FROM BANKS AND LOANS**

### *Canada*

On March 29, 2019, Baylin entered into a credit agreement (the "Credit Agreement") with Royal Bank of Canada and HSBC Bank Canada (collectively, the "Lenders") pursuant to which the Lenders established in favour of the Company:

- a revolving facility (the "Revolving Facility") for up to \$15,000; and
- a term facility ("Term Loan") for up to \$26,242.

The availability of the Revolving Facility is based on the Company's accounts receivables and inventory balances. The interest rate on the Revolving Facility is determined based on the type of advance, the applicable margin and the Company's Senior Debt to EBITDA Ratio (as defined in the Credit Agreement) and is payable monthly in arrears,

# Baylin Technologies Inc.

## Notes to the Interim Condensed Consolidated Financial Statements (unaudited)

Canadian dollars in thousands, except per share amounts

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as set out in the Credit Agreement. The interest rate on the Revolving Facility (which is drawn in US dollars) was 6.50% as at March 31, 2022 and was 3.59% as at December 31, 2021. The interest rate on the standby fee on the undrawn portion of the Revolving Facility was 0.70% as at March 31, 2022 and December 31, 2021.

The Group may draw on its available revolving credit lines under the Revolving Facility, the China loan (defined below) and the Korea loan (defined below) as needed. As at March 31, 2022, the aggregate revolving credit facilities of the Group were approximately \$18,896, of which \$10,486 was drawn and utilized. As at December 31, 2021, the aggregate revolving credit facilities of the Group were approximately \$18,966, of which \$10,787 was drawn and utilized. As at March 31, 2022, \$6,998 was outstanding, and as at December 31, 2021, \$7,100 was outstanding, under the Revolving Facility.

The principal amount under the Term Loan was fully advanced in US dollars and was used to repay existing indebtedness. Quarterly principal payments in the amount of \$937 commenced on June 30, 2019 with the scheduled interest payments for June 30 and September 30, 2021 being deferred with the consent of the Lenders. As at March 31, 2022, \$16,679 was outstanding under the Term Loan and \$17,956 was outstanding as at December 31, 2021. Effective March 29, 2022, the interest rate on the Credit Facilities will be based on the US Base Rate (as defined in the Credit Agreement). Prior to March 29, 2022, the interest rate on the Term Loan was determined based on the LIBO Rate (as defined in the Credit Agreement) plus the applicable margin and the Company's Senior Debt to EBITDA Ratio. Interest on the Term Loan is payable quarterly in arrears. For the interest period ending March 31, 2022, the last period for which the LIBO Rate applied to the Term Loan, the interest rate on the Term Loan was 3.72% (for the period ending December 31, 2021 – 3.63%).

The Revolving Facility and Term Loan (together, the "Credit Facilities") mature on September 30, 2022.

Commencing July 26, 2019, the Company entered into an interest rate swap arrangement where the LIBO Rate portion of the interest rate on the Term Loan was fixed at 2% until maturity of the swap on March 29, 2022. The interest rate swap contract was valued as a liability within current liabilities on the balance sheet of \$482 at December 31, 2021. The fair value of the interest rate swap contract was valued using a future LIBOR curve.

The Credit Facilities are guaranteed by Baylin's principal operating subsidiaries (other than those in Vietnam) and are secured by substantially all the assets of Baylin and the guarantors. The Credit Agreement includes certain financial covenants, including a Senior Debt to Equity Ratio and Fixed Charge Coverage Ratio (as defined in the Credit Agreement), calculated on a quarterly basis, minimum EBITDA (as defined in the Credit Agreement) and minimum Liquidity (as defined in the Credit Agreement). The Credit Agreement also includes other customary positive and negative covenants (including limitations on dispositions, additional debt, investments, financial assistance, distributions, capital expenditures and changes to the business), and events of default.

The Credit Agreement has previously been amended, most recently as of March 7, 2022. The effect of these amendments is that:

- the maturity date of the Credit Facilities has been extended from March 29, 2022 to September 30, 2022;
- the Senior Debt to EBITDA Ratio and the minimum EBITDA covenant will not apply during the extension period;

# Baylin Technologies Inc.

## Notes to the Interim Condensed Consolidated Financial Statements (unaudited)

Canadian dollars in thousands, except per share amounts

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- the banks will neither make nor maintain, and Company will no longer be entitled to have, any borrowings with an interest rate based on the LIBO Rate. Instead, the interest rate on the Credit Facilities will be based on the US Base Rate (as defined in the Credit Agreement);
- for the quarters ending December 31, 2021 and following, the Fixed Coverage Ratio remained at 1.15:1.00 but with the 12-month calculation period for determining compliance with the ratio commencing on July 1, 2021 on a cumulative basis;
- the Company is required to maintain a minimum Liquidity of \$10,000;
- the maximum availability under the Revolving Facility was reduced to \$15,000;
- the rate of interest that would otherwise apply at any time the Senior Debt to EBITDA Ratio was equal to or more than 2.75:1.00 was increased by 0.25%; and
- the standby fee that would have applied at any time the Senior Debt to EBITDA Ratio was equal to or more than 2.75:1.00 was increased by 0.05%.

The amendments also included waivers of compliance with certain financial covenants for the quarters ended March 31 and June 30, 2021.

### *China*

The Company's Chinese subsidiary has a Yuan equivalent \$3,488 (December 31, 2021 - \$3,540) short-term credit facility in Chinese Yuan and United States Dollar currency equivalent with the Shanghai Pudong Development Bank ("SPD"). The loan interest rate is set between 1.60% and 5.30% plus the Chinese Central Bank lending rate based on the denomination and loan principle amount drawn. As at March 31, 2022 and December 31, 2021, the full balance was outstanding under this facility.

### *Korea*

The Company's Korean subsidiary has a South Korean Won equivalent \$412 (December 31, 2021 - \$426) short-term credit facility with the Shinhan Bank. The loan interest rate is set at 1.4% plus the Korean Central Bank lending rate. The credit facility is secured by an irrevocable letter of credit issued by Baylin to the lender in Korea. As at March 31, 2022, no amount was outstanding and as at December 31, 2021, \$146 was outstanding.

### *Vietnam*

On October 14, 2020, one of the Company's subsidiaries in Vietnam ("GTD") entered into a credit agreement (the "Vietnam Credit Agreement") with HSBC Bank Vietnam Ltd. ("HSBC Vietnam") pursuant to which HSBC Vietnam established a credit facility in favour of GTD for up to the Vietnamese Dong equivalent of \$3,163 (December 31, 2021 - \$3,214) (the "Vietnam Loan"). As at March 31, 2022, \$2,759 was outstanding, and as at December 31, 2021, \$3,115 was outstanding, under the Vietnam Loan. The interest rate on the Vietnam Loan is determined based on the base lending rate in Vietnam plus a margin of up to 2% and is payable semi-annually in arrears. The Vietnam Loan Agreement requires GTD to pay quarterly principal repayments commencing on March 1, 2022. The Company's other Vietnamese subsidiary ("GTV") is a guarantor of the Vietnam Loan. The Vietnam Loan is secured by certain assets of GTD and GTV. The Vietnam Credit Agreement contains certain financial covenants, for both GTD and

# Baylin Technologies Inc.

## Notes to the Interim Condensed Consolidated Financial Statements (unaudited)

Canadian dollars in thousands, except per share amounts

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GTV, including a Debt Service Coverage Ratio and a Tangible Net Worth Ratio (as defined in the Vietnam Credit Agreement). The Vietnam Credit Agreement also includes other customary covenants and events of default.

The Vietnam Loan required GTD and GTV to meet certain financial covenants. Effective March 11, 2022, Vietnam Credit Agreement was amended (i) to change the maturity date of the Vietnam Loan from February 18, 2024 to August 18, 2022; (ii) to waive the financial covenants; and, (iii) to permit GTD to sell the equipment in the MMU facility and apply the sales proceeds in repayment of the Vietnam Loan. Separately, Baylin has provided an unsecured guarantee for the remaining balance of the Vietnam Loan in favour of HSBC Vietnam. As part of the guarantee, HSBC Vietnam has agreed not to take steps to call the guarantee until September 30, 2022.

### **NOTE 7: CONVERTIBLE DEBENTURES**

On July 10, 2018, the Company completed a bought deal public offering of 7,419,355 subscription receipts (“Subscription Receipts”) at \$3.10 per subscription receipt and \$17,250 principal amount of 6.5% extendible convertible unsecured debentures (“Debentures”) for aggregate gross proceeds of \$40,250 (the “Offering”). The Debentures bear interest at a rate of 6.5% per annum, payable in arrears semi-annually on June 30 and December 31 of each year and mature on July 10, 2023 (the “Maturity Date”). On July 11, 2018, each Subscription Receipt was converted into one common share.

The Debentures are convertible at the holder’s option into common shares at any time prior to the close of business on the earlier of: (i) last business day before the Maturity Date; or (ii) if called for redemption, the business day immediately preceding the date specified by the Company for redemption, at a conversion price of \$3.85 per common share (the “Conversion Price”), being a ratio of approximately 260 common shares per \$1 principal amount of Debentures, subject to adjustment in certain events in accordance with a convertible debenture indenture dated July 10, 2018 (the “Indenture”).

Prior to the Maturity Date, the Company may, at its option, subject to providing not more than 60 days’ and not less than 30 days’ prior notice, redeem the Debentures, in whole or, from time to time, in part, at par plus accrued and unpaid interest provided that the volume-weighted average trading price of the common shares on the Toronto Stock Exchange (the “TSX”) for the 20 consecutive trading days ending five trading days preceding the date on which notice of redemption is given (the “Current Market Price”) is not less than 125% of the Conversion Price. The Company may, at its option, subject to regulatory approval, elect to satisfy its obligation to pay the principal amount of Debentures on redemption or at maturity, provided no Event of Default (as defined in the Indenture) has occurred and is continuing at such time, upon not more than 60 days’ and not less than 30 days’ prior written notice, by delivering that number of freely tradeable common shares obtained by dividing the principal amount of the Debentures being repaid by 95% of the Current Market Price on the date of redemption or maturity, as applicable.

Upon a Change of Control of the Company, the Company may be required to repurchase the Debentures, at the option of the holder, in whole or in part, at a price equal to 101% of the principal amount of the Debentures outstanding, plus accrued interest. The Company paid the underwriters a cash commission equal to 6.0% of the aggregate principal amount of the Debentures issued, except Debentures issued to certain directors and officers of the Company for which a reduced commission of 3.0% was paid.

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During the three months ended March 31, 2022 and March 31, 2021, no principal amount of the Debentures were converted.

|                               | <u>Debentures<br/>Principal</u> | <u>Debentures Fair<br/>Value</u> |
|-------------------------------|---------------------------------|----------------------------------|
| Balance as of January 1, 2022 | \$ 5,115                        | \$ 4,859                         |
| Fair value adjustment         |                                 | -                                |
| Balance as of March 31, 2022  | <u>\$ 5,115</u>                 | <u>\$ 4,859</u>                  |

  

|                               | <u>Debentures<br/>Principal</u> | <u>Debentures Fair<br/>Value</u> |
|-------------------------------|---------------------------------|----------------------------------|
| Balance as of January 1, 2021 | \$ 17,250                       | \$ 14,178                        |
| Fair value adjustment         |                                 | 2,047                            |
| Balance as of March 31, 2021  | <u>\$ 17,250</u>                | <u>\$ 16,225</u>                 |

## NOTE 8: EMPLOYEE BENEFIT LIABILITIES

The Group accounts for that part of the payment of compensation that is not covered by contributions in defined contribution plans as a defined benefit plan for which an employee benefit liability is recognized and for which the Group deposits amounts in qualifying insurance policies.

The liability for employee benefits shown in the statement of financial position reflects the present value of the defined benefit obligation less the fair value of the plan assets. The present value of the benefits is determined at year end, based on actuarial valuations.

## NOTE 9: SHARE CAPITAL AND SHARE-BASED PAYMENTS

- a. On August 13, 2020, the shareholders of the Company approved a new Omnibus Equity Incentive Plan (the “Omnibus Plan”). The Omnibus Plan permits the board of directors to grant a wide range of long-term incentive awards to participants. The awards include deferred share units (“DSUs”), which are for directors only, performance share units (“PSUs”), restricted share units (“RSUs”) and stock options. The Omnibus Plan replaced the separate Deferred Share Unit Plan (“DSU Plan”), Stock Option Plan and Employee Share Compensation Plan (“ESCP”). Awards granted after August 13, 2020 are governed by the Omnibus Plan. Awards granted before that date will continue to be governed by the plan under which they were granted. The number of common shares issuable under the Omnibus Plan, and any other security-based compensation arrangements, including the DSU Plan, Stock Option Plan and ESCP, may not exceed 10% of the number of common shares outstanding from time to time. However, the Omnibus Plan is an “evergreen plan”, meaning that any awards that are exercised or settled or terminated without being exercised or settled are available for subsequent grant and do not reduce the number of common shares available to be granted. There are also limitations on the number of common shares that may be issued to insiders.

# Baylin Technologies Inc.

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- b. The Company may settle DSUs, PSUs and RSUs in (i) common shares issued from treasury, (ii) common shares purchased in the market, (iii) cash or (iv) a combination of common shares and cash. Holders of stock options may exercise their options, (i) by paying the option exercise price or (ii) with the consent of the Company, through a cashless exercise or by receiving a cash payment in lieu of shares.
- c. In the case of DSUs, unless otherwise approved by the board of directors, eligible directors must elect to receive at least 50% and up to 100% of their annual retainers in DSUs. The DSUs are issued on a monthly basis while the director serves as a board member and vest immediately. The DSUs are settled after the member ceases to be a director.

During the three months ended March 31, 2022, certain directors elected to receive a portion of their annual retainer in common shares. The Company recorded \$19 in share capital during the three months ended March 31, 2022, related to this election.

The following table lists the number of DSUs outstanding as at March 31, 2022 and 2021:

|   | <u>Number of DSUs</u> | <u>Weighted average price</u> |
|---|-----------------------|-------------------------------|
| DSUs outstanding as at January 1, 2022                    | 923,315               | \$ 1.45                       |
| DSUs granted during the three months ended March 31, 2022 | <u>77,843</u>         | <u>\$ 0.89</u>                |
| DSUs outstanding as at March 31, 2022                     | <u>1,001,158</u>      | <u>\$ 1.40</u>                |
| DSUs outstanding as at January 1, 2021                    | 583,106               | \$ 1.96                       |
| DSUs granted during the three months ended March 31, 2021 | 28,922                | \$ 1.53                       |
| DSUs outstanding as at March 31, 2021                     | <u>612,028</u>        | <u>\$ 1.81</u>                |

The Company recognized an expense of \$69 in the three months ended March 31, 2022 and \$152 in the three months ended March 31, 2021 within general and administrative expenses with regards to the DSU Plan.

- d. In the case of stock options, at the time of granting a stock option, the board of directors will determine (i) the exercise price, being not less than the fair market value of the common shares, (ii) the vesting provisions, generally being three to five years, with an equal number of common shares vesting on each anniversary of the grant date, and (iii) the expiry date, generally being no more than seven years after the grant date.

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The following table summarizes grants of stock options:

| Stock option grant date | Stock options granted | Vested           | Options as at March 31, 2022                 |                  |
|-------------------------|-----------------------|------------------|--|------------------|
|                         |                       |                  | Exercised, expired, surrendered or cancelled | Net Outstanding  |
| Aug. 8, 2017            | 500,000               | 500,000          | 200,000                                      | 300,000          |
| Jul. 11, 2018           | 197,500               | 81,200           | 185,000                                      | 12,500           |
| Nov. 9, 2018            | 250,000               | 250,000          | -  | 250,000          |
| May 21, 2019            | 270,000               | 180,000          | 20,000                                       | 250,000          |
| Nov. 23, 2020           | 150,000               | 50,000           | -  | 150,000          |
| Jun. 21, 2021           | 900,000               | -                | -  | 900,000          |
| Aug. 23, 2021           | 75,000                | -                | -  | 75,000           |
| Jan. 4, 2022            | 400,000               | -                | -  | 400,000          |
| March 21, 2022          | 2,285,000             | -                | -  | 2,285,000        |
|                         | <u>5,027,500</u>      | <u>1,061,200</u> | <u>405,000</u>                               | <u>4,622,500</u> |

| Stock option grant date | Stock options granted | Vested           | Options as at December 31, 2021              |                  |
|-------------------------|-----------------------|------------------|--|------------------|
|                         |                       |                  | Exercised, expired, surrendered or cancelled | Net Outstanding  |
| Mar. 30, 2017           | 685,000               | 456,666          | 685,000                                      | -                |
| Aug. 8, 2017            | 500,000               | 500,000          | 200,000                                      | 300,000          |
| Mar. 10, 2018           | 30,000                | 20,000           | 30,000                                       | -                |
| May 17, 2018            | 275,000               | 181,666          | 275,000                                      | -                |
| May 22, 2018            | 25,000                | 5,000            | 25,000                                       | -                |
| Jul. 11, 2018           | 197,500               | 81,200           | 151,500                                      | 46,000           |
| Nov. 9, 2018            | 250,000               | 250,000          | -  | 250,000          |
| Mar. 25, 2019           | 325,000               | 70,000           | 325,000                                      | -                |
| May 21, 2019            | 270,000               | 180,000          | 20,000                                       | 250,000          |
| Aug. 16, 2019           | 60,000                | 40,000           | 60,000                                       | -                |
| Nov. 23, 2020           | 150,000               | 50,000           | -  | 150,000          |
| Jun. 21, 2021           | 900,000               | -                | -  | 900,000          |
| Aug. 23, 2021           | 75,000                | -                | -  | 75,000           |
|                         | <u>3,742,500</u>      | <u>1,834,532</u> | <u>1,771,500</u>                             | <u>1,971,000</u> |

The fair value of the stock options was estimated at the grant date using the Black Scholes option pricing model, taking into account the terms and conditions upon which the stock options were granted.

| Stock option grant date | Stock options granted | Exercise price | Expected volatility of the stock prices (%) | Risk-free interest rate (%) | Expected life of stock options (years) | Option fair value at the grant date |
|-------------------------|-----------------------|----------------|---|-----------------------------|--|-------------------------------------|
| Aug. 8, 2017            | 500,000               | \$ 2.00        | 48.69                                       | 1.55                        | 5.0                                    | \$ 0.89                             |
| Jul. 11, 2018           | 197,500               | \$ 3.50        | 48.87                                       | 2.07                        | 5.0                                    | \$ 1.36                             |
| Nov. 9, 2018            | 250,000               | \$ 3.84        | 48.29                                       | 2.48                        | 5.0                                    | \$ 1.78                             |
| May 21, 2019            | 270,000               | \$ 3.57        | 47.88                                       | 1.65                        | 5.0                                    | \$ 1.67                             |
| Nov. 23, 2020           | 150,000               | \$ 0.87        | 77.47                                       | 0.44                        | 5.0                                    | \$ 0.55                             |
| Jun. 21, 2021           | 900,000               | \$ 1.05        | 86.46                                       | 0.97                        | 5.0                                    | \$ 0.73                             |
| Aug. 23, 2021           | 75,000                | \$ 0.78        | 87.43                                       | 0.82                        | 5.0                                    | \$ 0.49                             |
| Jan. 4, 2022            | 400,000               | \$ 0.86        | 86.28                                       | 1.39                        | 5.0                                    | \$ 0.57                             |
| March 21, 2022          | 2,285,000             | \$ 0.79        | 77.90                                       | 2.18                        | 5.0                                    | \$ 0.49                             |
|                         | <u>5,027,500</u>      |                |   |                             |  |                                     |

The Company recognized expenses related the Stock Option Plan during the three months ended March 31, 2022 in the amount of \$159 as general and administrative expenses and \$487 during the three months ended March 31, 2021.

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- e. On December 15, 2020, the Company completed a private placement of 6,666,700 Units (the “Units”) at a price of \$0.75 per Unit, each Unit comprised of one common share in the capital of Baylin and one-half of one common share purchase warrant (each whole warrant, a “Common Warrant”). Each Common Warrant is exercisable for one common share at an exercise price of \$1.05 per common share. In connection with the private placement, the agents received a cash commission of \$266 and 200,001 broker warrants (“Broker Warrants”). Each Broker Warrant entitles the holder to acquire one common share at an exercise price of \$0.87 per common share with an exercise period of two years from the closing of the private placement and were valued at \$51. On February 22, 2021, the Company exercised its right to accelerate the expiry date of the Common Warrants to 30 days after delivery of the notice. As of the expiry date, 3,175,450 of the 3,333,350 Common Warrants were exercised for proceeds of \$3,333.

On December 31, 2020, the Company issued 451,070 common shares to holders of the Debentures for \$332 to partially pay the December 31, 2020 interest payment on the Debentures.

The Company entered into an agency agreement dated September 1, 2021, as amended with Paradigm Capital Inc. and Raymond James Ltd, as agents, in connection with a “best efforts” private placement financing (the “Private Placement”) of a minimum of 11,765,000 common shares and up to a maximum of 17,648,000 common shares at a subscription price of \$0.85 per common share. On September 1, 2021, the Company completed the first tranche of the Private Placement of 11,765,000 common shares resulting in proceeds to the Company of \$10,000. In connection with the Private Placement, the Company entered into an agreement with 2385796 Ontario Inc. (the “Insider”), the Company’s largest shareholder, in which the Insider agreed effectively to purchase common shares in the first tranche with a purchase price equal to the difference between (i) \$10,000 and (ii) the amount paid by other investors (if any) for common shares in the first tranche. Pursuant to that agreement, the Insider purchased all 11,765,000 common shares. Mr. Jeffrey C. Royer, Chairman of the Board of Directors of the Company, exercises control and direction over investment decisions made by the Insider.

### **NOTE 10: EQUITY METHOD INVESTMENT**

Baylin’s equity-method investments consist of a 19% interest in Galtronics Canada Ltd. (“GTC”), a Canadian technology company that provides innovative antenna designs and RF test services for wireless communication products, and a 19% interest in Advantech Wireless Research Inc. (“AWR”), a Canadian technology company that designs terrestrial and satellite communications solutions for wireless broadband communication companies. For the three months ended March 31, 2022, transactions between the Company and GTC totaled \$643 and between the Company and AWR totaled nil, consisting primarily of R&D expenses related to the services agreements the Company has with GTC and AWR. As at March 31, 2022, the Company was owed \$1,027 from GTC and \$13 from AWR. For the three months ended March 31, 2021, transactions between the Company and GTC totaled \$908 and between the Company and AWR totaled \$1,471. As at December 31, 2021, the Company was owed \$1,455 from GTC and was owed \$22 by AWR.



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Summary financial information for the Corporation's equity-method investments as follows:

|   | As of March 31, 2022      |  |             | As of December 31, 2021   |  |               |
|---|---------------------------|--|-------------|---------------------------|--|---------------|
|   | Galtronics<br>Canada Ltd. | Advantech<br>Wireless<br>Research Inc. | Total       | Galtronics<br>Canada Ltd. | Advantech<br>Wireless<br>Research Inc. | Total         |
| Cash  | \$ 177                    | \$ 24                                  | \$ 201      | \$ 145                    | \$ 24                                  | \$ 169        |
| Other current assets  | 26                        | (101)                                  | (75)        | 28                        | 1,355                                  | 1,383         |
| Accounts receivables  | 1,688                     | 59                                     | 1,747       | 1,688                     | 3,598                                  | 5,286         |
| Property, plant and equipment                               | 2,679                     | -                                      | 2,679       | 2,740                     | 218                                    | 2,958         |
| Accounts payables and accrued liabilities                   | (4,570)                   | (53)                                   | (4,623)     | (4,143)                   | (4,657)                                | (8,800)       |
| Net assets  | \$ -                      | \$ (71)                                | \$ (71)     | \$ 458                    | \$ 538                                 | \$ 996        |
| Share of equity method investment net assets<br>(liability) | -                         | (13)                                   | (13)        | 87                        | 102                                    | 189           |
| Unrecognized equity method losses                           | -                         | 13                                     | 13          | -                         | -                                      | -             |
|   | <u>\$ -</u>               | <u>\$ -</u>                            | <u>\$ -</u> | <u>\$ 87</u>              | <u>\$ 102</u>                          | <u>\$ 189</u> |

|  | For the three months ended March 31, 2022 |  |                 | For the three months ended March 31, 2021 |  |                |
|--|---|--|-----------------|---|--|----------------|
|  | Galtronics<br>Canada Ltd.                 | Advantech<br>Wireless<br>Research Inc. | Total           | Galtronics<br>Canada Ltd.                 | Advantech<br>Wireless<br>Research Inc. | Total          |
| Revenue  | \$ 643                                    | \$ -                                   | \$ 643          | \$ 666                                    | \$ 605                                 | \$ 1,271       |
| Expenses   | 1,097                                     | 608                                    | 1,705           | 870                                       | 577                                    | 1,447          |
| Net income (loss)  | \$ (454)                                  | \$ (608)                               | \$ (1,062)      | \$ (204)                                  | \$ 28                                  | \$ (176)       |
| Share of equity method investment net income<br>(loss)     | (86)                                      | (116)                                  | (202)           | (39)                                      | 5                                      | (34)           |
| Unrecognized share of equity method investment<br>net loss | -   | 13                                     | 13              | 22  | -                                      | 22             |
|  | <u>\$ (86)</u>                            | <u>\$ (103)</u>                        | <u>\$ (189)</u> | <u>\$ (17)</u>                            | <u>\$ 5</u>                            | <u>\$ (12)</u> |

### NOTE 11: RELATED PARTY TRANSACTIONS

#### Share-based payment for executive officers

These amounts represent the costs of the key executives and employees' grants under the Company's employee share compensation plans and are recognized within general and administrative expenses.

#### Share-based payment for directors

These amounts represent the costs of directors' grants of DSUs under the Company's equity compensation plans and are recognized within general and administrative expenses.

#### Employee Purchase Plan

These amounts represent the costs of grants under the Company's ESPP and are recognized within general and administrative expenses.

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## Advantech Wireless Inc.

On January 17, 2018, through a wholly-owned subsidiary, the Company acquired from Advantech Wireless Inc. and certain of its affiliates 100% of the assets (the “Advantech Acquisition”) of their radio frequency, terrestrial microwave and antenna equipment divisions. Advantech Wireless Inc. (now known as SpaceBridge Inc. (“SpaceBridge”)) was owned and controlled by David Gelerman, a director of the Company until April 3, 2020.

Pursuant to the terms of the Advantech Acquisition, SpaceBridge was entitled to additional compensation of between \$750 and \$3,000 per year in each of 2018 and 2019 conditional on the Advantech Wireless business meeting certain EBITDA targets in those years. The EBITDA targets were not met in 2018 and 2019. On June 1, 2020 SpaceBridge contested that the 2019 EBITDA targets were not met. The Company is opposing the objection.

SpaceBridge and certain of its affiliates acted as an agent for the Company. As at March 31, 2022, no balance was included in trades receivable or accounts payables and accrued liabilities related to the agent. As at December 31, 2021, \$1,353 due to the Company was included in trade receivables and \$1,172 due to the agent was included in accounts payable and accrued liabilities.

During the three months ended March 31, 2022, the Company did not recognize any amount related to the sale of goods to SpaceBridge and certain of its affiliates. During the three months ended March 31, 2021, the Company recognized revenue in the amount of \$74 related to the sale of goods to SpaceBridge.

The Company did not provide services to SpaceBridge or its affiliates during the three months ended March 31, 2022 and the three months ended March 31, 2021 and as of March 31, 2022, no balance was included within trade receivables and as of December 31, 2021, \$397 was included within trade receivables.

## *Legal Proceedings*

The Company is both a plaintiff and defendant in various claims arising out of the Advantech Acquisition. In October 2018, the Company received a payment from the escrow agent of approximately \$1,800 as a result of an indemnity claim made by the Company against the portion of the cash purchase price being held in escrow pursuant to the terms of the Advantech Acquisition. The sum was released by the escrow agent because SpaceBridge failed to contest the indemnity claim within the prescribed time period. After the payment, SpaceBridge filed an application for relief from forfeiture to have the sum returned to the escrow agent. The Company is opposing the application. No date has been set to hear the application.

The Company has filed statements of claim for certain other indemnity obligations of SpaceBridge pursuant to the terms of the Advantech Acquisition. The claims, in the aggregate, total approximately \$5,596. SpaceBridge has filed statements of defence as well as statements of counterclaim. In July 2019, SpaceBridge delivered multiple indemnity claims pursuant to the terms of the Advantech Acquisition, seeking to set off the amounts being claimed by the Company. The Company has contested the indemnity claims.

In June 2019, SpaceBridge filed an application asserting oppression for, among other things, unspecified amounts in relation to the 2018 earn out under the terms of the Advantech Acquisition and for shares in the Company for which set-off has been claimed by the Company. SpaceBridge alleges that Mr. Gelerman was improperly denied from

# Baylin Technologies Inc.

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participating in the management of the Company, resulting in a lower earn out. The Company will defend the allegations. No date has been set for the application related to claims for compensation. The issue of whether the Company is entitled to assert set-off on the common shares was the subject of an appeal by the Company from a lower court ruling. In February 2021, the Ontario Court of Appeal found in favour of the Company, overturning the lower court's ruling and confirming that the Company is entitled to a right of set-off on the shares. On July 29, 2021, the Supreme Court of Canada denied (with costs) SpaceBridge's application for leave to appeal the judgment of the Court of Appeal.

In January 2020, SpaceBridge filed a statement of claim claiming damages against the Company for various breaches of the asset purchase and other agreements related to the Advantech Acquisition. These claims include the multiple indemnity claims previously made by SpaceBridge as well as additional claims for breach of an agreement governing transitional services provided by the Company following the Advantech Acquisitions and the Consulting Agreement. The claims include loss of business opportunities, improper use of SpaceBridge's books and records, unpaid rent on premise subleased from SpaceBridge as part of the Advantech Acquisition, diminution in the value of Baylin common shares payable as part of the consulting fees under the Consulting Agreement and conversion of inventory after completion of the Advantech Acquisition. Where specified, the amount of damages claimed by SpaceBridge under all claims is at least \$7,165.

In the case of the Company's claims under the asset purchase agreement for breaches of representations related to working capital and closing inventory levels, documentary discovery is currently being conducted and oral discovery is expected to occur, once scheduled, later in 2022.

The Company is unable to determine at this time whether it will be entitled to recover or required to pay any amounts related to these legal proceedings. Accordingly, no provision has been recorded in respect of the claims other than certain rent amounts.

## **Alga**

On July 11, 2018, the Company acquired all of the issued and outstanding shares of Alga Microwave Inc. ("Alga") through a newly incorporated, wholly-owned subsidiary of the Company (the "Alga Acquisition").

For the three months ended March 31, 2022 no amount was recognized and the three months ended March 31, 2021, \$39 was recognized in revenue for premises leased to a company partly owned by Michael Perelshtein, a former employee of Alga.

## *Legal Proceedings*

In the third quarter of 2019, the former shareholders of Alga filed an application asserting that an event occurred which triggered the payment of an earnout in the amount of \$1,000 as detailed in the share purchase agreement. The Company does not agree that the payment has been triggered and has contested the application. No date has been set for the application. The Company is unable to determine at this time whether it will be required to pay any amounts related to these legal proceedings. Accordingly, no provision has been recorded in respect of the claim.

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In December 2020, a former employee of Alga filed an application asserting he had been constructively dismissed and claiming damages of \$543. The Company is opposing the application and has cross-claimed against the former employee. Alga has made a separate claim against the employee and others, claiming damages for approximately \$2 million, alleging, among other things, a conspiracy to damage Alga's business, wrongful interference with Alga's economic relations and breach of fiduciary duty. The defendants in the previous action have started a separate proceeding against Alga and others claiming the previous action is an abuse of procedure. These actions have now been joined in one proceeding. The Company is unable to determine at this time whether it will be required to pay any amounts related to these legal proceedings. Accordingly, no provision has been recorded in respect of the claim.

## Other

The Company retains the services of Mr. Jeffrey C. Royer, pursuant to a services agreement between Mr. Royer and the Company dated as of January 1, 2015, to fulfill the position of Chairman of the board of directors and to provide related strategic leadership and guidance to the board of directors and management of the Company. As consideration for the services provided under the agreement, the Company agreed to pay Mr. Royer an annual fee of \$75 either in cash or securities of the Company as mutually agreed between the Company and Mr. Royer. For the three months ended March 31, 2022, the Company paid \$31 in cash and no amount was paid for the three months ended March 31, 2021, to Mr. Royer under this agreement.

2385796 Ontario Inc. (the "Insider"), the Company's largest shareholder, purchased 17,225,192 common shares in the Private Placement. Mr. Royer exercises control and direction over investment decisions of the Insider.

## Director and executive officer remuneration

The following comprise the remuneration for directors and executive officers:

a. Short-term benefits, pension and post-retirement benefits

These amounts comprise of executive officers' salary and benefits earned during the year, plus bonuses awarded for the year. The amounts also represent the estimated costs of providing defined benefit pensions and other post-retirement benefits to executive officers in respect of the current year of service.

b. Directors' remuneration

These amounts represent fees and expense reimbursement paid to directors.

c. Share-based payment for executive officers

These amounts represent the costs of stock option grants and cost of ESCP, EPP and RSUs.

d. Share-based payment for directors

These amounts represent the costs of DSU grants.

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The following table summarizes the remuneration of directors and executive officers:

|   | For the three months ended March 31, |          |
|---|--------------------------------------|----------|
|   | 2022                                 | 2021     |
| Short-term benefits, pension and post-retirement benefits | \$ 1,288                             | \$ 1,173 |
| Directors' remuneration                                   | 60                                   | -        |
| Share-based payment for executive management              | 159                                  | 97       |
| Share-based payment for directors                         | 69                                   | 45       |

There are no other material related party transactions other than as described herein.

## NOTE 12: FAIR VALUE MEASUREMENTS

The Company classifies its financial instruments into the three levels prescribed under the accounting standards.

The following table presents the Company's financial liabilities measured and recognized at fair value:

|                        | As at March 31, 2022 |         |         | Total    |
|------------------------|----------------------|---------|---------|----------|
|                        | Level 1              | Level 2 | Level 3 |          |
| Convertible Debentures | \$ 4,859             | \$ -    | \$ -    | \$ 4,859 |

|                        | As at December 31, 2021 |         |         | Total    |
|------------------------|-------------------------|---------|---------|----------|
|                        | Level 1                 | Level 2 | Level 3 |          |
| Convertible Debentures | \$ 4,859                | \$ -    | \$ -    | \$ 4,859 |
| Interest Rate Swap     | \$ -                    | \$ 15   | \$ -    | \$ 15    |

Level 1: The fair value of financial instruments traded in active markets (such as publicly traded derivatives, and trading and available-for-sale securities) is based on quoted (unadjusted) market prices at the end of the reporting period. The quoted market price used for financial assets held by the group is the current bid price.

Level 2: The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined using valuation techniques. These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on entity specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

Level 3: If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3. The present value of future cash flows based on observable yield curves was the valuation technique used to determine the fair value of the interest rate swap.

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Canadian dollars in thousands, except per share amounts

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## NOTE 13: REVENUES

Revenues by geographic destination are as follows:

|                          | For the three months ended March 31, |                  |
|--------------------------|--------------------------------------|------------------|
|                          | 2022                                 | 2021             |
| Vietnam                  | \$ 9,277                             | \$ 8,383         |
| United States of America | 6,537                                | 6,160            |
| China                    | 4,114                                | 3,018            |
| India                    | 2,596                                | 890              |
| Thailand                 | 1,363                                | 947              |
| South Korea              | 815                                  | 1,072            |
| Canada                   | 744                                  | 506              |
| Sweden                   | 1,140                                | 228              |
| Indonesia                | 809                                  | 320              |
| Hungary                  | 230                                  | 445              |
| Taiwan                   | 287                                  | 164              |
| Philippines              | 154                                  | 174              |
| Portugal                 | 126                                  | -                |
| Brazil                   | 248                                  | 124              |
| Israel                   | 14                                   | 21               |
| Singapore                | 10                                   | 106              |
| Australia                | 68                                   | 96               |
| France                   | 359                                  | 22               |
| Germany                  | 165                                  | 51               |
| Russia                   | 25                                   | 36               |
| Other                    | 1,893                                | 697              |
|                          | <u>\$ 30,974</u>                     | <u>\$ 23,460</u> |

## NOTE 14: FINANCE INCOME AND EXPENSE

|  | For the three months ended March 31, |               |
|--|--------------------------------------|---------------|
|  | 2022                                 | 2021          |
| Interest income                            | \$ (3)                               | \$ (1)        |
| Interest expense                           | 593                                  | 835           |
| Interest cost on lease liabilities         | 168                                  | 174           |
| Bank charge expense                        | 17                                   | 20            |
| Changes from foreign exchange rate changes | 26                                   | (114)         |
| Finance expense, net                       | <u>\$ 801</u>                        | <u>\$ 914</u> |