



April 27, 2023

## **FINTECH SELECT LTD.**

### **MANAGEMENT'S DISCUSSION & ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS For the years ended December 31, 2022 and 2021**

The following discussion and analysis are management's assessment of the results and financial condition of Fintech Select Ltd. and should be read in conjunction with the audited consolidated financial statements for the year ended December 31, 2022 and 2021 together with the related notes contained therein. These statements have been prepared in conformity with International Financial Reporting Standards ("IFRS") and require management to make estimates and assumptions that affect amounts reported and disclosed in such financial statements and related notes. The Company's most recent filings are available on the SEDAR website.

#### **Management's Responsibility for Financial Reporting**

The consolidated financial statements and Management's Discussion and Analysis (MD&A) have been prepared by Management, who—when necessary—have made informed judgments and estimates of the outcome of events and transactions, with due consideration given to materiality. Management acknowledges its responsibility for the fairness, integrity and objectivity of all information provided in the consolidated financial statements and in MD&A thereof. As a means of fulfilling its responsibility, Management relies on the Company's system of internal controls. This system has been established to ensure, within reasonable limits, that assets are safeguarded, transactions are properly recorded and executed with Management's authorization, and that the accounting records provide a solid foundation from which to prepare the consolidated financial statements and the MD&A. The Board of Directors carries out its responsibility for the consolidated financial statements by reviewing the financial statements with management and auditors of the Company. All dollar amounts included in the MD&A are in Canadian dollars, except when stated otherwise.

#### **Forward-looking Statements**

The MD&A contains forward-looking statements, which reflect the Company's current expectations regarding future events. The forward-looking statements are often, but not always, identified by the use of words such as "seek", "anticipate", "plan", "estimate", "expect", "intend" and statements that an event or result "may", "will", "should", "could" or "might" occur or be achieved and other similar expressions. These forward-looking statements involve risk and uncertainties, including the difficulty in predicting product approvals, acceptance of and demands for new products, the impact of the products and pricing strategies of competitors, delays in developing and launching new products, the regulatory environment, fluctuations in operating results and other risks, any of which could cause results, performance, or achievements to differ materially from the results discussed or implied in the forward-looking statements. Many risks are inherent in the industry, while others are more specific to the Company. Investors should consult the "Risk Factors" section of this MD&A, as well as the Company's

ongoing quarterly filings for additional information on risks and uncertainties relating to these forward-looking statements. Investors should not place undue reliance on any forward-looking statements. Management assumes no obligation to update or alter any forward-looking statements, as a result of new information, further events, or otherwise.

### **Corporate Overview**

Fintech Select Ltd. TSX-V: FTEC (corporate website: [www.fintechselect.com](http://www.fintechselect.com)) is a leader in financial payment services and is a provider of robust and disruptive payment solutions, including prepaid card programs, Crypto-currency POS, and e-wallet and online payment solutions. The company's mission is to enable those core assets to work together in a harmoniously aligned environment to create a new landscape for consumers and businesses alike. Fintech Select also operates a 24/7/365 multi-lingual call center that provides customer service support to third party customers in Canada and USA and to the Company's customers across the platforms mentioned.

Our mission is to provide customers with choice, convenience and cost-effective ways to facilitate financial transactions, and to excel in our provided services at the call center.

Throughout 2021 and 2022, Fintech Select has been focusing on many initiatives, including e-wallets, the cryptocurrency platform, and the call center reporting system. The Company has completed rebuilding the Crypto-currency POS platform based on the latest POS software technology, specifically using Android POS instead of the old Verifone VX POS terminal and is testing the platform at this point while searching for reputable exchanges to back up the exchange transactions. The Company has made some progress on the e-wallet and online payment solutions, though completion of the white-label solution has taken longer than anticipated due to the sheer size of the platform. Management is considering the possibility of merging the functionalities of the e-wallet and POS cryptocurrency platforms into one platform, since they share a number of similarities. The possibility of heading in this direction makes the IT development team increasingly confident about the new-developed platform. The company has registered as a Canadian Money Service Business (MSB) with FINTRAC.

Additionally, adding more features and automated reports to its customer service platform to facilitate the reporting section for its customer care business and clients has been an on-going process so the Company's revenue and profit can be increased. The Company has been working towards a clean balance sheet by eliminating the debts it has. The Company will also be exploring partnerships with other companies and service providers to expand its products and services on a consumer and global level.

During the past few years, the Company has developed a Prepaid closed-loop card solution to its Libyan partner, Raseed, that can be used by Raseed's Libyan clients and regional banks. The Solution allows banks and other clients to load funds on their cards which can then be used within the POS closed network.

The Company also filed a patent application for its propriety POS (Point-Of-Sale) Cryptocurrency platform, and has been waiting for a reply or comment by the patent office.

## Selected Consolidated Financial Information

The following selected consolidated financial information has been derived from our consolidated financial statements for the three months and year ended December 31, 2022 and 2021 and our financial positions as of December 31, 2022 and 2021.

|   | 3 months ended<br>December 31 |              | Year ended<br>December 31, |              |
|---|-------------------------------|--------------|----------------------------|--------------|
|   | 2022                          | 2021         | 2022                       | 2021         |
| <b>REVENUE</b>  | \$ 616,259                    | \$ 631,915   | \$ 2,587,867               | \$ 2,771,261 |
| <b>EXPENSES</b>   |                               |              |                            |              |
| Goods and services purchased                            | 45,111                        | 54,371       | 187,213                    | 243,275      |
| Salaries and benefits                                   | 581,128                       | 585,387      | 2,623,166                  | 2,210,626    |
| Other general and administrative                        | 80,799                        | 45,656       | 243,620                    | 186,856      |
| Stock based compensation                                | --                            | 71,127       | --                         | 71,127       |
| Foreign exchange loss (gain)                            | 6,871                         | 14,746       | (27,158)                   | 17,186       |
| Depreciation and amortization                           | 30,744                        | 31,236       | 124,990                    | 127,189      |
| Interest expenses                                       | 1,925                         | 6,290        | 14,977                     | 27,799       |
|   | 746,578                       | 808,813      | 3,166,808                  | 2,884,058    |
| <b>Net income (loss) from operations</b>                | (130,319)                     | (176,898)    | (578,941)                  | (112,797)    |
| Impairment provision for software                       | 382,125                       | --           | 382,125                    | --           |
| Gain on settlement of accounts payable                  | --                            | --           | 2,157,451                  | --           |
| <b>Net income (loss)</b>                                | (512,444)                     | (176,898)    | 1,196,385                  | (112,797)    |
| Exchange difference on translating<br>foreign operation | 7,306                         | (4,968)      | (38,813)                   | 2,419        |
| Gain/(loss) on revaluation of intangibles               | (22,106)                      | 14,936       | (180,398)                  | 108,072      |
| <b>Comprehensive income (loss)</b>                      | \$(527,245)                   | \$ (166,930) | \$ 977,174                 | \$( 2,306)   |
| <b>Income (Loss) per share</b>                          |                               |              |                            |              |
| Basic   | \$ (0.007)                    | \$ (0.002)   | \$ 0.015                   | \$ (0.002)   |
| Diluted   | \$ (0.007)                    | \$ (0.002)   | \$ 0.015                   | \$ (0.002)   |
| <b>Weighted average number of shares outstanding</b>    |                               |              |                            |              |
| Basic   | 80,049,515                    | 72,624,515   | 79,520,611                 | 72,391,443   |
| Diluted   | 80,049,515                    | 72,624,515   | 79,520,611                 | 72,391,443   |

## Summary of annual results for the past three years

|                          | <u>2022</u>  | <u>2021</u>  | <u>2020</u>  |
|--------------------------|--------------|--------------|--------------|
| Revenue                  | \$ 2,587,867 | \$ 2,771,261 | \$ 2,884,668 |
| Net income (loss)        | 977,173      | (112,797)    | 405,148      |
| Total assets             | 483,032      | 1,223,070    | 1,259,227    |
| Earning (loss) per share |              |              |              |
| - Basic                  | \$ 0.015     | \$ (0.002)   | \$ 0.006     |
| - Diluted                | \$ 0.015     | \$ (0.002)   | \$ 0.006     |

## Summary of the Quarterly Results for the past 8 Quarters

|             |                            | <u>Revenue</u><br>\$ | <u>Net</u><br><u>income(loss)</u><br>\$ |
|-------------|----------------------------|----------------------|---|
| <u>2022</u> | <u>4<sup>th</sup> qtr.</u> | <u>616,259</u>       | <u>(512,445)</u>                        |
|             | <u>3<sup>rd</sup> qtr.</u> | <u>599,123</u>       | <u>(160,029)</u>                        |
|             | <u>2<sup>nd</sup> qtr.</u> | <u>622,652</u>       | <u>(123,758)</u>                        |
|             | <u>1<sup>st</sup> qtr.</u> | <u>749,833</u>       | <u>1,992,616</u>                        |
| <u>2021</u> | <u>4<sup>th</sup> qtr.</u> | <u>631,915</u>       | <u>(176,898)</u>                        |
|             | <u>3<sup>rd</sup> qtr.</u> | <u>746,488</u>       | <u>(18,262)</u>                         |
|             | <u>2<sup>nd</sup> qtr.</u> | <u>616,811</u>       | <u>28,364</u>                           |
|             | <u>1<sup>st</sup> qtr.</u> | <u>776,047</u>       | <u>53,999</u>                           |

### **Financial position**

|                             | <b>December 31, 2022</b> | <b>December 31, 2021</b> |
|-----------------------------|--------------------------|--------------------------|
| Current assets              | \$ 320,681               | \$ 558,898               |
| Total assets                | 483,032                  | 1,223,070                |
| Current liabilities         | 1,892,512                | 3,850,140                |
| Total liabilities           | 1,892,512                | 3,906,723                |
| Total shareholders' deficit | \$ (1,409,480)           | \$ (2,683,653)           |

### Fourth Quarter Results of Operations

Revenues for the fourth quarter of 2022 were \$616,259, compared to \$631,915 for the same quarter of 2021. Gross profit (Operating Revenue less cost of goods and services purchased) for the fourth quarter in 2022 was \$571,148, compared to \$577,544 in the same quarter in 2021. The Company is continuing to pursue growth opportunities for new revenue, and to focus on its profitable lines of business.

Salary and Benefit expenses were \$581,128 for the fourth quarter of 2022, which is in line with the \$585,387 recorded in the same quarter of 2021. Other General and Administrative expenses were \$80,799 for the fourth quarter of 2022, compared to \$45,656 for the same quarter of 2021 due to the annual general meeting held in December this year.

The Company recorded \$6,871 foreign exchange loss for the fourth quarter of 2022, compared to \$14,746 in the same quarter of 2021.

Depreciation and amortization were \$30,744 for the fourth quarter of 2022, compared to \$31,236 for the same quarter of 2021.

The Company had a loss on the re-evaluation of intangibles of \$22,106 for the fourth quarter of 2022, compared to a gain of \$14,936 for the same quarter of 2021. The loss on revaluation represents the decrease in fair market value in the Bitcoins held by the company. The loss on revaluation of intangibles was recorded in other comprehensive income.

The Company had net loss of \$512,445 (or \$0.007 per share) for the fourth quarter, compared to a net loss of \$176,898 (or \$0.002 per share) for the same quarter. The larger loss was mainly because of an impairment provision for a software previously purchased. The exchange difference on the translation of the Company's US foreign operations for the fourth quarter of 2022 generated a gain of \$7,306, compared to a loss of \$4,968 for the same quarter of 2021.

## **Year 2022**

Year 2022 Revenues were \$2,587,867 compared to \$2,771,261 for 2021. Year 2022 gross profit (Operating Revenue less cost of goods and services purchased) was \$2,400,654 compared to \$2,527,986 in 2021.

Year 2022 salary and benefit expenses were \$ 2,623,166 which is higher than \$2,210,626 in 2021. Year 2022 other general and administrative expenses were \$243,620 compared to \$186,856 in 2021. The increased salary and benefits and other general and administrative expenses were primarily attributed to the terminated COVID-19 subsidy that the government provided in 2021 and increase of minimum wage in Ontario.

Year 2022 interest expense was \$14,977, compared to \$27,799 in 2021. The decrease in interest expense was mainly due to the lower lease liabilities and repayment of the demand loan.

As of March 2022, the Company had reached a settlement with a service provider regarding the Statement of Claim filed in the Ontario Superior Court of Justice (the "Claim") and a third-party claim brought by the Company against the service provider in the Alberta Court of Queen's Bench. As part of the settlement, the two parties agreed to exchange the dismissal of the two claims on a without costs basis, and have also exchanged full and final releases in respect to the subject matter of these actions. As a result, recorded liabilities in the amount of \$2,157,451 were removed from the Company's balance sheet at the end of March 2022, and recorded as gain on settlement of accounts payable.

The Company had a net profit of \$1,196,384 in 2022 compared to net loss of \$112,797 in 2021.

## **Financial Condition**

### **Assets and liabilities**

As of December 31, 2022, the Company had total assets of \$483,032 and total liabilities of \$1,892,512, compared to \$1,223,070 and \$3,850,140 as of December 31, 2021. In January 2022, the Company issued 7,425,000 common shares to three of its directors to settle \$297,000 owed directors' fees and management compensation. In December 2022, the Company made an impairment provision in the amount of \$382,125 for a previously purchased software. Also the fair value of the Bitcoins that the Company held as investment dropped by \$180,398 during the year.

### **Liquidity and Capital Resources**

We intend to use our funds to meet funding requirements for business development and new customer deployments based on anticipated market demand. Our actual funding requirements will vary depending on a variety of factors, such as our success in executing our business plan, the progress of our product and business development efforts, and our sales and ability to manage our working capital requirements.

We believe that in addition to our existing cash balances and cash generated from operations, cash proceeds from new debt and equity financing will be required to meet our anticipated cash needs for working capital, growth capital, and capital expenditures for the foreseeable future. The Company will need to raise additional capital to retire all of its existing obligations, to address the Company's working capital needs, and to fund new contracts in the financial services sector. The Company does not have any prearranged facilities, but will continue to evaluate the appropriate timing and type of capital raise. There are no guarantees that the Company will be successful in completing any equity financing, arranging for additional debt with its current lender, or obtaining a new debt facility.

### **Share Capital**

The fully diluted share capital of the Company is as follows:

| Description          | December 31, 2022 | December 31, 2021 |
|----------------------|-------------------|-------------------|
| Common shares issued | 80,049,515        | 72,624,515        |
| Options              | <u>4,210,000</u>  | <u>4,260,000</u>  |
| TOTAL:               | <u>84,259,515</u> | <u>76,884,515</u> |

As of April 28, 2023, 80,049,515 common shares and 4,210,000 options are outstanding.

### **Control and Procedures**

The Chief Financial Officer and Senior Management have evaluated the effectiveness of our disclosure controls and procedures for the year ended December 31, 2022, and have concluded that our disclosure controls and procedures were effective to ensure that material information relating to the Company was recorded, processed, summarized and reported in a timely manner as required to enable the Company to satisfy its continuous disclosure obligations. Our Chief Financial Officer and Senior Management are also responsible for the design of internal controls over financial reporting within the Company in order to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS (International Financial Reporting Standards). There were no changes in the Company's internal controls over financial reporting during the Company's most recent period that have materially affected—or are reasonably likely to materially affect—the Company's internal control over financial reporting.

## **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

### **Nature of Operations and Going Concern Uncertainty**

These consolidated financial statements have been prepared on a going concern basis, which assumes the Company will continue its operations in the foreseeable future and that it will be able to realize its assets and discharge its liabilities in the normal course of operations. The Company has historically had continued losses, excluding the gains from settlement of debts, cash outflows from operations, and has significant negative working capital at year-end, which raises a question as to the ability of the Company to continue as a going concern without additional equity or long-term debt financing.

The ability of the Company to sustain its ongoing operations is dependent upon its ability to obtain a sustainable level of profitability from operations or to raise sufficient financing enabling it to rectify its working capital deficiency.

These financial statements do not give effect to adjustments that would be necessary to the carrying values and classification of assets and liabilities should the going concern assumption not be appropriate.

The Company has a working capital deficiency of \$1,571,831 (December 31, 2021 - deficit \$3,291,242). The Company expects to have sufficient liquidity to finance its operations for no more than twelve months. The working capital deficiency limits the Company's ability to fund capital expenditures and operations.

As a result of the aforementioned cash flow deficiencies, there is significant doubt about the Company's ability to continue as a going concern. The continuation of the Company as a going concern is dependent on raising short-term financing, raising sufficient working capital to maintain operations, reducing operating expenses, and increasing revenues. Management continues to review and implement cost cutting measures, including but not limited to, streamlining operations, reduction of research and development costs, and a reduction in capital expenditures. The Company continues to reduce its liabilities by negotiating with creditors and developing new business, and expanding current call center businesses.

### **Critical Accounting Estimates**

The preparation of the financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and related notes. While management believes that these estimates and assumptions, based on management's best knowledge of current events and actions that the Company may undertake in the future, are reasonable, actual results could differ from these estimates.

Significant estimates and assumptions include those related to determining the value in use for impairment tests, valuation of investments, valuation of share-based payments, the useful lives of property and equipment for amortization purposes, allowance for doubtful accounts, valuation of right-of-use assets, lease obligations and the fair values of financial assets.

These estimates have been applied in a manner consistent with that in prior periods, and there are no known trends, commitments, events or uncertainties that we believe will materially affect the assumptions utilized in these consolidated interim financial statements. The estimates are impacted by many factors, some of which are highly uncertain.

## **Key Management Compensation**

Key management personnel are defined as those persons having authority and responsibility for planning, directing, and controlling the activities of the Company, directly or indirectly, including any director (whether executive or otherwise) of the Company. Company's key management personnel include the board of directors, Chief Executive Officer & President, Chief Financial Officer and Director of Business Operations.

Remuneration of key management of Company was as follows:

|                          | Year       |            |
|--------------------------|------------|------------|
|                          | 2022       | 2021       |
| Salaries and Benefits    | \$ 407,000 | \$ 437,262 |
| Share-based compensation | -          | 71,127     |

From time to time throughout calendar year 2022, the Company's director and CEO Mohammad Abuleil has either directly or indirectly (through a related or affiliated person or entity) advanced funds at zero interest to retire interest-bearing liabilities of the Corporation, pay down long-term corporate debt, cover corporate expenses and to provide some general working capital. At December 31, 2022, these advances, net of partial repayments, have amounted to approximately \$465,162 (the "Abuleil Advances"). The initial intention of the Corporation was to retire the Abuleil Advances through a formal equity or debt financing procured on the market. However, given the current trend of economic stagnation coupled with inflation and the prevailing interest-rate environment, the parties had negotiated a formal loan agreement ("Loan Agreement") with Mr. Abuleil at the end of November 2022. According to the Loan Agreement, the principal of the loan is up to \$500,000 with one year term. The loan is interest free until May 31, 2023, after which an interest rate equal to the prime commercial rate of interest charged by the Toronto Dominion Bank will apply. The Company also granted a registrable general security to Mr. Abuleil on terms deemed customary and appropriate by the Board of Directors and the advice of independent counsel. In addition, \$222,486 (2021 - \$ 337,500) included in accounts payable was due to directors and officers.

## **General Risk Factors**

An investment in our common shares is speculative and subject to a number of risks. Before investing, prospective purchasers of common shares should carefully consider the following risk factors set out in this AIF, as well as other risk factors addressed in our other continuous disclosure filings made with Canadian securities regulators via SEDAR. The following is only a summary of certain risks relating to Fintech Select's business, and should be read in conjunction with detailed information appearing elsewhere in this document. The risks and uncertainties described below are not the only risks and uncertainties Fintech Select faces. Additional risks and uncertainties not currently known to Fintech Select, or that Fintech Select currently deems immaterial, also may impair Fintech Select's business operations. If any of the following risks actually occur, Fintech Select's business, results of operations, and financial condition, could suffer. In that event, the trading price of Fintech Select's Shares could decline, and holders of Fintech Select Shares could lose all or part of their investment in Fintech Select Shares.

## **COVID-19**



The Company continually monitors guidance from Health Canada as well as provincial and local health authorities to mitigate the effects of COVID-19 at its office location.

Other than the macro-economic impact of inflationary pressure and supply chain challenges, operating activities at the Company's projects are continuing with no significant interruptions to date from COVID-19. The extent to which COVID-19 will impact the Company's operations in the future remains highly uncertain and cannot be accurately estimated at the present time.

## **Liquidity**

We are subject to a working capital deficit, which means that our current assets on December 31, 2022 did not equal our current liabilities and, therefore, should we be unable to increase our current assets to current liability ratio; our operations could be at risk. A portion of our cash flow from operations is dedicated to the payment on our indebtedness and on software development of our new platforms. Our ability to service our debt and other financial obligations depends on our financial and operating performance, which is subject to prevailing economic and competitive conditions and to certain financial, business and other factors beyond our control, including but not limited to, fluctuations in interest rates, the economic impact of COVID-19, market liquidity conditions, increased operating costs, and trends in our industry. If our cash flow and capital resources are insufficient to meet our liabilities, we may be forced to reduce the scope of, or delay, capital expenditures, growth initiatives, product and service launches and future business opportunities, and sell assets and seek additional capital or restructure.

## **Legacy Business Revenues**

Our legacy prepaid telecommunications business is the sale of prepaid mobile and long-distance airtime. Revenues have declined considerably as the Company remains focused on new, more profitable business opportunities in the financial services space and customer care services. The industry has also seen a shift to electronic forms of payment for prepaid mobile airtime sales. Our sales agreements with our retailers and distributors do not obligate them to make minimum purchases of any of our products. There is no assurance that retailers or distributors will continue to purchase our products, or that the Company will be able to secure new retail clients, or that end-user demand for our products or services will sustain or increase. Accordingly, there is no assurance that we will be able to maintain or increase our revenues. Our inability to maintain or increase our revenues may result in us incurring losses or reduced profitability thus resulting in a significant impact to the Company's financial position.

## **Cash Flows and Profitability**

We have not consistently earned enough profits to date, and there is no assurance that we will earn profits in the future, or that profitability, as achieved, will be sustained. A significant portion of our financial resources have been, and will continue to be, directed toward the development of our new financial product and service offerings and marketing activities. Our success will ultimately depend upon our ability to generate revenues, such that business development and marketing activities may be financed by revenues from operations, instead of external financing. There is no assurance that future revenues will be sufficient in generating the required funds to continue the business development and marketing initiatives. Our current and future expense levels are based largely on our investment plans and estimates of future revenues and are, to a large extent, fixed. We may be unable to adjust spending in a timely manner to compensate for any unexpected revenue shortfall. Accordingly, any significant shortfall in revenues relative to our planned expenditures would have an immediate adverse effect on our business, results of operations, cash flow, and/or financial condition. Further, as a strategic response to changes in the competitive environment, we may from time to time make certain pricing,

service, or marketing decisions that could have a material adverse effect on our business, results of operations, financial condition, and/or prospects.

### **Customer Relationships and Loss of Major Customers**

Our failure to maintain our customer relationships or to develop similar relationships with other customers could result in decreased support for our products or services, which could materially adversely affect our business, financial condition, and/or results of operations. The loss of one or more of our major customers, the failure to attract new customers in a timely manner or a reduction in sales and revenues associated with our existing customers would materially harm our business, financial condition, liquidity, operating results and/or prospects. One customer represents 87% of the Company's revenue in the current year (2021: one customer represented 89%). The loss of a contract with this customer could have a significant negative impact on our sales and profitability.

### **Retail Distribution Channel and Reliance on Distributors and Sales Agents**

Our current sales and future growth rely heavily on our distributors and sales agents and the ability to maintain and expand our network of retail locations/merchants and the willingness of such distributors, sales agents, and merchants to purchase and make available for sale both our current and new product offerings to their customers. We also rely on our ability to properly support our merchant channel and product and service offerings with adequate merchandising, point-of-purchase collateral and ancillary advertising, all of which requires a capital investment to be made by us. Our failure to maintain current product sales or realize new product sales through our retail distribution channel would adversely affect our results of operations and financial condition, and also materially affect our ability to execute on our growth strategy.

### **Lack of Operating History with New Business Segments**

Our new business segments, namely, e-wallet and online payment solution, and Cryptocurrency POS have a limited history of operations, are in the early stage of development, and should be considered as a development stage business. As such, we are subject to many risks common to such businesses, including under-capitalization, cash shortages, limitations with respect to personnel, financial and other resources, and the lack of revenues and profitability. We might also need to be able to effectively train existing employees and employ new specialized personnel for this area of our business.

### **Risks Associated with Evolving Business Models and New Product Launches**

Our business model continues to evolve. We seek to develop, launch and promote new or complimentary products, services, technology and opportunities that management believes are strategic. We publicly announce new product launch and development initiatives on a regular basis to update shareholders and the investment community. Readers are cautioned that while we make such announcements, there can be no assurance that we will be able to launch such product offerings in a cost-effective manner, or in the time frame estimated by management, or that any such efforts will generate revenues, profits, or garner market acceptance. Furthermore, any new business or product launched by us that is not favourably received by customers could damage our reputation and diminish the value of our brands. Expansion of our operations in this manner would also require significant additional expenses and development, operations, and other resources, and would strain our management, financial, and operational resources. The lack of market acceptance of such services or our inability to generate satisfactory revenues from such expanded services or product launches to offset their costs could have a material adverse effect on our business, results of operations, cash flow, financial condition, and/or prospects.

## **Uncertain Demand**

Demand for our products and services are dependent on a number of social, political, and economic factors that are beyond our control. While we believe that demand for our products and services will continue to grow, there is no assurance that such demand will exist, or that our products or services will be purchased to satisfy such demand.

## **Effective Growth Management**

If we fail to manage our growth effectively, our business and operating results could be adversely affected, which could cause the market price of the Common Shares to fall. We expect to continue to grow our operations domestically and internationally. The growth in our operations and staff has placed, and will continue to place, a strain on existing management systems and resources. If we fail to manage the company's future anticipated growth, the business may experience higher operating expenses, and consequently, it may be unable to meet the expectations of shareholders, securities analysts or prospective investors with respect to future operating results.

## **Competition**

We operate in a highly competitive marketplace with various competitors. Increased competition may result in reduced gross margins, and/or loss of market share, either of which would seriously harm our business and results of operations. Management cannot be certain that we will be able to compete successfully against current or future competitors, or that competitive pressure will not seriously harm our business. Some of the competitors may be able to respond more rapidly to new or emerging products and changes in customer requirements, or devote greater resources to the development, promotion and sale of their products than we can. Furthermore, some of these competitors may make strategic acquisitions or establish cooperative relationships among themselves, or with third parties in the industry to increase their ability to rapidly gain market share. It is important to note that some of our competitors are also both customers and suppliers of Fintech Select, and therefore it is important for us to maintain amicable relationships with such competitors and co-exist in the marketplace.

## **Financing Requirements and Availability of Capital**

We expect our capital requirements to increase due to growth of the new e-wallet and online payment business opportunity that the Company is exploring, the proposed expansion of our marketing and business development activities, and the required inventory of top-up products if the Company decides to increase the revenue of this area of the business. The exact amount of our future capital requirements could be adversely affected by numerous factors, including, but not limited to, slower growth and adverse changes in our business environment, delays in growth of our customer base, government regulations, failure or delays in executing marketing programs and growth that is more rapid than anticipated or competitive pressures. We may also need to raise additional funds sooner than anticipated in order to acquire businesses, technologies or products, or fund investments and other relationships we believe to be strategic. Accordingly, our actual capital requirements may vary from currently anticipated needs, and such variations could be material. There is no assurance that additional financing will be available on commercially reasonable terms, if at all. If adequate funds are not available or are not available on acceptable terms, we may not be able to fund our expansion, take advantage of strategic acquisitions, investments, or other opportunities, or respond to competitive pressures. Such inability to obtain financing when needed could have a material adverse effect on our business, results of operations, cash flow, financial condition, and/or prospects. If additional funds are raised through the issuance of equity or convertible debt securities, the percentage ownership of our shareholders will be reduced, shareholders may experience additional dilution and such securities may have rights, preferences and privileges senior to those of the Common Shares.

## **Share Price and Volume Volatility**

Our Common Shares may be affected by limited or sporadic trading volumes, which may affect our shareholders' ability to sell our Common Shares. Our share price may be volatile and could be subject to wide fluctuations due to a number of factors, including the risk factors described in this Annual Information Form. In addition, broad fluctuations in the financial markets, as well as economic conditions, may adversely affect the market price of our Common Shares.

## **Fluctuation in Operating Results**

We may experience fluctuations in future quarterly operating results that may be caused by many factors, including but not limited to: (i) variability of sales to new and existing customers; (ii) changes in the level of marketing and other operating expenses; (iii) competitive factors; and (iv) the timing of delivery. Consequently, we believe that period-to-period comparisons of our operating results will not necessarily be meaningful, and should not be relied upon as an indication of future performance. It is likely that our future quarterly operating results from time to time will not meet the expectations of security analysts or investors, which may have a material adverse effect on the market price of the Common Shares. Until the point where we are able to generate and predict continued positive cash flows from recurring revenue, we face risk in utilizing our existing cash resources and potentially requiring further cash infusions from investors to maintain our operations.

## **Reliance on Key Personnel**

To date, we have been dependent on a relatively small number of key officers and employees. Our senior executives have experience in our industry and with our business, products and customers. The loss of knowledge of our operations, management expertise, and technical proficiency due to the loss of one or more members of our core management team, could result in a diversion of management resources or a temporary executive gap, or negatively affect our ability to develop and pursue other business strategies, which could adversely affect our business and/or financial results. Furthermore, due to the technical nature of the business, we are dependent upon our ability to continue to attract and retain qualified management, marketing, information technology, and technical personnel. There is competition for qualified personnel in our line of business and geographic regions, and there can be no assurance that we will be able to continue to attract and retain qualified personnel necessary for the development of the diverse business in which we compete. If we are not able to retain qualified personnel for our financial service business, our product development and implementation initiatives will be impaired and/or delayed, thereby adversely affecting our cash flow, financial condition and/or results of operations.

## **Credit Risk and Bad Debts**

We regularly evaluate the risk of collections from sales to new and existing customers, based on the size, payment history, and type of customer. There is always a risk that some customers may not honor their accounts with us, resulting in our being unable to collect outstanding amounts, which in turn results in a charge for bad debts being incurred during a specific period. Any significant bad debt or inability to collect on amounts due from customers could materially adversely affect our cash flow, financial condition and/or results of operations.

## **Regulatory Regime**

From time-to-time, governments and regulatory bodies may review the legislation and regulations applied to the industries in which we operate. Such reviews could result in the enactment of new laws

and/or the adoption of new regulations in Canada or the United States of America or abroad, which might adversely impact businesses in Canada and the USA, or other countries in general, and consequently, may threaten our growth prospects. More specifically, we are expanding into the financial services industry, which is strictly regulated. Regulation is extensive and designed to protect consumers and the public, while providing standard guidelines for business operations. In the offering of our financial products, we, or our partners, are subject to certain federal and provincial laws and regulations relating to our financial product offerings, including laws and regulations governing such things as Know-Your-Customer (KYC), Anti-Money Laundering (AML), Anti-Terrorist Financing (ATF) and safeguarding the privacy of customers' personal information. Legislation has been passed in most provinces with respect to prepaid gift or stored-value cards. The Canadian government recently released its consultation paper *Strengthening Canada's Anti-Money Laundering and Anti-Terrorist Financing Regime*, which contains proposals to strengthen the *Proceeds of Crime (Money Laundering) and Terrorist Financing Act*. Several of the proposals relate to emerging payment technologies and could have a significant impact on the payments and cards industry in Canada. We believe that, at this time, we are in compliance with all laws and regulations, although many of the rules that apply to us have only recently been implemented, are complex and sometimes ambiguous and, accordingly, we cannot assure that we are in 100% compliance with all applicable laws, much less that all courts, arbitrators and regulators would agree that we are in 100% compliance. Failure to comply with, or changes to, existing or future laws and regulations could result in significant unforeseen costs and limitations, and could have an adverse impact on our business, results of operations and/or financial condition.

## **Economic Risk**

A major change in any of the market segments that are serviced by us could potentially impact our ability to sell products and services within those segments, and would have a negative effect on our business. The general economic environment impact us and our subsidiaries in many ways, including customer spending, capital availability, and funds available for marketing and advertising. An economic slowdown could also cause the demand for our products or services to decline. Growth in our customers' businesses is affected by the economic environment, and could therefore have an impact on the Company's operating results. We can neither predict the impact current economic conditions will have on our future results, nor predict when the economy will show meaningful improvement. Our current and potential customers might reduce or delay purchases or projects, or defer contracts currently underway. This situation could also lead to greater delays and defaults in payments or debt collection, competition increases and prices might be reduced by certain competitors to maintain or expand their market share. Our pricing and profitability could be adversely affected as a result of such factors.

## **Liabilities from Acquisitions**

A portion of the growth strategy of our business includes the pursuit of acquisition opportunities in synergistic markets. While our acquisition process typically includes extensive due diligence on the business or assets to be acquired, and acquisition agreements typically include detailed representations and warranties respecting the business or assets being acquired, there can be no assurance that we would not become subject to certain undisclosed liabilities associated with the acquired assets that we failed or were unable to discover during the due diligence process prior to the closing of the acquisition. The discovery of any unrecoverable material liabilities could have a material adverse effect on our business, financial condition and/or future prospects. An asset purchase or acquisition financed using cash and/or Common Shares in the capital of the Company may also be considered dilutive to shareholders and/or impact the Company's cash position.

## **Changes in Technology**

If we are unable to respond to the rapid changes in technology and services that characterize our industry, our business and financial condition could be negatively affected. Our business may be impacted by changes in the industry. All of these industries are subject to technological change, new product and service introductions, and evolving industry trends. These factors could affect the market for our products, accelerate the obsolescence of our offerings, and necessitate changes to our product and service lines. We believe that our future success will depend largely on our ability to anticipate or adapt to such changes, to offer on a timely basis, services and products that meet these evolving trends and demands of our customers, retailers and distributors. We also believe that our future success will depend upon how successfully our partners and suppliers are able to respond to changing technologies and products. New technology may reduce demand for the products and services we are currently able to offer through these partners and suppliers. We cannot offer any assurance that we will be able to respond successfully to these, or other technological changes, or to new products and services offered by our current and future competitors, and cannot predict whether we will encounter delays or problems in these areas, which could have a material adverse effect on our business, financial condition and/or results of operations.

### **Network and Internal Fraud**

If a fraud occurs on any of the networks or on our network, this could result in a cost to the company if it is determined that the breach is a result of our negligence or failure to follow network rules or regulations (or where the fault is not ours but the perpetrator of the fraud cannot be located or cannot be collected from). As new methods of intrusion and fraud emerge in the industry, we may have to incur significant additional costs to implement additional security precautions (which may be undertaken by us voluntarily or as a result of network rule changes). Furthermore, the occurrence of frauds can result in a loss of consumer confidence, which may result in declining transaction volumes with financial products. Any of these circumstances could lead to our cash flow being adversely impacted.

We employ a number of employees and contractors that have access to our systems and infrastructure, and if one or more of these individuals in key control positions were to perpetrate fraud (for example, relating to settlement of transactions, altering account deposit details, changing customer charging details or creating fake accounts), it could have a negative impact on our cash flow. We implement internal controls and maintain insurance for network and internal fraud as described under the Insurance section in this Annual Information Form. See “Narrative Description of the Business – Insurance”.

### **Infrastructure Stability**

Our product and service offerings depend on the stability, functionality and scalability of our network infrastructure and technology platforms, and that of our third-party suppliers, that if not stable, could negatively impact the effectiveness of our products or services, resulting in harm to our reputation and business. If weaknesses in such infrastructure exist, we may not be able to correct or compensate for such weaknesses. If we are unable to address weaknesses resulting from problems in such infrastructure such that our products do not meet customer needs or expectations, our reputation, and consequently, our business may be significantly harmed.

### **Disaster Recovery**

Our business and operations are highly automated and a disruption or failure of our systems may delay our ability to complete sales and to provide services. A major disaster or other catastrophic event that results in the destruction or disruption of any of our critical business or information technology systems

could severely affect our ability to conduct normal business operations. This possible disruption may materially and adversely impact our future operating results.

### **Software Viruses and Network Intrusion**

We maintain many different networks and management information systems (some of which are interconnected and some of which are connected to the internet or to other external networks). We may be susceptible to viruses and network intrusions by third parties. Any intrusion or virus could impact the performance of the transaction processing capabilities of the Company and, in a worst-case scenario, could require temporary shutdown of the affected systems and compromised customer information, users and employees. Systems that are accessed through the internet are also subject to "denial of service" attacks (these attacks do not involve an intrusion into the system, but can effectively make the systems unavailable to Company customers/employees). We maintain security policies and procedures to manage these risks, some of which include intrusion detection software, virus monitoring software, IP blocking, IP tracking software, complex encryption for transactions, network monitoring and reporting solutions, as well as application and data base level restrictions and controls through network design and implementation.

### **Improper Disclosure of Personal Data**

We store and process large amounts of personally identifiable information that consists primarily of customer information and transactions. It is possible that our security controls over personal data, training of employees and other practices we follow may not prevent the improper disclosure of personally identifiable information. Such disclosure could harm our reputation and subject us to liability under laws that protect personal data, which could have a material adverse effect on our business and/or financial condition.

### **Proprietary Information**

We rely on a combination of copyright, trademark and trade secret laws, confidentiality procedures, contractual provisions, and other measures to protect our proprietary information. All of these measures afford only limited protection. These measures may be invalidated, circumvented or challenged. Despite our efforts to protect proprietary rights, unauthorized parties may attempt to obtain or use information that the Company regards as proprietary. If the Company were not granted approval on pending or future patent or trademark applications, our intellectual property would not be protected against infringement of other parties.

### **Conflicts of Interest**

As certain of the Company's directors and officers may be directors, officers or shareholders of other companies, there are potential conflicts of interest to which our directors or officers may be subject to from time to time, in connection with our operations.

### **Litigation and Judgement**

The Company may get involved from time to time in litigation, as plaintiff and defendant, which arises in the normal course of business. The company currently has one unsolved claim as follows:

- a) In July 2019, one of the Company's subsidiaries (the "Subsidiary") has been served with a Statement of Claim by Her Majesty the Queen in Right of Alberta ("Alberta") in the amount of \$633,284 (the "Alberta Claim"). The Claim relates to the balance of funds on expired cards pursuant to a Card Management Agreement between the Subsidiary and Alberta. The claimed

funds by Alberta were received and held by the Subsidiary's service provider's bank account and not that of the Subsidiary. The Company has recorded such payables in its financial statements. The Subsidiary has received advice from its counsel to accept the consent judgment proposed by Alberta in order to settle the matter; Accordingly, the Subsidiary has consented to the claim.

## Financial Risk Management

The Company is exposed to a variety of financial risks by virtue of its activities: market risk (including currency risk and interest rate risk), credit risk and liquidity risk. The overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on financial performance.

Risk management is carried out by the accounting and finance department under policies approved by the Board of Directors. This department identifies and evaluates financial risks in close cooperation with management. The finance department is charged with the responsibility of establishing controls and procedures to ensure that financial risks are mitigated in accordance with the approved policies.

### (a) Market Risk

#### (i) Currency Risk

The Company operates primarily in Canada and has a subsidiary in USA that had ceased operation. The Company has exposure to foreign exchange risk. Foreign exchange risk arises from purchase and sales transactions, as well as recognized financial assets and liabilities denominated in foreign currencies.

The Company's main objective in managing its foreign exchange is to maintain Canadian cash on hand to support Canadian forecasted cash flows over a 12-month horizon. To achieve this objective, the Company monitors forecasted cash flows in foreign currencies and attempts to mitigate the risk by modifying the currency of cash held.

Balances denominated in USD at December 31, 2022 and 2021 are as follows:

|   | <b>2022</b>      | <b>2021</b>      |
|---|------------------|------------------|
| Cash                                      | <b>10,299</b>    | 6,753            |
| Accounts receivable and other receivables | <b>123,544</b>   | 140,344          |
| Accounts payable and accrued liabilities  | <b>(113,528)</b> | (101,821)        |
| <b>Total net asset</b>                    | <b>\$ 20,315</b> | <b>\$ 45,276</b> |

Fluctuations in the Canadian dollar exchange rate have an impact on the Company's results from operations.

Fluctuation of the U.S. dollar relative to the Canadian dollar of 5% would impact net income by approximately \$1,016 as of September 30, 2022 (2021 impact net income - \$2,264).

#### (ii) Interest rate risk:

Interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates.



Financial assets and financial liabilities with variable interest rates expose the Company to cash flow interest rate risk.

The Company's demand loan has fixed interest rates and is not exposed to interest rate risk.

## **(b) Credit Risk**

Credit risk is the risk of a financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligation. The maximum exposure to credit risk of the Company at period-end is the carrying value of its cash and accounts receivables.

The Company manages credit risk by maintaining bank accounts with Schedule 1 banks in Canada.

## **Capital Risk Management**

The Company's objective when managing capital is to maintain its ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders.

The Company includes equity, comprised of issued common shares, warrant reserve, contributed surplus accumulated, and other comprehensive income in the definition of capital.

The Company's primary objective with respect to its capital management is to ensure that it has sufficient cash resources to fund its growth activities, and to maintain its ongoing operations. To secure the additional capital necessary to pursue these plans, the Company may attempt to raise additional funds through the issuance of equity and or debt financing.

The Company's overall capital management strategy during the year ended December 31, 2022 has been to raise share capital, reach settlement with creditors, shut down money-losing businesses, and expand profitable lines of business.

## **Commitments**

- a) The Company has no lease commitment as at December 31, 2022.
- b) Right of use assets

The Company had the following future commitments associated with its lease obligations:

|                              |                     |
|------------------------------|---------------------|
| Balance at December 31, 2021 | \$ 171,493          |
| Interest expense             | 9,133               |
| Lease payments               | <u>(114,912)</u>    |
| Balance at December 31, 2022 | <u>\$ 65,714</u>    |
| Current portion              | 65,714              |
| Long term portion            | <u>          --</u> |

## **Additional Information**

Additional information relating to the Company can be found on SEDAR at [www.sedar.com](http://www.sedar.com).