

# POSERA

*Condensed Interim Consolidated Financial Statements of*

## **Posera Ltd.**

*(Unaudited)*

*Three and Nine months ended September 30, 2018 and 2017*

# Posera Ltd.

## Condensed Interim Consolidated Statements of Financial Position

As at September 30, 2018 and December 31, 2017

# POSERA

(unaudited)

(in Canadian dollars)

	September 30, 2018	December 31, 2017
<b>ASSETS (Note 9, 12 and 14)</b>		
<b>CURRENT</b>		
Cash and cash equivalents	\$ 7,102,014	\$ 11,766,994
Cash and cash equivalents - restricted cash	-	386,671
Accounts receivable	1,378,902	1,580,659
Current portion of lease and other receivables	6,039	31,804
Inventory	361,144	638,847
Note receivable (Note 8)	2,247,862	-
Investment credits receivable - refundable (Note 4)	385,022	678,801
Prepaid expenses and deposits	180,244	141,776
	<b>11,661,227</b>	<b>15,225,552</b>
<b>NON-CURRENT</b>		
Property, plant and equipment (Note 5)	102,558	198,031
Deferred income tax assets	-	5,294
Deposit on leased premises	43,279	45,560
Lease and other receivables	-	3,011
Investment tax credits receivable - non-refundable (Note 4)	562,132	862,469
Deferred income tax assets	235,955	-
Intangible assets (Note 6)	745,859	835,343
Goodwill (Note 7)	4,042,129	3,934,613
	<b>\$ 17,393,139</b>	<b>\$ 21,109,873</b>
<b>LIABILITIES (Note 9, 12 and 14)</b>		
<b>CURRENT</b>		
Accounts payable and accrued liabilities (Note 12)	\$ 1,834,300	\$ 2,575,926
Transaction payable	-	386,671
Current portion of vehicle loans and capital leases	6,802	9,000
Income taxes payable (Note 10)	144,831	262,855
Deferred revenue	942,580	1,158,631
	<b>2,928,513</b>	<b>4,393,083</b>
<b>NON-CURRENT</b>		
Deferred income tax liability (Note 10)	119,587	-
Vehicle loans and capital leases	9,392	14,512
	<b>3,057,492</b>	<b>4,407,595</b>
<b>EQUITY</b>		
SHARE CAPITAL (Note 11(a))	62,143,008	61,804,578
CONTRIBUTED SURPLUS (Note 11(b, c))	7,937,831	7,946,279
DEFICIT	(56,394,356)	(53,665,746)
ACCUMULATED OTHER COMPREHENSIVE INCOME	649,164	617,167
	<b>14,335,647</b>	<b>16,702,278</b>
	<b>\$ 17,393,139</b>	<b>\$ 21,109,873</b>

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

**Posera Ltd.**

**Condensed Interim Consolidated Statements of Operations and Comprehensive Loss**

For the three and nine-months ended September 30, 2018 and 2017

**POSERA**

(unaudited)

(in Canadian dollars, except for number of common shares)

	Three-months ended Sep 30,		Nine-Months ended September 30,	
	2018	2017	2018	2017
<b>TOTAL REVENUE (Note 3, 15)</b>	\$ 2,334,761	\$ 2,258,166	\$ 7,430,035	\$ 7,346,582
COST OF SALES (Note 12, 15)				
Cost of inventory	494,617	547,679	1,757,361	1,275,778
Technology (Note 4)	275,713	379,872	832,477	1,105,415
Operations and support	555,523	616,377	1,756,114	2,088,998
<b>TOTAL COST OF SALES</b>	<b>1,325,853</b>	<b>1,543,928</b>	<b>4,345,952</b>	<b>4,470,191</b>
<b>GROSS PROFIT</b>	<b>1,008,908</b>	<b>714,238</b>	<b>3,084,083</b>	<b>2,876,391</b>
OPERATING EXPENSES (Note 12, 15)				
Sales and marketing	445,631	586,194	1,463,415	1,654,557
General and administrative	1,505,785	1,144,424	4,224,851	3,862,267
Restructuring costs	-	(375,000)	-	(453,131)
<b>TOTAL OPERATING EXPENSES</b>	<b>1,951,416</b>	<b>1,355,618</b>	<b>5,688,266</b>	<b>5,063,693</b>
	<b>(942,508)</b>	<b>(641,380)</b>	<b>(2,604,183)</b>	<b>(2,187,302)</b>
OTHER (INCOME) EXPENSES				
Interest expense	-	60,298	18,878	(94,579)
Realized and unrealized (gain) loss on foreign exchange	(5,758)	62,700	(105,588)	185,977
Interest and other income (Note 8)	(52,473)	(2,953)	(110,683)	(8,734)
<b>TOTAL OTHER (INCOME) EXPENSES</b>	<b>(58,231)</b>	<b>120,045</b>	<b>(197,393)</b>	<b>82,664</b>
<b>NET LOSS BEFORE INCOME TAXES FROM CONTINUING OPERATIONS</b>	<b>(884,277)</b>	<b>(761,425)</b>	<b>(2,406,790)</b>	<b>(2,269,966)</b>
INCOME TAX (RECOVERY) EXPENSE				
Current (Note 10)	(37,812)	37,647	271,799	238,502
Deferred (Note 10)	62,623	(274,446)	50,019	(219,375)
<b>NET LOSS FROM CONTINUING OPERATIONS</b>	<b>\$ (909,088)</b>	<b>\$ (524,626)</b>	<b>\$ (2,728,608)</b>	<b>\$ (2,289,093)</b>
Gain on disposition of subsidiary (net of tax) (Note 15)	-	11,237,620	-	11,237,620
Loss from discontinued operations (net of tax) (Note 15)	-	(855,349)	-	(1,812,823)
<b>NET (LOSS) INCOME</b>	<b>\$ (909,088)</b>	<b>\$ 9,857,645</b>	<b>\$ (2,728,608)</b>	<b>\$ 7,135,704</b>
Items that may be reclassified subsequently to net income				
Other comprehensive (loss) gain on foreign translation	(106,196)	(48,102)	31,997	(126,660)
<b>NET COMPREHENSIVE (LOSS) INCOME</b>	<b>\$ (1,015,284)</b>	<b>\$ 9,809,543</b>	<b>\$ (2,696,611)</b>	<b>\$ 7,009,044</b>
<b>BASIC AND DILUTED (LOSS) INCOME PER SHARE (Note 11(d))</b>	<b>\$ (0.01)</b>	<b>\$ 0.09</b>	<b>\$ (0.02)</b>	<b>\$ 0.07</b>
<b>BASIC AND DILUTED LOSS PER SHARE FROM CONTINUING OPERATIONS SHARE (Note 11(d))</b>	<b>\$ (0.01)</b>	<b>\$ (0.00)</b>	<b>\$ (0.02)</b>	<b>\$ (0.02)</b>
<b>BASIC AND DILUTED WEIGHTED AVERAGE NUMBER OF COMMON SHARES (in 000's)</b>	<b>119,796</b>	<b>109,371</b>	<b>119,714</b>	<b>98,270</b>
<b>DILUTED WEIGHTED AVERAGE NUMBER OF COMMON SHARES (in 000's)</b>	<b>119,796</b>	<b>109,371</b>	<b>119,714</b>	<b>28,350</b>

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

Posera Ltd.

Condensed Interim Consolidated Statements of Changes in Equity

For the three and nine-months ended September 30, 2018 and 2017



(unaudited)

(in Canadian dollars)

	Three-months ended September 30,		Nine-months ended September 30,					
	2018	2017	2018	2017				
DEFICIT BEGINNING OF PERIOD	\$	(55,485,268)	\$	(62,567,258)	\$	(53,665,748)	\$	(59,845,314)
Net (loss) income	\$	(909,088)		9,857,645		(2,728,608)		7,135,701
<b>DEFICIT END OF PERIOD</b>	<b>\$</b>	<b>(56,394,356)</b>	<b>\$</b>	<b>(52,709,613)</b>	<b>\$</b>	<b>(56,394,356)</b>	<b>\$</b>	<b>(52,709,613)</b>
ACCUMULATED OTHER COMPREHENSIVE								
INCOME BEGINNING OF PERIOD	\$	755,360	\$	648,915	\$	617,167	\$	727,473
Other comprehensive (loss) income on foreign translation		(106,196)		(48,102)		31,997		(126,660)
<b>ACCUMULATED OTHER COMPREHENSIVE</b>	<b>\$</b>	<b>649,164</b>	<b>\$</b>	<b>600,813</b>	<b>\$</b>	<b>649,164</b>	<b>\$</b>	<b>600,813</b>
<b>INCOME END OF PERIOD</b>	<b>\$</b>	<b>649,164</b>	<b>\$</b>	<b>600,813</b>	<b>\$</b>	<b>649,164</b>	<b>\$</b>	<b>600,813</b>
<b>NET COMPREHENSIVE (LOSS) INCOME</b>	<b>\$</b>	<b>(1,015,284)</b>	<b>\$</b>	<b>9,809,543</b>	<b>\$</b>	<b>(2,696,611)</b>	<b>\$</b>	<b>7,009,041</b>
SHARE CAPITAL BEGINNING OF PERIOD	\$	62,143,008	\$	59,017,999	\$	61,804,578	\$	56,882,021
Exercise of stock compensation (Note 11 a, b, c)		-		2,841,791		338,430		5,109,891.0
Issued for cash consideration		-		3,121		-		3,121
Issuance costs - cash		-		(84,067)		-		(216,189)
<b>SHARE CAPITAL END OF PERIOD [Note 11(a)]</b>	<b>\$</b>	<b>62,143,008</b>	<b>\$</b>	<b>61,778,844</b>	<b>\$</b>	<b>62,143,008</b>	<b>\$</b>	<b>61,778,844</b>
CONTRIBUTED SURPLUS BEGINNING OF PERIOD	\$	7,911,510	\$	7,802,107	\$	7,946,279	\$	7,494,531
Expiry of warrants		-		-		-		80,133
Exercise of stock options (Note 11 (c))		-		(1,147)		(126,317)		(1,147)
Stock based compensation (Note 11 (b, c))		26,321		93,298		117,869		320,741
<b>CONTRIBUTED SURPLUS END OF PERIOD [Note 11(b, c)]</b>	<b>\$</b>	<b>7,937,831</b>	<b>\$</b>	<b>7,894,258</b>	<b>\$</b>	<b>7,937,831</b>	<b>\$</b>	<b>7,894,258</b>
WARRANTS BEGINNING OF PERIOD	\$	-	\$	-	\$	-	\$	80,133
Expiry of warrants		-		-		-		(80,133)
<b>WARRANTS END OF PERIOD</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>

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

**Posera Ltd.**

**Condensed Interim Consolidated Statements of Cash Flows**

For the three and nine-months ended September 30, 2018 and 2017

(unaudited)

(in Canadian dollars)



	Three-months ended September 30,		Nine-months ended September 30,	
	2018	2017	2018	2017
<b>NET (OUTFLOW) INFLOW OF CASH RELATED TO THE FOLLOWING ACTIVITIES</b>				
<b>OPERATING</b>				
Net income (loss)	(909,088)	\$ 9,857,645	\$ (2,728,608)	\$ 7,135,703
Items not affecting cash				
Amortization of property, plant & equipment (Note 5)	23,843	28,923	74,533	84,389
Amortization of intangible assets (Note 6)	32,207	136,462	96,495	462,542
Deferred income tax expense (recovery) (Note 10)	62,621	(134,315)	50,018	(79,244)
Impairment of assets	-	17,548	-	17,548
Stock-based compensation expense (Note 11(b,c))	26,321	93,298	117,869	320,741
Interest accretion	-	-	-	6,311
Interest income (Note 8)	(36,246)	-	(47,862)	-
Gain on sale of Fingerprints assets (Note 15)	-	(11,235,167)	-	(11,235,167)
Gain on disposition of other assets	-	(20,001)	-	(20,001)
Gain on reversal of impairment (Note 15)	-	(88,527)	-	(88,527)
Gain on sale of property, plant and equipment	36,433	-	37,335	-
Unrealized (gain) loss on foreign exchange	(68,164)	(67,465)	(105,491)	2,734
	<b>(832,073)</b>	<b>(1,411,599)</b>	<b>(2,505,711)</b>	<b>(3,392,971)</b>
Changes in working capital items (Note 13)	24,414	(681,428)	(679,810)	(772,972)
	<b>(807,659)</b>	<b>(2,093,027)</b>	<b>(3,185,521)</b>	<b>(4,165,943)</b>
<b>FINANCING</b>				
Proceeds from issuance of Common Shares	-	2,838,770	-	5,106,770
Issuance costs paid for Common Shares	-	(84,067)	-	(216,189)
Repayment of vehicle loans and capital leases	(1,799)	(7,091)	(7,274)	(24,479)
Proceeds from vehicle loans	-	-	-	81,107
Proceeds from the exercise of stock options (Notes 11(a, b, c))	-	3,121	212,112	3,121
	<b>(1,799)</b>	<b>2,750,733</b>	<b>204,838</b>	<b>4,950,330</b>
<b>INVESTING</b>				
Disposition of Fingerprints	-	12,200,000	-	12,200,000
Acquisition of property, plant and equipment (Note 5)	(15,154)	(5,048)	(27,915)	(98,894)
Disposition of property, plant and equipment (Note 5)	47,187	81,951	48,854	81,951
Issuance of Note Receivable (Note 8)	(1,000,000)	-	(2,200,000)	-
Receipt of note receivable	-	-	-	480,000
	<b>(967,967)</b>	<b>12,276,903</b>	<b>(2,179,061)</b>	<b>12,663,057</b>
Foreign exchange (loss) gain on net cash and cash equivalents held in a foreign currency	(87,835)	3,911	108,094	5,003
<b>NET CASH AND CASH EQUIVALENTS (OUTFLOW) INFLOW</b>	<b>\$ (1,865,260)</b>	<b>\$ 12,938,520</b>	<b>\$ (5,051,650)</b>	<b>\$ 13,452,447</b>
<b>NET CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD</b>	<b>8,967,264</b>	<b>920,971</b>	<b>12,153,664</b>	<b>407,044</b>
<b>NET CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	<b>\$ 7,102,014</b>	<b>\$ 13,859,491</b>	<b>\$ 7,102,014</b>	<b>\$ 13,859,491</b>
<b>FOR THE PURPOSE OF THIS STATEMENT, NET CASH AND CASH EQUIVALENTS COMPRISE THE FOLLOWING</b>				
<b>Cash and cash equivalents</b>	<b>\$ 7,102,014</b>	<b>\$ 13,859,491</b>	<b>\$ 7,102,014</b>	<b>\$ 13,859,491</b>
<b>SUPPLEMENTAL OPERATING CASH FLOW INFORMATION</b>				
Interest paid	\$ 16,138	\$ 47,534	\$ 35,016	\$ 140,793
Interest received	\$ 35,707	2,953	61,962	8,734
Income taxes paid	\$ 80,151	15,000	112,099	121,557
Investment credits and investment tax credits receivable received	\$ -	-	386,423	374,274

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

## 1. DESCRIPTION OF BUSINESS

Posera Ltd. (“Posera”, or the “Company”), is domiciled in Canada and is in the business of managing merchant transactions with consumers and facilitating payments emphasizing transaction speed, simplicity and accuracy. Posera develops and deploys touch screen point-of-sale (“POS”) system software and associated enterprise management tools and has developed and deployed numerous POS applications. Posera also provides system hardware integration services, merchant staff training, system installation services, and post-sale software and hardware support services. Posera licenses, distributes and markets its hospitality POS software, known as Maitre’D, throughout the Americas, Europe & Asia. Finally, the Company offers agnostic POS and payments integration applications.

Posera was founded in 2001 and is headquartered at 341 Talbot Street, in London, Canada N6A 2R5. The Company’s common shares (“Common Shares”) are listed on the Toronto Stock Exchange under the symbol “PAY”.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### *Basis of preparation*

These condensed interim consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) applicable to the preparation of interim financial statements, including IAS 34, Interim Financial Reporting. These condensed interim consolidated financial statements do not include all of the information required for full annual financial statements prepared in accordance with IFRS. As such, these condensed interim consolidated financial statements should be read in conjunction with the Company’s annual financial statements for the year-ended December 31, 2017. These condensed interim consolidated financial statements were approved for issue by the Board of Directors on November 8, 2018.

The preparation of interim financial statements in conformity with IAS 34 requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. These condensed interim consolidated financial statements have been prepared on the historical cost basis.

The accounting policies applied in these condensed interim consolidated financial statements are based on IFRS effective for the year-ended December 31, 2018, as issued and outstanding as of the date the Board of Directors approved these statements. The accounting policies followed in these condensed interim consolidated financial statements are consistent with those applied in the Company’s annual consolidated financial statements for the year-ended December 31, 2017, except as described in the “Change in Accounting Policies” section below.

The results for the three and nine-months ended September 30, 2018 are not necessarily indicative of the results to be expected for the full year.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### Consolidation

These consolidated financial statements include the accounts of Posera Ltd. and its wholly owned subsidiaries. These subsidiaries are Posera Inc. and its subsidiaries: Posera France SAS; Posera Europe Ltd.; Posera Software Inc.; and Posera USA Inc. (collectively referred to as “Posera Inc.”); and HDX Payment Processing Ltd. (“HDX-PP”).

A&A Point of Solutions Inc. was amalgamated with Posera Ltd. on January 1, 2017.

The assets of the FingerPrints business are included as discontinued operations in the consolidated financial statements of the Company up until the date of its disposal on September 14, 2017.

Subsidiaries are those entities (including special purpose entities) over which the Company has the power to govern financial and operating policies. Subsidiaries are fully consolidated from the date on which control is obtained and are de-consolidated from the date that control ceases. Intercompany transactions, balances, income and expenditures, and gains and losses are eliminated.

### *Changes in accounting policies*

This accounting policy disclosure explains the impact of the adoption of IFRS 9 *Financial Instruments* and IFRS 15 *Revenue from Contracts with Customers* on the Company’s financial statements and also discloses the new accounting policies that have been applied prospectively from January 1, 2018, where they are different to those applied in prior periods.

#### *IFRS 9 Financial Instruments*

Trade receivables are subject to IFRS 9’s new expected credit loss model. The Company revised its impairment methodology under IFRS 9 by applying the simplified approach to measuring expected credit losses (ECL). The Company applied the simplified approach permitted by IFRS 9 on a modified retrospective basis, which requires expected lifetime losses to be recognised from initial recognition of the receivables. The adoption of this accounting policy did not have an impact on the Company’s Consolidated Financial Statements for prior periods.

#### *IFRS 15 Revenue from Contracts with Customers*

The new standard was issued with the intent of significantly enhancing consistency and comparability of revenue recognition practices across entities and industries. The new standard establishes a single, principles-based five-step model to be applied to all contracts with customers and introduces new and enhanced disclosure requirements. The modified retrospective approach allows the cumulative impact of the adoption to be recognized in retained earnings as of January 1, 2018 and that the comparative figures will not be restated. The adoption of this standard did not have an impact on the Company’s Consolidated Financial Statements. For additional details on the adoption of the new standard, see Note 3.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### *IFRS standards issued but not yet effective*

Standards issued but not yet effective or amended up to the date of issuance of the Company's consolidated financial statements are listed below. This listing is of standards and interpretations issued, which the Company reasonably expects to be applicable at a future date. The Company has not determined if they will early adopt any standards at this time.

- i) On January 13, 2016 the IASB issued IFRS 16, Leases. The new standard is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted for entities that apply IFRS 15 at or before the date of initial adoption of IFRS 16. IFRS 16 will replace IAS 17, Leases ("IAS 17"). This standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease. Transitional provisions have been provided.

As the Company has significant contractual obligations in the form of operating leases under the existing standard, there will be a material increase in both assets and liabilities upon adoption of the new standard, and material changes to the timing of recognition of expenses associated with the lease arrangements. The Company is analyzing the new standard to determine its impact on the consolidated statement of financial position and statement of operations.

## 3. REVENUE

### *Revenue from Contracts with Customers*

	Three-months ended September, 2018	Nine-months ended September 30, 2018
POS - Software	\$ 829,567	\$ 2,315,692
POS – Hardware	687,918	2,508,945
Support and Maintenance	604,251	1,875,281
Professional Services	47,942	267,821
Transactional Processing	165,383	462,296
<b>Total Revenue</b>	<b>\$ 2,334,761</b>	<b>\$ 7,430,035</b>

The Company disaggregates revenue into categories which represent its principal performance obligations and the most significant revenue streams, and consequently are considered to be the most relevant revenue information for management to consider in evaluating performance.



### 3. REVENUE (continued)

#### Performance Obligations

Nature of Performance Obligations	
POS – Software	Access for use of software
POS – Hardware	Delivery, shipment or installation of POS hardware
Support and Maintenance	Fulfillment of service and support contract
Professional Services	Fulfillment of professional services
Transactional Processing	Processing of transactions

#### Timing of Revenue Recognition

	Three-months ended September, 2018	Nine-months ended September 30, 2018
Revenue from products and services transferred at a point in time <sup>(i)</sup>	\$ 1,682,568	\$ 5,322,729
Revenue from products and services transferred over time <sup>(ii)</sup>	652,193	2,107,306
<b>Total Revenue</b>	<b>\$ 2,334,761</b>	<b>\$ 7,430,035</b>

(i) Primarily revenue from POS – Software, Hardware and Transactional Processing

(ii) Primarily revenue from Support and Maintenance and Professional Services

#### Geography of Revenue <sup>(iii)</sup>

	Three-months ended September 30, 2018	Nine-months ended September 30, 2018
North America	\$ 1,850,909	\$ 5,973,574
Rest of World	483,852	1,456,461
<b>Total Revenue</b>	<b>\$ 2,334,761</b>	<b>\$ 7,430,035</b>

(iii) Revenue breakdown by geography represents sales recorded by Posera's legal entities within the identified territories.

#### Payment Terms

Payments are received from customers on a continuous basis. POS – Hardware and Software customers typically pay an upfront deposit with the balance due after deployment has been completed. Support and Maintenance payments are typically received in advance of the contract commencement date. Professional Services payments are received continuously throughout the contract term or upon the completion of the contract. Transactional Processing payments are received monthly from processing partners.

#### Contract Assets

The Company has applied the optional exception to expense incremental costs associated with a contract which would otherwise have been capitalized and amortized over a period of one year or less.

**3. REVENUE (continued)**

*Significant Judgements Made to Recognize Revenue*

*Revenue recognition*

Revenue from contracts with customers is recognized when the customer obtains control of the promised asset and the Company satisfies its performance obligation. The Company offers certain arrangements whereby a customer can purchase products and services together. Where such arrangements exist, revenue is allocated to each performance obligation based on the relative fair value of the performance obligations. The fair values of each performance obligation are determined by current market prices of these performance obligations when sold separately.

*Performance Obligations Satisfied Over Time*

For support and maintenance contracts, the Company recognizes revenue over time. This method is the most accurate representation of the Company's progress toward fulfilling its performance obligations. The Company's performance obligation is satisfied equally throughout the term of the contract as support and maintenance services are available to customers during this period.

For professional services contracts, the Company recognises revenue on a percentage of completion basis based on the time spent on a specific project. This method is the most accurate representation of the Company's progress toward fulfilling its performance obligation. The Company's performance obligation is satisfied as time is spent on the contracted development project.

*Significant Judgements Made for Performance Obligations Satisfied at A Point In Time*

Revenues from Hardware, Software and Transactional Processing are recognized upon the fulfillment of the performance obligation as described above. Software revenues are recorded when customers are provided license keys to use the software, as the intellectual property exists in terms of form and function. At the time of fulfilling the performance obligation, customers have direct use of, and can obtain substantially all the remaining benefits from the license at the point in time the license transfers.

*Determining the Transaction Price*

All transaction prices are determined through negotiations with customers based on market rates.

#### 4. INVESTMENT CREDITS AND INVESTMENT TAX CREDITS RECEIVABLE

Investment tax credits related to Canada's Scientific Research and Experimental Development program and investment credits related to Electronic Business in the province of Quebec, were recorded in the condensed interim consolidated statements of operations as a reduction in technology expenses in the amount of \$75,061 and \$194,710 during the three and nine-months ended September 30, 2018 (2017 - \$57,308 and \$218,831) respectively. As of September 30, 2018, a subsidiary of the Company has refundable investment tax credits receivable totaling \$385,022 (December 31, 2017 - \$678,801), and non-refundable investment credits receivable totaling \$562,132 (December 31, 2017 - \$862,469) which expire according to the schedule below:

	September 30, 2018	December 31, 2017
2030	\$ -	\$ 91,229
2031	97,656	288,103
2032	327,736	327,736
2033	31,284	31,284
2034	23,135	23,135
2035	20,983	20,983
2036	24,232	24,232
2037	31,294	55,767
2038	5,812	-
<b>Total</b>	<b>\$ 562,132</b>	<b>\$ 862,469</b>

In order to receive the investment credits and investment tax credits receivable, the Company must file its tax returns no later than 18 months after the period to which the claim relates.

#### 5. PROPERTY PLANT AND EQUIPMENT ("PP&E")

The following is a reconciliation of the net book value for PP&E:

	Cost	Accumulated amortization and impairment	Net book value
<b>Balance - December 31, 2017</b>	<b>\$ 760,410</b>	<b>\$ 562,379</b>	<b>\$ 198,031</b>
Amortization of PP&E	-	74,533	(74,533)
Additions of PP&E	27,915	-	27,915
Disposal of PP&E	(105,451)	(56,597)	(48,854)
Translation adjustment	(521)	(520)	(1)
<b>Balance - September 30, 2018</b>	<b>\$ 682,353</b>	<b>\$ 579,795</b>	<b>\$ 102,558</b>

**6. INTANGIBLE ASSETS**

The following is a reconciliation of the net book value for Intangible Assets:

	Cost	Accumulated amortization and impairment	Net book value
<b>Balance - December 31, 2017</b>	<b>\$ 7,032,137</b>	<b>\$ 6,196,794</b>	<b>\$ 835,343</b>
Amortization	-	96,495	(96,495)
Translation adjustment	113,936	106,925	7,011
<b>Balance – September 30, 2018</b>	<b>\$ 7,146,703</b>	<b>\$ 6,400,214</b>	<b>\$ 745,859</b>

**7. GOODWILL**

## Reconciliation of Goodwill

	Net Book Value
<b>Balance – December 31, 2017</b>	<b>\$ 3,934,613</b>
Translation adjustment	107,516
<b>Balance – September 30, 2018</b>	<b>\$ 4,042,129</b>

**8. NOTE RECEIVABLE**

On April 27, 2018, the Company provided a secured credit facility loan, with a maximum principal amount of \$1,600,000, to be made available to the DLT Labs Inc. (the “borrower”), who was a related party at the time of signing, in monthly tranches not to exceed \$400,000 per month at an interest rate of 8.00% per annum which was due at the earlier of October 31, 2018 and the closing of any alternative financing completed by the borrower, and remains unpaid as of the date of these financial statements. On August 1, 2018 and August 17, 2018, the Company amended the original terms of the secured credit loan facility thereby increasing the maximum principal amount loaned to DLT under the facility to \$1,700,000 and \$2,200,000 respectively.

Reconciliation of Note Receivable	Carrying Value	
	September 30, 2018	December 31, 2017
Loan Receivable	\$ 2,247,862	\$ -
<b>Total Loan Receivable</b>	<b>\$ 2,247,862</b>	<b>\$ -</b>

For the three and nine-months ended September 30, 2018, the Company recorded interest income of \$36,246 and \$47,862 (2017 - \$Nil and \$Nil) respectively.

**9. BANK INDEBTEDNESS**

As at September 30, 2018, the Company, through its subsidiary, Posera Software Inc., has an outstanding balance on its revolving operating line of credit of \$Nil (December 31, 2017 - \$Nil), of an available \$200,000 (December 31, 2017 - \$200,000). This facility bears interest at the Canadian bank prime rate plus 2.50%, with an effective interest rate of 6.20% (September 30, 2017 – 6.50%). Additionally, the facility has a first ranking \$1,000,000 (December 31, 2017 - \$1,000,000) moving hypothec on the assets of Posera Software Inc. Posera Software Inc. must maintain minimum non-IFRS measures including Working Capital, EBITDA, Shareholders' Equity and Debt ratios. As at September 30, 2018, the Company is in full compliance with these covenants.

**10. INCOME TAXES**

Income tax expense has been recognized based on management's best estimate of the weighted average annual income tax rate expected for the full financial year for each taxable entity, less a valuation adjustment in instances where it was not probable that any future income tax assets would be realized. The estimated average annual rate used for the three and nine-months ended September 30, 2018 and 2017, by taxable entity, ranged from 0% to 27%. Certain investment tax credits were netted against the expenses which were incurred to earn the credits, see Note 4.

During the third quarter of 2018, the Company finalized its 2017 US tax return, which included a calculation of the transition tax related to the "Tax Cuts and Jobs Act" in the United States ("US"), commonly referred to as "US tax reform" or the "Act", which was enacted by the US on December 22, 2017. As disclosed in the notes to the 2017 annual consolidated financial statements, the Company had previously provided a current tax expense of \$293,444, with a deferred tax expense recovery of \$98,356 during the fourth quarter of 2017, representing a net tax expenses of \$195,088 in respect of this US tax reform.

Upon finalizing the 2017 US tax return during the three-months ended September 30, 2018, it was determined that \$nil tax was owing in respect to the US transition tax, as the Company was able to utilize tax loss carry forwards and foreign tax credits to offset amounts that would otherwise have been payable. During the three-months ended September 30, 2018, the Company reversed all amounts that were previously captured in the Company's current tax and deferred tax expense line item on the Condensed Interim Consolidated Statements of Operations and Comprehensive Loss related to this US tax reform.

## 11. SHARE CAPITAL

### (a) Authorized and issued

#### Authorized

An unlimited number of voting common shares with no par value.

<i>Common Shares Issued</i>	Number of Common Shares	\$
<b>Balance December 31, 2017</b>	<b>118,546,378</b>	<b>61,804,578</b>
Exercise of options	1,250,500	338,430
<b>Balance September 30, 2018</b>	<b>119,796,878</b>	<b>62,143,008</b>

### (b) Stock options and stock-based compensation

On September 20, 2011, the shareholders of the Company approved the stock option plan (the "Plan"). The Plan has a rolling maximum number of Common Shares that may be issued upon the exercise of stock options but shall not exceed 15% of the issued and outstanding Common Shares at the time of grant as approved at the June 29, 2016 annual general meeting of shareholders. Prior to the amendment to the plan approved on June 29<sup>1</sup>, 2016, the rolling maximum number of Common Shares shall not have exceeded 10% of the issued and outstanding Common Shares. Any increase in the total number of issued and outstanding Common Shares will result in an increase in the available number of options issuable under the Plan, and any exercises of options will make new grants available under the Plan. Options under the Plan vest over various periods from the date of the granting of the option. All options granted under the Plan that have not been exercised within ten years of the grant will expire, subject to earlier termination if the optionee ceases to be an officer, director, employee or consultant of the Company. The Plan was established on July 31, 2007, reapproved on June 18, 2014 and June 29, 2016. The Plan was enacted to encourage ownership of the Company's Common Shares by its key officers and directors, employees and consultants.

## 11. SHARE CAPITAL (continued)

The following is a summary of the stock options granted and changes for the years then ended.

	September 30, 2018	
	Number Outstanding	Weighted Average Exercise Price
Options outstanding, beginning of the period	9,776,750	\$ 0.17
Granted	-	-
Exercised	(1,250,500)	0.17
Forfeited and expired	(69,000)	0.14
<b>Options outstanding, end of the period</b>	<b>8,457,250</b>	<b>\$ 0.18</b>
<b>Options exercisable, end of the period</b>	<b>6,378,940</b>	<b>\$ 0.18</b>

The following table summarizes information about options outstanding as at:

Exercise Price (\$)	September 30, 2018				
	Options outstanding			Options exercisable	
	Number of options outstanding	Weighted average life (years)	Weighted average exercise price	Number of options exercisable	Weighted average exercise price
0.125	896,500	2.75	0.125	448,250	0.125
0.15	3,335,750	3.57	0.15	2,530,690	0.15
0.17	3,085,000	3.24	0.17	2,260,000	0.17
0.20	150,000	3.11	0.20	150,000	0.20
0.32	990,000	0.55	0.32	990,000	0.32
	<b>8,457,250</b>	<b>3.00</b>	<b>\$0.18</b>	<b>6,378,940</b>	<b>\$0.18</b>

Exercise Price (\$)	December 31, 2017				
	Options outstanding			Options exercisable	
	Number of options outstanding	Weighted average life (years)	Weighted average exercise price	Number of options exercisable	Weighted average exercise price
0.125	936,000	3.50	0.125	351,000	0.125
0.15	3,375,750	4.32	0.15	1,600,510	0.15
0.17	4,325,000	3.84	0.17	3,087,500	0.17
0.20	150,000	3.86	0.20	150,000	0.20
0.32	990,000	1.30	0.32	990,000	0.32
	<b>9,776,750</b>	<b>3.72</b>	<b>\$0.17</b>	<b>6,179,010</b>	<b>\$0.19</b>

Of the options outstanding as at September 30, 2018, 1,735,000 (December 31, 2017 – 2,975,000) options with an exercise price ranging from \$0.15 to \$0.17 (December 31, 2017 – \$0.15 to \$0.17), are consultant compensation options.

## 11. SHARE CAPITAL *(continued)*

For the three and nine-months ended September 30, 2018, the Company recognized an expense of \$26,321 and \$117,869 (2017 – \$93,298 and \$320,741) respectively for the vesting of options issued to directors, officers, and employees, which is included in Operating Expenses.

The fair value of each option granted was estimated on the date of the grant using the Black-Scholes option-pricing model with the following weighted-average assumptions for options granted in the respective period ended:

	Three-months ended September 30, 2018	Three-months ended September 30, 2017
Risk-free rate of return	1.50%	1.50%
Expected volatility (i)	71%	71%
Dividend yield	-%	-%
Weighted average expected life	5 years	5 years
Estimated forfeiture rate	0 - 10%	10%

(i) *The Company estimated the expected volatility on the date of grant through reference to the historical volatility of the Company's shares over a similar period.*

### (c) Contributed Surplus

The following is a continuity schedule of contributed surplus.

<b>Balance December 31, 2017</b>	<b>\$ 7,946,279</b>
Exercise of options	(126,317)
Stock based compensation	117,869
<b>Balance September 30, 2018</b>	<b>\$ 7,937,831</b>

### (d) Loss per share

The Company uses the treasury stock method of calculating the dilutive effect of options and warrants on loss per share. Stock options, consultant compensation options, warrants and convertible debentures are only included in the dilution calculation if the exercise price is below the average market price for the period. The following is a summary of stock options, broker compensation options, convertible debenture and warrants:

	Exercise price	Expiry	Number issued and outstanding	Number exercisable with dilutive impact	Number exercisable with anti- dilutive impact
Stock and consultant compensation options	Note 11(b)	Note 11(b)	8,457,250	nil	6,378,940



## 12. RELATED PARTY TRANSACTIONS

During the three and nine-months ended September 30, 2018, the Company received legal fees and disbursement invoices totaling \$224,959 and \$426,126 (2017 - \$59,443 and \$142,975), from a law firm, of which a director of Posera is a partner. As at September 30, 2018, the Company has a payable position of \$245,786 (December 31, 2017 - \$11,046) which will be settled between the related parties in the normal course of business.

On April 27, 2018 the Company established a \$1.6 million secured bridge credit facility with DLT Labs Inc. (“DLT Labs”). Mr. Loudon Owen, former Executive Chairman of Posera (resigned from Posera on May 22, 2018) is a director and shareholder of DLT Labs. The board of directors of Posera established a special committee of independent directors comprised of Messrs. Nordholm (Chairman), Brown and Figueira to oversee the Company's relationship with DLT Labs and to make recommendations to the board of directors concerning any potential transactions between Posera and DLT Labs. The terms of the credit facility for DLT Labs were negotiated under the supervision of, and reviewed and approved by, the special committee. On August 1, 2018 and August 17, 2018, the Company amended the original terms of the secured credit loan facility by increasing the maximum principal amount available to DLT under the facility to \$1,700,000 and \$2,200,000 respectively. As at September 30, 2018, the Company has a note receivable of \$2,247,863 (December 31, 2017- \$nil) outstanding with DLT Labs. See note 8 for further details on the loan arrangement which was entered and recorded at the exchange amount in these interim financial statements.

Posera conducted business with a company controlled by the former Executive Chairman of Posera, Mr. Owen. In fiscal year 2017, the Company incurred transaction costs related to the sale of the FingerPrints business in the amount of \$660,000. The transaction costs that were charged to the Company comprised of services including counterparty identification, negotiation, structuring, financial analytics, facility costs, management oversight and administrative related services. This transaction was recorded at the exchange amount. As at September 30, 2018, the company was in a payable position of \$nil (December 31, 2017- \$603,500) which was settled between the related parties in the normal course of business.

### Compensation of key management

Compensation awarded to key management includes the Company's directors, and members of the Executive team, which include the Executive Chairman, Chief Executive Officer, Chief Financial Officer, and Senior Vice-President of Corporate Development, is as follows:

	Three-months ended September 30, 2018	Three-months ended September 30, 2017	Nine-months ended September 30, 2018	Nine-months ended September 30, 2017
Salaries and short-term employee benefits – continuing operations	\$ 181,785	\$ 172,157	\$ 856,560	\$ 491,813
Share-based payments	11,127	5,747	55,902	184,342
<b>Total Presented in Continuing Operations</b>	<b>\$ 192,912</b>	<b>\$ 177,904</b>	<b>\$ 912,462</b>	<b>\$ 676,155</b>
Salaries and short-term employee benefits – discontinued operations	-	205,000	-	205,000
<b>Total</b>	<b>\$ 192,912</b>	<b>\$ 382,904</b>	<b>\$ 912,462</b>	<b>\$ 881,155</b>

The salaries and short-term employee benefits are expensed as incurred, whereas the share-based payments are recorded at the date of grant and expensed over the vesting period to the Condensed Interim Consolidated Statements of Operations and Comprehensive Loss.

### 13. CHANGES IN WORKING CAPITAL ITEMS

	Three-months September 30, 2018	Three-months September 30, 2017	Nine-months September 30, 2018	Nine-months September 30, 2017
Accounts receivable	\$ 2,238	\$ (432,037)	\$ 221,650	\$ (368,760)
Investment tax credits receivable and investment credits receivable	(166,406)	(208,493)	190,632	(40,589)
Income taxes payable and receivable	(29,316)	7,267	25,886	51,599
Lease and other receivables	-	17,174	-	36,646
Inventory	47,495	257,407	292,022	112,233
Prepaid expenses and deposits	(78,599)	(53,402)	(38,515)	(2,339)
Accounts payable and accrued liabilities	462,490	(72,554)	(1,130,370)	(354,997)
Provisions	-	(413,931)	-	(669,841)
Lease payable	-	(22,950)	-	(22,950)
Deferred revenue	(213,488)	240,091	(241,115)	486,026
<b>Total</b>	<b>\$ 24,414</b>	<b>\$ (681,428)</b>	<b>\$ (679,810)</b>	<b>\$ (772,972)</b>

### 14. FINANCIAL INSTRUMENTS

The fair values of the financial assets and liabilities approximate their carrying value at September 30, 2018 and December 31, 2017.

The Company's financial instruments' carrying values by classification have been summarized below:

	September 30, 2018	December 31, 2017
Financial assets		
Loans and receivables	\$ 11,681,971	\$ 15,310,409
Financial liabilities		
Other financial liabilities	1,850,494	2,986,109

## 15. DISPOSITION OF FINGERPRINTS AND DISCONTINUED OPERATIONS

During the year-ended December 31, 2017, the Company sold its FingerPrints business, which allows the Company to focus its resources and capital investment on its Maitre'D, Kitchen Display Systems ("KDS") and SecureTablePay product offerings.

As at August 10, 2017 the FingerPrints assets were recorded as a discontinued operation being held for sale. On September 14, 2017, the Company completed the sale of FingerPrints, to SICOM Systems Canada Inc. ("SICOM"). Consideration for the sale of FingerPrints comprised of a cash payment of \$12.2 million, which was adjusted by a working capital deficit adjustment of \$110,471 post-closing. The gain on the FingerPrints transaction was \$10,912,935, representing the purchase price less an adjustment for working capital \$110,471, less the write down on all other non-current assets of \$189,737 and less transaction costs of \$986,857. The proceeds of sale exceeded the carrying amount of the related net assets, and, accordingly, no impairment losses were recognized on the reclassification of FingerPrints as held for sale.

As at September 14, 2017, the date of disposition, the disposal group comprised \$192,192 of Net Assets, as detailed below:

	<b>Assets</b>		<b>Liabilities</b>
Accounts receivable	1,028,319		
Other receivables	13,163		
Inventory	648,196	Accounts payable and	
Deposits on leased premises	11,870	accrued liabilities	390,051
Property plant and equipment	82,882	Deferred revenue	1,289,061
Intangible assets	168,969	Vehicle loans	82,095
<b>Total assets disposed</b>	<b>\$ 1,953,399</b>	<b>Total liabilities disposed</b>	<b>\$ 1,761,207</b>

During the year-ended December 31, 2017, the Company recorded a gain on the disposal of FingerPrints of \$10,912,935. The gain on the disposal is net of tax of \$nil (2016 - \$nil) and net of costs related to the transaction of \$986,857 (2016 - \$nil). FingerPrints has been presented as a discontinued operation, separate from continuing operations, in the Consolidated Statements of Operations and Comprehensive Loss during the years-ended December 31, 2017 and 2016 respective comparative period.

During the year-ended December 31, 2017, the Company assessed a reversal of impairment of \$88,527 (2016 - \$nil) related to Intangible assets of the FingerPrints business. The reversal occurred as the assets had previously been impaired due to downward revisions to the recoverable amount of these assets. As the Company disposed of the assets of the FingerPrints business for a gain, a revision to the recoverable amount was applied to reverse the impairment of FingerPrints intangible assets that was previously recognized. The reversal of the impairment was limited to the carrying amount for the assets that would have been recorded had no impairment previously been recognized.

**15. DISPOSITION OF FINGERPRINTS AND DISCONTINUED OPERATIONS (continued)**

The results of the discontinued operation, which are presented as one net amount on the Consolidated Statements of Operations and Comprehensive Loss during the periods are summarized below:

	Three-Months Ended September 30, 2018	Three-Months Ended September 30, 2017 <sup>(i)</sup>	Nine-Months Ended September 30, 2018	Nine-Months Ended September 30, 2017 <sup>(i)</sup>
Revenue	\$ -	\$ 1,334,681	\$ -	\$ 4,586,296
Cost of inventory	-	687,456	-	1,828,200
Technology	-	153,355	-	447,061
Operations and support	-	708,908	-	2,390,334
<b>Total Cost of Sales</b>	-	<b>1,549,720</b>	-	<b>4,665,594</b>
<b>Gross Profit</b>	-	<b>(215,039)</b>	-	<b>(79,298)</b>
Sales and marketing	-	329,551	-	906,894
General and administrative	-	399,286	-	837,027
Restructuring costs	-	-	-	78,131
<b>Total Operating expenses</b>	-	<b>728,837</b>	-	<b>1,822,052</b>
<b>Net Income / (loss) before income taxes from discontinued operations</b>	-	-	-	-
<b>Net Income / (loss) from discontinued operations</b>	\$ -	\$ (943,876)	\$ -	\$ (1,901,350)

(i) FingerPrints Statement of Operations and Comprehensive Loss results from July 1, 2017 to September 14, 2017 and January 1, 2017 to September 14, 2017.