

Bluedrop Performance Learning Inc.

Condensed Consolidated Interim Financial Statements
(unaudited)

Three months ended December 31, 2019

Notice of No Auditor Review of Interim Financial Statements

The accompanying unaudited condensed consolidated interim financial statements of Bluedrop Performance Learning Inc. (the Company) have been prepared by and are the responsibility of the Company's management.

In accordance with National Instrument 51-102, the Company discloses that its independent auditor has 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 interim financial statements by an entity's auditor.

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Bluedrop Performance Learning Inc.Consolidated Statements of Financial Position
Unaudited**December 31** **September 30**
2019 **2019**

In Canadian dollars

ASSETS

Current assets

Cash	\$	545,437	150,488
Accounts receivable (Note 4)		10,674,015	7,905,225
Contract assets		1,509,684	1,688,607
Work in progress		192,354	33,989
Other current assets (Note 5)		597,598	434,885

13,519,088 10,213,194

Work in progress		607,019	607,019
Deferred tax assets		2,421,932	2,808,350
Goodwill and other intangible assets (Note 6)		2,837,367	2,938,908
Property and equipment (Note 7)		852,345	904,742
Right-of-use assets (Note 8)		2,430,241	-
Other long-term assets		261,222	98,438

\$ 22,929,214 17,570,651

LIABILITIES AND EQUITY

Current liabilities

Bank indebtedness (Note 9)	\$	3,082,340	970,174
Accounts payable and accruals		3,441,765	3,937,378
Deferred development funding (Note 10)		1,149,609	-
Contract liabilities		4,301,910	4,994,893
Current portion of long-term debt (Note 9)		618,310	666,703
Other current liabilities (Note 11)		814,971	393,207

13,408,905 10,962,355

Long-term debt (Note 9)		2,365,493	2,311,843
Discounted royalty obligations (Note 12)		4,003,995	3,851,295
Long-term contract liabilities		97,937	130,583
Deferred tax liabilities		287,693	305,672
Other long-term liabilities (Note 11)		1,978,464	5,213

22,142,487 17,566,961

Equity

Share capital (Note 13)		6,916,378	6,916,378
Contributed surplus		1,305,008	1,305,008
Deficit		(7,434,659)	(8,217,696)

786,727 3,690

\$ 22,929,214 17,570,651

Approved on Behalf of the Board

Derrick H. Rowe
DirectorEmad Rizkalla
Director

Bluedrop Performance Learning Inc.

Consolidated Statements of Comprehensive Income (Loss)

Unaudited

Three months ended December 31In Canadian dollars

	2019	2018
Revenue		
Courseware development services	\$ 1,747,083	1,166,552
In-service support	2,726,281	2,062,214
Software licensing and subscriptions	1,154,355	659,943
Simulation products	514,482	-
	<hr/> 6,142,201	<hr/> 3,888,709
Direct costs	2,938,961	2,322,823
Gross profit	<hr/> 3,203,240	<hr/> 1,565,886
Expenses		
Sales and marketing	493,835	563,551
General and administration	1,275,938	1,256,598
Research and development costs	1,272,245	1,168,890
Government assistance and other funding (Note 14)	(1,958,112)	(252,919)
Finance costs, net (Note 15)	347,505	293,191
Depreciation and amortization (Note 6, 7 and 8)	334,215	170,571
Other (gains) and losses (Note 16)	80,773	(55,168)
	<hr/> 1,846,399	<hr/> 3,144,714
Profit (loss) before income taxes	<hr/> 1,356,841	<hr/> (1,578,828)
Income tax expense (recovery)		
Current	205,365	-
Deferred	368,439	(441,471)
	<hr/> 573,804	<hr/> (441,471)
Net profit (loss) and comprehensive income (loss)	<hr/> \$ 783,037	<hr/> (1,137,357)
Net profit (loss) per share		
Basic	\$ 0.01	(0.01)
Diluted	\$ 0.01	(0.01)
Weighted average number of shares outstanding (Note 13)		
Basic	101,901,142	92,126,394
Diluted	<hr/> 101,901,142	<hr/> 92,126,394

Bluedrop Performance Learning Inc.

Consolidated Statements of Changes in Equity

Unaudited

Three months ended December 31In Canadian dollars

	Ordinary Common Shares	Share Capital	Contributed surplus	Deficit	Total
October 1, 2018	97,933,776	\$ 5,457,889	\$ 1,645,422	\$ (3,840,920)	\$ 3,262,391
Share-based compensation	-	-	759	-	759
Repurchase of shares under normal course issuer bid (Note 13)	(104,500)	(5,225)	-	(7,815)	(13,040)
Net loss and comprehensive loss	-	-	-	(1,137,357)	(1,137,357)
December 31, 2018	97,829,276	5,452,664	1,646,181	(4,986,092)	2,112,753
Share-based compensation	-	-	845	-	845
Exercise of share options	9,943,517	1,469,464	(342,018)	-	1,127,446
Repurchase of shares under normal course issuer bid (Note 13)	(115,000)	(5,750)	-	(9,850)	(15,600)
Net loss and comprehensive loss	-	-	-	(3,221,754)	(3,221,754)
September 30, 2019	107,657,793	6,916,378	1,305,008	(8,217,696)	\$ 3,690
Net profit (loss) and comprehensive income (loss)	-	-	-	783,037	783,037
December 31, 2019	107,657,793	\$ 6,916,378	\$ 1,305,008	\$ (7,434,659)	\$ 786,727

Bluedrop Performance Learning Inc.

Consolidated Statements of Cash Flows

Three months ended December 31**2019****2018**

In Canadian dollars

Increase (decrease) in cash**Operating activities**

Net income (loss) for the period	\$	783,037	(1,137,357)
Items not affecting cash:			
Share-based compensation		-	759
Depreciation and amortization		334,215	170,571
Non-cash government assistance		(475,080)	(193,189)
Finance costs		347,505	329,404
Finance income		-	(36,213)
Deferred taxes		368,439	(441,471)
Unrealized loss on derivative instruments		(33,725)	107,381
Gain on settlement of lease liability		(4,000)	-
Net foreign exchange differences		119,504	(113,459)
Interest paid		(27,136)	20,106
		1,412,759	(1,293,468)
Changes in non-cash working capital (Note 17)		(3,220,570)	1,071,482
Net change in cash from operating activities		(1,807,811)	(221,986)

Investing activities

Purchase of property and equipment		(70,118)	(241,514)
Net change in cash from investing activities		(70,118)	(241,514)

Financing activities

Advances of long-term debt		667,701	256,065
Repayment of lease obligations		(132,885)	(5,478)
Repayment of long-term debt		(262,256)	(725,489)
Repayment of discounted royalty obligations		(61,128)	(52,625)
Repurchase of shares under normal course issuer bid		-	(13,040)
Interest paid		(6,424)	(22,980)
Net change in cash from financing activities		205,008	(563,547)

Decrease in cash		(1,672,921)	(1,027,047)
Cash, beginning of period		(819,686)	1,638,177
Net foreign exchange impact on cash		(44,296)	60,889
Cash, end of period	\$	(2,536,903)	672,019

Cash consists of:

Cash on hand and in bank	\$	545,437	672,019
Bank indebtedness		(3,082,340)	-
	\$	(2,536,903)	672,019

Bluedrop Performance Learning Inc.

Notes to the Condensed Consolidated Financial Statements

Three months ended December 31, 2019

In Canadian dollars

1. Nature of operations

Bluedrop Performance Learning Inc. ("Bluedrop" or "the Company") was continued under the Corporations Act of Newfoundland and Labrador on January 26, 2012. On March 27, 2019, the Company was discontinued under the Corporations act of Newfoundland and Labrador and continued under the Canada Business Corporations Act. These consolidated financial statements comprise the Company and its 100% owned operating subsidiaries as follows:

Bluedrop Training & Simulation Segment

Bluedrop Training & Simulation Inc.

Bluedrop Simulation Services Inc.

Bluedrop Learning Networks Segment

Bluedrop Learning Networks Inc.

The Company provides e-learning and course development services and offers online training solutions for businesses and individuals through cloud-based learning management solutions and traditional learning management systems. In addition, the Company provides custom courseware development, training products, low cost simulation and in-service support solutions to improve the safety, productivity and efficiency of military and civil aviation personnel through its Training and Simulation operations. The Company is domiciled in Canada and its registered office is located at 18 Prescott Street, St. John's, Newfoundland and Labrador, A1C 3S4.

These condensed consolidated interim financial statements were approved and authorized for issuance by the Board of Directors on March 2, 2020.

2. Basis of presentation

These condensed consolidated interim financial statements present the Company's financial position and financial results under International Financial Reporting Standards (IFRS) and in accordance with International Accounting Standard (IAS) 34 Consolidated Interim Financial Reporting using accounting policies consistent with IFRS and as issued by the International Accounting Standards Board (IASB). These condensed consolidated interim financial statements have been prepared using accounting policies consistent with those used in the preparation of the Company's audited annual financial statements for the year ended September 30, 2019, except as identified in Note 3. The condensed consolidated interim financial statements do not include all of the information required for annual financial statements and should be read in conjunction with the financial statements of the Company as at and for the year ended September 30, 2019.

These financial statements have been prepared on the historical cost basis except for the revaluation of certain financial assets and liabilities, which are measured at their fair value, and are presented in Canadian dollars.

The accounting policies have been applied consistently in the preparation of the financial statements of all periods presented.

3. Adoption of new accounting standards

(a) *IFRS 16 Leases*

IFRS 16 was issued in January 2016 and it replaces IAS 17 Leases and IFRIC 4 *Determining whether an arrangement contains a lease*. IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosures of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under IAS 17. The standard includes two recognition exemptions for lessees, leases of 'low-value' assets and short-term leases (i.e. term of 12 months or less). At the commencement of a lease, a lessee will recognize a lease liability and a right of use asset representing the right to use the underlying asset during the lease term. This standard is effective for annual periods beginning on or after January 1, 2019, and the Company has adopted the standard on October 1, 2019.

The Company has elected to adopt the standard using the modified retrospective method and therefore comparative information for fiscal 2019 has not been restated. The Company has recognized new assets and liabilities for all leases that were previously classified as operating leases, other than those that were excluded due to the elected practical expedients. The Company applied the following practical expedients upon transition:

Bluedrop Performance Learning Inc.

Notes to the Condensed Consolidated Financial Statements

Three months ended December 31, 2019

In Canadian dollars

3. Adoption of new accounting standards (continued)

- The previous determination pursuant to IAS 17 and IFRIC 4, Determining Whether an Arrangement Contains a Lease, of whether a contract is a lease has been maintained for existing contracts;
- The Company exercised the option not to apply the new recognition requirements to short-term leases with a term of 12 months or less (and no purchase option) and leases of low-value assets;
- Initial direct costs will not be taken into account in the initial measurement of the right-of-use assets as at October 1, 2019;
- The Company relied on the assessment of whether leases are onerous immediately before the date of initial application;
- The Company elected to measure the right-of-use asset on a lease by lease basis at an amount equal to the lease liability, adjusted for previously recognized prepaid or accrued lease payments.

As at October 1, 2019, the Company recognized additional assets under Right-of-use assets and liabilities under Other liabilities on the consolidated statements of financial position of \$2.5 million each (see note 8 and 11). In addition, the nature of the expenses related to the lease has changed as IFRS 16 replaces the straight-line operating lease expense with depreciation expense for right-of-use assets and interest expense on the lease liabilities using the effective interest method.

The following table reconciles the operating lease payments as at September 30, 2019 to the lease liabilities recognized as at October 1, 2019:

Minimum lease payments under operating leases as at September 30, 2019	\$ 3,296,693
Recognition exemption for:	
Short-term leases	(2,180)
Reasonably certain extension options	846,720
Variable non-lease components	(1,346,771)
Lease obligation as at October 1, 2019 (gross, without discounting)	2,794,462
Effect from discounting at the incremental borrowing rate as at October 1, 2019	(281,062)
Liabilities recognized based on initial application of IFRS 16 as at October 1, 2019	2,513,400
Current portion of lease liabilities as at September 30, 2019	18,010
Long-term portion of lease liabilities as at September 30, 2020	5,212
Total lease liabilities as of October 1, 2019	\$ 2,536,622

Accounting Policy

At inception, the Company assess whether a contract is or contains a lease which involves the exercise of judgment. The company has elected not to separate lease and non-lease components for its right-of-use (ROU) assets. The Company has elected not to recognize ROU assets and lease liabilities for leases where the total lease term is less than 12 months, or for a lease of low value. The payments for these leases will be recognized on a straight-line basis over the lease term as operating expenses.

Lease assets are capitalized at the commencement date of the lease and ROU assets are initially measured on the present value of the lease payments, plus initial direct costs incurred when entering into a lease and lease payments made at or before the commencement date, less any lease incentives received. The ROU assets are depreciated over the shorter of the lease term or the estimated useful life of the underlying asset. An impairment review is undertaken for any ROU asset that shows indicators of impairment and an impairment loss is recognized against the ROU asset that is impaired.

The lease liability is measured at the present value of the fixed and eligible variable lease payments that depend on an index or rate, net of any lease incentives at the initial measurement date. When the lease contains an extension or purchase option that the Company considers reasonably certain to be exercised, the cost of the option is included in the lease payments. The present value of the lease payments is determined using the discount rate representing the Company's incremental borrowing rate on the lease commencement date, adjusted for the applicable currency of the lease contract, similar tenor and nature of the asset being leased. Variable lease payments that do not depend on an index or rate are recognized as an expense in the period in which the event or condition that triggers the payment occurs.

Bluedrop Performance Learning Inc.

Notes to the Condensed Consolidated Financial Statements

Three months ended December 31, 2019

In Canadian dollars

3. Adoption of new accounting standards (continued)

(b) Annual Improvements to IFRS Standards (2015-2017) Cycle

On December 12, 2017 the IASB issued narrow-scope amendments to three standards as part of its annual improvements process. The amendments are effective on or after January 1, 2019, with early application permitted. Each of the amendments has its own specific transition requirements. Amendments were made to the following standards:

- *IFRS 3 Business Combinations* and *IFRS 11 Joint Arrangements* - to clarify how a company accounts for increasing its interest in a joint operation that meets the definition of a business;
- *IAS 12 Income Taxes* - to clarify that all income tax consequences of dividends are recognized consistently with the transactions that generated the distributable profits - i.e. in profit or loss, OCI, or equity; and
- *IAS 23 Borrowing Costs* - to clarify that funds borrowed specifically to finance the construction of a qualifying asset should be transferred to the general borrowings pool once the construction of the qualifying asset has been completed. They also clarify that an entity includes funds borrowed specifically to obtain an asset other than a qualifying asset as part of general borrowings.

The Company has adopted these amendments on October 1, 2019. The amendments did not have any impact on its financial statements.

(c) *IFRIC 23 Uncertainty over Income Tax Treatments*

On June 7, 2017, the IASB issued *IFRIC Interpretation 23 Uncertainty over Income Tax Treatments*. The Interpretation provides guidance on the accounting for current and deferred tax liabilities and assets in circumstances in which there is uncertainty over income tax treatments. The Interpretation is applicable for annual periods beginning on or after January 1, 2019. Earlier application is permitted. The Interpretation requires:

- an entity to contemplate whether uncertain tax treatments should be considered separately, or together as a group, based on which approach provides better predictions of the resolution;
- an entity to determine if it is probable that the tax authorities will accept the uncertain tax treatment; and
- if it is not probable that the uncertain tax treatment will be accepted, measure the tax uncertainty based on the most likely amount or expected value, depending on whichever method better predicts the resolution of the uncertainty.

The Company has adopted these amendments on October 1, 2019. The amendments did not have any impact on its financial statements.

4. Accounts receivable

	December 31 2019	September 30 2019
Trade	\$ 8,150,256	5,649,977
Government assistance - digital media tax credits	1,912,718	1,784,861
Government assistance - other	358,699	303,160
Other	252,342	167,227
	<u>\$ 10,674,015</u>	<u>7,905,225</u>

5. Other current assets

	December 31 2019	September 30 2019
Prepaid expenses	\$ 569,473	236,944
Cost of obtaining a contract (current portion)	28,125	28,125
Share purchase loan (note 19)	-	169,816
	<u>\$ 597,598</u>	<u>434,885</u>

Bluedrop Performance Learning Inc.

Notes to the Condensed Consolidated Financial Statements

Three months ended December 31, 2019

In Canadian dollars

6. Goodwill and other intangible assets

	Courseware and other	Technology	Customer Relationships	Goodwill	Total
Cost					
October 1, 2018	\$ 61,815	3,142,103	2,905,000	1,853,131	7,962,049
Disposals	-	(903,061)	-	-	(903,061)
September 30, 2019	\$ 61,815	2,239,042	2,905,000	1,853,131	7,058,988
December 31, 2019	\$ 61,815	2,239,042	2,905,000	1,853,131	7,058,988
Accumulated amortization and impairment losses					
October 1, 2018	\$ 61,815	2,877,655	1,659,143	-	4,598,613
Amortization	-	164,671	259,857	-	424,528
Disposals	-	(903,061)	-	-	(903,061)
September 30, 2019	\$ 61,815	2,139,265	1,919,000	-	4,120,080
Amortization	-	43,541	58,000	-	101,541
December 31, 2019	\$ 61,815	2,182,806	1,977,000	-	4,221,621
Carrying values					
October 1, 2018	\$ -	264,448	1,245,857	1,853,131	3,363,436
September 30, 2019	\$ -	99,777	986,000	1,853,131	2,938,908
December 31, 2019	\$ -	56,236	928,000	1,853,131	2,837,367

7. Property and equipment

	Computer equipment and software	Furniture fixtures and equipment	Leasehold Improvements	Total
Cost				
October 1, 2018	\$ 905,550	817,229	193,956	1,916,735
Additions	611,706	54,121	308,634	974,461
September 30, 2019	\$ 1,517,256	871,350	502,590	2,891,196
Transfers	(168,994)	(87,735)	-	(256,729)
Additions	49,162	4,383	16,573	70,118
December 31, 2019	\$ 1,397,424	787,998	519,163	2,704,585
Accumulated depreciation				
October 1, 2018	\$ 717,208	783,376	192,487	1,693,071
Depreciation	237,918	17,805	37,660	293,383
September 30, 2019	\$ 955,126	801,181	230,147	1,986,454
Transfers	(161,192)	(77,251)	-	(238,443)
Depreciation	74,279	3,422	26,528	104,229
December 31, 2019	\$ 868,213	727,352	256,675	1,852,240
Carrying values				
October 1, 2018	\$ 188,342	33,853	1,469	223,664
September 30, 2019	\$ 562,130	70,169	272,443	904,742
December 31, 2019	\$ 529,211	60,646	262,488	852,345

The Company has transferred the carrying value of computer equipment and furniture, fixtures and equipment of \$18,286 held under finance lease and previously classified as property and equipment as at September 30, 2019 to right-of-use assets.

Bluedrop Performance Learning Inc.

Notes to the Condensed Consolidated Financial Statements

Three months ended December 31, 2019

In Canadian dollars

8. Right-of-use assets

Cost	Office Lease	Computer equipment	Furniture fixtures and equipment	Total
October 1, 2019	\$ 2,513,400	-	-	2,513,400
Transfers (note 7)	-	168,994	87,735	256,729
Additions	-	36,270	-	36,270
Disposals	-	(32,250)	-	(32,250)
December 31, 2019	\$ 2,513,400	173,014	87,735	2,774,149
Accumulated amortization				
October 1, 2019	\$ -	-	-	-
Transfers (note 7)	-	161,192	77,251	238,443
Disposals	-	(22,980)	-	(22,980)
Amortization	123,218	3,344	1,883	128,445
December 31, 2019	\$ 123,218	141,556	79,134	343,908
Carrying values				
October 1, 2019	\$ 2,513,400	-	-	2,513,400
December 31, 2019	\$ 2,390,182	31,458	8,601	2,430,241

9. Long-term debt and operating facilities

	Term	December 31 2019	September 30 2019
Government assistance debt:			
Province of Newfoundland and Labrador - 4.75%	(a) 2016-2020	4,476	41,249
Government of Nova Scotia - 5%	(b) 2013-2022	453,163	497,260
Atlantic Canada Opportunities Agency - non-interest bearing	(c) 2018-2023	1,869,852	1,971,408
Atlantic Canada Opportunities Agency - non-interest bearing	(d) 2015-2019	-	24,287
Strategic Innovation Fund - non-interest bearing	(e) 2025-2039	656,312	444,342
		2,983,803	2,978,546
less: current portion		(618,310)	(666,703)
Total long-term debt		\$ 2,365,493	2,311,843

(a) Province of Newfoundland and Labrador - 4.75%

During 2011, the Province of Newfoundland and Labrador converted an equity investment into a \$500,000 term loan bearing interest at 4.75% per annum secured by a general security agreement. The loan is repayable in monthly blended payments of \$12,500 until December 2019 and a final payment of \$4,512 in January 2020. The loan has been recorded using the effective interest method and the difference between the proceeds received and fair value was recognized as government assistance.

(b) Government of Nova Scotia - 5%

During 2012, the Company secured a \$1.7 million term loan from the Government of Nova Scotia. The loan bears interest at 5.0% per annum and is secured against certain property. The facility is repayable in monthly principal payments of \$16,579, plus interest, until May 2022. The loan has been recorded using the effective interest method and the difference between the proceeds received and fair value was recognized as government assistance.

(c) Atlantic Canada Opportunities Agency - non-interest bearing

On February 23, 2017, the Company secured a \$3.0 million funding contribution under the Atlantic Canada Opportunities Agency Business Development Program to assist with working capital requirements for growth initiatives of the Company. The unsecured, non-interest bearing loan is repayable in 60 monthly installments of \$50,000 each commencing October 1, 2018. The loan has been recorded using the effective interest method and the difference between the proceeds received and fair value is recognized as government assistance.

Bluedrop Performance Learning Inc.

Notes to the Condensed Consolidated Financial Statements

Three months ended December 31, 2019In Canadian dollars

9. Long-term debt and operating facilities (continued)

(d) Atlantic Canada Opportunities Agency - non-interest bearing

During 2014, the Company secured a \$500,000 funding contribution under the Atlantic Canada Opportunities Agency Business Development Program. The unsecured, non-interest bearing loan was repayable in 60 monthly installments of \$8,333 and has been repaid in full as at December 31, 2019. The loan was been recorded using the effective interest method and the difference between the proceeds received and fair value was recognized as government assistance.

(e) Strategic Innovation Fund - non-interest bearing

On May 16, 2018, the Company announced a \$7.6 million repayable investment under the Strategic Innovation Fund Program to support innovation and development of simulation capabilities. The unsecured, non-interest bearing loan is repayable in 15 annual repayments of \$735,722 commencing January 1, 2025. As at December 31, 2019 the Company has drawn \$2,246,173 of the funds. The loan has been recorded using the effective interest method and the difference between the proceeds received and fair value is recognized as government assistance (Note 14).

(g) Operating line of credit

The Company has a short-term bank operating line of credit that was renewed on April 23, 2018. During the quarter the Company entered into an agreement to temporarily increase the line of credit to a maximum of the lesser of \$3,500,000 and defined marginable accounts receivable minus specified liabilities. The upper limit will reduce to \$2,500,000 on March 15, 2020. The revolving facility is repayable on demand and bears interest at Royal Bank prime plus 2.20%. The Company has provided a General Security Agreement as security for this indebtedness. As at December 31, 2019, the Company has drawn \$2,965,000 of the line of credit (September 30, 2019 - \$45,000).

10. Deferred development funding

	December 31	September 30
	2019	2019
Opening balance	\$ -	-
Funding provided	2,220,508	-
Development cost incurred	(1,070,899)	-
Ending balance	\$ 1,149,609	-

On May 29, 2019, the Company and The Boeing Company (Boeing) entered into an agreement whereby Boeing would contribute US\$2.6 million to the Company to support the development of the next generation Special Mission Aviator Ramp Trainer (SMART) for the V-22 Osprey.

The Company has incurred \$1,070,899 (including \$946,467 in prior periods) of cost associated with the development of the SMART up to December 31, 2019. During the three months ended December 31, 2019 the Company recognized an equal amount of funding corresponding to these costs with the remainder deferred to fund future development costs associated with the simulator.

11. Other liabilities

	December 31	September 30
	2019	2019
Lease obligations (Note 3)	\$ 2,451,963	23,223
Derivative liability	-	33,725
Current portion of discounted royalty obligations (Note 12)	341,472	341,472
	\$ 2,793,435	398,420
less: current portion	(814,971)	(393,207)
Total other liabilities	\$ 1,978,464	5,213

Bluedrop Performance Learning Inc.

Notes to the Condensed Consolidated Financial Statements

Three months ended December 31, 2019

In Canadian dollars

11. Other liabilities (continued)

Lease liabilities

For the three months ended December, 31, 2019 the Company recognized \$25,225 of interest expense on the lease liabilities as finance costs in the consolidated statement of income (loss).

The following amounts are recognized as general and administration costs in the consolidated statement of income (loss) for the three months ended December 31:

	2019
Expense related to short-term and low value leases	\$ 1,684
Variable lease payments	49,566
Total lease cost	\$ 51,250

12. Discounted royalty obligations

	December 31 2019	September 30 2019
Unsecured royalty obligation	\$ 1,748,886	1,683,877
ACOA-AIF unsecured royalty obligation	2,596,581	2,508,890
	4,345,467	4,192,767
less: current portion (included in other current liabilities)	(341,472)	(341,472)
Total long-term other financial liabilities	\$ 4,003,995	3,851,295

(a) Unsecured royalty obligation

The unsecured royalty obligation agreement requires Bluedrop to pay a royalty of 1.0% of revenues in perpetuity with a minimum royalty payment of \$17,541 per month. The terms include a buyout option allowing the Company to extinguish 100% of all amounts owing upon payment of \$2,000,000. The obligation has been recorded using the effective interest method.

(b) ACOA-AIF unsecured Royalty obligation

The Company has recognized Atlantic Canadian Opportunities Agency - Atlantic Innovation Fund (ACOA-AIF) contributions of \$2,531,111 pursuant to a 2008 agreement, as amended and ACOA-AIF contributions of \$2,984,419 pursuant to a 2012 agreement. The Company must repay the contributions by annual instalments calculated as 5% of the gross revenues generated from products and product related services resulting from the research funded. As of December 31, 2019, \$531,477 (September 30, 2019 - \$531,477) has been repaid.

13. Share capital

(a) Authorized

Unlimited common shares without par value

(b) Common shares issued and outstanding

	Number of Shares	Share capital
Issued and outstanding at October 1, 2018	97,933,776	\$ 5,457,889
Shares repurchased and cancelled under normal course issuer bid	(219,500)	(10,975)
Shares issued on exercise of share options	9,943,517	1,469,464
Issued and outstanding at September 30, 2019	107,657,793	6,916,378
Issued and outstanding at December 31, 2019	107,657,793	\$ 6,916,378

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13. Share capital (continued)

During the year ended September 30, 2019, 219,500 shares were purchased under the above normal course issuer bid for \$28,640. The purchases resulted in a decrease to share capital and deficit of \$10,975 and \$17,665, respectively. The Company accounts for purchases under the constructive retirement method whereby shares are treated as cancelled upon repurchase in line with managements intention to subsequently cancel the purchased shares within a reasonable period.

(c) Earnings (loss) per share

Both basic and diluted earnings per share have been calculated using the profit attributable to shareholders as the numerator. The reconciliation of the weighted average number of shares for the purposes of basic and diluted earnings per share is as follows:

	2019	2018
Common shares issued and outstanding, beginning of year	107,657,793	97,933,776
Weighted average shares purchased through normal course issuer bid	-	(50,731)
Weighted average shares in treasury stock	(5,756,651)	(5,756,651)
Weighted average number of shares used in basic and diluted earnings per share	101,901,142	92,126,394

14. Government assistance and other funding

	2019	2018
Government assistance included in income:	\$	
National Research Council	202,705	-
Research & Development Corporation	48,593	-
Digital Media Tax Credits	160,835	55,235
Discounts on below-market interest rate debt (Note 9)	475,080	193,189
Other government assistance	-	4,495
Other indirect government assistance included in income:		
The Boeing Company	1,070,899	-
	\$ 1,958,112	252,919

15. Finance costs, net

	2019	2018
Interest on long-term debt	\$ 19,874	28,742
Accretion of other financial liabilities	213,829	210,024
Accretion of long-term debt	61,441	73,711
Short-term interest and bank charges	27,136	4,161
Interest on finance lease obligations	25,225	820
Other finance costs	-	11,946
Total finance cost	347,505	329,404
Other interest income	-	(36,213)
Total finance income	-	(36,213)
Total finance costs, net	\$ 347,505	293,191

16. Other (gains) and losses

	2019	2018
Gain on disposal	\$ (4,000)	(64,841)
Bad debt expense (recovery)	(2,607)	-
Share based compensation	-	759
Foreign exchange loss	87,380	8,914
Total other (gains) and losses	\$ 80,773	(55,168)

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17. Changes in non-cash working capital

	2019	2018
Accounts receivable	\$ (2,851,248)	2,150,676
Contract assets	178,923	(157,633)
Work in progress	(158,365)	
Other current assets	(162,713)	(366,777)
Other long-term assets	(162,784)	169,816
Accounts payable and accruals	(488,363)	194,965
Deferred development funding	1,149,609	-
Contract liabilities	(725,629)	(919,565)
	\$ (3,220,570)	1,071,482

18. Expenses classified by nature

Certain expenses are classified by function in the statement of comprehensive income. These include Direct costs, Sales and marketing, General and administration, and Research and development costs. A schedule of these expenses presented by nature is as follows:

	2019	2018
Salaries and other labour costs	\$ 4,320,400	4,055,142
Materials, services and supplies	1,080,377	581,846
Travel and living	150,389	145,429
Occupancy	79,866	198,001
Professional fees	229,418	162,111
Other costs	120,529	169,333
Total expenses classified by nature	\$ 5,980,979	5,311,862

19. Related party transactions

Transactions with related parties are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties. Related party transactions include:

(a) Share purchase loans

The Company has provided share purchase loans to a director of the Company. As collateral for the non-interest bearing share purchase loans, the borrower has granted the Company a security interest in a portion of the shares purchased. The loans are repayable in full on or before December 31, 2021. As at December 31, 2019, the total amount receivable was \$169,816 (September 30, 2019 - \$169,816) and is included in other long-term assets on the statements of financial position (September 30, 2019 - other current assets).

(b) Rental lease

Effective October 1, 2011, the Company entered into a rental lease with an entity controlled by the Company's beneficial controlling shareholder. The arrangement provides for the lease of 100% of the premises at 18 Prescott Street, St. John's, NL with an initial term of six years and has a four year renewal option. On September 28, 2017, the Company renewed the lease for the four year renewal term, which expires on September 30, 2021. The lease includes an initial net lease rate for two years with escalation provisions every two years thereafter. Included in Other liabilities on the consolidated statement of financial positions is a lease obligation of \$1,085,720 for the rental of premises. The Company adopted IFRS 16 (Note 3), and as a result, rent expense is included under general and administration occupancy expenses, finance costs and depreciation and amortization in the amounts of \$25,500, \$11,119 and \$46,875 respectively.

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19. Related party transactions (continued)

(c) Key management personnel

Key management personnel include the President and Chief Executive Officer, the Chief Financial Officer and the directors of the Company.

	2020	2019
Fees, salaries and benefits to key management personnel	\$ 199,050	183,425

20. Financial instruments

(a) Currency risk

Currency risk is the risk to the Company's earnings that arise from fluctuations of foreign exchange rates and the degree of volatility of these rates. The Company is exposed to foreign currency exchange risk on transactions incurred in US dollars. During the three months ended December 31, 2019, the Company recorded a \$87,380 loss on foreign currency (2018 - \$8,914 loss). The Company monitors fluctuations in exchange rates and uses derivative instruments to reduce its exposure to foreign currency risk.

During the three months ended December 31, 2019, the Company recorded revenue of \$2,877,262 from contracts denominated in US dollars (2018 - \$1,863,554). As at December 31, 2019, the Company held receivables of \$6,836,393 from contracts denominated in US dollars (September 30, 2019 - \$3,528,659).

(b) Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Company is exposed to credit risk from customers. In order to reduce its credit risk, the Company reviews a new customer's credit history before extending credit and conducts regular reviews of its existing customers' credit performance. The Company's maximum exposure to credit risk corresponds to the carrying value of accounts receivable and unbilled work in progress. Three customers accounted for 55% of revenue (2018 – two customers - 54%) and two customers accounted for 81% of the Company's trade receivables at December 31, 2019 (September 30, 2019 – two customers - 62%).

An allowance for doubtful accounts is established based a provision matrix that is based on historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment. The allowance for doubtful accounts at December 31, 2019, was \$250,280 (September 30, 2019 - \$258,483). At December 31, 2019, the Company's trade accounts receivable included amounts over 90 days old totaling \$1,372,591 which were not considered to be impaired and therefore not included in the allowance for doubtful accounts (September 30, 2019 - \$921,404).

21. Segment reporting

Bluedrop's business is organized and managed as two complementary lines of e-Learning based training businesses.

Bluedrop Training and Simulation is one of Canada's leading providers of comprehensive training solutions for the defence sector. With over 40 years' experience and hundreds of training devices delivered it prides itself on its resume and skilled work force. Bluedrop Training and Simulation provides a full suite of products and services ranging from; training needs analysis and design, courseware and technical documentation, training information management systems, training program delivery, virtual reality based trainers and simulators and in service support for larger simulators and programs. It services all branches of the defence sector including naval, air force and army operations as well as other security agencies.

Bluedrop Learning Networks is pioneering the development and adoption of a software as a service based training and delivery platform providing large scale customers with the ability to engage, track training and monitor training of large users groups spread out of multiple locations. It provides the complete service offering and solutions to meet the operational requirements of its clients from designing the training requirement, to building custom content, to operating and supporting the training and delivery platform. Revenues are generated from, recurring platform licences, custom courseware development, consulting services, and the sale of commercial off-the-shelf courses.

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21. Segment reporting (continued)

Segment profit or loss includes revenues and costs directly attributable to the operations of the segment. In addition management allocates a portion of shared administrative costs based on the attributable office space of those segments. Segment information for the reporting periods is as follows:

	2019			
	Bluedrop Learning Networks	Bluedrop Training and Simulation	Corporate and Other	Total
Revenue				
Courseware development services	\$ 368,547	1,378,536	-	1,747,083
In-service support	-	2,726,281	-	2,726,281
Software licensing and subscriptions	964,142	190,213	-	1,154,355
Simulation products	-	514,482	-	514,482
	1,332,689	4,809,512	-	6,142,201
Direct costs	414,301	2,524,660	-	2,938,961
Gross profit	918,388	2,284,852	-	3,203,240
Expenses				
Sales and marketing	274,801	219,034	-	493,835
General and administration	354,497	434,381	487,060	1,275,938
Management fee	143,614	471,714	(615,328)	-
Research and development costs	633,026	639,219	-	1,272,245
Government assistance and other funding	(176,113)	(1,306,919)	(475,080)	(1,958,112)
Finance costs	-	-	347,505	347,505
Depreciation and amortization	92,517	169,646	72,052	334,215
Other (gains) and losses	(13,334)	88,112	5,995	80,773
	1,309,008	715,187	(177,796)	1,846,399
(Loss) earnings before income taxes	\$ (390,620)	1,569,665	177,796	1,356,841
Total assets	\$ 4,178,417	17,779,317	971,480	22,929,214
Total liabilities	\$ 5,609,656	4,082,004	12,450,827	22,142,487
	2018			
	Bluedrop Learning Networks	Bluedrop Training and Simulation	Corporate and Other	Total
Revenue				
Courseware development services	\$ 445,053	721,499	-	1,166,552
In-service support	-	2,062,214	-	2,062,214
Software licensing and subscriptions	591,205	68,738	-	659,943
Simulation products	-	-	-	-
	1,036,258	2,852,451	-	3,888,709
Direct costs	402,577	1,920,246	-	2,322,823
Gross profit	633,681	932,205	-	1,565,886
Expenses				
Sales and marketing	382,983	180,568	-	563,551
General and administration	106,888	122,961	1,026,749	1,256,598
Management fee	313,764	848,325	(1,162,089)	-
Research and development costs	710,917	457,973	-	1,168,890
Government assistance and other funding	-	(59,730)	(193,189)	(252,919)
Finance costs	-	-	293,191	293,191
Depreciation and amortization	61,313	75,662	33,596	170,571
Other (gains) and losses	(64,927)	(54,947)	64,706	(55,168)
	1,292,216	943,965	908,533	3,144,714
(Loss) earnings before income taxes	\$ (658,535)	(11,760)	(908,533)	(1,578,828)
Total assets as at September 30, 2019	\$ 3,170,396	13,399,501	1,000,754	17,570,651
Total liabilities as at September 30, 2019	\$ 5,421,179	3,117,282	9,028,500	17,566,961

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21. Segment reporting (continued)Revenue by geographic location

	2019	2018
Canada	\$ 5,714,636	3,615,774
United States	85,163	213,079
Other	342,402	59,856
	<hr/> \$ 6,142,201	<hr/> 3,888,709

The revenue information above is based on locations of the customers.

22. Comparative figures

Certain comparative figures have been reclassified to conform with the December 31, 2019 financial statement presentation. Specifically, the prior period segment note has been reclassified to conform with the December 31, 2019 presentation.