

# CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

As at and for the three months ended March 31, 2024 and 2023

(Expressed in United States dollars)

(Unaudited)

# NOTICE OF NO AUDITOR REVIEW OF CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

Under National Instrument 51-102, part 4, subsection 4.3(3)(a), if an auditor has not performed a review of the condensed consolidated interim financial statements, they must be accompanied by a notice indicating that the financial statements have not been reviewed by an auditor.

The accompanying unaudited condensed consolidated interim financial statements of RIWI Corp. (the "Company") have been prepared by management and approved by the Audit Committee and Board of Directors of the Company. They include appropriate accounting principles, judgment, and estimates in accordance with International Financial Reporting Standards for interim financial statements.

The Company's independent auditors have not performed a review of these condensed consolidated interim financial statements in accordance with the standards established by the Chartered Professional Accountants of Canada for a review of condensed consolidated interim financial statements by an entity's auditors.

Greg Wong

Chief Executive Officer

Condensed Consolidated Interim Statements of Financial Position As at March 31, 2024 and December 31, 2023 (Unaudited and expressed in U.S. dollars)

	March 31, 2024			December 31, 2023		
Assets						
Current assets						
Cash and cash equivalents (Note 4)	\$	2,738,317	\$	3,094,542		
Accounts receivable (Note 10(a))		988,411		637,894		
Unbilled revenue (Note 7(b))		30,162		81,948		
Contract costs		30,227		43,182		
Prepaid expenses and other assets		110,018		53,571		
Total current assets		3,897,135		3,911,137		
Property and equipment		2,898		3,116		
Intangible assets (Note 5)		142,126		151,381		
Total assets	\$	4,042,159	\$	4,065,634		
Liabilities						
Current liabilities						
Accounts payable and accrued liabilities	\$	452,106	\$	472,703		
Deferred revenue (Note 7(b))		840,477		902,884		
Total liabilities		1,292,583		1,375,587		
Shareholders' equity						
Share capital (Note 6)		4,940,930		4,940,930		
Contributed surplus (Note 6)		2,865,579		2,833,137		
Accumulated deficit		(5,056,933)		(5,084,020)		
Total shareholders' equity		2,749,576		2,690,047		
Total liabilities and shareholders' equity	\$	4,042,159	\$	4,065,634		
Approved and authorized for issuance on behalf of	the Board on	May 22, 2024.		4		
Nong" (signed)	'Annette Cusworth" (signed)					

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

Annette Cusworth

Chair of the Audit Committee

# **RIWI CORP.**Condensed Consolidated Interim Statements of Changes in Equity For the three months ended March 31, 2024 and 2023

(Unaudited and expressed in U.S. dollars)

	Number of	Share Capita	al Contributed	Accumulated	
	Shares	Amount	Surplus	Deficit	Total Equity
Balance, December 31, 2022	18,004,428	4,940,930	0 2,477,931	(4,270,679)	3,148,182
Share-based payment expense	-	-	95,586	-	95,586
Net loss and comprehensive loss for the period	-	-	-	(127,943)	(127,943)
Balance, March 31, 2023	18,004,428	\$ 4,940,930	0 \$ 2,573,517	\$ (4,398,622)	\$ 3,115,825
Balance, December 31, 2023	18,004,428	\$ 4,940,930	0 2,833,137	(5,084,020)	2,690,047
Share-based payment expense	-	-	32,442	-	32,442
Net income and comprehensive income for the period	-	-	-	27,087	27,087
Balance, March 31, 2024	18,004,428	\$ 4,940,93	0 \$ 2,865,579	\$ (5,056,933)	\$ 2,749,576

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

Condensed Consolidated Interim Statements of Income (Loss) and Comprehensive Income (Loss) For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

	Three mor Marc	nths ended ch 31
	2024	2023
Revenues (Note 7)	\$ 1,135,847	\$ 1,201,240
Operating expenses		
General and administrative (Note 8)	388,754	579,566
Operations (Note 8)	505,486	-
Technology costs (Note 8)	106,718	499,530
Sales and marketing (Note 8)	137,125	268,175
Total operating expenses	1,138,083	1,347,271
Operating loss before other income	(2,236)	(146,031)
Other income		
Interest income	29,323	19,495
Total other income	29,323	19,495
Net income (loss) before income taxes	27,087	(126,536)
Income tax expense	-	(1,408)
Net income (loss) and comprehensive income (loss) for the year	\$ 27,087	\$ (127,944)
Net income (loss) per share		
Basic and diluted	\$ 0.00	\$ (0.01)
Weighted average number of common shares outstanding	ψ 0.00	ψ (0.01)
Basic	19.004.429	18,004,428
	18,004,428	
Diluted	18,381,591	N/A

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

Condensed Consolidated Interim Statements of Cash Flows For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

	Three months ended March 31		
	2024	2023	
Operating activities			
Net income (loss) for the year	\$ 27,087 \$	(127,944)	
Non-operating interest income	(29,323)	(19,495)	
Items not involving cash			
Amortization	9,953	23,296	
Deferred tax liability	-	(581)	
Share-based payment expense	32,442	95,586	
	40,157	(29,138)	
Changes in non-cash operating working capital:			
Accounts receivable	(350,517)	163,913	
Unbilled revenue	51,786	(32,565)	
Contract costs	12,955	-	
Prepaid expenses and other assets	(56,447)	(29,669)	
Accounts payable and accrued liabilities	(20,597)	(64,091)	
Deferred revenue	(62,407)	346,081	
Net cash provided/(used) by operating activities	(385,070)	354,531	
Investing activities			
Interest income	29,323	19,761	
Additions of property and equipment	(477)	(2,379)	
Net cash provided by investing activities	28,846	17,382	
Financing activities			
Lease payments	-	(12,917)	
Net cash used by financing activities	-	(12,917)	
Change in cash and cash equivalents	(356,225)	358,996	
Effect of exchange rates on cash and cash equivalents	·	1,542	
Cash and cash equivalents, beginning of the year	3,094,542	2,350,718	
Cash and cash equivalents, end of the year	\$ 2,738,317 \$	2,711,256	

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

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 1. NATURE OF OPERATIONS

RIWI Corp. ("RIWI" or the "Company") is a public company and its shares are all common shares listed on the TSX Venture Exchange (TSXV: RIWI). The Company was originally incorporated under the laws of Canada pursuant to the Canada Business Corporations Act on August 17, 2009. The Company's head office is located at 33 Bloor Street East, 5th Floor, Toronto, Ontario, M4W 3H1 and RIWI's registered office is located at Suite 4100, 66 Wellington St W, Toronto, Ontario, M5K 1B7.

RIWI is a global trend-tracking and prediction technology firm. Our patented, cloud-based software solutions provide a global digital intelligence platform to clients seeking real-time consumer and citizen sentiment data anywhere in the world in order to improve business performance, evaluate program effectiveness, enhance customer engagement, and to monitor and reduce emerging threats and violent conflict.

These unaudited condensed interim financial statements of the Company for the three months ended March 31, 2024 (the "Financial Statements") have been prepared on a going concern basis which assumes that the Company will be able to realize its assets and discharge its liabilities in the normal course of business for the foreseeable future.

#### 2. BASIS OF PRESENTATION

These Financial Statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") applicable to interim financial information, as outlined in International Accounting Standard ("IAS") 34, Interim Financial Reporting and using the accounting policies consistent with those in the audited financial statements as at and for the year ended December 31, 2023. These Financial Statements do not include all disclosures normally provided in annual financial statements and should be read in conjunction with the annual financial statements as at and for the year ended December 31, 2023. Interim results are not necessarily indicative of the results expected for the fiscal year. Certain comparative figures have been reclassified to conform with the presentation adopted for the current period. These Financial Statements have been prepared on the historical cost basis except for certain financial instruments, which are measured at amortized cost, consistent with the Company's significant accounting policies. The Company's functional and reporting currency is the United States Dollar.

The Financial Statements were authorized for issuance by RIWI's Board of Directors on May 22, 2024.

#### 3. SUMMARY OF MATERIAL ACCOUNTING POLICIES

#### (a) Use of estimates and judgments

The preparation of these Financial Statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies regarding certain types of assets, liabilities, revenues and expenses. Actual results could differ from those estimates.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

# 3. SUMMARY OF MATERIAL ACCOUNTING POLICIES (continued)

#### (a) Use of estimates and judgments (continued)

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the year in which the estimates are revised and in any future quarter affected. Information about significant areas of estimation, uncertainty and critical judgments in applying accounting policies that have the most significant effect on the amounts are as follows:

#### (i) Asset carrying values and impairment charges

The assessment of any impairment of property and equipment, and intangible assets, is dependent upon estimates of recoverable amounts that take into account factors, such as economic and market conditions and the useful lives of assets, that are determined through the exercise of judgment. The Company tests for impairment whenever events or changes in circumstances indicate the carrying amount of the assets may not be recoverable. The recoverable amount of assets is the greater of an asset's fair value less cost to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects the current market assessments of the time value of money and the risks specific to the asset. Key estimates and judgements used by management when calculating the recoverable amount include the Company's future cash flows and the discount rate used.

# (ii) Income taxes and recoverability of potential deferred income tax assets

In assessing the probability of realizing income tax assets recognized, management makes estimates related to expectations of future taxable income considering applicable tax planning opportunities, expected timing of reversals of existing temporary differences and the likelihood that tax positions taken will be sustained upon examination by applicable tax authorities. In making its assessments, management gives additional weight to positive and negative evidence that can be objectively verified. Estimates of future taxable income are based on forecasted cash flows from operations and judgements regarding the application of existing tax laws. Where applicable tax laws and regulations are either unclear or subject to ongoing varying interpretations, it is reasonably possible that changes in these estimates and judgements can occur that materially affect the amounts of income tax assets recognized. Also, future changes in tax laws could limit the Company from realizing the tax benefits from the deferred income tax assets. The Company reassesses unrecognized income tax assets on an annual basis.

#### (iii) Measurement of share-based compensation

Management determines costs for share-based payments using market-based valuation techniques. The fair value of the share awards are determined at the date of grant using the Black-Scholes Method. Assumptions are made and judgment used in applying valuation techniques. These assumptions and judgments include estimating the future volatility of the stock price, expected dividend yield, future employee turnover rates and future employee stock option exercise behaviors.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

# 3. SUMMARY OF MATERIAL ACCOUNTING POLICIES (continued)

# (a) Use of estimates and judgments (continued)

#### (iv) Revenue

The Company exercises judgement in measuring its progress towards complete satisfaction of its performance obligations in project revenue contracts, which are satisfied over time. RIWI uses the output method to measure progress for performance obligations associated with project revenues for which revenue is recognized over time. Each of the Company's project revenue contracts is comprised of one performance obligation comprising a number of milestones, and the Company assesses the stage of completion of satisfying the performance obligation at each milestone as well as the consideration to be allocated to each milestone.

# (b) Basis of consolidation

These consolidated financial statements include the accounts of the Company and its subsidiaries.

A subsidiary is an entity controlled by the Company. The financial statements of the subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases. The Company's wholly-owned subsidiaries, Research on Mobile ("ROM") and RIWI US Corp are incorporated in France and the United States of America, respectively. Intercompany balances and transactions are eliminated upon consolidation and preparation of these financial statements.

#### 4. CASH AND CASH EQUIVALENTS

	March 31	December 31 2023		
	2024			
Cash	\$ 506,622	\$	762,847	
Short-term deposits	1,731,695		1,831,695	
Short-term investments	500,000		500,000	
	\$ 2,738,317	\$	3,094,542	

Short-term investments represent a non-redeemable term deposit which earns annual interest of 5.5%, maturing June 3, 2024.

#### 5. INTANGIBLE ASSETS AND GOODWILL

Intangible assets consist of a patent, domain names, trademarks, website, technology acquired and customer relationships.

The Company owns US Patent #8,069,078. This patent, which expires in July 2030, relates to a method of obtaining a representative online polling sample or ad test globally. The Company classified the patent as a finite life intangible asset and is amortizing it using the straight-line method over 20 years.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

# 5. INTANGIBLE ASSETS AND GOODWILL (continued)

The Company purchased Internet domain names in 2017 which have strategic value for ongoing intellectual property development. The Company classified the domain names as finite life intangible assets and is amortizing them using the straight-line method over 10 years.

In 2020, RIWI obtained the trademarks of the word mark "RIWI" in the US and the EU, and in 2021, obtained the trademark in Canada. The Company classified the trademarks as finite life intangible assets. The Company is amortizing the trademarks using the straight-line method over 10 years.

In previous years, the Company updated its website to ensure technical privacy compliance. The Company is amortizing this capital expenditure using the straight-line method over 3 years.

In 2022, the Company acquired technology and customer relationships in its acquisition of ROM. These assets are being amortized using the straight-line method over 5 and 7 years respectively.

Cost	Patent	Domain names	Trade- marks	Website	Technology	Customer relationships	Goodwill	Total
Balance, Dec. 31, 2022	\$ 21,239	9 \$ 80,810	\$ 7,016	\$ 16,568	\$ 93,000	\$ 61,000	\$ 291,074	\$ 570,707
Additions	-	-	-	-	-	_	-	-
Impairment of goodwill	-	-	-	-	-	-	(291,074)	(291,074)
Balance, Dec. 31, 2023	21,239	80,810	7,016	16,568	93,000	61,000	-	279,633
Additions	-	-	-	-	-	-	-	-
Balance, March 31, 2024	\$ 21,239	\$ 80,810	\$ 7,016	\$ 16,568	\$ 93,000	\$ 61,000	\$ -	\$ 279,633
Accumulated		Domain	Trade-			Customer		
Amortization	Patent	names	marks	Website	Technology	relationships	Goodwill	Total
Balance, Dec. 31, 2022	\$ 14,425	\$ 44,109	\$ 2,474	\$ 12,801	\$ 9,300	\$ 4,357	\$ -	\$ 87,466
Amortization	908	8,081	716	3,767	18,600	8,714	-	40,786
Balance, Dec. 31, 2023	15,333	52,190	3,190	16,568	27,900	13,071	-	128,252
Amortization	227	2,020	179	-	4,650	2,179	-	9,255
Balance, March 31, 2024	\$ 15,560	\$ 54,210	\$ 3,369	\$ 16,568	\$ 32,550	\$ 15,250	\$ -	\$ 137,507
Net Book Value	Patent	Domain names	Trade- marks	Website	Technology	Customer relationships	Goodwill	Total
Balance, Dec. 31, 2023	\$ 5,906	\$ 28,620	\$ 3,826	\$ -	\$ 65,100	\$ 47,929	\$ -	\$ 151,381
Balance, March 31, 2024	\$ 5,679	\$ 26,600	\$ 3,647	\$ -	\$ 60,450	\$ 45,750	\$ -	\$ 142,126

Amortization in the amount of \$9,255 has been included under general and administrative expenses for the three months ended March 31, 2024 (2023 – \$10,636).

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 6. SHARE CAPITAL, STOCK OPTIONS AND CONTRIBUTED SURPLUS

The Company's authorized share capital consists of an unlimited number of common shares without par value. The Company has 18,004,428 common shares outstanding as of March 31, 2024 as indicated below:

	Number of	Com	mon Shares
	Common Shares		\$
Outstanding, December 31, 2022	18,004,428	\$	4,940,930
Issuance of common shares	-		-
Outstanding, December 31, 2023	18,004,428		4,940,930
Issuance of common shares	-		
Outstanding, March 31, 2024	18,004,428	\$	4,940,930

The Company has a stock option plan under which it is authorized to grant options to directors, employees, and consultants enabling them to acquire in aggregate up to maximum of 3,600,885 shares of the Company. Under the plan, the exercise price of each option shall equal the market price of RIWI's common share on grant date, a minimum price, or a discounted amount of the Company's common share price as calculated on the date of grant. The options can be granted for a maximum term of five years and are subject to vesting provisions as determined by the Board of Directors of the Company. During the three months ended March 31, 2024, no shares were issued as a result of stock options being exercised (no shares issued for the three months ended March 31, 2023).

The following tables reflect the movement and status of the Company's stock options:

	March 3	March 31, 2024			December 31, 2023			
			Weighted		1	Weighted		
			Average			Average		
	Number of		Exercise	Number of		Exercise		
Options Outstanding	Options	Pı	rice (CAD)	Options	Pri	ce (CAD)		
Balance, beginning of the period	2,762,271	\$	1.25	1,837,917	\$	2.01		
Options granted during the period	-		-	1,483,654		0.59		
Options expired during the period	-		-	(390,000)		2.00		
Options forfeited during the period	(66,666)		0.80	(169,300)		0.69		
Balance, end of period	2,695,605	\$	1.34	2,762,271	\$	1.25		

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

# 6. SHARE CAPITAL, STOCK OPTIONS AND CONTRIBUTED SURPLUS (continued)

		Options Outsta	anding	Options Ex	ercisable
		March 31, 2	024	March 3	1, 2024
		V	Weighted		Weighted
			Average		Average
		Re	emaining		Remaining
		Number of Co	ntractual	Number of	Contractual
Exe	ercise Price	Options Life	(Years)	Options	Life (Years)
\$	0.55	484,264	4.2	407,924	4.2
\$	0.58	456,470	4.2	456,470	4.2
\$	0.64	398,620	3.8	99,655	3.8
\$	0.80	66,666	3.3	16,667	3.3
\$	0.92	331,529	3.0	331,529	3.0
\$	1.70	354,104	2.5	177,052	2.5
\$	2.47	145,140	1.9	145,140	1.9
\$	3.25	370,000	0.1	370,000	0.1
\$	3.56	88,812	1.1	88,812	1.1
		2,695,605	3.0	2,093,249	2.8
		Options Outstanding		Options Ex	ercisable
		<b>5</b> 1 64	0000		04 0000

		Options Outstanding		Optio	ons E	xercisable
		December	r 31, 2023	Dece	embe	r 31, 2023
			Weighted			Weighted
			Average			Average
			Remaining			Remaining
		Number of	Contractual	Numb	er of	Contractual
Exe	ercise Price	Options	Life (Years)	Ор	tions	Life (Years)
\$	0.55	484,264	4.4	407	,924	4.4
\$	0.58	456,470	4.5	342	,353	4.5
\$	0.64	398,620	4.0		-	-
\$	0.80	133,332	3.5	33	,333	3.5
\$	0.92	331,529	3.2	331	,529	3.2
\$	1.70	354,104	2.7	177	,052	2.7
\$	2.47	145,140	2.2	145	,140	2.2
\$	3.25	370,000	0.4	370	,000	0.4
\$	3.56	88,812	1.4	88	,812	1.4
		2,762,271	3.2	1,896	,143	2.9

Stock-based compensation expense in the amount of \$32,442 has been included under general and administrative expenses for the three months ended March 31, 2024 (2023 - \$95,586).

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 6. SHARE CAPITAL, STOCK OPTIONS AND CONTRIBUTED SURPLUS (continued)

The Black-Scholes option pricing model used by the Company to determine fair values was developed for use in estimating the fair value of freely traded options, which are fully transferable and have no vesting restrictions. The Company's stock options are not transferable and cannot be traded and are subject to vesting restrictions and exercise restrictions under the Company's black-out policy which would tend to reduce the fair value of the Company's stock options. Changes to subjective input assumptions used in the model can cause a significant variation in the estimate of the fair value of the options.

All outstanding share options expected to vest were measured in accordance with IFRS 2, "Share-based Payment" at their market-based measure at the acquisition date. Options were priced using the Black-Scholes option pricing model. Where relevant, the expected life used in the model has been adjusted based on management's best estimate for the effects of non-transferability, exercise restrictions, and behavioral considerations. Expected volatility is based on the historical share price volatility. The fair value has been estimated assuming no expected dividends and the following weighted average assumptions:

	2024	2023
Weighted average grant date fair value	N/A	\$ 0.27
Risk-free interest rate	N/A	3.17% - 4.03%
Expected life	N/A	3.0 - 4.5 years
Expected volatility	N/A	101% - 196%
Forfeiture rate	N/A	10%

Contributed surplus represents the amortized fair value of stock options granted under the stock option plan, determined using the Black-Scholes option pricing model. The fair value is amortized to income on a graded, vested basis over the vesting period with a corresponding increase to contributed surplus. Upon exercise of stock options, the consideration paid by the holder is included in share capital and the related contributed surplus associated with the stock options exercised is transferred into share capital.

	March 31,	
Contributed surplus	2024	Dec. 31, 2023
Balance, beginning of the period	\$ 2,833,137	\$ 2,477,931
Options expensed in the period	32,442	355,206
Balance, end of the period	\$ 2,865,579	\$ 2,833,137

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 7. REVENUE

#### (a) Revenue streams

The Company generates revenue primarily from the provision of analytical solutions to its clients in the form of compilation, analysis and communication of real-time data. All the Company's revenue is generated from contracts from customers in relation to the Company's principal activities. The Company has three revenue streams; project revenue, subscription or recurring revenue, and transaction revenue. RIWI's revenue disaggregated by geographical locations is analyzed in Note 11.

	Three months ended March 31			
	<b>2024</b> 2023			2023
Project revenues	\$	299,404	\$	466,665
Subscription or recurring revenues		407,337		312,217
Transaction revenues		429,106		422,358
	\$	1,135,847	\$	1,201,240

#### (b) Unbilled revenue and deferred revenue

Unbilled revenue relates to RIWI's right to consideration for work completed but not yet billed. RIWI transfers unbilled revenue to accounts receivable on invoicing. A summary of unbilled revenue from contracts with customers and the significant changes in those balances during the three months ended March 31, 2024 and 2023 follows.

	March 31			1
Unbilled revenue		2024		2023
Balance, beginning of the period	\$	81,948	\$	64,463
Additions during the period		45,381		196,621
Reclassification of unbilled revenue				
to accounts receivable		(97,167)		(164,056)
	\$	30,162	\$	97,028

Deferred revenue primarily relates to advance consideration received from customers for services yet to be performed. Deferred revenue will be recognized as revenue over time as RIWI achieves the delivery milestones. A summary of deferred revenue from contracts with customers and the significant changes in those balances during the three months ended March 31, 2024 and 2023 follows.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

# 7. REVENUE (continued)

# (b) Unbilled revenue and deferred revenue (continued)

	March 31			1
Deferred revenue		2024		2023
Balance, beginning of the period	\$	902,884	\$	298,430
Additions during the period		369,243		684,636
Deferred revenue recognized as				
revenue during the period		(431,650)		(338,555)
	\$	840,477	\$	644,511

# **8. OPERATING EXPENSES**

# (a) General and administrative

	Three months ended			
		Marc	:h 3	1
		2024		2023
Personnel costs	\$	189,052	\$	172,241
Director cash compensation		28,652		46,506
Consulting and professional fees		56,261		230,935
Share-based payment expense		32,442		95,586
Occupancy and office costs		74,611		51,126
Depreciation		9,951		23,296
Foreign exchange gain		(2,215)		(40,124)
	\$	388,754	\$	579,566

# (b) Operations

	Three months ended			
	March 31			
	<b>2024</b> 2023			2023
Personnel costs	\$	28,618	\$	-
Third party consulting fees		52,210		-
Project costs		145,144		-
Transaction revenue costs		279,514		-
	\$	505,486	\$	-

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 8. OPERATING EXPENSES (continued)

# (c) Technology costs

	Three months ended			
	March 31			1
	<b>2024</b> 2023			2023
Personnel costs	\$	52,077	\$	43,987
Third party consulting fees		54,641		31,847
Project costs		-		423,696
	\$	106,718	\$	499,530

#### (d) Sales and marketing

	Three months ended March 31			
	<b>2024</b> 2023			2023
Personnel costs	\$	33,496	\$	79,607
Third party consulting fees		86,887		56,234
Promotion and travel		16,742		132,334
	\$	137,125	\$	268,175

#### 9. RELATED PARTY TRANSACTIONS

For the three months ended March 31, 2024, the Company provided compensation in the form of salaries and short-term benefits to directors and executives of the Company in the amount of \$202,746 (2023 - \$311,941). For the three months ended March 31, 2024, the Company recognized share-based payment expenses in the amount of \$30,036 (2023 - \$81,310) for stock options granted to the directors and executives of the Company. Additionally, Neil Seeman, the Company's founder and a director of the Company, acted as a consultant for the Company and the Company incurred cash based compensation of \$nil for his consulting services in the three months ended March 31, 2024 (2023 - \$50,420).

#### 10. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

As at March 31, 2024, the Company's financial instruments are comprised of cash and cash equivalents, accounts receivable, unbilled revenue and accounts payable and accrued liabilities. The carrying values of these financial instruments reflected in the statement of financial position are carrying amounts and approximate their fair values due to their short-term nature. These financial instruments are classified as follows:

- Cash and cash equivalents amortized cost
- Accounts receivable amortized cost
- Accounts payable and accrued liabilities other financial liabilities

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 10. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (continued)

The evaluation of the financial instruments that are measured subsequent to initial recognition at fair value are grouped into Levels 1 to 3 based on the degree to which the fair value is observable.

- Level 1 of the fair value hierarchy includes unadjusted quoted prices in active markets for identical assets or liabilities:
- Level 2 of the hierarchy includes inputs that are observable for the asset or liability, either directly or indirectly; and
- Level 3 includes inputs for the asset or liability that are not based on observable market data.

The Company has no financial instruments measured at FVTPL.

The following is a discussion of the Company's risk exposures:

#### (a) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations. The Company's trade accounts receivable are due from customers and are subject to normal credit risk. The following table provides information regarding the aged trade receivables:

	Current	31-60 days	61-90 days	91 days +
March 31, 2024	55%	33%	6%	6%
December 31, 2023	40%	24%	28%	8%

The following table identifies customers comprising 10% or more of the Company's accounts receivable as at March 31, 2024 and December 31, 2023:

	March 31	December 31
	2024	2023
Customer A	22%	11%
Customer B	12%	12%
Customer C	6%	27%

The Company applies the IFRS 9 simplified approach to measuring expected credit losses using a lifetime expected credit loss provision for trade receivables. To measure expected credit losses on a collective basis, trade receivables and contract assets are grouped based on similar credit risk and aging.

The expected loss rates are based on the Company's historical credit losses experienced over the three year period prior to year end. The historical loss rates are then adjusted for current and forward-looking information on macroeconomic factors affecting the Company's customers. The Company has identified the gross domestic product, unemployment rate and inflation rate as the key macroeconomic factors in the countries where the Company operates.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

# 10. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (continued)

# (a) Credit risk (continued)

The Company has a \$nil balance for expected credit losses as at March 31, 2024 and December 31, 2023. The Company recognized \$nil expected credit losses during the three months ended March 31, 2024 and 2023.

The following table identifies customers comprising 10% or more of the Company's revenue for the three months ended March 31, 2024 and March 31, 2023:

	March 31	March 31
	2024	2023
Customer A	22%	12%
Customer B	13%	5%
Customer C	1%	11%

#### (b) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they are due. The Company has in place a planning and budgeting process which helps determine the funds required to ensure the Company has the appropriate liquidity to meet its operating and growth objectives.

The Company's financial liabilities consist of accounts payable and accrued liabilities comprised of invoices and accruals payable to trade suppliers for operating expenses, wages and salaries payable, and other expenses and are paid within one year.

The Company expects to fund these liabilities through the use of existing cash resources and its continuing operations.

#### (c) Market risk

Market risk is the risk that changes in market prices, such as interest rates and foreign exchange rates will affect the Company's net earnings or the value of financial instruments. The objective of the Company is to manage and mitigate market risk exposures within acceptable limits, while maximizing returns.

- (i) Interest rate risk: The Company has cash balances and no interest-bearing debt, and is not exposed to any significant interest rate risk.
- (ii) Foreign currency risk: The Company's activities are primarily conducted in foreign jurisdictions; a portion of the Company's cash and cash equivalents is denominated in Canadian dollars. The Company has not entered into foreign exchange rate contracts to mitigate this risk.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

# 10. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (continued)

# (c) Market risk (continued)

As at March 31, 2024, CAD\$ financial instruments were converted at a rate of CAD\$1.00 to USD\$0.7367. Balances denominated in CAD\$ as at March 31, 2024 were as follows:

			C	Converted to
		In CAD		USD
Cash and cash equivalents	\$	1,240,239	\$	913,684
Accounts receivable	\$	123,646	\$	91,090
Accounts payable and accrued liabilities	\$	214,677	\$	158,153

The estimated impact on net income for the three months ended March 31, 2024 with a +/- 10% change in exchange rates is approximately \$84,700 (2023 – \$98,000).

As at March 31, 2024, EUR financial instruments were converted at a rate of EUR \$1.00 to USD \$1.0800. Balances denominated in EUR as at March 31, 2024 were as follows:

			C	onverted to
		In EUR		USD
Cash and cash equivalents	€	126	\$	136
Accounts receivable	€	-	\$	-
Accounts payable and accrued liabilities	€	6,682	\$	7,217

The estimated impact on net income for the three months ended March 31, 2024 with a +/- 10% change in exchange rates is approximately \$700 (2023 – \$29,000).

#### (d) Capital management

The Company's capital is defined to be shareholders' equity. The Company's objective in managing capital is to ensure it has adequate working capital to meet day to day needs and access to sources of capital sufficient to finance its operations and to make planned capital expenditures or capital acquisitions as opportunities present themselves. The Company manages its capital structure and makes changes to it in light of changes in economic conditions, anticipated or planned capital expenditures, opportunities for acquisitions and the risk characteristics of the underlying investments.

The Company is not subject to any externally imposed capital requirements.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 11. SEGMENT REPORTING

The Company is required to disclose certain information regarding operating segments, products, services and geographic areas. Operating segments are defined as components of an enterprise for which separate financial information is available that is regularly evaluated by the chief operating decision maker in deciding how to allocate resources and in assessing performance. The Company's chief operating decision maker is its Chief Executive Officer.

The approximate sales revenue based on geographic location of customers for the three months ended March 31, 2024 and 2023 is as follows:

	Tł	Three months ended March 31				
		2024		2023		
United States	\$	567,854	\$	811,553		
Canada		382,574		228,771		
Europe		172,897		108,121		
Other		12,522		52,795		
	\$	1,135,847	\$	1,201,240		

	March 31		December 31		
	2024		2023		
Total non-current assets					
held in Canada	\$	38,824	\$	41,468	

The Company had two operating segments for the three months ended March 31, 2024, being the Company's respondent marketplace and the Company's RIWI operations excluding the respondent marketplace segment. All of the Company's Transaction revenues were generated in the respondent marketplace operating segment, and all other revenues were generated in the RIWI operating segment.

	Three months ended March 31, 2024			
				Respondent
		RIWI		Marketplace
Revenues	\$	706,741	\$	429,106
Net income (loss)	\$	(1,727)	\$	28,814
Non-current assets	\$	38,824	\$	106,200
Total assets	\$	3,299,766	\$	742,393
Total liabilities	\$	1,207,233	\$	85,350
Interest income	\$	29,323	\$	-
Depreciation and amortization	\$	3,122	\$	6,829

All overhead and administrative costs are absorbed by the RIWI segment.

Notes to the Condensed Consolidated Interim Financial Statements For the three months ended March 31, 2024 and 2023 (Unaudited and expressed in U.S. dollars)

#### 12. SUBSEQUENT EVENT

On April 24, 2024, the Board of Directors of the Company approved the acquisition of the majority of the assets of CoolTool Inc. ("CoolTool") for \$292,000 cash plus contingent consideration pursuant to an agreement dated the same day. The contingent consideration is as follows:

- (a) \$125,000 if certain customer acquisition targets are met in the first year following acquisition
- (b) \$125,000 if certain customer acquisition targets are met in the second year following acquisition
- (c) 5% of revenue recognized on the CoolTool survey platform in the first year following acquisition
- (d) 20% of nonconscious revenue in excess of \$200,000 generated in the first three years following acquisition

CoolTool is an automated insights platform that incorporates nonconscious measurement tools and traditional survey-based research, providing brands and public relations and market research agencies with a proprietary tool for testing and optimizing marketing concepts and visual stimuli to improve return on marketing investments.

As a result of limited access to CoolTool information, together with the limited time since the acquisition date, the determination if the acquisition qualifies as a business combination has not yet been made. This determination will be made and information included in the Company's quarterly report for the quarter ended June 30, 2024.