## MANAGEMENT DISCUSSION AND ANALYSIS FOR VICTORY SQUARE TECHNOLOGIES INC.

Three and nine months ended September 30, 2020

This management's discussion and analysis ("MD&A") of the performance, financial condition and results of operations of Victory Square Technologies Inc. ("Victory Square", "VST", "We" or the "Company"), should be read in conjunction with the Company's condensed consolidated interim unaudited financial statements and the related notes thereto for the three and nine months ended September 30, 2020 and 2019 (the "Financial Statements') and well as the consolidated financial statements and the related notes thereto for the years ended December 31, 2019 and 2018, copies of which are available on SEDAR at www.sedar.com.

The Financial Statements have been prepared in accordance with International Accounting Standard 34, Interim Financial Reporting ("IAS 34") using accounting policies consistent with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and interpretations of the International Financial Reporting Interpretations Committee ("IFRIC"). The accounting policies and methods of computation applied by the Company in the Financial Statements are the same as those applied in the Company's annual financial statements as at and for the year ended December 31, 2019.

Unless otherwise indicated, the information contained in this MD&A is as of November 30, 2020.

Unless otherwise indicated, references to "\$" or "dollars" are to Canadian dollars and references to "US\$" are to United States dollars.

## FORWARD LOOKING INFORMATION

This MD&A includes certain "forward-looking information" within the meaning of applicable Canadian securities legislation. All information, other than information regarding historical facts, included in this MD&A that addresses activities, events or developments that the Company expects or anticipates will or may occur in the future, including such things as future business strategy, competitive strengths, goals, expansion, and growth of the Company's and its equity investees' businesses, operations, plans, and other such matters is forward-looking information.

When used in this MD&A, the words "estimate", "plan", "anticipate", "expect", "intend", "believe", "will", "should", "could", "may" and similar expressions are intended to identify forward-looking information. This information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking information.

The forward-looking information may include statements regarding:

- timelines;
- strategic plans;
- the business and operations of the Company;
- the business, operations, strategies, and expectations of the entities comprising the Company's equity portfolio;
- the Company's business objectives and discussion of trends affecting the business of the Company;
- the funds available to the Company and the principal purposes of those funds;

- anticipated revenues and cash flows from operations and funding requirements of the Company;
- capital, operating, and general expenditures;
- expectations regarding the ability to raise capital;
- anticipated revenues to be realized by the Company from future contracts;
- treatment under governmental regulatory regimes and expectations with respect to regulatory approvals; and
- other forward-looking information including, but not limited to, information concerning the intentions, plans and future actions of the Company.

Forward looking information is based on reasonable assumptions, estimates, analysis and opinions of management made in light of its experience and its perception of trends, current conditions, and expected developments, as well as other factors that management believes to be relevant and reasonable in the circumstances at the date that such information is made available. Forward looking information is inherently subject to known and unknown risks and uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of the Company to be materially different from those expressed or implied by such forward-looking information. Although the Company has attempted to identify important factors that could cause actual results to differ materially, there may be other factors and risks described or referred to elsewhere herein, as well as unanticipated and/or unusual events. Many of such factors are beyond the Company's ability to predict or control. Risks and uncertainties that may affect forward-looking information herein include, but are not limited to, those which relate to:

- the Company's limited operating history as an investment company;
- the Company's current lack of history of profitability;
- the need to obtain additional financing and uncertainty as to the availability and terms of future financing;
- the ability to acquire funds necessary for general working capital and continuing operations;
- reliance on sale of equity or investments to access funds required;
- the possibility that opportunities will arise that require more cash than the Company has or can reasonably obtain;
- uncertainties associated with business opportunities that may be presented to, or pursued by the Company;
- parameters and assumptions underlying future investments and acquisitions;
- risks relating to investments in equity securities;
- the possibility that the Company will be unable to dispose of illiquid securities;
- risks that the asset classes held in the Company's equity portfolio will underperform the market;
- risks associated with investments in blockchain technologies;
- risk the Company's portfolio is too concentrated and not sufficiently diversified; risks associated with investments in the technology sector;
- risks associated with investments in small and mid-capitalization companies;

- the Company's operations, investment strategies and profitability may be adversely affected by competition from other similar entities;
- uncertainties related to early stage of technology and product development; uncertainties related to regulatory regimes and laws;
- dependence on key personnel;
- fluctuations in the currency markets and stock market volatility;
- going concern considerations;
- conflicts of interest;
- competition for, among other things, capital, acquisitions, equipment and skilled personnel;
- operating or technical difficulties in connection with business activities;
- the possibility of cost overruns or unanticipated expenses;
- the possibility that the COVID-19 pandemic may adversely affect the Company's revenues and the revenues generated by the company's portfolio companies more than anticipated and;
- the other factors discussed under "Risks and Uncertainties".

Should one or more of these risks or uncertainties materialize, or should the assumptions set out in the section titled "*Risks and Uncertainties*" underlying those forward-looking statements prove incorrect, actual results may vary materially from those described herein. These forward-looking statements are made as of the date of this MD&A, and the Company does not intend, and does not assume any obligation, to update these forward-looking statements, except as required by law.

## INTRODUCTION TO VICTORY SQUARE

Victory Square builds and invests in emerging technology companies with proven business models and strong teams. Our companies are disrupting and fundamentally changing the business model in various sectors of the global economy including fintech, insurance, health, and gaming.

Victory Square supports these companies as they grow, by providing comprehensive functional expertise in commercialization, product market-fit; and further through access to proprietary technology solutions and to our extensive ecosystem of global partnerships. The unique combination of financial, business development, technology, and operational support and services provides competitive advantages to our portfolio companies and more importantly increases their probability of success.

Victory Square's leadership team, advisors and partners are industry leaders and experts that provide the full range guidance and value on the technologies and best practices needed to scale, including main areas such as product, engineering, customer acquisition, talent management and internationalization. This enables our portfolio companies to become leading players in their markets in a shorter period of time.

Victory Square is headquartered in Vancouver, Canada, and listed on the Canadian Securities Exchange (VST), Frankfurt Exchange (6F6) and the OTCQX (VSTQF).

#### **OUR PROCESS**



#### **Current Portfolio:**

The Company's portfolio consists of companies powering the 4th Industrial Revolution: The Company's portfolio consists of companies operating in a variety of industries: artificial intelligence (AI), machine learning (ML), augmented and virtual reality (AR and VR), internet of things (IOT), cyber security, health, fintech, blockchain and more.

"We focus on identifying, building and investing startups, each led by a strong management team and engaged in global market opportunities," said Shafin Diamond Tejani, Chief Executive Officer of Victory Square.

Name	Vertical
Fansunite Entertainment	Sport Betting, Gaming, eSports
Immersive Technologies	Virtual Reality (VR), Augmented Reality (AR)
V2 Games	e-Gaming, eSports
Victory Square Health	Digital Health, Diagnostic Testing
VS Digital Health	Telemedicine, Digital Health and Online Pharmacy
Victory Square Entertainment	Film, TV, Digital Content

Draft Label Technologies	Software Development		
Co-Pilot	Automation, Artificial Intelligence (AI)		
Grow Tech Labs	Plant Based Science		
Aspen Technologies	Cyber Security		
Cloud Benefit Solutions	Insurance Tech		
TaloFlow	Cloud Computing		
Multapplied Networks	SD-WAN		
Shape Immersive	Augmented Reality (AR)		
Flo Digital	Virtual Reality (VR), Advertising		
Payvida Solutions	Payments, Lending		
Capaciti	Software Development		
Covalent	Blockchain, Fintech		
Next Decentrum	Online Education/Learning		
Compression.AI	Artificial Intelligence (AI), Machine Learning (ML)		

## SUMMARY OF QUARTERLY RESULTS

The following information is derived from unaudited interim consolidated financial statements:

Fiscal Quarter Ended	Revenue	Net Earnings (Loss) for the Period	Basic Earnings (Loss) Per Share	Fully Diluted Earnings (Loss) Per Share
	\$	\$	\$	\$
September 30, 2020	583,302	8,890,748	0.12	0.11
June 30, 2020	88,419	1,802,999	0.02	0.02
March 31, 2020	394,111	3,291,567	0.05	0.05
December 31, 2019	387,343	(5,148,592)	(0.07)	(0.07)
September 30, 2019	2,210,820	(1,016,253)	(0.01)	(0.01)
June 30, 2019	662,842	(1,120,678)	(0.02)	(0.02)
March 31, 2019	270,676	(1,632,050)	(0.02)	(0.02)
December 31, 2018	1,998,443	(8,670,733)	(0.10)	(0.10)

#### ANALYSIS OF QUARTERLY RESULTS

The Company invests in early stage technology companies. Increases and decreases in the value of those companies have the greatest impact on the results of operations of the Company from quarter to quarter.

The increase in revenue for the quarter ended December 31, 2018, was wholly attributable to film royalties generated through the Company's investment in the United Film Fund and the increase in revenue for the quarter ended September 30, 2019 was related to the development and sale of software by the Company's subsidiary Draft Label Technologies Inc. The decrease in revenue for the quarter ended June 30, 2020 is related to the fact that F360 was unable to advance work on any immersive services projects as a result of the travel restrictions imposed due to the Covid-19 pandemic. All of F360's customers are in the U.S.

The large increase in net earnings for the quarter ended September 30, 2020, is related to the increase in the value of Victory Square Health due to its acquisition of a company whose technology was approved by several regulatory agencies for the production of Covid-19 tests.

The large increase in net earnings for the quarter ended March 31, 2020, is related to the fact that FansUnite was publicly listed in the quarter ended March 31, 2020 which resulted in a large gain on the value of the Company's investment in FansUnite, as well as the gain recorded on deconsolidation of FansUnite.

The large loss incurred in the quarter ended December 31, 2018 is related to the impairment of the investment in the United Film Fund as well as the reversal of a dilution gain of \$6,946,934 on the dilution of FansUnite.

During the second quarter of 2018, FansUnite completed a private placement, thereby reducing VST's ownership to 48.55%. As a result, management deconsolidated FansUnite and recognized a gain on the dilution of the investment derived from the fair value of FansUnite determined through the share price of the private placement. During the year end audit, it was determined that VST had de facto control over FansUnite and the Company reversed the dilution gain and consolidated the results of FansUnite in the year end financial statements.

## **RESULTS OF OPERATIONS**

The Financial Statements comprise the financial statements of the Company plus the financial statements of the following:

	Pennenkage Casmanhup As At			
	Bastender SD,	September 30,		
	2820	2019		
Draft Label Technologies Ins. ("DLT")	100.00%	100,00%		
PDLUSA Inc. ("PDL")	100.00%	100.02%		
Fantasy 300 Technologias Inc. ("Fantasy 380")	160.00%	100.00%		
Violony Square Health inc. ("Violary Square Health")	Nota 2	100,00%		
Victory Entertainment Inc. ("Victory Entertainment")	100.00%	102.00%		
V2 Games Inc. ("V2 Games")	100.02%	100.00%		
FansUnits Exterial ment Inc. ("FansUnite")	Note 1	<b>45,37%</b>		

Note 1 - The results of operations of Ferelluits are industed in the condensed carsolidated unsudited interim statement of incurse flows and companiencies income (lass) for the period anded September 30, 2020 up until Month 20, when the Company's conversitio of Ferelluits was reduced to 12,895

Nois 2 - The results of operations of Victory Square Heath are included in the continued consolicitate unautilist interim abbrevent of invents (Jose) and comprehensive income (Josep for Six period anded September 30, 2020 up unit Jone 8, when the Conservative severable of Victory Square Nacht was reduced to 20%

#### **DISCONTINUED OPERATIONS**

#### FansUnite

On March 26, 2020, FansUnite completed a private placement financing, issuing 8,948,326 common shares for gross proceeds of \$3,131,914. As a result of the private placement, the Company's ownership in FansUnite was reduced from 48.55% to 13.89% (Note 9). In order to close the financing, the Company transferred 7,725,000 shares of FansUnite to various parties involved in the financing, thereby reducing its total shares from 16,950,000 to 9,225,000 immediately prior to the financing on March 24, 2020. At March 26, 2020, the Company deconsolidated FansUnite and recognized a gain on deconsolidation of \$4,311,300. As of this deconsolidation date, the investment is recorded as an investment measured at Fair Value under IFRS 9.

For the year ended December 31, 2019 and the three and nine months ended September 30, 2020, the net income (loss) from FansUnite is reported as loss from discontinued operations. Total assets and liabilities of FansUnite are reported as assets and liabilities from discontinued operations as separate line items on the condensed consolidated interim financial statements under IFRS 10.

	Three mentils ended September 33,				nondhe ended September 80,	
		2020	2319	2020		2016
Amenization	\$	-	\$ 65,467	\$ 35,358	8	256,400
Foreign eachange (gair) / loss		-	(104)	(836)		5,197
General and administrative		-	37,096	45,123		166,733
Professional tess		-	49,904	42,585		308,159
Selader and warses		-	258,672	77,778		709.220
Solos and manisting		-	57,098	36,241		416,140
Share based meaning		-	123,214	84,313		510,038
Loss balors other items		2	(\$\$\$\$,34\$)	(571,492)		(2,371,527)
Giper ikons						
Integast income			84	226		6,328
Fair value gain / dose) en digital						,
ดแกลาวiss			146, 4857	15,686		33,530
		-	(46,401)	18,852		89,835
Net loss for the year		-	(855.780)	(364,170)		(2,322,092)
Currenzy translation eductment			38			(389)
Twisi assume the size for a form						
PansUnite discontinued						
operations	\$	-	\$ (655,712)	\$ (894,170)	ş	(2,392,491)

The net loss and comprehensive loss of FansUnite were as follows:

## Victory Square Health

On June 3, 2020, Victory Square Health entered into an agreement with Safetest Comercio de Diagnosticos Ltd. ("Safetest") whereby Victory Square Health acquired all outstanding shares of Safetest and therefore 100% ownership of the assets and intellectual property valued at \$4,000,000 in exchange for the issuance of 80% of the common shares of Victory Square Health. Accordingly, the Company deconsolidated Victory Square Health and recognized a gain on deconsolidation of \$1,048,328 (\$1,000,000 gain on dilution of investment and \$48,038 gain on deconsolidation). The Company's interest was reduced from 100% to 20% as a result of this transaction.

For the nine months ended September 30, 2020, Victory Square Health earned net income of \$34,308 related to a gain on deconsolidation of \$48,328 partially offset by \$14,020 in professional fees. Victory Square Health was inactive during 2019.

## REVENUE

Revenue for the three months ended September 30, 2020, was \$583,302 compared to \$2,210,820 for the quarter ended September 30, 2019. Revenue for the nine months ended September 30, 2020, was \$1,065,832 compared to \$3,144,338 for the period ended September 30, 2019. The decrease in revenue is related to the decrease in immersive experiences revenue related to the COVID-19 pandemic as well as a decrease in film royalties.

The gross margin for the three months ended September 30, 2020 was 87% compared to 27% for the quarter ended September 30, 2019. The gross margin for the nine months ended September 30, 2020 was 51% compared to 36% for the period ended September 30, 2019. The increase in gross margin is due to the fact that certain projects were terminated at the request of the customer in the period ended September 30, 2020 due to the COVID-19 pandemic, and fees which were paid in advance were non-refundable and, therefore, recognized as revenue without the recording of the remaining costs associated with these projects.

## EXPENSES

For the three months ended September 30, 2020, total expenses were \$582,365 compared to \$958,907 recorded in the comparable period in 2019. For the nine months ended September 30, 2020, total expenses were \$1,817,572 compared to \$2,377,131 for the period ended September 30, 2019.

Material variances over the comparable period are discussed below.

## Amortization and Depreciation

Amortization and depreciation for the three months ended September 30, 2020, was \$160,792 compared to \$156,105 for the three months ended September 30, 2019, and \$489,428 for the nine months ended September 30, 2020, compared to \$341,795 for the nine months ended September 30, 2019. The increase for the nine-month period ended September 30, 2020, is related to the amortization recorded for the investment in the Men In Black game which was partially offset by the decrease in amortization related to the film Dragged Across Concrete.

## Foreign Exchange Gain/Loss

The foreign exchange loss for the three months ended September 30, 2020, was \$23,966 compared to a foreign exchange gain of \$49,206 recorded for the three months ended September 30, 2019. The foreign exchange gain for the nine months ended September 30, 2020, was \$121,841 compared to a foreign exchange loss of \$15,674 recorded for the nine months ended September 30, 2019. Foreign exchange gains and losses are related to the change in the value of the Canadian dollar versus the US dollar and the effect on US dollar denominated assets and liabilities. In particular, the Company recorded a foreign exchange gain on the US dollar denominated loan receivable from Just Games Interactive Entertainment LLC during the ninemonth period ended September 30, 2020.

## Insurance

Insurance expense was \$Nil for the quarter ended September 30, 2020, compared to \$25,963 for the three months ended September 30, 2019. Insurance expense was \$26,935 for the nine months ended September 30, 2020, compared to \$61,553 for the nine months ended September 30, 2019. The decrease is related to the discontinuation of directors' and officers' liability insurance in the current period.

## **Management Fees**

Management fees were \$63,050 for the three months ended September 30, 2020, compared to \$63,104 for the quarter ended September 30, 2019, and \$96,490 for the nine months ended September 30, 2020, compared to \$201,778 for the period ended September 30, 2019. The decrease is related to management fees of \$35,000 incurred for the management of Aspen, Limitless and V2 Games in the prior year as well as the discontinuation of an investor relations contract in May 2019.

## **Professional and Consulting Fees**

Professional and consulting fees for the three months ended September 30, 2020, were \$72,877 compared to \$295,434 for the quarter ended September 30, 2019, and \$310,801 for the nine months ended September 30, 2020, compared to \$578,163 for the nine months ended September 30, 2019. The decrease is related to a decrease in legal fees incurred in the current period due to decreased activity with respect to the purchase of portfolio investments.

#### Sales and Marketing

Sales and marketing costs were \$58,535 for the quarter ended September 30, 2020, compared to \$187,845 for the quarter ended September 30, 2019, and \$280,883 for the nine months ended September 30, 2020, compared to \$425,499 for the period ended September 30, 2019. The lower sales and marketing costs are attributable to management's decision to conserve cash in the current period.

#### Wages

Wages for the three months ended September 30, 2020, were \$105,515 compared to \$223,594 for the three months ended September 30, 2019, and \$414,699 for the nine months ended September 30, 2020, compared to \$546,678 for the nine months ended September 30, 2019. The decrease in wages is related to the layoff of all Fantasy 360 staff in Q2 2020 due to the COVID-19 pandemic.

#### Other Items

Other items summed to a net gain of \$8,933,076 for the quarter ended September 30, 2020, compared to an expense of \$961 for the three months ended September 30, 2019, and \$15,240,147 for the nine months ended September 30, 2020, compared to a net expense of \$177,304 for the period ended September 30, 2109. The net gain for the current period is largely related to a gain on deconsolidation of FansUnite of \$4,311,300 and a gain on deconsolidation of Victory Square Health of \$696,328 as well as a fair value gain on the investments in FansUnite and Victory Square Health of \$10,651,491. The net gain is also related to a decrease in the equity loss on investments in the current period largely due to the impairment of PayVida in 2019 and the change in accounting for the investment Aspen in 2019 due to the dilution of the Company's investment in Aspen in the latter part of 2019.

## LIQUIDITY AND CAPITAL RESOURCES - FINANCIAL CONDITION OF THE COMPANY

At September 30, 2020, the Company had total current assets of \$2,313,645 and total current liabilities of \$2,537,658.

At September 30, 2020, the Company had a working capital deficiency of \$224,013 compared to \$917,984 at December 31, 2019.

On November 9, 2020, Victory Square issued 11,713,053 special warrants ("Special Warrants") for gross proceeds of \$6,090,788. Each Special Warrant entitles the holder thereof to receive one unit of Victory Square (a "Unit"), without payment of additional consideration, with each Unit being comprised of one common share of the Company and one-half of one common share purchase warrant of the Company. Each whole warrant entitles the holder thereof to purchase an additional common share of the Company at a price of \$0.78 per share for a period of 36 months from the initial closing date of the financing. In connection with the financing, 585,651 common shares of Victory Square were issued to a broker as compensation upon closing.

In May 2020, the Company issued 2,726,317 common shares to settle debt of \$218,105. Debt of \$195,000 was settled with an officer and director of the Company for 2,437,500 common shares.

The Company currently has sufficient working capital to meet its obligations and planned activities for the next twelve months.

The Company's ability to meet its ongoing obligations and activities depends on its ability to generate cash flow through the issuance of common shares of the Company pursuant to equity financings and short-term or long-term loans. Capital markets may not be receptive to future offerings of new equity from treasury or debt, whether by way of private placements or public offerings. The Company currently has minimal cash flow from operations and is dependent upon raising equity financing to sustain its operations.

## **OUTSTANDING SHARES AND WARRANTS**

As at the date of this MD&A, the Company has 75,781,167 issued and fully paid common shares outstanding, no warrants outstanding and 4,975,000 stock options outstanding.

## **OFF-BALANCE SHEET ARRANGEMENTS**

The Company does not have any off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on the Company's financial performance or financial condition, including with respect to revenues or expenses, results of operations, liquidity, capital expenditures or capital resources that are material to investors.

#### TRANSACTIONS BETWEEN RELATED PARTIES

During the periods ended September 30, 2020 and 2019, the Company entered into the following transactions with related parties:

		temien 38, 2020	September 20, 2019	
Interest scorusd for Shafin Tajani, CEO	\$	12,380	\$	1,270
Management feast accound for Shofin Tajori, CEO	\$	97,500	<u>\$</u>	\$7,50C
Sciency paris to Vehici Shubushi Sheed. The Chini Choseth Misser	3	124,600	Ş	
Professional fees paid to ARC Consulting Inc., a company evened by the CFC, Shori Removal	3	94,399	ş	163,766
Salarisa paki to officees of Farel kits Entertairment Inc.	4	,	3	227,0233
Director less paid is the directors of a subsidiary company of FaraUnite Entertainment inc.	\$		\$	15,993

#### **Related Party Balances**

At September 30, 2020, the Company has \$44,452 (December 31, 2019 - \$249,976) due to related parties included in trade payables and accrued liabilities. These amounts are unsecured, non-interest bearing and have no fixed terms of repayment.

#### **Key Management Compensation**

The Company's key management personnel have authority and responsibility for overseeing, planning, directing and controlling the activities of the Company and consist of the Company's Board of Directors and the Company's executive leadership team. Such compensation was comprised of \$94,080 (2019 - \$183,708) in professional fees to companies controlled by the CFO, for bookkeeping, corporate secretarial and CFO services, \$97,500 (2019 - \$97,500) in management fees to the CEO, \$120,000 (2019 - \$120,000) in salary to the CGO, \$Nil (2019 - \$6,000) in consulting fees to a director and \$Nil (2019 - \$18,998) in director fees to directors of a FansUnite subsidiary.

#### **Related Party Loans**

As at September 30, 2020, the Company has related party loans of \$902,080 (December 31, 2019 – \$596,291) which include \$23,693 (December 31, 2019 - \$12,984) in accrued interest. The related party loans are unsecured and due on demand. Related party loans of \$470,633 bear interest at 3%.

#### **Due from Related Parties**

	Bepte	December 31, 2019		
Dus from Aspen	\$	1,899,171	B	1,\$87,709
Due from a director		5%。(批算)		50,000
Dus from Victory Square Hasib		274,727		
Due from FonstJaile		690,817		261,728
Dus fism Casain		2,095		-
Due from Elo Digibil		26,600		26,003
	\$	2,917,910	\$	2,324,435

The majority of the amount due from Aspen is related to the sale of Limitless to Aspen and the resulting discounted receivable of \$1,587,001. During the year ended December 31, 2019, the Company recorded accretion of \$242,944 in connection with the receivable. Accretion is included with interest income in the consolidated statement of loss and comprehensive loss.

The amount due from a director is related to a prepayment made in 2018 for the sponsorship of a speaker series which has been cancelled.

The amount due from FansUnite is an intercompany receivable which was previously eliminated on consolidation, but which is now recognized as a result of the deconsolidation of FansUnite.

The amount due from Victory Square Health is an intercompany receivable which was previously eliminated on consolidation, but which is now recognized as a result of the deconsolidation of Victory Square Health.

Amounts due from Aspen, FansUnite, Victory Square Health and the director are unsecured, noninterest bearing and due on demand.

The loan due from Flo Digital has a term of 4 years and is non-interest bearing for the first year and bears interest at 4.45% thereafter.

## **CRITICAL ACCOUNTING ESTIMATES**

The Company's significant accounting estimates are presented in Note 2 in the notes to the consolidated financial statements for the years ending December 31, 2019 and 2018. The preparation of these condensed consolidated interim unaudited financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the end of the reporting period presented and reported amounts of expenses during the same period. Actual outcomes could differ from these estimates. The condensed consolidated interim unaudited financial statements include estimates, which, by their nature, are uncertain. The impact of such estimates may require accounting adjustments based on future occurrences. Any revisions to accounting estimates are recognized in the period in which the estimate is revised and in future periods if the revision affects the future. These estimates are based on historical experience, current and future economic conditions, and other factors, including expectation of future events that are believed to be reasonable under the circumstances.

Significant assumptions about the future and other sources of estimation uncertainty at the end of the reporting period, that could result in a material adjustment to the carrying amounts of assets and liabilities in the event that actual results differ from assumptions made include, but are not limited to, the following:

The preparation of the condensed consolidated interim unaudited financial statements requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities and expenses.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and

underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Critical judgements are made in particular with regard to assessment of impairment to the carrying value of the Company's assets.

At the end of each reporting period the carrying amounts of the Company's assets are reviewed to determine whether there is any indication that those assets are impaired. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment, if any. If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount is reduced to its recoverable amount and the impairment loss is recognized in the statement of income (loss) and comprehensive Income (loss) for the period.

Changes in any of the assumptions used in impairment testing could materially affect the result of the analysis.

As at September 30, 2020, the Company reviewed the carrying value of its remaining assets and determined that there were no indicators of impairment.

## FINANCIAL INSTRUMENTS

#### Fair value

The Company has determined the estimated fair values of its financial instruments based on appropriate valuation methodologies, as disclosed below. However, considerable judgment is required to develop certain of these estimates. Accordingly, these estimated values are not necessarily indicative of the amounts the Company could realize in a current market exchange. The estimated fair value amounts can be materially affected by the use of different assumptions or methodologies. The methods and assumptions used to estimate the fair value of each class of financial instruments are discussed below.

The different levels for valuation of financial instruments carried at fair value have been defined as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.

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

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

Quoted market prices for an identical asset or liability represent a Level 1 valuation. When quoted market prices are not available, the Company maximizes the use of observable inputs within valuation models. When all significant inputs are observable, the valuation is classified as Level 2. Valuations that require the use of significant unobservable inputs are considered Level 3.

Cash and marketable securities are measured using Level 1 inputs. Investments in private companies are measured using level 3 inputs.

The Company's financial instruments consist of cash, receivables, marketable securities, investments, due from related parties, trade payables, loan payable, other payables, related party loans, term loans and convertible debentures. The carrying value of cash, receivables, marketable securities, trade payables, other payables and related party loans approximates their fair value due to the short- term nature of these instruments. The carrying values of the loan payable and the term loans approximates their fair value due to the fact that it bears interest at a market rate. The carrying values of the amounts due from related parties and the convertible debentures approximates their fair values due to the fact that it on value at fair value at inception and incur interest at a market rate.

## FINANCIAL RISK MANAGEMENT

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

#### Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Company's receivables consist of trade receivables, due from related parties and government sales tax receivable. Based on the evaluation of receivables at September 30, 2020, the Company believes that its receivables are collectable, however, due to the current COVID-19 pandemic, there is an increase in the uncertainty of collectability and management has determined credit risk to be high.

#### Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company is not exposed to significant interest rate risk.

#### Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company has a planning and budgeting process in place to help determine the funds required to support the Company's normal operating requirements on an ongoing basis. The Company ensures that there are sufficient funds to meet its short-term business requirements, taking into account its anticipated cash flows from operations and its holdings of cash.

Historically, the Company's main source of funding has been the issuance of equity securities through private placements and loans from related parties. The Company's access to financing is always uncertain. There can be no assurance of continued access to significant equity funding. Liquidity risk is assessed as high.

#### Foreign exchange risk

Foreign currency risk is the risk that the fair values of future cash flows of a financial instrument will fluctuate because they are denominated in currencies that differ from the respective functional currency. The Company does not hedge its exposure to fluctuations in foreign exchange rates. The Company is not exposed to significant foreign exchange risk.

## OTHER RISKS AND UNCERTAINTIES

The Company is in the investment management business and as such is exposed to a number of risks and uncertainties that are not uncommon to other companies in the same business. The Company has no material ongoing revenue or income from operations. The Company has limited capital resources and has to rely upon the sale its assets or sale of its common shares for cash required to make new investments and to fund the administration of the Company.

These risks may not be the only risks faced by the Company. Additional risks and uncertainties not presently known by the Company or which are presently considered immaterial may also adversely impact the Company's business, results of operations and financial performance. The most significant risks and uncertainties faced by the Company are set out below.

## Limited Operating History

The Company has limited operating history as an investment company, and no operating history as a portfolio manager in making investments in the cryptocurrency or blockchain industries. The Company and its business prospects must be viewed against the background of the risks, expenses and problems frequently encountered by companies in the early stages of their development, particularly companies in new and rapidly evolving markets such as the cryptocurrency and blockchain market. There is no certainty that the Company will be able to operate profitably.

## No Profits to Date

The Company has not made profits since its incorporation and it is expected that it will not be profitable for the foreseeable future. Its future profitability will, in particular, depend upon its success in making strategic investments in companies involved in the cryptocurrency and blockchain industries, which themselves are able to generate significant revenues or capital appreciation. Because of the limited operating history, and the uncertainties regarding the development of the cryptocurrency market and blockchain technology, there are significant risks associated with the Company's investment strategy.

## **Going-Concern Risk**

The Company's condensed consolidated interim unaudited financial statements have been prepared on a going-concern basis under which an entity is considered to be able to realize its assets and satisfy its liabilities in the ordinary course of business. The Company's future operations are dependent upon the identification and successful completion of equity or debt financing and the achievement of profitable operations at an indeterminate time in the future. There can be no assurances that the Company will be successful in completing equity or debt

financing or in achieving profitability. The condensed consolidated interim unaudited financial statements do not give effect to any adjustments relating to the carrying values and classification of assets and liabilities that would be necessary should the Company be unable to continue as a going concern.

## **Negative Cash Flow**

The Company has a limited history of operations, and very little history of earnings, cash flow or profitability. The Company has had negative operating cash flow since the Company's inception, and the Company will continue to have negative operating cash flow for the foreseeable future. No assurance can be given that the Company will ever attain positive cash flow or profitability or that additional funding will be available for operations.

## Additional Requirements for Capital

Substantial additional financing may be required if the Company is to be successful in developing a diversified and material portfolio of investments. No assurances can be given that the Company will be able to raise the additional capital that it may require for its anticipated future development. Any additional equity financing may be dilutive to investors and debt financing, if available, may involve restrictions on financing and operating activities. There is no assurance that additional financing will be available on terms acceptable to the Company, if at all. If the Company is unable to obtain additional financing as needed, it may be required to reduce the scope of its operations or anticipated investments.

## **Risks Relating to Existing and Future Investments**

The Company may, in the future, make investments that may, in part, be financed by the Company. Existing investments and future investments made by the Company should be considered speculative and there is no guarantee that any such investment will earn any positive return in the short term or long term. Businesses that the Company invests in may also request additional funding from the Company to support their operations and growth, and there is no assurance that such funding will be available to the Company from external sources on acceptable terms or at all.

The Company intends to pursue opportunities outside of the Company's existing business segments that would diversify the asset base, the success of which will depend, in part, on its ability to: identify suitable investments; negotiate the purchase of such investments on terms acceptable to it; complete the investments within expected time frames; and capitalize on such investments. Further, the profitability of such investments will be dependent upon a variety of potential factors depending on the underlying industry, for example, the market price of commodities, the level of interest rates, global economic conditions, political conditions, speculative activities, stability of exchange rates and other factors beyond the control of the Company. Investments in companies with publicly traded securities may experience substantial volatility and would be subject to market trends and macroeconomic conditions generally, notwithstanding any potential success of such companies in creating revenues, cash flows or earnings and may not accurately reflect the long-term value of such companies. There can be no assurance that continual fluctuations in price will not occur in such instances. The Company

invests in and may make future investments in securities of private companies. In some cases, the Company may be restricted by contract or by applicable securities laws from selling such securities for a period of time. Such securities may not have a ready market and the inability to sell such securities or to sell such securities on a timely basis or at acceptable prices may impair the Company's ability to exit such investments when the Company considers it appropriate. Foreign investments that may be made by the Company in specific sectors such as natural resource, industrial or technology may be subject to political risks, risks associated with changes in foreign exchange rates, foreign exchange control risks and other similar risks. The Canadian dollar equivalent of the Company's net denominated assets and dividends would be adversely affected by reductions in the value of the applicable foreign currencies relative to the Canadian dollar and would be positively affected by increases in the value of the applicable foreign currencies relative to the Canadian dollar.

The Company invests in and may make future investments in securities of companies that the Company does not control. These investments will be subject to the risk that the company in which the investment is made may make business, financial or management decisions with which the Company does not agree or that the majority stakeholders or management of the company may take risks or otherwise act in a manner that does not serve the Company's interests. If any of the foregoing were to occur, the values of investments by the Company could decrease and the Company's financial condition and cash flow could suffer as a result.

The due diligence process undertaken by the Company in connection with investments it makes or that it wishes to make may not reveal all relevant facts in connection with an investment. Before making investments, the Company will conduct due diligence investigations that it deems reasonable and appropriate based on the facts and circumstances applicable to each

investment. When conducting due diligence investigations, the Company may be required to evaluate important and complex business, financial, tax, accounting, environmental and legal issues. Outside consultants, legal advisors, accountants and investment banks may be involved in the due diligence process in varying degrees depending on the type of investment. The due diligence investigations that are carried out with respect to any investment opportunity may not reveal or highlight all relevant facts that may be necessary or helpful in evaluating such investment opportunity. Moreover, such investigation will not necessarily result in the investment being successful.

## **Equity Investment Risk**

Equities such as common shares give the holder part ownership in a company. The value of an equity security changes with the fortunes of the company that issued it. General market conditions and the health of the economy as a whole can also affect equity prices. Certain securities may be particularly sensitive to general market movements, which may result in a greater degree of price volatility for such securities and for securities of companies that invest in such securities under specific market conditions and over time. Equity related securities that provide indirect exposure to the equity securities of an issuer, such as convertible debentures, can also be affected by equity risk.

#### **Illiquid Securities**

If the Company is unable to dispose of some or all of the securities held by it, the Company may experience a delay in the receipt of the proceeds of disposition until such time as it is able to dispose of such securities or may be able to do so only at prices which may not reflect the true value of such investments.

#### Asset Class Risk

The equity investments held by the Company may underperform the returns of other securities that have exposure to other countries, regions, industries, asset classes or sectors. Various asset classes tend to experience cycles of outperformance and under performance in comparison to the general securities markets.

#### **Blockchain Technology Risk**

The Company is subject to blockchain technology risk. Blockchain technology is an entirely new and relatively untested technology. The risks associated with blockchain technology may not emerge until the technology is widely used. Blockchain systems could be vulnerable to fraud, particularly if a significant minority of participants colluded to defraud the rest. Access to a given blockchain requires an individualized key, which, if compromised, could result in loss due to theft, destruction or inaccessibility. There is little regulation of blockchain technology other than the intrinsic public nature of the blockchain system. Any future regulatory developments could affect the viability and expansion of the use of blockchain technology. Because blockchain technology systems may operate across many national boundaries and regulatory jurisdictions, it is possible that blockchain technology may be subject to widespread and inconsistent regulation. Blockchain technology is not a product or service that provides identifiable revenue for companies that implement, or otherwise use it. Therefore, the values of the companies invested in by the Company may not be a reflection of their connection to blockchain technology, but maybe based on other business operations including revenues and other factors relating to their existing primary business operations. Accordingly, in addition to the risks associated with the use or development of products that may benefit from blockchain technology, companies invested in by the Company will continue to be susceptible to the risks associated with their primary business operations. Currently, blockchain technology is primarily used for the recording of transactions in digital currency, which are extremely speculative, unregulated and volatile. Problems in digital currency markets could have a wider effect on companies associated with blockchain technology. Blockchain technology also may never be implemented to a scale that provides identifiable economic benefit to the companies included in the Company's equity portfolio. There are currently a number of competing blockchain platforms with competing intellectual property claims. The uncertainty inherent in these competing technologies could cause companies to use alternatives to blockchain. Finally, because digital assets registered in a blockchain do not have a standardized exchange, like a stock market, there is less liquidity for such assets and greater possibility of fraud or manipulation.

## **Technology Sector Risk**

The Company obtains exposure to the securities of technology companies. General risks of technology companies include the risks of rapidly changing technologies, short product life cycles, fierce competition, aggressive pricing and reduced profit margins, loss of patent, copyright and trademark protections, cyclical market patterns, evolving industry standards and frequent new product introductions. Certain technology companies may be smaller and less experienced companies, with markets or financial resources and fewer experienced management or marketing personnel.

## Small and Mid-Capitalization Companies Risk

Certain of the equity securities to which the Company obtains exposure may be small and/or midcapitalization company shares. Such company shares have customarily involved material investment risk. Small and mid-capitalization companies may have limited product lines, markets or financial resources; may lack management depth or experience; and may be more vulnerable to adverse general market or economic developments than large companies. Some of these companies may distribute, sell or produce products which have recently been brought to market and may be dependent on key personnel.

The prices of small and mid-capitalization company securities are often more volatile than prices associated with large company issues, and can display abrupt or erratic movements at times, due to limited trading volumes and less publicly available information. Also, because small and mid-capitalization companies normally have fewer shares outstanding and these shares trade less frequently than large companies, it may be more difficult for the Company to buy and sell significant amounts of such shares. The securities of small and mid-capitalization companies are often traded on "over the counter" markets and may not be traded in the volumes typical of a national securities exchange.

#### **Regulatory Risks**

Changes in or more aggressive enforcement of laws and regulations could adversely impact companies involved in the cryptocurrency business. Failure or delays in obtaining necessary approvals, changes in government regulations and policies and practices could have an adverse impact on such businesses' future cash flows, earnings, results of operations and financial condition.

# Dependence on Internet Infrastructure; Risk of System Failures, Security Risks and Rapid Technological Change

The success of any developer of cryptocurrency-based, blockchain platforms will depend by and large upon the continued development of a stable public infrastructure, with the necessary speed, data capacity and security, and the timely development of complementary products such as high-speed modems for providing reliable internet access and services. Cryptocurrency has experienced and is expected to continue to experience significant growth in the number of users, amount of content and bandwidth availability. It cannot be assured that the cryptocurrency

infrastructure will continue to be able to support the demands placed upon it by this continued growth or that the performance or reliability of the technology will not be adversely affected by this continued growth. It is further not assured that the infrastructure or complementary products or services necessary to make cryptocurrency a viable medium for digital payments will be developed in a timely manner, or that such development will not result in the requirement of incurring substantial costs in order to adapt the Company's services to changing technologies.

## **Intellectual Property Rights**

Companies involved in the development and operation of virtual currencies or blockchain based technologies may be dependent on intellectual property rights; the loss of which could harm its business, results of operations and its financial condition. There can be no assurance that any company's products will not violate proprietary rights of third parties or that third parties will not assert or claim that such violation has occurred. Any such claims and disputes arising may result in liability for substantial damages which in turn could harm the underlying business, results of operations and financial condition.

## Acceptance of Virtual Currencies

Although the Company believes that the usage of cryptocurrencies will be focused on the technology to transmit and clear fiat currencies their usage as virtual currency will be an important factor as well. Hence, in the event that companies or individuals will be increasingly reluctant to accept virtual currencies, such limited usage of cryptocurrencies could adversely affect an investment made by the Company.

## **Recording of Transactions**

It is feasible that blockchain validators will cease to record transactions in solved transaction blocks. In particular, transactions that do not include the payment of transaction fees will not be recorded on the blockchain until a transaction block is solved by validators who are not required to pay such transaction fees. Any widespread delays in the recording of transactions could result in a loss of confidence in the blockchain network which could adversely affect an investment in the Company.

## **Cyber Security Risks**

The Company is dependent on information technologies to conduct its operations, including management information systems and computer control systems. Business and supply chain disruptions, plant and utility outages and information technology system and network disruptions due to cyber-attacks could seriously harm operations and materially adversely affect operation results, Cyber security risks include attacks on information technology and infrastructure by hackers, damage or loss of information due to viruses, the unintended disclosure of confidential information, the issue or loss of control over computer control systems, and breaches due to employee error.

The Company's exposure to cyber security risks includes exposure through third parties on whose systems it places significant reliance for the conduct of its business. There can be no assure that the Company has the resources or technical sophistication to anticipate, prevent, or recover from rapidly evolving types of cyber-attacks. Compromises to its information and control systems could have severe financial and other business implications.

## Competition

The market for blockchain technology and cryptocurrencies is becoming highly competitive on both a local and a national level. The current marketplace is dominated by a few companies, but will face substantial competition from and other competitors, which may have greater financial, technical, and marketing resources. Competitors may also have a larger installed base of users, longer operating histories or greater name recognition. There can be no assurance that any company will successfully differentiate its products from its competitors, or that the marketplace will consider one technology to be superior to others.

## Key Personnel

The Company is dependent upon the continued availability and commitment of its management, whose contributions to immediate and future operations are of significant importance. The loss of any such management could negatively affect the Company's business operations. From time to time, the Company will also need to identify and retain additional skilled management to efficiently operate its business. Recruiting and retaining qualified personnel is critical to the Company's success and there can be no assurance of its ability to attract and retain such personnel. If it is not successful in attracting and training qualified personnel, the Company's ability to execute its business model and growth strategy could be affected, which could have a material and adverse impact on its profitability, results of operations and financial condition.

## **Conflicts of Interest**

Certain of the Company's directors and officers may, from time to time, serve as directors or officers of other companies involved in similar businesses to the Company and, to the extent that such other companies may participate in the same ventures in which the Company may seek to participate, such directors and officers may have a conflict of interest in negotiating and concluding terms respecting the extent of such participation. Such conflicts of the Company's directors and officers may result in a material and adverse effect on the Company's results of operations and financial condition.

## Share Price Volatility Risk

External factors outside of the Company's control may have a significant impact on the market price of the Company's common shares. Global stock markets have experienced extreme price and volume fluctuations from time to time. There can be no assurance that an active or liquid market will develop or be sustained for the Company's common shares.

#### COVID-19

In March 2020, the World Health Organization declared coronavirus COVID-19 a global pandemic. This contagious disease outbreak, which has continued to spread, and any related adverse public health developments, has adversely affected workforces, economies, and financial markets globally, potentially leading to an economic downturn. COVID-19 had a negative impact on the revenue generated from immersive services in the second and third quarter of 2020 due to the travel restrictions and the fact that the Company's immersive service customers are located in the U.S. Revenue was generated from immersive services will be minimal for the fourth quarter of 2020, however, it is likely that revenue from immersive services will be minimal for the fourth quarter of 2020 due to the occurrence of the second wave of COVID-19.

## DISCLOSURE OF INTERNAL CONTROLS AND PROCEDURES

In connection with National Instrument 52-109 – Certification of Disclosure in Issuer's Annual and Interim Filings ("NI 52-109"), the Chief Executive Officer and Chief Financial Officer of the Company will file a Venture Issuer Basic Certificate with respect to the financial information contained in the audited annual financial statements and respective accompanying Management's Discussion and Analysis. The Venture Issuer Basic Certification does not include representations relating to the establishment and maintenance of disclosure controls and procedures and internal control over financial reporting, as defined in NI 52-109.

#### INFORMATION AVAILABLE ON SEDAR

Additional information about the Company, including in the form of previously published financial statements, management discussion and analyses and press releases, is available on SEDAR at www.sedar.com.