

**INTERMAP<sup>®</sup>**

**Intermap Technologies Corporation  
First Quarter Ended March 31, 2016**





## Intermap Reports 2016 First Quarter Financial Results

*All amounts are in United States dollars unless otherwise noted.*

DENVER – May 12, 2016 (TSX: IMP) – Intermap Technologies Corporation (“Intermap” or the “Company”) today reported financial results for the first quarter ended March 31, 2016. A conference call will be held tomorrow, May 13th, at 11:00 a.m. Eastern Time to discuss the results.

All amounts in this news release are in United States dollars unless otherwise noted.

Intermap reported total revenue of \$1.4 million for the first quarter of 2016, compared to \$1.0 million recorded in the first quarter of 2015. Operating loss for the first quarter of 2016 and 2015 was \$2.7 million and \$4.0 million, respectively. First quarter adjusted EBITDA for 2016 and 2015, a non IFRS financial measure, was a loss of \$2.3 million and a loss of \$3.6 million, respectively. Adjusted EBITDA excludes share-based compensation, change in value of derivative instruments, gain or loss on the disposal of equipment, and gain or loss on foreign currency translation.

“During the first quarter we closed a \$175 million Spatial Data Infrastructure (“SDI”) contract with the expected commencement of the project to occur during the second quarter of 2016 once project financing is completed by the client. Our focus for the quarter was to support the project requirements of the client and preparation work in advance of the project commencement. This preparation included ongoing enhancements to our Orion Software™ platform and logistical requirements associated with data acquisition efforts on the project. Notable progress was achieved on all fronts,” said Todd Oseth, President & CEO of Intermap. “Also during the quarter, we progressed on other SDI programs that have been in the works for some time. The sales cycle of these SDI’s is measured in years due to the complexity of the project scopes, approval requirements associated with multiple ministries (the users of the information), and budgeting cycles. We remain optimistic about our future SDI opportunities as we press forward to become the premier provider of SDI’s in the industry.”

### **FINANCIAL REVIEW**

Consolidated revenue for the first quarter of 2016 totaled \$1.4 million and included (i) \$0.2 million in mapping services, (ii) \$0.1 million in professional services, (iii) \$0.7 million in data licensing, and (iv) \$0.4 million in software licensing. For the same period in 2015, consolidated revenue totaled \$1.0 million and included (i) \$0.3 million in mapping services, (ii) \$0.4 million in data licensing, and (iii) \$0.3 million in software licensing. Amounts receivable and unbilled revenue at March 31, 2016 was \$1.4 million, compared to \$2.3 million at December 31, 2015.

For the first quarter of 2016, personnel expense was \$2.8 million, compared to \$3.0 million last year. The decrease was primarily due to reduced personnel in all of the Company’s offices.

For the first quarter of 2016, purchased services and materials expense was \$0.8 million, compared to \$1.1 million recognized during the same period last year. The decrease in this category of expense is primarily due to decreases in data royalties, legal and subcontractor expenses. Purchased services and materials includes (i) aircraft related costs, including jet fuel, (ii) professional and consulting costs, (iii) third-party support services related to the collection, processing and editing of the Company's data collection activities, and (iv) software expenses (including maintenance and support).

The restricted cash position of the Company at March 31, 2016 was \$0.1 million, compared to \$0.8 million at December 31, 2015. Working capital was negative \$25.7 million (includes \$16.6 million in current portion of notes payable) at March 31, 2016, compared to negative \$16.6 million (includes \$9.1 million in current portion of notes payable) at December 31, 2015 (see "Intermap Reader Advisory" below). Subsequent to the close of the first quarter, the Company arranged for \$5.0 million in new debt financing with its senior lender.

Detailed financial results and management's discussion and analysis can be found on SEDAR at: [www.sedar.com](http://www.sedar.com).

## **FIRST QUARTER BUSINESS HIGHLIGHTS**

- On February 5, 2016, the Company announced that it had entered into definitive agreements (collectively, the "Contract"), pertaining to the previously announced letter of award (see June 22, 2015 press release) for the creation, operation and maintenance of a national spatial data infrastructure ("SDI") program (the "Project").

Under the terms of the Contract, the statement of work for the Project's initial three-year implementation phase is valued at US\$143 million, earned on a monthly milestone payment basis, with a US\$12.0 million down payment due upon financial close. The Company will also provide an operation and maintenance module valued at US\$32.0 million for an additional nine-year period. In addition to the Contract, the Company expects to be retained to perform consulting services relating to the customization of dedicated applications for the sovereign client, the requirements for which, by the very nature of the product, will develop over the course of the Project, and be separately priced. The Contract is subject to the finalization of the Project's financing facility by the contracting party, with product and service delivery expected to commence during the second quarter of 2016.

The twelve-year SDI program will be administered within a public-private-partnership ("PPP") framework, under the build-operate-transfer ("BOT") model, with the Company serving as the prime contractor, on a turnkey basis. The letter of award was the result of a competitive tender process during which the Company demonstrated the enabling versatility of its proprietary Orion Platform®, the industry's first software-driven, big-data, geospatial analytics platform, capable of delivering customized solutions, at scale, to governments and commercial enterprises across multiple verticals from one unified control point. The Orion Platform is based on the Company's proprietary software, data, airborne radar collection and data fusion technologies.

The sovereign client intends to use the Orion Platform for the planning, development and management of national interests, including land administration and registration (residential, commercial, industrial,

and agricultural), telecommunication, transportation and power networks, natural resources exploration and production, environmental protection, defense and homeland security. The SDI program includes nationwide data acquisition, utilizing the Company’s proprietary Interferometric Synthetic Aperture Radar (IFSAR) technology, alongside satellite imagery and selective Light Detection and Ranging (LiDAR) coverage.

- On February 5, 2016, the Company announced that it had entered into amending agreements with its senior lenders, pursuant to which the maturity dates of certain promissory notes were extended for a period of ninety days. Under the terms of the agreements, the maturity dates of the following notes were amended as follows:

	<u>Principal Amounts</u>	<u>Amended Maturity</u>	<u>Original Maturity</u>
<b>Note 1</b>	US\$3.0 million	Apr 9, 2016	Jan 9, 2016
<b>Note 2</b>	US\$0.5 million	Apr 14, 2016	Jan 14, 2016

The principal amounts due under the notes, including the interest rate applied thereon, remained unchanged.

- On March 3, 2016, the Company announced that it had entered into an agreement with its senior lender, pursuant to which two of its outstanding promissory notes, which became due in February 2016, were restructured and consolidated into a new promissory note that bears interest at 15% per annum, with a maturity date of August 24, 2016. The material terms of the debt restructuring are as follows:
  - Promissory note dated February 23, 2015 (“First Note”), in the principal amount of \$1,500,000, bearing interest at 25% per annum (\$375,000 in accrued interest), was cancelled.
  - Promissory note dated February 24, 2015 (“Second Note”), in the principal amount of \$5,800,000, bearing interest at 25% per annum, (\$1,450,000 in accrued interest), was cancelled.
  - The principal amounts and accrued interest due under the First Note and the Second Note were restructured and consolidated into a new note dated March 2, 2016 (the “Restructured Note”), effective as of February 24, 2016, in the principal amount of \$9,125,000, bearing interest at 15% per annum, with a maturity date of August 24, 2016.
  - The Restructured Note is secured by way of a first priority lien on all of the assets of the Company.

As of May 12, 2016, there were 100,352,002 common shares outstanding.

As of May 12, 2016, potential dilutive securities include (i) 6,709,220 outstanding share options in the Company’s share option plan with a weighted average exercise price of C\$0.41, and (ii) 24,713,130 warrants outstanding with a weighted average exercise price of C\$0.08. Each option and warrant entitles the holder to purchase one Class A common share.

Important factors, including those discussed in the Company’s regulatory filings ([www.sedar.com](http://www.sedar.com)) could cause actual results to differ from the company’s expectations and those differences may be material. Detailed financial results and management’s discussion and analysis can be found on SEDAR at: [www.sedar.com](http://www.sedar.com).

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# Management's Discussion and Analysis

For the quarter ended March 31, 2016

For purposes of this discussion, "Intermap" or the "Company" refers to Intermap Technologies® Corporation and its subsidiaries.

This management's discussion and analysis (MD&A) is provided as of May 11, 2016, and should be read together with the Company's unaudited Condensed Consolidated Interim Financial Statements and the accompanying notes for the three months ended March 31, 2016 and the audited Consolidated Financial Statements for the years ended December 31, 2015 and 2014, together with the accompanying notes. The results reported herein have been prepared in accordance with International Financial Reporting Standards (IFRS) and, unless otherwise noted, are expressed in United States dollars.

Additional information relating to the Company, including the Company's Annual Information Form (AIF), can be found on the Company's Web site at [www.intermap.com](http://www.intermap.com) and on SEDAR at [www.sedar.com](http://www.sedar.com).

## FORWARD-LOOKING STATEMENTS

In the interest of providing the shareholders and potential investors of Intermap Technologies® Corporation ("Intermap" or the "Company") with information about the Company and its subsidiaries, including management's assessment of Intermap's® and its subsidiaries' future plans and operations, certain information provided in this MD&A constitutes forward-looking statements or information (collectively, "forward-looking statements"). Forward-looking statements are typically identified by words such as "may", "will", "should", "could", "anticipate", "expect", "project", "estimate", "forecast", "plan", "intend", "target", "believe", and similar words suggesting future outcomes or statements regarding an outlook. Although these forward-looking statements are based on assumptions that Intermap considers to be reasonable based on the information available on the date such statements are made, such statements are not guarantees of future performance and readers are cautioned against placing undue reliance on forward-looking statements. By their nature, these statements involve a variety of assumptions, known and unknown risks and uncertainties, and other factors which may cause actual results, levels of activity, and achievements to differ materially from those expressed or implied by such statements. The forward-looking information contained in this MD&A is based on certain assumptions and analysis by management of the Company in light of its experience and perception of historical trends, current conditions and expected future development and other factors that it believes are appropriate.

The material factors and assumptions used to develop the forward-looking statements herein include, but are not limited to, the following: (i) there will be adequate liquidity available to the Company to carry out its operations; (ii) the continued sales success of Intermap's products and services; (iii) the continued success of business development activities; (iv) there will be no significant delays in the development and commercialization of the Company's products; (v) the Company will continue to maintain sufficient and effective production and software development capabilities to compete on the attributes and cost of its

products; (vi) there will be no significant reduction in the availability of qualified and cost-effective human resources; (vii) the continued existence and productivity of subsidiary operations; (viii) new products and services will continue to be added to the Company's portfolio; (ix) demand for geospatial related products and services will continue to grow in the foreseeable future; (x) there will be no significant barriers to the integration of the Company's products and services into customers' applications; (xi) the Company will be able to maintain compliance with applicable contractual and regulatory obligations and requirements, and (xii) superior technologies/products do not develop that would render the Company's current product offerings obsolete.

Intermap's forward-looking statements are subject to risks and uncertainties pertaining to, among other things, cash available to fund operations, availability of capital, revenue fluctuations, nature of government contracts, economic conditions, loss of key customers, retention and availability of executive talent, competing technologies, common share price volatility, loss of proprietary information, software functionality, internet and system infrastructure functionality, information technology security, breakdown of strategic alliances, and international and political considerations, including but not limited to those risks and uncertainties discussed under the heading "Risk Factors" in this MD&A and the Company's other filings with securities regulators. The impact of any one risk, uncertainty, or factor on a particular forward-looking statement is not determinable with certainty as these are interdependent, and the Company's future course of action depends on Management's assessment of all information available at the relevant time. Except to the extent required by law, the Company assumes no obligation to publicly update or revise any forward-looking statements made in this MD&A, whether as a result of new information, future events, or otherwise. All subsequent forward-looking statements, whether written or oral, attributable to the Company or persons acting on the Company's behalf, are expressly qualified in their entirety by these cautionary statements.

## **BUSINESS OVERVIEW**

Intermap is a global geospatial information company, creating a wide variety of geospatial solutions and analytics from its NEXTMap® database. The Company uses its NEXTMap 3D digital models, together with aggregated third-party data, to create geospatial solutions for its customers. These geospatial solutions can be used in a wide range of applications including, but not limited to, location-based information, geographic information systems (GIS), engineering, utilities, global positioning systems (GPS) maps, geospatial risk assessment, oil and gas, renewable energy, hydrology, environmental planning, land management, wireless communications, transportation, advertising, and 3D visualization. The NEXTMap data can also be used to improve the positional accuracy of airborne and satellite images.

Intermap has the ability to create its own digital 3D geospatial data using its proprietary IFSAR radar technology mounted in a Learjet aircraft. The Company has two IFSAR-equipped aircraft, which provide operational flexibility related to geographical location of data collection. Intermap's radar-based technology allows it to collect data at any time of the day, including under conditions such as cloud cover or darkness, which are conditions that limit most competitive technologies. The IFSAR radar technology also enables data to be collected over larger areas, at higher collection speeds, and at accuracy levels that are difficult to achieve with competitive systems. Once the raw digital data is collected, it is then processed to create three different

geospatial datasets: digital surface models, digital terrain models, and orthorectified radar images. These datasets can then be further processed and/or augmented with additional data to create value-added products.

The Company has been actively transitioning its NEXTMap program from primarily an internally created IFSAR radar-only dataset to an aggregated dataset of IFSAR-derived data and third-party data collected by multiple sensor technologies, including light detection and ranging (LiDAR), photogrammetry, satellite, and other available sources. The NEXTMap database also includes information such as 3D city models, census data, real-time traffic, outdoor advertising assets, weather related hazards, points of interest, cellular towers, flood models and wildfire models. The Company has many years of experience aggregating data derived from a number of different sensor technologies and data sources. In addition, the Company is combining its mapping services capability and NEXTMap database, together with its software application development capability and system integration expertise, to create entire spatial data infrastructure (SDI) environments for its customers.

The Company believes the value of its NEXTMap data lies primarily in web-based application solutions for specific vertical markets, and not solely in the data as a standalone product. These web services offer a suite of hosted tools that gives even those unfamiliar with GIS the ability to quickly and easily perform geospatial analysis based on an area of interest such as a land development site, county, or an entire state. Subscribers to the Company's web-services can access NEXTMap information using their current web browsers and through popular desktop GIS software applications.

Unlike other geospatial companies, Intermap often retains ownership of its data and licenses the use of its products and services to its customers. Intermap currently has 5-meter 3D geospatial data commercially available for 17 countries in Western Europe, the contiguous United States, Hawaii, portions of Alaska, and significant areas in Southeast Asia. Intermap also has 30-meter and 10-meter products available for the entire world, called NEXTMap World 30™ and NEXTMap World 10™.

## FINANCIAL INFORMATION

The following table sets forth selected financial information for the periods indicated.

### Selected Annual Information

U.S. \$ millions, except per share data	March 31, 2016	March 31, 2015
Revenue:		
Mapping services	\$ 0.2	\$ 0.3
Professional services	0.1	0.1
Data licenses	0.7	0.4
3DBI software applications	0.4	0.2
Total revenue	\$ 1.4	\$ 1.0
Operating loss	\$ (2.7)	\$ (4.0)
Change in fair value of derivative instruments	\$ 0.1	\$ -
Financing costs	\$ (6.6)	\$ (1.1)
Net loss	\$ (9.3)	\$ (4.9)
EPS basic and diluted	\$ (0.09)	\$ (0.05)
Adjusted EBITDA	\$ (2.3)	\$ (3.6)
Assets:		
Cash, restricted cash, amounts receivable, and unbilled revenue	\$ 1.5	\$ 1.2
Total assets	\$ 3.5	\$ 4.1
Liabilities:		
Long-term liabilities (including finance lease obligations)	\$ 7.7	\$ 7.8
Total liabilities	\$ 35.2	\$ 15.4

### Revenue

Consolidated revenue for the quarter ended March 31, 2016 totaled \$1.4 million, compared to \$1.0 million for the same period in 2015, representing a 50% increase. As of March 31, 2016, there remained \$1.0 million in revenue from existing contracts (\$0.7 million in professional services and \$0.3 million in 3DBI software applications contracts) to be recognized in future periods.

Mapping services revenue for the quarter ended March 31, 2016 totaled \$0.2 million, compared to \$0.3 million for the same period in 2015. Revenue was recognized on an IFSAR data collection project in North America for both periods with the same customer.

Professional services revenue for the quarters ended March 31, 2016 and 2015 totaled \$0.1 million. The revenue primarily relates to an ongoing project in Australia for both periods.

Data licensing revenue for the quarter ended March 31, 2016 totaled \$0.7 million compared to \$0.4 million for the same period in 2015. The increase was primarily the result of a large sale from the Company's NEXTMap Asia dataset in 2016, without a similar sized sale in the prior year.

3DBI software applications revenue was \$0.4 million for the quarter ended March 31, 2016, an increase from \$0.2 million for the same period in 2015. The increase was primarily due to new 3DBI software application contracts in 2016 for the Company's risk management software application.

### Classification of Operating Costs

The composition of the operating costs classification on the Consolidated Statements of Profit and Loss and Other Comprehensive Income is as follows:

U.S. \$ millions	For the three months ended March 31,	
	2016	2015
Personnel	\$ 2.7	\$ 3.0
Purchased services & materials	0.8	1.1
Facilities and other expenses	0.4	0.5
Travel	-	0.1
	<b>\$ 3.9</b>	<b>\$ 4.7</b>

### Personnel

Personnel expense includes direct labor, employee compensation, employee benefits, and commissions.

Personnel expense for the quarter ended March 31, 2016 and 2015, totaled \$2.7 million and \$3.0 million, respectively. The 8% year-over-year decrease in personnel expense is primarily due to decreases associated with fewer personnel in all of the Company's locations.

Consolidated active employee headcount was 158 (including 61 in Jakarta, Indonesia) at March 31, 2016, an 8% decrease from 172 (including 69 in Jakarta, Indonesia) at March 31, 2015. The decrease in personnel on a year-over-year basis was the result of reductions in (i) sales and marketing 20%, or 3 personnel; (ii) software development 10%, or 1 person; (iii) engineering 10%, or 1 person; (iv) operations 7%, or 7 personnel; and (v) general and administrative 6%, or 1 person.

Non-cash compensation expense is included in operating costs and relates to the Company's long-term incentive plan, share options, and shares granted to employees and non-employees. Non-cash share-based compensation for the quarters ended March 31, 2016 and 2015, totaled \$0.2 million and \$0.1 million, respectively.

### Purchased Services and Materials

Purchased services and materials (PS&M) includes (i) aircraft and radar related costs, including jet fuel; (ii) professional and consulting costs; (iii) third-party support services related to the collection, processing and editing of the Company's airborne radar data collection activities; (iv) third-party data collection activities (i.e. LiDAR, satellite imagery, air photo, etc.); and (v) third-party software expenses (including maintenance and support).

For the quarters ended March 31, 2016 and 2015, PS&M expense was \$0.8 million and \$1.1 million, respectively. The decrease was primarily due to decreases in royalty, legal and subcontractor expenses.

## Travel

For the quarters ended March 31, 2016 and 2015, travel expense was \$41 thousand and \$142 thousand, respectively. The decrease is primarily due to a decrease in sales and marketing travel during 2016.

## Facilities and Other Expenses

For the quarters ended March 31, 2016 and 2015, facilities and other expenses were \$0.4 million for each period.

## Adjusted EBITDA

Adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA) is not a recognized performance measure under IFRS. The term EBITDA consists of net income (loss) and excludes interest (financing costs), taxes, depreciation and amortization. Adjusted EBITDA also excludes share-based compensation, change in value of derivative instruments, gain or loss on the disposal of equipment, impairment losses or reversals, and gain or loss on foreign currency translation. Adjusted EBITDA is included as a supplemental disclosure because Management believes that such measurement provides a better assessment of the Company's operations on a continuing basis by eliminating certain non-cash charges and charges or gains that are nonrecurring. The most directly comparable measure to adjusted EBITDA calculated in accordance with IFRS is net income (loss). The following is a reconciliation of the Company's net loss to adjusted EBITDA.

U.S. \$ millions	Three months ended March 31,	
	2016	2015
Net loss	\$ (9.3)	\$ (4.9)
Financing costs	6.6	1.1
Depreciation of property and equipment	0.2	0.2
EBITDA	\$ (2.5)	\$ (3.6)
Change in value of derivative instruments	(0.1)	-
Share-based compensation	0.2	0.1
Gain on foreign currency translation	0.1	(0.1)
Adjusted EBITDA	\$ (2.3)	\$ (3.6)

Adjusted EBITDA for the quarter ended March 31, 2016 was negative \$2.3 million, compared to negative \$3.6 million for the same period in 2015. The difference in the adjusted EBITDA loss is primarily attributable to an increase in revenue of \$0.4 million and a decrease in operating costs of \$0.7 million.

## Financing Costs

Financing costs for the quarter ended March 31, 2016 totaled \$6.6 million, compared to \$1.1 million for the same period in 2015. The increase in year-over-year financing costs is attributable to interest incurred, and accretion on, outstanding notes payable during the first quarter of 2016.

## Depreciation of Property and Equipment

Depreciation expense for the quarter ended March 31, 2016 and 2015 was \$0.2 million for both periods.

## **Derivative Instruments**

The Company has issued non-broker warrants that are considered to be derivative liabilities as the warrants are exercisable in a currency (Canadian dollar) other than the Company's functional currency (United States dollar). Accordingly, the warrants are measured at fair value at each reporting date, with changes in fair value included in the consolidated statement of profit and loss and other comprehensive income for the applicable reporting period. During the quarters ended March 31, 2016 and 2015, the change in the fair value of derivative instruments was a gain of \$0.1 million and \$Nil, respectively. See Selected Quarterly Information for the change recognized each reporting period.

## **Gain (Loss) on Foreign Currency Translation**

The Company continuously monitors the level of foreign currency assets and liabilities carried on its consolidated balance sheet in an effort to minimize as much of the foreign currency translation exposure as possible. The difference between any amounts incurred in one currency and settled in a different currency is recognized as a gain or loss in the period it is settled.

During the quarter ended March 31, 2016, a foreign currency translation loss of \$0.1 million was recorded, compared to a gain of \$0.1 million for the same period in 2015.

## **Amounts Receivable and Unbilled Revenue**

Work is performed on contracts that provide invoicing upon the completion of identified contract milestones. Revenue on certain of these contracts is recognized using the percentage-of-completion method of accounting based on the ratio of costs incurred to date over the estimated total costs to complete the contract. While an effort is made to schedule payments on contracts in accordance with work performed, the completion of milestones does not always coincide with the costs incurred on a contract, resulting in revenue being recognized in excess of billings. These amounts are recorded in the consolidated balance sheet as unbilled revenue.

Amounts receivable and unbilled revenue increased from \$1.2 million at March 31, 2015, to \$1.4 million at March 31, 2016. These amounts represent 70 days sales at March 31, 2016, compared to 114 days' sales at March 31, 2015, and reflect specific project billing milestones on current contracts that were in progress on those dates. Amounts receivable aged greater than 90 days increased to \$677 thousand at March 31, 2016 from \$240 thousand at March 31, 2015. The balance relates to historically slow paying, but reliable customers. The Company reviews the amounts receivable aging monthly and monitors the payment status of each invoice. The Company also communicates with slow paying or delinquent customers on a regular basis regarding the schedule of future payments. At the balance sheet date, \$10 thousand has been reserved as uncollectible and the balance of amounts receivable balances greater than 90 days are considered to be collectible.

## Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities generally include trade payables, project-related accruals, personnel-related costs, and interest on outstanding debt obligations. Accounts payable and accrued liabilities totaled \$6.9 million at March 31, 2016 and December 31, 2015.

U.S. \$ millions	March 31, 2016	December 31, 2015
Accounts payable	\$ 3.0	\$ 2.4
Accrued liabilities	3.9	4.5
	<b>\$ 6.9</b>	<b>\$ 6.9</b>

The accounts payable balance increased from \$2.4 million at December 31, 2015 to \$3.0 million at March 31, 2016. The increase is due primarily to the timing of payments on trade payables. The accrued liabilities balance decreased from \$4.5 million at December 31, 2015 to \$3.9 million at March 31, 2016. The decrease is primarily due to increased royalties on a debt financing and interest accrued on outstanding notes payable, offset by accrued interest capitalized into a new note payable on March 2, 2016.

## Notes Payable

The notes payable balance of \$23.9 million at March 31, 2016 reflects five private placement debt financings that occurred during 2015 and a debt restructuring that occurred during the first quarter of 2016 as follows:

- The first debt financing occurred on January 14, 2015 for \$0.5 million; simple interest payable at maturity at an annual rate of 18%. The second debt financing occurred on February 23, 2015 for \$7.3 million; simple interest payable at maturity at an annual rate of 25%, in which \$5.8 million of the proceeds was used to retire the obligations of an outstanding \$5.0 million note (plus accrued interest of \$0.8 million) issued on February 6, 2014 and was due and payable on February 6, 2015. The third debt financing occurred on April 2, 2015 in the amount of \$1.5 million; simple interest is payable at maturity at an annual rate of 20%. The fourth debt financing occurred on April 28, 2015 in the amount of \$2.5 million; simple interest is payable at maturity at an annual rate of 20%. The fifth debt financing occurred on July 13, 2015 in the amount of \$3.0 million; simple interest is payable at maturity at an annual rate of 15%.
- During the first quarter of 2016, the February 23, 2015 note for \$7.3 million and related accrued interest of \$1.8 million were consolidated into a new note payable dated March 3, 2016 totaling \$9.1 million; simple interest is payable at maturity at an annual rate of 15%. Additionally, effective interest of \$7.3 million from a 17.5% royalty on net revenues, which is a component of the February 23, 2015 financing, is also included in Notes Payable as it is considered a perpetual debt instrument with a floating interest rate (See Note 6 to the Condensed Consolidated Interim Financial Statements for further discussion of the terms of the notes).

The notes payable balance of \$16.4 million at December 31, 2015 reflects five private placement debt financings that closed during 2015 as follows:

- The first debt financing occurred on January 14, 2015 for \$0.5 million; simple interest payable at maturity at an annual rate of 18%. The second debt financing occurred on February 23, 2015 for \$7.3 million; simple interest payable at maturity at an annual rate of 25%, in which \$5.8 million of the proceeds was used to retire the obligations of an outstanding \$5.0 million note (plus accrued interest of \$0.8 million) issued on February 6, 2014 and was due and payable on February 6, 2015. The third debt financing occurred on April 2, 2015 in the amount of \$1.5 million; simple interest is payable at maturity at an annual rate of 20%. The fourth debt financing occurred on April 28, 2015 in the amount of \$2.5 million; simple interest is payable at maturity at an annual rate of 20%. The fifth debt financing occurred on July 13, 2015 in the amount of \$3.0 million; simple interest is payable at maturity at an annual rate of 15%. The two debt financings that occurred during December 2014 totaling \$1.0 million have been retired (See Note 6 to the Condensed Consolidated Interim Financial Statements for further discussion of the terms of the notes).

### **Project Financing**

The project financing balance at March 31, 2016 remained consistent at \$1.3 million from December 31, 2015.

### **Unearned Revenue and Deposits**

The unearned revenue balance at March 31, 2016 decreased slightly to \$0.4 million from \$0.5 million at December 31, 2015. This balance consists of payments received from customers on revenue contracts for which the Company has not yet fulfilled its obligations, or which the necessary revenue recognition criteria has not been met.

### **Finance Lease Obligations**

Finance lease obligations at March 31, 2016 and December 31, 2015 remained consistent at \$0.1 million for each period.

## QUARTERLY FINANCIAL INFORMATION

### Selected Quarterly Information

The following table sets forth selected quarterly financial information for Intermap's eight most recent fiscal quarters. This information is unaudited, but reflects all adjustments of a normal, recurring nature that are, in the opinion of Management, necessary to present a fair statement of Intermap's consolidated results of operations for the periods presented. Quarter-to-quarter comparisons of Intermap's financial results are not necessarily meaningful and should not be relied on as an indication of future performance.

U.S. \$ millions, except per share data	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
Total revenue	\$ 2.4	\$ 2.7	\$ 1.1	\$ 1.0	\$ 0.7	\$ 3.7	\$ 3.2	\$ 1.4
Depreciation and amortization	\$ 0.3	\$ 0.3	\$ 0.2	\$ 0.2	\$ 0.2	\$ 0.3	\$ 0.3	\$ 0.2
Financing costs	\$ 0.3	\$ 0.5	\$ 1.0	\$ 1.1	\$ 0.9	\$ 1.6	\$ 3.1	\$ 6.6
Change in fair value of derivative instruments	\$ (0.2)	\$ (0.4)	\$ (0.2)	\$ -	\$ 3.7	\$ 0.4	\$ (1.5)	\$ (0.1)
Operating income (loss)	\$ (3.2)	\$ (2.5)	\$ (4.0)	\$ (4.0)	\$ (4.4)	\$ (1.0)	\$ 0.2	\$ (2.7)
Net loss	\$ (3.4)	\$ (2.5)	\$ (4.6)	\$ (4.9)	\$ (9.0)	\$ (2.8)	\$ (1.4)	\$ (9.3)
Net loss per share								
- basic and diluted	\$ (0.04)	\$ (0.03)	\$ (0.05)	\$ (0.05)	\$ (0.10)	\$ (0.03)	\$ -	\$ (0.09)
Adjusted EBITDA	\$ (2.8)	\$ (2.1)	\$ (3.5)	\$ (3.6)	\$ (3.7)	\$ (0.5)	\$ 0.2	\$ (2.3)

## LIQUIDITY AND CAPITAL RESOURCES

Management continually assesses liquidity in terms of the ability to generate sufficient cash flow to fund the business. Net cash flow is affected by the following items: (i) operating activities, including the level of amounts receivable, unbilled receivables, accounts payable, accrued liabilities and unearned revenue and deposits; (ii) investing activities, including the purchase of property and equipment; and (iii) financing activities, including debt financing and the issuance of capital stock.

Cash used in operations during the quarter ended March 31, 2016 totaled \$0.6 million, compared to \$2.4 million during the same period in 2015. The year-over-year decrease in cash used of \$1.8 million is due primarily to changes in working capital balances, increased revenue and reduced operating costs.

Net cash used in investing activities totaled \$49 thousand for the quarter ended March 31, 2016, compared to \$34 thousand during the same period in 2015. Net cash used in investing activities for the quarter ended March 31, 2016, was for aircraft radar upgrades of \$49 thousand. Net cash used in investing activities during the quarter ended March 31, 2015, was for the purchase of computer related equipment of \$34 thousand.

Net cash generated from financing activities totaled \$0.7 million for the quarter ended March 31, 2016 compared to \$1.9 million during the same period in 2015. The net cash generated from financing activities during the quarter ended March 31, 2016 resulted from \$0.7 million restricted cash adjustments. The net cash generated from financing activities during the quarter ended March 31, 2015 resulted from the closing of a

debt financing totaling \$2.0 million and \$0.1 million received on a long-term note payable from a Canadian government technology program. These amounts were offset by \$0.1 million of issuance costs and repayment of capital leases of \$0.1 million.

The cash position of the Company at March 31, 2016 and December 31, 2015 (cash and cash equivalents) was \$Nil. In addition, the Company entered into an amending agreement, by which the Company agreed to establish a cash sweep account to restrict a certain portion of the Company's cash collections from net revenues generated subsequent to the execution of the agreement, to be used to repay the promissory notes upon maturity. At March 31, 2016, \$91 thousand is included in restricted cash subject to the amending agreement, which is \$1,649 short of the balance required under the terms of the agreement, resulting in a breach in the terms of the amending agreement. Working capital decreased to negative \$25.7 million as of March 31, 2016 from negative \$16.6 million as of December 31, 2015 primarily due to the current portion of notes payable increasing by \$7.5 million and accounts receivable decreasing by \$1.0 million. Also, at March 31, 2016 and December 31, 2015, working capital includes \$2.0 million of warrant liabilities that are non-cash and will be settled in equity of the Company, if exercised.

During the quarter ended March 31, 2016, the Company generated an operating loss of \$2.7 million, incurred negative adjusted EBITDA of \$2.3 million, and negative cash flow from operations of \$0.6 million. Revenue for the quarter ended March 31, 2016 was \$1.4 million, which represents a \$0.4 million increase in revenue from the same period in 2015. The Company has a shareholders' deficiency of \$31.7 million and a working capital deficiency of \$25.7 million. In addition, the Company has scheduled principal debt repayments of \$16.6 million due within twelve months from the balance sheet date upon the contractual maturity of notes payable.

The above factors in the aggregate raise significant doubt about the Company's ability to continue as a going concern. The Company's ability to continue as a going concern is dependent on management's ability to successfully secure sales with upfront payments, or obtain further financing, including financing to replace the debt maturing in 2016. Failure to achieve one or more of these requirements could have a materially adverse effect on the Company's financial condition and or results of operations. Management has taken actions to address these issues including a shift in organizational wide focus from the historical approach of licensing raw data, to providing customers with complete geospatial solutions with a focus on software applications. The Company obtained financing during the previous year to fund the development of new product offerings and further financing is required to continue these development and sales efforts until profitable operations are achieved or product sales with upfront payments are secured.

## **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

### **Revenue Recognition**

Revenue is recognized when (i) persuasive evidence of an arrangement exists; (ii) the significant risks and rewards of ownership, including managerial involvement, have been transferred to the buyer; (iii) the amount of revenue can be measured reliably; and (iv) costs incurred or to be incurred can be measured reliably. Billings in excess of revenue are recorded as unearned revenue. Revenue recognized in excess of billings is recorded as unbilled revenue.

### *Goods Sold*

Revenue from the sale of data licenses in the ordinary course of business is measured at the fair value of the consideration received or receivable.

### *Software Subscriptions*

Revenue from software sold on a subscription basis is recognized straight-line over the term of the agreement.

### *Fixed-price Contracts*

Revenue from fixed-price contracts is recognized using the percentage-of-completion method, based on the ratio of costs incurred to estimated final contract costs. The use of the percentage of completion method requires estimates to determine the cost to complete each contract. These estimates are reviewed monthly and adjusted as necessary. Provisions for estimated losses, if any, are recognized in the period in which the loss is determined. Contract losses are measured in the amount by which the estimated costs of the related project exceed the estimated total revenue for the project.

### *Multiple Component Arrangements*

When a single sales transaction requires the delivery of more than one product or service (multiple components), the revenue recognition criteria are applied separately to identifiable components. A component is considered to be separately identifiable if the product or service delivered has stand-alone value to that customer and the fair value associated with the product or service can be measured reliably. The amount recognized as revenue for each component is the fair value of the element in relation to the fair value of the arrangement as a whole.

### **Data Library (NEXTMap)**

The Company maintains a data library, which is the result of the acquisition and processing of digital map data. Ownership rights to this data are typically retained by the Company and the data is licensed to customers. As at March 31, 2016, the carrying value of the data library is \$Nil. In accordance with IFRS, the Company will review each reporting period for indications that an adjustment to the carrying value may be necessary.

## **OUTSTANDING SHARE DATA**

The Company's authorized capital consists of an unlimited number of Class A common shares without par value and an unlimited number of Class A participating preferred shares without par value. At the close of business on May 11, 2016, 100,352,002 Class A common shares were issued and outstanding. There are no preferred shares currently issued and outstanding.

As of May 11, 2016, potential dilutive securities include (i) 6,709,220 outstanding share options in the Company's share option plan with a weighted average exercise price of C\$0.41, and (ii) 24,713,130 warrants outstanding with a weighted average exercise price of C\$0.08. Each option and warrant entitles the holder to purchase one Class A common share.

## **INTERNAL CONTROLS AND DISCLOSURE CONTROLS AND PROCEDURES**

### **Internal Control over Financial Reporting**

The Company's President and Chief Executive Officer and the Company's Senior Vice President and Chief Financial Officer have designed, or have caused to be designed under their supervision, internal control over financial reporting as defined under National Instrument 52-109 – *Certification of Disclosure in Issuer's Annual and Interim Filings*, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The Company's President and Chief Executive Officer and the Company's Senior Vice President and Chief Financial Officer have evaluated, or caused to be evaluated under their supervision, the effectiveness of the Company's internal control over financial reporting and have determined, based on the criteria established by the Committee of Sponsoring Organizations of the Treadway Commission (2013) and on this evaluation, that such internal controls over financial reporting were effective at the financial year-end.

### **Changes in Internal Control over Financial Reporting**

There have been no significant changes in the design of internal control over financial reporting that occurred during the three months ended March 31, 2016, that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

### **Disclosure Controls and Procedures**

The Company's President and Chief Executive Officer and the Company's Senior Vice President and Chief Financial Officer have designed, or have caused to be designed under their supervision, disclosure controls and procedures to provide reasonable assurance that material information relating to the Company has been made known to them and that information required to be disclosed in the Company's annual filings, interim filings or other reports filed by it or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified by applicable securities legislation. The Company's President and Chief Executive Officer and the Company's Senior Vice President and Chief Financial Officer have evaluated, or caused to be evaluated under their supervision, the effectiveness of the Company's disclosure controls and procedures and have determined, based on that evaluation, that such disclosure controls and procedures were effective at the financial year-end.

## **RISKS AND UNCERTAINTIES**

The risks and uncertainties described in the Management Discussion and Analysis presented in the 2015 Annual Report and the Annual Information Form of the Company have not changed materially.

### **Additional Information**

Additional risk factors may be detailed in the Company's Annual Information Form, which can be found on the Company's Web site at [www.intermap.com](http://www.intermap.com) and on SEDAR at [www.sedar.com](http://www.sedar.com).

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# Condensed Consolidated Interim Balance Sheets

(In thousands of United States dollars)

(Unaudited/Not Reviewed)

	March 31, 2016	December 31, 2015
<b>Assets</b>		
Current assets:		
Restricted cash	\$ 91	\$ 801
Amounts receivable	1,319	2,283
Unbilled revenue	88	11
Prepaid expenses	243	295
	<b>1,741</b>	<b>3,390</b>
Property and equipment (Note 4)	<b>1,757</b>	<b>1,922</b>
	<b>\$ 3,498</b>	<b>\$ 5,312</b>
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities:		
Accounts payable and accrued liabilities (Note 5)	\$ 6,942	\$ 6,872
Current portion of notes payable (Note 6)	16,567	9,087
Current portion of project financing (Note 7)	1,143	1,121
Current portion of deferred lease inducements	74	101
Unearned revenue	391	467
Warrant liability (Note 11)	1,957	2,085
Income taxes payable	3	5
Obligations under finance leases	42	75
Current portion of other long-term liabilities (Note 10(e))	367	158
	<b>27,486</b>	<b>19,971</b>
Long-term notes payable (Note 6)	7,300	7,300
Long-term project financing (Note 7)	174	174
Deferred lease inducements	165	162
Obligations under finance leases	31	34
Other long-term liabilities (Note 10(e))	-	92
	<b>35,156</b>	<b>27,733</b>
Shareholders' deficiency:		
Share capital (Note 10(a))	196,409	196,409
Accumulated other comprehensive income	(81)	(102)
Contributed surplus (Note 10(b))	11,635	11,578
Deficit	(239,621)	(230,306)
	<b>(31,658)</b>	<b>(22,421)</b>
Going concern (Note 2(a))		
Commitments (Note 12)		
Subsequent events (Note 16)		
	<b>\$ 3,498</b>	<b>\$ 5,312</b>

See accompanying notes to condensed consolidated interim financial statements.

# Condensed Consolidated Interim Statements of Profit and Loss and Other Comprehensive Income

(In thousands of United States dollars, except per share information)

(Unaudited/Not Reviewed)

For the three months ended March 31,	2016	2015
Revenue (Note 8)	\$ 1,438	\$ 956
Expenses:		
Operating costs (Note 9(a))	3,933	4,658
Depreciation of property and equipment	214	242
Amortization of intangible assets	-	13
	<b>4,147</b>	<b>4,913</b>
Operating loss	<b>(2,709)</b>	<b>(3,957)</b>
Gain on disposal of equipment	-	47
Change in fair value of derivative instruments	128	29
Financing costs (Note 9(b))	<b>(6,624)</b>	<b>(1,120)</b>
Financing income	5	4
(Loss) gain on foreign currency translation	<b>(111)</b>	<b>138</b>
Loss before income taxes	<b>(9,311)</b>	<b>(4,859)</b>
Income tax expense:		
Current	<b>(4)</b>	<b>(20)</b>
Deferred	-	-
	<b>(4)</b>	<b>(20)</b>
Net loss for the period	<b>\$ (9,315)</b>	<b>\$ (4,879)</b>
Other comprehensive loss:		
Items that are or may be reclassified subsequently to profit or loss:		
Foreign currency translation differences	<b>21</b>	<b>(57)</b>
Comprehensive loss for the period	<b>\$ (9,294)</b>	<b>\$ (4,936)</b>
Basic and diluted loss per share	<b>\$ (0.09)</b>	<b>\$ (0.05)</b>
Weighted average number of Class A common shares - basic & diluted (Note 10(c))	<b>100,237,372</b>	<b>91,782,665</b>

*See accompanying notes to condensed consolidated interim financial statements.*

# Condensed Consolidated Interim Statements of Changes in Shareholders' Deficiency

(In thousands of United States dollars)

(Unaudited/Not Reviewed)

	Share Capital	Contributed Surplus	Cumulative Translation Adjustments	Deficit	Total
Balance at December 31, 2014	\$ 194,377	\$ 11,395	\$ (57)	\$ (212,152)	\$ (6,437)
Comprehensive loss for the period	-	-	(57)	(4,879)	(4,936)
Share-based compensation	-	96	-	-	96
<b>Balance at March 31, 2015</b>	<b>\$ 194,377</b>	<b>\$ 11,491</b>	<b>\$ (114)</b>	<b>\$ (217,031)</b>	<b>\$ (11,277)</b>
Comprehensive gain (loss) for the period	-	-	12	(13,275)	(13,263)
Share-based compensation	30	198	-	-	228
Exercise of warrants	1,004	-	-	-	1,004
Exercise of options	57	(22)	-	-	35
Note conversion	556	(16)	-	-	540
New warrant issuance	385	-	-	-	385
Deferred tax effect of convertible note	-	(73)	-	-	(73)
<b>Balance at December 31, 2015</b>	<b>\$ 196,409</b>	<b>\$ 11,578</b>	<b>\$ (102)</b>	<b>\$ (230,306)</b>	<b>\$ (22,421)</b>
Comprehensive gain (loss) for the period	-	-	21	(9,315)	(9,294)
Share-based compensation	-	57	-	-	57
<b>Balance at March 31, 2016</b>	<b>\$ 196,409</b>	<b>\$ 11,635</b>	<b>\$ (81)</b>	<b>\$ (239,621)</b>	<b>\$ (31,658)</b>

See accompanying notes to condensed consolidated interim financial statements.

# Condensed Consolidated Interim Statements of Cash Flows

(In thousands of United States dollars)

(Unaudited/Not Reviewed)

For the three months ended March 31,	2016	2015
Cash flows provided by:		
Operating activities:		
Net loss for the period	\$ (9,315)	\$ (4,879)
Adjusted for the following non-cash items:		
Depreciation of property and equipment	214	242
Amortization of intangible assets	-	13
Share-based compensation expense	173	110
Gain on disposal of equipment	-	(47)
Amortization of deferred lease inducements	(38)	(35)
Change in fair value of derivative instruments	(128)	(29)
Financing costs	6,624	1,120
Current income tax expense	4	20
Interest paid	(3)	(4)
Income tax paid	(6)	(9)
Changes in working capital:		
Amounts receivable	973	416
Work in process and other assets	(25)	85
Accounts payable and accrued liabilities	1,015	149
Unearned revenue and deposits	(76)	(18)
Loss (gain) on foreign currency translation	(35)	425
	<b>(623)</b>	<b>(2,441)</b>
Investing activities:		
Purchase of property and equipment	(49)	(34)
	<b>(49)</b>	<b>(34)</b>
Financing activities:		
Proceeds from notes payable	-	2,000
Issuance costs of convertible notes and notes payable	-	(74)
Proceeds from reimbursable project funding	-	46
Decrease in restricted cash	710	-
Repayment of obligations under finance lease	(39)	(32)
	<b>671</b>	<b>1,940</b>
Effect of foreign exchange on cash	1	(2)
Decrease in cash and cash equivalents	-	(537)
Cash and cash equivalents, beginning of period	-	537
Cash and cash equivalents, end of period	\$ -	\$ -

See accompanying notes to condensed consolidated interim financial statements.

# Notes to Condensed Consolidated Interim Financial Statements

For the three months ended March 31, 2016

(In thousands of United States dollars, except per share information)

(Unaudited/Not Reviewed)

## 1. Reporting entity:

Intermap Technologies<sup>®</sup> Corporation (the Company) is incorporated under the laws of Alberta, Canada. The head office of Intermap is located at 8310 South Valley Highway, Suite 400, Englewood, Colorado, USA 80112. Its registered office is located at Livingston Place, Suite 1000, 250 – 2nd Street Southwest, Calgary, Alberta, Canada, T2P 0C1.

Intermap is a global location-based information company, creating a wide variety of geospatial solutions and analytics from its NEXTMap<sup>®</sup> database. The Company uses its NEXTMap 3D digital models, together with aggregated third party data, to create geospatial solutions for its customers. These geospatial solutions can be used in a wide range of applications including, but not limited to, location-based information, geographic information systems, engineering, utilities, global positioning systems maps, geospatial risk assessment, oil and gas, renewable energy, hydrology, environmental planning, wireless communications, transportation, advertising, and 3D visualization.

## 2. Basis of preparation:

### a. Going concern:

These condensed consolidated interim financial statements have been prepared assuming the Company will continue as a going concern. The going concern basis of presentation assumes the Company will continue in operation for the foreseeable future and be able to realize its assets and discharge its liabilities and commitments in the normal course of business. During the quarter ended March 31, 2016, the Company incurred an operating loss of \$2,709 and negative cash flows from operating activities of \$623. The Company has a shareholders' deficiency of \$31,658 and a working capital deficiency of \$25,745. In addition, the Company has scheduled debt repayments of \$22,255 due within twelve months from the condensed consolidated interim balance sheet date upon the contractual maturity of notes payable.

The above factors in the aggregate raise significant doubt about the Company's ability to continue as a going concern. The Company's ability to continue as a going concern is dependent on management's ability to successfully secure sales with upfront payments or obtain additional financing, including financing to replace the debt maturing in 2016. Failure to achieve one or more of these requirements could have a materially adverse effect on the Company's financial condition and / or results of operations. Management has taken actions to address these issues including a shift in organization wide focus from the historical approach of licensing raw data, to providing customers with complete geospatial solutions with a focus on software applications. The Company obtained financing in 2015 and April 2016 (see Notes 6 and 16) to fund the development and sales efforts of new product and services offerings until profitable operations are achieved or product sales with upfront payments are secured.

The Company's future capital requirements will depend on many factors, including, but not limited to, the market acceptance of its products and services, the timing of payments associated with such products and services and debt maturities. The Company cannot be certain that cash generated from its operations will be sufficient to satisfy its liquidity requirements, and it may need to continue to raise capital by selling additional equity and / or by securing credit facilities. No assurance can be given that any such additional funding will be available or that, if available, it can be obtained on terms favorable to the Company.

The condensed consolidated interim financial statements do not reflect adjustments that would be necessary if the going concern assumption was not appropriate. If the going concern basis was not appropriate for these condensed consolidated interim financial statements, then adjustments would be necessary to the carrying value of assets and liabilities, the reported revenues and expenses, and the balance sheet classifications used.

**b. Statement of compliance:**

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard 34 (IAS 34) as issued by the International Accounting Standards Board (IASB).

The notes presented in these unaudited condensed consolidated interim financial statements include in general only significant changes and transactions occurring since the Company's last year-end, and are not fully inclusive of all disclosures required by International Financial Reporting Standards (IFRS) for annual financial statements. These unaudited condensed consolidated interim financial statements should be read in conjunction with the annual audited consolidated financial statements, including the notes thereto, for the year ended December 31, 2015 (the "2015 Annual Consolidated Financial Statements").

The policies applied in these condensed consolidated interim financial statements are based on IFRS issued and effective as of May 11, 2016, the date the Board of Directors approved the condensed consolidated interim financial statements.

**c. Measurement basis:**

The condensed consolidated interim financial statements have been prepared mainly on the historical cost basis. Other measurement bases used are described in the applicable notes.

**3. Summary of significant accounting policies:**

These condensed consolidated interim financial statements have been prepared using the same accounting policies and methods that were used to prepare the Company's 2015 Annual Consolidated Financial Statements. There are no new accounting standards or amendments effective January 1, 2016 that would have had a material impact on the condensed consolidated interim financial statements.

#### 4. Property and equipment:

Property and equipment	Aircraft and engines	Radar and mapping equipment	Furniture and fixtures	Leases	Under construction	Total
Balance at December 31, 2015	\$ 1,246	\$ 555	\$ 5	\$ 102	\$ 14	\$ 1,922
Additions	-	-	-	-	49	49
Depreciation	(102)	(92)	(1)	(19)	-	(214)
Balance at March 31, 2016	\$ 1,144	\$ 463	\$ 4	\$ 83	\$ 63	\$ 1,757

Property and equipment	Aircraft and engines	Radar and mapping equipment	Furniture and fixtures	Leases	Under construction	Total
Cost	\$ 10,951	\$ 27,346	\$ 372	\$ 921	\$ 14	\$ 39,604
Accumulated depreciation	(9,705)	(26,791)	(367)	(819)	-	(37,682)
Balance at December 31, 2015	\$ 1,246	\$ 555	\$ 5	\$ 102	\$ 14	\$ 1,922
Cost	\$ 10,951	\$ 27,346	\$ 372	\$ 921	\$ 63	\$ 39,653
Accumulated depreciation	(9,807)	(26,883)	(368)	(838)	-	(37,896)
Balance at March 31, 2016	\$ 1,144	\$ 463	\$ 4	\$ 83	\$ 63	\$ 1,757

#### 5. Accounts payable and accrued liabilities:

	March 31, 2016	December 31, 2015
Accounts payable	\$ 3,060	\$ 2,362
Accrued liabilities <sup>(1)</sup>	3,871	4,509
Other taxes payable	11	1
	<b>\$ 6,942</b>	<b>\$ 6,872</b>

(1) Accrued liabilities include \$1,311 of accrued interest and \$1,356 of accrued royalties on notes payable (twelve months ended December 31, 2015 – \$2,421 and \$1,129).

## 6. Notes payable:

The following table details the liability and equity components of each note payable balance at March 31, 2016:

Closing Date of Note	March 2, 2016	July 13, 2015	April 28, 2015	April 1, 2015	February 23, 2015	January 14, 2015	Total
Issuance of notes payable	\$ 9,125	\$ 3,000	\$ 2,500	\$ 1,500	\$ 7,300	\$ 500	\$ 23,925
Transaction costs	-	(14)	(31)	(5)	(20)	(29)	(99)
Note restructuring	-	-	-	-	(7,300)	-	(7,300)
Fair value of warrants recorded in equity	-	-	-	(271)	-	-	(271)
Warrant liability (on date of issuance)	-	-	-	-	-	(118)	(118)
Effective interest incurred on note discount	-	14	28	221	7,320	147	7,730
Carrying amount of notes payable	\$ 9,125	\$ 3,000	\$ 2,497	\$ 1,445	\$ 7,300	\$ 500	\$ 23,867
Less current portion	(9,125)	(3,000)	(2,497)	(1,445)	-	(500)	(16,567)
Long-term portion of notes payable	\$ -	\$ -	\$ -	\$ -	\$ 7,300	\$ -	\$ 7,300

The following table details the liability and equity components of each note payable balance at December 31, 2015:

Closing Date of Note	July 13, 2015	April 28, 2015	April 1, 2015	February 23, 2015	January 14, 2015	Total
Issuance of notes payable	\$ 3,000	\$ 2,500	\$ 1,500	\$ 7,300	\$ 500	\$ 14,800
Transaction costs	(14)	(31)	(5)	(20)	(29)	(99)
Fair value of warrants recorded in equity	-	-	(271)	-	-	(271)
Warrant liability (on date of issuance)	-	-	-	-	(118)	(118)
Effective interest incurred on note discount	12	21	110	1,829	103	2,075
Carrying amount of notes payable	\$ 2,998	\$ 2,490	\$ 1,334	\$ 9,109	\$ 456	\$ 16,387
Less current portion	(2,998)	(2,490)	(1,334)	(1,809)	(456)	(9,087)
Long-term portion of notes payable	\$ -	\$ -	\$ -	\$ 7,300	\$ -	\$ 7,300

### a. January 14, 2015 note payable:

On January 14, 2015, the Company issued a promissory note for \$500. Simple interest is payable at maturity at an annual rate of 18%. The note also includes 6,000,000 detachable warrants to purchase Class A common shares of the Company, of which 1,469,834 warrants were issued at a per share price of C\$0.08 and expire on January 21, 2018. The remaining 4,530,166 warrants were issued at a per share price of US\$0.06 and expire on May 1, 2018. The principal and accrued interest balance was payable at maturity on January 14, 2016, but was extended to April 14, 2016. At March 31, 2016, \$109 of accrued interest is included in accrued liabilities.

In determining the fair value of the warrants at inception, the Company used the Black-Scholes option pricing model with the following assumptions: average volatility rate of 58.6%; risk-free interest rate of 1.00%; expected life of three years; and an exchange rate of 0.78672. The value of \$118 was established on January 14, 2015. The estimated discount rate is 28% which is subject to estimation uncertainty. The discount to the note payable is being amortized over the term of the note using the effective interest method.

**b. February 23, 2015 note payable:**

On February 23, 2015, the Company entered into promissory note agreements with Vertex One Asset Management Inc. (Vertex) totaling \$7,300 that will mature 12 months from the date of issuance. Simple interest is payable at maturity at an annual rate of 25.0%. As additional consideration for the note, the Company entered into a royalty agreement, pursuant to which the Company agreed to pay a 17.5% royalty on net revenues in perpetuity. Of the \$7,300 proceeds, \$5,800 was used to retire a \$5,000 convertible promissory note (plus accrued interest of \$800) which was issued on February 7, 2014, and became due on February 6, 2015. 12,367,054 conversion shares associated with the February 7, 2014 note were cancelled with the retirement of the note. The net proceeds to the Company were \$1,500. On March 3, 2016, the company announced the cancellation of this note and the issuance of a new note dated March 2, 2016 (see Note 6(f)).

As a result of the 17.5% royalty of net revenue being payable in perpetuity, the Company recognized the \$7,300 promissory note as a perpetual debt instrument with a floating rate of interest. In the initial year of the debt, interest recognized is equal to the stated interest rate of 25%, the amortized portion of the scheduled repayment of \$7,300 on February 25, 2016 plus related transaction costs using the effective interest method, and 17.5% of net revenue recognized during the period. Subsequent to the initial year, interest will be recognized in an amount equal to 17.5% of net revenue earned during the period. The face amount of the debt will be carried as a liability until such time as the royalty is either retired, or it is projected that future royalty streams will be insufficient to support the carrying amount of the liability.

**c. April 1, 2015 note payable:**

On April 1, 2015, the Company issued a promissory note for \$1,500 to Vertex. Simple interest is payable at maturity at an annual rate of 20%. The note also includes 9,178,266 detachable warrants to purchase Class A common shares of the Company at a per share price of US\$0.07 and expire on April 1, 2018. Under the terms of the financing, the holder retired an outstanding \$500 note. The net proceeds to the Company were \$1,000. The principal and accrued interest balance is payable at maturity on April 1, 2016. At March 31, 2016, \$299 of accrued interest is included in accrued liabilities.

In determining the fair value of the warrants at inception, the Company used the Black-Scholes option pricing model with the following assumptions: average volatility rate of 62.0%; risk-free interest rate of .49%; expected life of three years; and an exchange rate of 0.79289. The value of \$271 was established on April 1, 2015. The estimated discount rate is 23% which is subject to estimation uncertainty. The discount to the note payable is being amortized over the term of the note using the effective interest method.

**d. April 28, 2015 note payable:**

On April 28, 2015, the Company issued a promissory note for \$2,500 to Vertex. Simple interest is payable at maturity at an annual rate of 20%. The principal and accrued interest balance is payable at maturity on April 27, 2016. At March 31, 2016, \$467 of accrued interest is included in accrued liabilities.

In addition, the Company entered into an amending agreement with Vertex, by which the Company agreed to establish a cash sweep account to restrict a certain portion of the Company's cash collections from net revenues generated subsequent to the execution of the agreement, to be used to repay the

promissory notes upon maturity. At March 31, 2016, \$91 is included in restricted cash subject to the amending agreement, which is \$1,649 short of the balance required under the terms of the agreement, resulting in a breach in the terms of the amending agreement. At March 31, 2016 \$16,067 is included in current portion of notes payable subject to the amending agreement. There was no change in the status of this agreement as of May 11, 2016.

**e. July 13, 2015 note payable:**

On July 13, 2015, the Company issued a promissory note for \$3,000 to Vertex. Simple interest is payable at maturity at an annual rate of 15%. The principal and accrued interest balance is payable at maturity on January 9, 2016, but was extended to April 9, 2016. At March 31, 2016, \$327 of accrued interest is included in accrued liabilities.

**f. March 2, 2016 note payable:**

On March 2, 2016, the Company restructured and consolidated the February 23, 2015 notes payable of \$5,800 and \$1,500 into one note. The original notes, bearing interest at 25% per annum, were canceled with the related principal of \$7,300 and accrued interest of \$1,825 consolidated into a new note payable totaling \$9,125, bearing interest at a rate of 15% and a maturity date of August 24, 2016. The royalty agreement (see Note 6(b)) and amending agreement to restrict a certain portion of cash collections (see Note 6(d)) are not affected by this restructuring and consolidation. The Company has the option upon thirty days' notice, to repay the note at 107.5% of the outstanding balance. The fair value of the prepayment option at March 31, 2016 was \$Nil. At March 31, 2016, \$109 of accrued interest is included in accrued liabilities.

**7. Project financing:**

Project financing includes a promissory note with a service provider. The note bears interest at 8% per annum and is secured by a last priority lien on an aircraft owned by the Company. As of March 31, 2016, the balance of the note is \$1,132.

Additionally, the project financing balance includes reimbursable project development funds provided by a corporation designed to enable the development and commercialization of geomatics solutions in Canada. The funding is repayable upon the completion of a specific development project and the first sale of any of the resulting product(s). Repayment is to be made in quarterly installments equal to the lesser of 20% of the funding amount or 25% of the prior quarter's sales.

	<b>March 31, 2016</b>	March 31, 2015
Promissory note payable	<b>\$ 1,132</b>	\$ 1,110
Reimbursable project funding	<b>185</b>	185
	<b>1,317</b>	1,295
Less current portion	<b>(1,143)</b>	(1,121)
<b>Long-term portion of project financing</b>	<b>\$ 174</b>	\$ 174

## 8. Revenue:

Details of revenue are as follows:

For the three months ended March 31,	2016	2015
Mapping services	\$ 194	\$ 332
Professional services	94	40
Data licenses	722	345
3DBI software applications	428	239
	<u>\$ 1,438</u>	<u>\$ 956</u>

## 9. Operating and financing costs:

### a. Operating costs:

For the three months ended March 31,	2016	2015
Personnel	\$ 2,755	\$ 2,987
Purchased services & materials <sup>(1)</sup>	756	1,088
Travel	41	142
Facilities and other expenses	381	441
	<u>\$ 3,933</u>	<u>\$ 4,658</u>

(1) Purchased services and materials include aircraft costs, project costs, professional and consulting fees, and selling and marketing costs.

### b. Financing costs:

For the three months ended March 31,	2016	2015
Interest on notes payable	\$ 716	\$ 284
Accretion of discounts recognized on notes payable	5,655	757
Royalty associated with note payable	227	50
Interest on project financing	23	23
Interest on finance lease	3	6
	<u>\$ 6,624</u>	<u>\$ 1,120</u>

## 10. Share capital:

### a. Issued:

	March 31, 2016		December 31, 2015	
	Number of Shares	Amount	Number of Shares	Amount
Class A common shares				
Balance, beginning of period:				
Unrestricted shares	100,237,372	\$ 196,409	91,782,665	\$ 194,377
Issuance of common shares from conversion of convertible note	-	-	5,741,187	540
Conversion option of convertible note	-	-	-	16
Issuance of warrants	-	-	-	385
Warrant exercise	-	-	2,508,020	1,004
Option exercise	-	-	116,250	57
Share-based compensation	-	-	89,250	30
Balance, end of period:	100,237,372	\$ 196,409	100,237,372	\$ 196,409

On September 15, 2015, 108,750 Class A common shares were issued upon the exercise of options with a grant date fair value of \$21 for cash proceeds of \$33.

On August 28, 2015, 7,500 Class A common shares were issued upon the exercise of options with a grant date fair value of \$1 for cash proceeds of \$2.

On August 20, 2015, 958,020 Class A common shares were issued upon the exercise of warrants for cash proceeds of \$59. The value attributed to the warrant liability of \$439 was transferred to share capital upon exercise.

On July 2, 2015, 89,250 Class A common shares were issued to directors of the Company as compensation for services. Compensation expense of \$30 for these Class A common shares is included in operating costs.

On June 29, 2015, 1,550,000 Class A common shares were issued upon the exercise of warrants for cash proceeds of \$97. The value attributed to the warrant liability of \$409 was transferred to share capital upon exercise.

On June 12, 2015, 5,741,187 Class A common shares were issued upon conversion of a convertible promissory note issued on December 12, 2014. The value attributed to the conversion was \$556 and includes the accrued interest of \$40, which was forgiven upon conversion, and \$16 for the proportionate share of the conversion option of the convertible note originally classified in contributed surplus (see Note 10(b)).

On April 1, 2015, the Company issued 9,178,266 warrants to purchase Class A common shares of the Company in connection with a promissory note (see Note 6(b)) with a value of \$271 allocated to share capital.

On May 1, 2015, the Company issued 4,530,166 warrants to purchase Class A common shares of the Company in connection with a promissory note with a value of \$114 allocated to share capital.

**b. Contributed surplus:**

	<b>March 31, 2016</b>	December 31, 2015
Balance, beginning of period	\$ 11,578	\$ 11,395
Share-based compensation	57	294
Exercise of options	-	(22)
Conversion option of convertible note	-	(16)
Deferred tax effect of convertible note	-	(73)
<b>Balance, end of period</b>	<b>\$ 11,635</b>	<b>\$ 11,578</b>

**c. Earnings (loss) per share:**

The calculation of earnings (loss) per share is based on the weighted average number of Class A common shares outstanding. Where the impact of the exercise of options or warrants is anti-dilutive, they are not included in the calculation of diluted loss per share. The Company has incurred a net loss for each period presented and the inclusion of the outstanding options and warrants in the loss per share calculation are considered to be anti-dilutive and are therefore not included in the calculation.

The underlying Class A common shares pertaining to 6,823,850 outstanding share options and 24,713,130 outstanding warrants could potentially dilute earnings.

**d. Share option plan:**

The Company established a share option plan to provide long-term incentives to attract, motivate, and retain certain key employees, officers, directors, and consultants providing services to the Company. The plan permits the granting of options to purchase up to 10% of the outstanding Class A common shares of the Company. As of March 31, 2016, 10,023,737 Class A common shares were authorized under the plan, of which 6,823,850 share options are issued and outstanding and 3,199,887 options remain available for future issuance. Under the plan, no one individual shall be granted an option resulting in cumulative grants in excess of 5% of the issued and outstanding Class A common shares of the Company. In addition, the exercise price of each option shall not be less than the market price of the Company's Class A common shares on the date of grant. The options are exercisable for a period of not greater than six years, and generally vest over a period of one to four years. Options granted to directors generally vest on the date of the grant and expire on the fifth anniversary of the date of such grant.

The following table summarizes information regarding share options outstanding:

	March 31, 2016		December 31, 2015	
	Number of shares under option	Weighted average exercise price (CADN)	Number of shares under option	Weighted average exercise price (CADN)
Options outstanding, beginning of period	6,864,850	\$ 0.41	7,427,400	\$ 0.46
Granted	-	-	-	-
Exercised	-	-	(116,250)	0.40
Expired	(41,000)	1.60	(390,050)	1.40
Forfeitures	-	-	(56,250)	0.26
<b>Options outstanding, end of period</b>	<b>6,823,850</b>	<b>\$ 0.41</b>	<b>6,864,850</b>	<b>\$ 0.41</b>
Options exercisable, end of period	5,637,600	\$ 0.42	5,006,100	\$ 0.44

Exercise Price (CADN\$)	Options outstanding	Weighted average remaining contractual life	Options exercisable
0.17	25,000	4.38 years	6,250
0.25	134,630	2.87 years	134,630
0.27	20,000	2.11 years	15,000
0.29	1,478,750	3.87 years	738,750
0.33	700,000	2.42 years	600,000
0.38	40,000	3.12 years	20,000
0.43	1,012,240	1.00 years	1,012,240
0.44	1,535,000	2.42 years	1,232,500
0.46	753,230	1.71 years	753,230
0.48	450,000	0.76 years	450,000
0.50	450,000	0.68 years	450,000
0.66	225,000	0.86 years	225,000
	<b>6,823,850</b>	<b>2.24 years</b>	<b>5,637,600</b>

During the three months ended March 31, 2016, no options were granted. The estimated forfeiture rate was 5.43%. During the three months ended March 31, 2016, the Company recognized \$37 of non-cash compensation expense related to the share option plan.

**e. Long-term incentive plan:**

During the third quarter of 2014, the Board of Directors approved the terms of a long-term incentive plan (LTIP) intended to retain and compensate senior management of the Company. The LTIP is a share-based payments plan, based on the average stock price of the Company during the last quarter of the year ended December 31, 2015, and includes the award of up to 2,398,000 common shares to be issued as equity-settled share-based compensation and up to 3,597,000 common shares to be settled in either cash or common shares, at the discretion of the Board of Directors. Any awards settled in cash will be determined by multiplying the number of shares earned under the optional settlement portion by the Company's closing stock price on December 31, 2015 and paid 50% of the earned award on March 31, 2016 and 50% of the earned award on March 31, 2017, subject to predetermined working capital thresholds. To receive the awards, the eligible employees must be employed by the Company on the

scheduled payment dates. At December 31, 2015 1,058,165 shares were earned under the equity-settled portion of the LTIP and 1,587,248 shares were earned under the optional settlement portion of the LTIP.

The fair value of the awards is subject to estimation uncertainty and was calculated using a Monte Carlo simulation model with the following assumptions at the grant date: expected dividend yield 0%, risk-free interest rate of 1.02%, volatility of 94.35%, grant date of August 8, 2014 and expiration date of December 31, 2015. Volatilities are calculated based on the actual historical trading statistics of the Company's Class A common shares with a 1.4 year historical look back, commensurate with the term of the LTIP.

The grant date fair value of the equity-settled portion of the LTIP was \$133 and is charged to non-cash compensation expense over the service period, which ends March 31, 2016, with a corresponding charge to contributed surplus. For the three months ending March 31, 2016, \$20 was charged to non-cash compensation expense and as of March 31, 2016, \$133 is included in contributed surplus.

The grant date fair value of the optional settlement portion of the LTIP was \$169, with payment timing subject to predetermined working capital thresholds, and was determined using a discount rate of 8.97%. The fair value of the amount estimated to be payable to employees under the optional settlement portion of the LTIP is charged to non-cash compensation expense with a corresponding increase in liabilities, over the service period, and is re-measured to the current fair value at each reporting date.

The fair value of the awards is subject to estimation uncertainty and at March 31, 2016 a liability of \$367 has been recorded representing the fair value of the optional settlement portion of the LTIP.

Any changes in the liability are recognized in profit or loss over the service period. For the three months ended March 31, 2016, \$116 has been charged to non-cash compensation expense.

**f. Share-based compensation expense:**

Non-cash compensation expense has been included in operating costs with respect to the LTIP, share options, and shares granted to employees.

**11. Class A common share purchase warrants:**

The following table details the number of Class A common share purchase warrants outstanding at each balance sheet date.

Grant Date	Expiry Date	Exercise Price	Granted	Expired	Exercised	Number of Warrants Outstanding
2/7/2014	2/7/2017	C\$ 0.08	3,091,572	-	-	3,091,572
12/12/2014	12/12/2017	C\$ 0.10	1,137,202	-	-	1,137,202
12/26/2014	12/26/2017	C\$ 0.07	1,666,667	-	-	1,666,667
1/6/2015	2/6/2017	C\$ 0.08	4,597,443	-	(958,020)	3,639,423
1/14/2015	1/21/2018	C\$ 0.08	1,469,834	-	-	1,469,834
4/1/2015	4/3/2018	US\$ 0.07	9,178,266	-	-	9,178,266
5/1/2015	5/1/2018	US\$ 0.06	4,530,166	-	-	4,530,166
December 31, 2015			25,671,150	-	(958,020)	24,713,130
March 31, 2016			-	-	-	24,713,130

Each warrant entitles its holder to purchase one Class A common share. Vertex, the holder of all of the Company's notes payable, with the exception of the January 14, 2015 note, holds 18,713,130 of the warrants outstanding at March 31, 2016. The 11,004,698 warrants denominated in Canadian dollars, a currency different from the Company's functional currency, are recognized as a financial liability at fair value through profit and loss. The 13,708,432 warrants denominated in United States dollars are recognized as part of share capital. At March 31, 2016, \$385 is included in share capital related to these warrants.

The following table details the number and value of the non-broker Class A common share purchase warrants denominated in Canadian dollars that are outstanding and included in warrant liability at each balance sheet date.

	Number of non-broker warrants	Warrant liability
Balance at December 31, 2015	11,004,698	\$ 2,085
Revaluation	-	(128)
Balance at March 31, 2016	11,004,698	\$ 1,957

On January 6, 2015, the Company issued warrants to purchase up to 4,597,443 common shares of the Company to certain holders of previously-issued promissory notes and warrants. The warrant issuance was in consideration for the release by the note holders of a first priority lien in certain of the Company's secured assets and the sharing of security on the remainder of the Company's assets, on a pro-rata basis, with a new lender under a debt financing completed December 26, 2014. The new warrants are exercisable into common shares at C\$0.08 per share until February 6, 2017.

On January 15, 2015, the Company amended the exercise price to C\$0.08 per share for outstanding warrants to purchase 4,791,572 common shares of the Company. The original number of underlying shares and exercise price of these warrants was (i) 3,091,572 common shares with an exercise price of C\$0.56 per share, and (ii) 1,700,000 common shares with an exercise price of C\$0.31 per share. Other than the exercise price, the original terms of these warrants remain unchanged. The amendment to the warrant exercise price was given as consideration for the release by the warrant holders of a first priority lien on certain of the Company's secured assets and the sharing of security on the remainder of the Company's assets on a pro-rata basis with the new lender under the Company's debt financing completed on December 26, 2014.

On March 31, 2016, the 5,895,441 non-broker warrants issued in 2014 were re-valued to \$1,051 using the Black-Scholes option pricing model with the following assumptions: exercise price of C\$0.07-C\$0.10; average volatility rate of 101.8%-116.2%; risk-free interest rate of 0.62%; expected life of 11-21 months; and an exchange rate of 0.77.

In determining the fair value of the 1,469,834 non-broker warrants issued on January 14, 2015, the Company used the Black-Scholes option pricing model with the following assumptions: exercise price of C\$0.08; average volatility rate of 58.6%; risk-free interest rate of 1.00%; expected life of three years; and an exchange rate of 0.787. The value of \$29 was established on January 14, 2015 and subsequently revalued to \$267 on March 31,

2016 utilizing the Black-Scholes option pricing model with the following assumptions: exercise price of C\$0.08; average volatility rate of 100.6%; risk-free interest rate of 0.62%; expected life of 22 months; and an exchange rate of 0.77.

In determining the fair value of the 4,597,443 non-broker warrants issued on January 6, 2015, the Company used the Black-Scholes option pricing model with the following assumptions: exercise price of C\$0.08; average volatility rate of 108.0%; risk-free interest rate of 1.00%; expected life of two years; and an exchange rate of 0.8472. The value of \$133 was established on January 6, 2015. On August 20, 2015, 958,020 of these warrants were exercised, leaving 3,639,423 warrants outstanding at March 31, 2016. The warrants were revalued to \$639 on March 31, 2016 utilizing the Black-Scholes option pricing model with the following assumptions: exercise price of C\$0.08; average volatility rate of 116.2%; risk-free interest rate of 0.62%; expected life of 11 months; and an exchange rate of 0.77.

The Company also issued 9,178,266 non-broker warrants on April 1, 2015 and 4,530,166 non-broker warrants on May 1, 2015. As the exercise price for both of these issuances is denominated in U.S. dollars, the Company's functional currency, the warrants are not considered a derivative liability and are not required to be recorded as a liability and revalued quarterly.

## 12. Commitments:

The Company has commitments related to operating leases for office space and equipment which require the following payments for each year ending March 31:

2017		\$	402
2018			107
2019			109
2020			108
2021			63
		\$	789

During the three months ended March 31, 2016, the Company recognized \$285 (three months ended March 31, 2015 - \$282) in operating lease expense for office space.

## 13. Segmented information:

The operations of the Company are in one industry segment: digital mapping and related services.

Geographic segments of revenue are as follows:

Three months ended March 31,	2016		2015	
United States	\$	655	\$	558
Asia/Pacific		352		103
Europe		431		295
	\$	1,438	\$	956

Property and equipment of the Company are located as follows:

December 31,	March 31, 2016	December 31, 2015
United States	\$ 1,651	\$ 1,791
Canada	95	117
Europe	7	9
Asia/Pacific	4	5
	\$ 1,757	\$ 1,922

Intangible assets are located in the United States.

A summary of sales to major customers that exceeded 10% of total sales during each period are as follows:

Three months ended March 31,	2016	2015
Customer A	\$ 230	\$ -
Customer B	205	-
Customer C	255	-
Customer D	194	396
	\$ 884	\$ 396

#### 14. Financial risk management:

The Company has exposure to the following risks from its use of financial instruments: credit risk, market risk, liquidity risk, and capital risk. Management, the Board of Directors, and the Audit Committee monitor risk management activities and review the adequacy of such activities. There have been no significant changes to the Company's risk management strategies since December 31, 2015.

Amounts receivable as of March 31, 2016, and December 31, 2015, consist of:

	March 31, 2016	December 31, 2015
Trade amounts receivable	\$ 1,274	\$ 2,282
Employee receivables	8	7
Other miscellaneous receivables	47	8
Allowance for doubtful accounts	(10)	(14)
	\$ 1,319	\$ 2,283

Trade amounts receivable by geography consist of:

	March 31, 2016	December 31, 2015
United States	\$ 418	\$ 1,421
Asia/Pacific	528	449
Europe	327	289
Canada	1	123
	\$ 1,274	\$ 2,282

An aging of the Company's trade amounts receivable are as follows:

	March 31, 2016	December 31, 2015
Current	\$ 386	\$ 1,795
31-60 days	207	156
61-90 days	4	4
Over 91 days	677	327
	<b>\$ 1,274</b>	<b>\$ 2,282</b>

As of March 31, 2016, \$681 of trade amounts receivable (year ended December 31, 2015 - \$331) were past due. The balance of the past due amounts relates to reoccurring customers and are considered collectible.

#### 15. Fair values:

The fair values of the financial assets and liabilities are shown at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

The following methods and assumptions were used to estimate the fair values:

- Cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities and provisions approximate their carrying amounts largely due to the short-term maturities of these instruments.
- Notes payable are evaluated by the Company based on parameters such as interest rates and the risk characteristics of the instrument.
- The fair value of the non-broker warrants are estimated using the Black-Scholes option pricing model incorporating various inputs including the underlying price volatility and discount rate (see Note 11).

#### a. Fair value hierarchy:

Financial instruments recorded at fair value on the Consolidated Balance Sheet are classified using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

Level 1 – valuations based on quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 – valuation techniques based on inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices);

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

The fair value hierarchy of financial instruments recorded at fair value on the Condensed Consolidated Interim Balance Sheet is as follows:

	March 31, 2016			December 31, 2015		
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
<b>Financial liabilities</b>						
Non-broker warrants	\$ -	\$ 1,957	\$ -	\$ -	\$ 2,085	\$ -

During the reporting periods, there were no transfers between Level 1 and Level 2 fair value measurements.

#### 16. Subsequent events:

On April 15, 2016, the Company restructured and consolidated into one note its April 1, 2015 note payable of \$1,500, April 27, 2015 note payable of \$2,500, and July 9, 2015 note payable of \$3,000. The original notes, bearing interest at 20%, 20%, and 15% per annum, respectively, were canceled. The new note payable, dated April 12, 2016, in the principal amount of \$13,130 includes an additional \$5,000 debt financing and accrued interest from the canceled notes of \$1,130. Simple interest is payable at maturity on October 11, 2016 at an annual rate of 15%. The Company has the option upon thirty days' notice, to repay the note at 107.5% of the outstanding principal balance.

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