

Condensed Consolidated Interim Financial Statements of

# INTERMAP TECHNOLOGIES CORPORATION

Third quarter ended September 30, 2022

NOTICE: The condensed consolidated interim financial statements and notes thereto for the nine months ended September 30, 2022 have not been reviewed by the Company's external auditors.

# **Management's Discussion and Analysis**

For the quarter ended September 30, 2022

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 November 14, 2022 and should be read together with the Company's unaudited Condensed Consolidated Interim Financial Statements and the accompanying notes for the three and nine months ended September 30, 2022 and the audited Consolidated Financial Statements as at December 31, 2021 and 2020, 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.

The Condensed Consolidated Interim Financial Statements have been prepared on a going concern basis in accordance with IFRS. The going concern basis of presentation assumes the Company will continue to operate for the foreseeable future and will be able to realize its assets and discharge its liabilities in the normal course of business.

The Condensed Consolidated Interim Financial Statements do not reflect adjustments that would be necessary if the going concern assumption were not appropriate. If the going concern basis were not appropriate for these financial statements, then adjustments would be necessary to the carrying amounts of assets and liabilities, the reported expenses and the classifications used in the statements of financial position.

Additional information relating to the Company, including the Company's AIF, can be found on the Company's website at <u>www.intermap.com</u> and on SEDAR at <u>www.sedar.com</u>.

# **NON-IFRS MEASURES**

This MD&A makes reference to certain non-IFRS measures such "EBITDA" and "Adjusted EBITDA". These non-IFRS measures are not recognized, defined or standardized measures under IFRS. The Company's definition of EBITDA and Adjusted EBITDA will likely differ from that used by other companies and therefore comparability may be limited. EBITDA and Adjusted EBITDA should not be considered a substitute for or in isolation from measures prepared in accordance with IFRS. These non-IFRS measures should be read in conjunction with the Company's audited Consolidated Financial Statements and the accompanying notes for the years ended December 31, 2021 and 2020. Readers should not place undue reliance on non-IFRS measures and should instead view them in conjunction with the most comparable IFRS financial measures. See the reconciliation of EBITDA and Adjusted EBITDA to the most comparable IFRS financial measure in the Reconciliation of Non-IFRS Measures section of this MD&A.

### 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, operations and financing alternatives, certain statements and information provided in this MD&A constitute 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 expressions suggesting future outcomes, and includes statements that actions, events, or conditions "may," "would," "could," or "will" be taken or occur in the future. These forward-looking statements may be based on assumptions that the Company believes 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 forwardlooking 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) payments on material contracts will occur within a reasonable period of time after contract completion; (iii) the continued sales success of Intermap's products and services; (iv) the continued success of business development activities; (v) there will be no significant delays in the development and commercialization of the Company's products; (vi) the Company will continue to maintain sufficient and effective production and software development capabilities to compete on the attributes and cost of its products; (vii) there will be no significant reduction in the availability of qualified and cost-effective human resources; (viii) the continued existence and productivity of subsidiary operations; (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, (xii) superior technologies/products do not develop that would render the Company's current product offerings obsolete, and (xiii) expected impact of the novel coronavirus (COVID-19) pandemic on the Company's future operations and performance.

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, continued listing of its common shares on the Toronto

Stock Exchange or equivalent exchange, 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 the annual MD&A and the Company's other filings with securities regulators. Any one or more of the foregoing factors may be exacerbated by the ongoing COVID-19 pandemic and may have a significantly more severe impact on the Company's business, results of operations and financial condition than in the absence of such pandemic.

We are closely monitoring the ongoing and future potential effects of the COVID-19 pandemic on our operations and financial performance; however, the impacts of the pandemic continue to develop and evolve, and their full extent is difficult to predict at this time. We are conducting business with substantial modifications to employee work locations and travel, along with substantially modified interactions with customers. Proceeds from the government assistance programs in the United States and Canada have helped the Company to retain critical talent during this challenging time. We will continue to monitor the impact of the COVID-19 pandemic on all aspects of our business, including customer purchasing decisions, and may take further actions that alter our business operations. The impact of the COVID-19 pandemic on our operational and financial performance will depend on certain developments, including the duration and spread of the virus, the further impact on our customers and our sales cycles, the impact on business development and marketing activities, and further delays in customer projects and activities, all of which are uncertain and cannot be predicted. Due to our subscription-based business model for commercial customers and long sales cycle for government customers, the impact may not be fully reflected in our operations until future periods.

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 intelligence company, creating a wide variety of geospatial solutions and analytics for its customers. Intermap is a premier worldwide provider of geospatial data solutions.

Intermap currently generates revenue from three primary business activities, composed of (i) data acquisition and collection, using proprietary radar sensor technologies; (ii) value-added data products and services, which leverage the Company's proprietary NEXTMap<sup>\*</sup> database, together with proprietary software and fusion technologies; and (iii) commercial applications and solutions,

including a webstore and software sales targeting selected industry verticals that rely on accurate high resolution elevation data.

These geospatial solutions are used in a wide range of applications including, but not limited to, location-based information, risk assessment, geographic information systems (GIS), engineering, utilities, global positioning systems (GPS) maps, oil and gas, renewable energy, hydrology, environmental planning, land management, wireless communications, transportation, advertising, and 3D visualization.

Intermap has the ability to create its own digital 3D geospatial data using its proprietary multifrequency radar mounted in Learjet aircraft. Intermap's radar-based technology allows it to collect data at any time of the day, including under conditions such as cloud and tree cover, or darkness, which are conditions that limit most competitive technologies. The Company's proprietary radar also enables data to be collected over larger areas, at higher collection speeds, and at accuracy levels that are difficult to achieve with competitive technologies.

In addition to data collection, the Company is a world leader in data fusion, analytics, and orthorectification, and has decades of experience aggregating data derived from a number of different sensor technologies and data sources. The Company processes raw digital elevation and image data from its own and other sources to create three high resolution geospatial datasets that provide a ground-true foundation layer upon which accurate value-added products and services can be developed. The three high resolution data sets include digital surface models (DSM), digital terrain models (DTM), and orthorectified radar images (ORI). These datasets are further augmented with additional elevation and resolution data layers and served to customers by web service to create other value-added products, such as viewsheds, line of sight maps, and orthorectified mosaic tiles.

Unlike many geospatial companies, because of its unique acquisition and processing capability, Intermap retains exclusive ownership of its high resolution NEXTMap<sup>+</sup> database, which covers the entire globe. Intermap's NEXTMap database, together with third party data and our in-house analytics team, provide a variety of applications and geospatial solutions for its customers. The NEXTMap database contains a fusion of proprietary multi-frequency radar imagery and data, including unique Interferometric Synthetic Aperture Radar (IFSAR)-derived data, proprietary data models, and purchased third-party data, collected from multiple commodity sensor technologies, such as light detection and ranging (LiDAR), photogrammetry, satellite, and other available sources. The NEXTMap database also includes proprietary information developed by our analytical teams such as 3D city models, census data, real-time traffic, 3D road vectors, outdoor advertising assets, weather related hazards, points of interest, cellular towers, flood models and wildfire models.

The Company generates revenue by licensing its geospatial products using its proprietary data, analytics, and applications for specific industries.

# FINANCIAL INFORMATION AND DISCUSSION OF OPERATIONS

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

### **Selected Annual Information**

		ee mon Septem	 0.1.0.0.0	Nine mon Septer		
U.S. \$ millions, except per share data	202	22	2021	2022		2021
Revenue:						
Acquisition services	5	0.2	\$ 0.2	\$ 1.1	\$	0.2
Value-added data		0.3	0.5	2.1		1.3
Software and solutions		0.7	0.7	2.4		2.0
Total revenue \$	6	1.2	\$ 1.4	\$ 5.6	\$	3.5
Operating loss \$	5	(1.9)	\$ (1.2)	\$ (3.8)	\$	(4.7)
Net loss \$	5	(1.8)	\$ (1.0)	\$ (3.7)	\$	(3.7)
EPS basic and diluted \$	6 (	(0.06)	\$ (0.04)	\$ (0.12)	\$	(0.14)
Adjusted EBITDA <sup>(1)</sup> \$	5	(2.4)	\$ (0.1)	\$ (2.8)	\$	(2.0)

	-	tember 2022	tember 2021
Assets:			
Cash, amounts receivable, unbilled revenue	\$	1.2	\$ 2.7
Total assets	\$	5.6	\$ 7.3
Liabilities:			
Long-term liabilities (including lease obligations)	\$	0.8	\$ 1.0
Total liabilities	\$	6.7	\$ 6.8

<sup>(1)</sup>Adjusted EBITDA is a non-IFRS measure. See "Reconciliation of Non-IFRS Measures" below.

#### Revenue

#### Quarterly Revenue

Consolidated revenue for the quarter ended September 30, 2022 decreased to \$1.2 million, compared to \$1.4 million for 2021. Approximately 67% of consolidated revenue was generated outside the United States, compared to 54% for 2021.

### Acquisition Services

Acquisition services revenue for the quarters ended September 30, 2022 and 2021 remained steady at \$0.2 million for each quarter.

#### Value-added Data

Value-added data revenue decreased to \$0.3 million for the quarter ended September 30, 2022 as compared to \$0.5 million for 2021. The decrease is due to the delay of a foreign government program award extension caused by the change of government during the quarter.

# Software and Solutions

Software and solutions revenue remained constant at \$0.7 million for the quarters ended September 30, 2022 and 2021, while subscription-based revenue increased 50% for the third quarter of 2022 compared to the same period in 2021.

# Year-to-date Revenue

On a year-to-date basis, consolidated revenue increased to \$5.6 million during the nine months ended September 30, 2022 from \$3.5 million for 2021. Approximately 73% of consolidated revenue was generated outside the United States, compared to 64% for 2021.

# Acquisition Services

Acquisition services revenue for the nine-month period ended September 30, 2022 totaled \$1.1 million, compared to \$0.2 million for 2021. The Company experienced significant delays in government contracting during 2020 and 2021 due to the impact of uncertainty surrounding the COVID-19 pandemic, but during the fourth quarter of 2021, the Company commenced operations on a continuing strategic data infrastructure contract through the third quarter of 2022.

# Value-added Data

Value-added data revenue increased to \$2.1 million for the nine ended September 30, 2022 as compared to \$1.3 million for 2021. The increase relates to government program awards which should continue to generate revenue from future updates and refresh data required by recurring customers, with similar annual updates expected to continue.

# Software and Solutions

Software and solutions revenue increased to \$2.4 million for the nine-month period ended September 30, 2022, compared to \$2.0 million for 2021. The Company recognized an 63% increase in subscription-based revenue compared to the first nine months of 2021, primarily related to the expansion of elevation data-as-a-service (E-DAS), which had increases in both number and value of subscription agreements.

# **Classification of Operating Costs**

	For the the		For the nine months ended September 30,				
U.S. \$ millions	2022	2	021	2022		2021	
Personnel	\$ 1.7	\$	1.4	\$ 5.0	\$	4.2	
Purchased services & materials	0.7		0.6	2.3		1.9	
Facilities and other expenses	0.2		0.2	0.5		0.5	
Travel	0.1		-	0.2		-	
	\$ 2.7	\$	2.2	\$ 8.0	\$	6.6	

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

# Personnel

Personnel expense includes direct labor, employee compensation, employee benefits, and commissions. Personnel expense for the quarters ended September 30, 2022 and 2021 totaled \$1.7 million and \$1.4 million, respectively. For the nine-month periods ended September 30, 2022 and 2021, personnel expense was \$5.0 million and \$4.2 million, respectively. The increase for both periods is primarily due to increased non-cash compensation expense cost of living adjustments in all locations in response to inflation and job market retention efforts.

Non-cash compensation expense is included in operating costs and relates to the Company's omnibus incentive plan, share options, and shares granted to employees and non-employees. Non-cash share-based compensation for the quarters ended September 30, 2022 and 2021, increased to \$140 thousand from \$47 thousand, respectively. For the nine-month periods ended September 30, 2022 and 2021, non-cash compensation expense was \$314 thousand and \$102 thousand, respectively. The increase for both periods was due to RSU issued during March 2022.

# **Purchased Services and Materials**

Purchased services and materials (PS&M) includes (i) aircraft and radar related costs, including jet fuel; (ii) insurance, 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 September 30, 2022 and 2021, PS&M expense was \$0.7 million and \$0.6 million, respectively. For the nine-month periods ended September 30, 2022 and 2021, PS&M expense was \$2.3 million and \$1.9 million, respectively. The increase in the nine-month period is primarily related to increased subcontractor charges on the acquisition services project during 2022 compared to 2021.

# **Facilities and Other Expenses**

For the quarters ended September 30, 2022 and 2021, facilities and other expenses remained flat at \$0.2 million for each quarter. For the nine-month period ended September 30, 2022 and 2021, facilities and other expenses remained flat at \$0.5 million for each period.

# Travel

For the three months ended September 30, 2022 travel expense increased to \$37 thousand from only \$10 thousand for the quarter ended September 30, 2021. For the nine months ended September 30, 2022 and 2021, travel expense was \$131 thousand and \$20 thousand, respectively, following relaxation of COVID-19 related travel restrictions.

# **Government Grants**

The Company was not eligible for government grants during the three months ended September 30, 2022 but was eligible for \$0.2 million during the three months ended September 30, 2021. The Company participated in three government grant programs during the nine months ended September

30, 2021 related to COVID-19 support and was eligible to receive \$1.1 million from these programs (see Note 14 of the unaudited condensed consolidated interim financial statements).

# Net Loss

Net loss worsened to a \$1.8 million loss from a \$1.0 million loss for the quarters ended September 30, 2022 and 2021, respectively, mainly due to a revenue decrease of \$0.2 million and an operating cost increase of \$0.5 million period-over-period.

For the nine-month periods ended September 30, 2022 and 2021, net loss remailed steady at a \$3.7 million for both periods.

# **Reconciliation of Non-IFRS Measures**

To supplement the unaudited Condensed Consolidated Interim Financial Statements, which are prepared and presented in accordance with IFRS, the Company provides the following non-IFRS financial measures: EBITDA and Adjusted EBITDA, as EBITDA and Adjusted EBITDA are 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 or gains that are nonrecurring.

The term Earnings before interest, taxes, depreciation and amortization (EBITDA) consists of net income (loss) and excludes interest (financing costs), taxes, and depreciation. Adjusted EBITDA also excludes changes in working capital investment, share-based compensation and other non-operating gains or losses.

The most directly comparable measure to EBITDA and 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 mon Septem <b>2022</b>	 	Nine mont Septem 2022	ber :	
Net loss Financing costs Amortization of intangible assets	\$ (1.8) -	\$ (1.0) 0.1	\$ (3.7) - 0.2	\$	(3.7) 0.1
Depreciation of property and equipment Depreciation of right of use assets	0.3 0.1	0.4	0.2 1.0 0.3		- 1.1 0.2
EBITDA	\$ (1.4)	\$ (0.5)	\$ (2.2)	\$	(2.3)
Working capital investment Increase/(Decrease) in accounts receivable and unbilled revenue	(1.0)	0.5	(0.5)		0.7
Decrease/(increase) in current liabilities	-	(0.1)	(0.3)		(0.8)
Share-based compensation	0.1	-	0.3		0.1
Restructuring costs	-	-	-		0.3
Gain on foreign currency transation	(0.1)	-	(0.1)		-
Adjusted EBITDA	\$ (2.4)	\$ (0.1)	\$ (2.8)	\$	(2.0)

Adjusted EBITDA for the quarter ended September 30, 2022 was negative \$2.4 million, compared to negative \$0.1 million for 2021. Adjusted EBITDA for the nine-month period ended September 30, 2022 was negative \$2.8, compared to negative \$2.0 million for the same period in 2021. The worsening in adjusted EBITDA is primarily attributable to the increase in net loss and the decrease in accounts receivable and unbilled revenue.

# **Financing Costs**

Financing costs for the quarter ended September 30, 2022 totaled \$14 thousand (nine-month period \$40 thousand) compared to \$16 thousand (nine-month period \$48 thousand) for the same period in 2021.

# **Amortization of Intangible Assets**

Amortization expense for intangible assets for the quarter ended September 30, 2022 totaled \$79 thousand (nine-month period \$243 thousand) compared to \$11 thousand (nine-month period \$36 thousand) for the same period in 2021. The increase is due to assets placed in service during the end of 2021.

# **Depreciation of Property and Equipment**

Depreciation expense for property and equipment for the quarters ended September 30, 2022 and 2021 were \$0.3 million and \$0.4 million, respectively. Depreciation expenses for property and equipment for the nine-months ended September 30, 2022 and 2021 were \$1.0 million and \$1.1 million, respectively.

# Depreciation of Right of Use Assets

Depreciation expense for right of use assets for the quarters ended September 30, 2022 and 2021 was \$0.1 million and \$Nil, respectively. Depreciation expense for right of use assets for the nine-month periods ended September 30, 2022 and 2021 was \$0.3 million and \$0.2 million, respectively.

# 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 acquisition services 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 align payments on contracts 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 sheets as unbilled revenue.

Amounts receivable and unbilled revenue decreased to \$1.1 million at September 30, 2022 from \$1.6 million at December 31, 2021. 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, \$Nil has been reserved as uncollectible as all trade receivable balances greater than 90 days are highly likely to be paid in full by the customer.

# Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities generally include trade payables, project-related accruals and personnel-related costs. Accounts payable and accrued liabilities decreased to \$3.5 million at September 30, 2022 from \$3.7 million at December 31, 2021, due to the timing of payments for purchased services and materials related to the acquisition services contract being executed during 2022.

	Septem	ber 30,	December 31,
U.S. \$ millions		2022	2021
Accounts payable	\$	1.8	\$ 2.0
Accrued liablities		1.7	1.7
	\$	3.5	\$ 3.7

### **Unearned Revenue**

The unearned revenue balance at September 30, 2022 increased to \$1.9 million from \$1.7 million at December 31, 2021. This balance consists of payments received from customers for contracts that are in progress and have not yet fulfilled the necessary revenue recognition criteria. At both September 30, 2022 and 2021, 77% of the total balance is related to software and solutions license revenue, in which the license fee is paid upfront for the term of the license. The balance relates to the collection of milestone billings on acquisition services contracts.

# **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.

For the last eight quarters, the Company has been severely undercapitalized and was therefore required to self-finance contract mobilization and the advancement of high-growth opportunities in the insurance, aviation and telecommunications verticals. As a result, revenue has been delayed. Management believes an improved capital structure provides much needed investment in revenue growth.

U.S. \$ millions, except per share data	Q4 2020	Q1 2021	2	Q2 2021 <sup>(1)</sup>	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Total revenue	\$ 0.9	\$ 0.9	\$	1.2	\$ 1.4	\$ 2.3	\$ 2.0	\$ 2.4	\$ 1.2
Depreciation	\$ 0.2	\$ 0.3	\$	0.4	\$ 0.4	\$ 0.3	\$ 0.4	\$ 0.3	\$ 0.3
Financing costs	\$ -	\$ -	\$	-	\$ 0.1	\$ -	\$ -	\$ -	\$ -
Operating loss	\$ (1.4)	\$ (1.8)	\$	(1.7)	\$ (1.2)	\$ (0.8)	\$ (1.2)	\$ (0.7)	\$ (1.9)
Net (loss) income	\$ 0.4	\$ (1.1)	\$	(1.6)	\$ (1.0)	\$ 0.3	\$ (1.3)	\$ (0.6)	\$ (1.8)
Net (loss) income per share - basic and diluted	\$ (0.26)	\$ (0.04)	\$	(0.06)	\$ (0.04)	\$ 0.02	\$ (0.04)	\$ (0.02)	\$ (0.06)
Adjusted EBITDA <sup>(2)</sup>	\$ -	\$ (0.5)	\$	(1.4)	\$ (0.1)	\$ 0.2	\$ (1.4)	\$ 1.0	\$ (2.4)

<sup>(1)</sup>Operating income (loss) and net income (loss) amounts have been adjusted as a result of an adjustment identified in

connection with issuing our condensed consolidated financial statements for the period ended September 30, 2021.

<sup>(2)</sup>Adjusted EBITDA is a non-IFRS measure. See "Reconciliation of Non-IFRS Measures" above.

During the periods in the above table, Intermap's results were impacted by the following factors and trends:

- Starting in Q1 2020, the COVID-19 pandemic created disruption to both the government and commercial market segments as governments focused resources on response to the virus and commercial aviation was reduced over 90% globally;
- Intermap experienced immediate delays in government contracting, and closed its first government contract in 5 quarters in Q2 2021;
- With additional government contract awards announced in Q3 2021, the Company is beginning to experience improvements in revenue;
- With the support of the COVID-19 wages subsidy programs in the United States and Canada, Intermap was able to retain key talent to build automation and process improvements.

# **USE OF PROCEEDS**

The Company completed the following Private Placements with the proposed use of proceeds for working capital to fund continuing operations.

			Actual use of	net p	roceeds
U.S. \$ millions Proposed	d use of net proceeds		Use of proceeds		Remaining
April 2021 Private Placement					
Continuing operations	\$	0.4	\$ 0.4	\$	-
Net proceeds	\$	0.4	\$ 0.4	\$	-
July 2021 Private Placement					
Continuing operations	\$	1.3	\$ 1.3	\$	-
Net proceeds	\$	1.3	\$ 1.3	\$	-
August 2021 Private Placement					
Continuing operations	\$	0.7	\$ 0.7	\$	-
Net proceeds	\$	0.7	\$ 0.7	\$	-
September 2021 Private Placement					
Continuing operations	\$	0.3	\$ 0.3	\$	-
Net proceeds	\$	0.3	\$ 0.3	\$	-
February 2022 Private Placement					
Continuing operations	\$	1.0	\$ 1.0	\$	-
Net proceeds	\$	1.0	\$ 1.0	\$	-
March 2022 Private Placement					
Continuing operations	\$	0.6	\$ 0.5	\$	0.1
Net proceeds	\$	0.6	\$ 0.5	\$	0.1

# LIQUIDITY AND CAPITAL RESOURCES

The Company has cash of \$0.1 million at September 30, 2022.

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 trade receivables, unbilled receivables, accounts payable, accrued liabilities and unearned revenue; (ii) investing activities, including the purchase of property and equipment; and (iii) financing activities, including debt financing and the issuance of capital stock.

# **Operating Activities**

During the quarter ended September 30, 2022, the Company generated an operating loss of \$1.9 million (nine-month period loss \$3.8 million) and incurred negative Adjusted EBITDA<sup>1</sup> of \$2.4 million (nine-month period negative \$2.8 million). Revenue for the nine-months ended September 30, 2022 was \$1.2 million, which is a \$0.2 million decrease as compared to the same period in 2021. At September 30, 2022, the Company has shareholders' deficiency of \$1.1 million.

Cash used by operations during the nine-months ended September 30, 2022 totaled \$1.3 million, compared to cash used in operations of \$1.6 million during the same period in 2021. The year-overyear decrease in cash used is due primarily to the increase in revenue, offset by the decrease in accounts payable and accrued liabilities. Excluding the working capital investment, cash used by

<sup>&</sup>lt;sup>1</sup> Adjusted EBITDA is a non-IFRS measure. See "Reconciliation of Non-IFRS Measures above"

operations was \$2.0 million for the nine-months ended September 30, 2022 compared to \$2.2 million during the same period in 2021.

At September 30, 2022, the Company has current assets of \$1.5 million and current liabilities of \$5.9 million, resulting in a working capital deficit of \$4.4 million. Of that balance, \$1.9 million relates to unearned revenue, which is the accounting treatment for contracts in which the revenue recognition criteria have not been met at the time of payment. The Company has the obligation to deliver the required services (software) over the term of the license, and there is no incremental cash cost or payment. The Company is continuing to expand subscription-based revenue contracts as well as new government contract awards, along with significant government and commercial pipeline, management expects to meet the obligations as they come due through operations.

# Investing Activities

Net cash used in investing activities totaled \$0.2 million and \$1.1 million for the nine-months period ended September 30, 2022 and 2021, respectively. Net cash used in investing activities in 2022 and 2021 was related to the purchase of computer related equipment and the capitalization of labor and materials to build the data archive, processing capabilities, and software assets. For the nine months ended September 30, 2021, it was offset by proceeds from the sale of property and equipment of \$6 thousand.

# Financing Activities

Net cash provided by financing activities totaled \$1.3 million for the nine-months ended September 30, 2022, as compared to \$2.4 million in 2021. The net cash provided during the nine-month period ended September 30, 2022 resulted from proceeds from a private placement of \$1.6 million, offset by private placement issuance costs of \$0.1 million and the payment of lease obligations of \$0.2 million. The net cash used during the nine-months ended September 30, 2021 resulted from proceeds from a private placement of \$3.0 million, offset by private placement issuance costs of \$0.2 million.

The Company is dependent upon its cash flow from operations to fund its business as it currently has no line of credit or credit facility in place.

The above factors may be exacerbated by the ongoing COVID-19 pandemic and in the aggregate indicate there are material uncertainties which may cast significant doubt about the Company's ability to continue as a going concern. As COVID-19 related restrictions have started to lessen since the beginning of the pandemic, travel restrictions and complications remain, which continue to delay contracting timelines and impact project costs. In response to the COVID-19 pandemic the Company has taken actions to adapt to the current environment using teleconference platforms for trainings, customer meetings and conferences, and managed liquidity by participating in various government support programs, where applicable, including wage subsidies, tax payment deferrals and favorable credit facilities in the periods available. The Company's ability to continue as a going concern is dependent on management's ability to successfully secure sales with upfront payments, and / or obtain additional financing. 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. The Board of Directors and management continue to take actions to address these issues including raising capital through a private placement, exploring options for additional capital and continues to announce contract wins to be recognized in future periods.

## **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

Intermap's significant accounting policies are set out in Note 3 of the Consolidated Condensed Interim Financial Statements. The 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). Certain of these accounting policies, as well as estimates made by management in applying such policies, are recognized as critical because they require management to make subjective or complex judgements about matters that are inherently uncertain. As detailed in Intermap's Annual MD&A, these critical accounting estimates relate to: depreciation and amortization rates, accounts receivables, share-based compensation, government loans, revenue and impairment. For additional details, see Note 2 of the Condensed Consolidated Interim Financial Statements.

### **Revenue Recognition**

Revenue is recognized when a customer obtains control of the good or services. Determining the timing of the transfer of control, at a point in time or overtime, requires judgement.

### Acquisition Service Contracts

Revenue from acquisition service contracts is recognized over time based on the ratio of costs incurred to estimated total contract costs. The use of this method of measuring progress towards complete satisfaction of the performance obligations 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. Invoices are issued according to contractual terms and are usually payable within 30 days. Revenue recognized in advance of billings are presented as unbilled revenue.

# Data Licenses

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. Customers obtain control of data products upon receipt of a physical hard drive or download of the data from a web link provided. Invoices are generated, and revenue is recognized at that point in time. Invoices are generally paid within 30 days.

#### Software Subscriptions

Software subscriptions are paid at the beginning of the license term. Revenue is recognized overtime, and payments for future months of service are recognized in unearned revenue. While the license agreements are for a fixed term, some agreements also contain a limited number of clicks or uses. If the limit is reached prior to the end of the term, the license ends early.

# **OFF-BALANCE SHEET ARRANGEMENTS**

As at November 14, 2022 and December 31, 2021, the Company did not have any material off-balance sheet arrangements.

# **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 November 14, 2022, 34,423,710 Class A common shares were issued and outstanding. There are currently no Class A participating preferred shares issued and outstanding.

As of November 14, 2022, potential dilutive securities include (i) 801,943 outstanding share options with a weighted average exercise price of C\$0.72, (ii) 2,453,744 restricted share units, and (iii) 386,567 warrants outstanding with a weighted average exercise price of US\$0.70. Each option and warrant entitles the holder to purchase one Class A common share. The following warrants expire on the dates listed below:

- 60,000 warrants expire on April 27, 2023;
- 131,166 warrants expire on July 29, 2023;
- 45,000 warrants expire on August 8, 2023;
- 12,000 warrants expire on August 17, 2023;
- 6,666 warrants expire on September 19, 2023;
- 43,500 warrants expire on February 10, 2024; and
- 88,235 warrants expire on March 18, 2024.

Other than as listed above, the Company does not currently have any material financial instruments which can be converted into additional common shares.

# INTERNAL CONTROLS AND DISCLOSURE CONTROLS AND PROCEDURES

# **Internal Control Over Financial Reporting**

The Company's Chairman and Chief Executive Officer and the Company's 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.

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

There have been no significant changes in the design of internal control over financial reporting during the period beginning on January 1, 2022 and ending on September 30, 2022 that have materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

# **Disclosure Controls and Procedures**

The Company's Chairman and Chief Executive Officer and the Company's 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.

# **RISKS AND UNCERTAINTIES**

The risks and uncertainties relating to the business and affairs of the Company are described in the Company's 2021 Annual Report and the Annual Information Form.

# **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 and on SEDAR at www.sedar.com.

Condensed Consolidated Interim Balance Sheets (In thousands of United States dollars) (Unaudited)

	Se	otember 30, 2022	D	ecember 31, 2021
Assets				
Current assets:				
Cash	\$	84	\$	188
Amounts receivable (Note 18)		988		914
Unbilled revenue		95 313		679
Prepaid expenses		1,480		<u>472</u> 2,253
Prepaid expenses		26		39
Property and equipment (Note 5)		1.544		2.480
Intangible assets (Note 6)		1,027		1,117
Right of use assets (Note 7)		423		497
Investment (Note 8)		1,062		1,062
Total assets	\$	5,562	\$	7,448
Liabilities and Shareholders' Equity				
Current liabilities:				
Accounts payable and accrued liabilities (Note 9)	\$	3,523	\$	3,656
Current portion of government loans (Note 10(b))		75		9
Bank loan		98		-
Lease obligations (Note 11)		290		251
Unearned revenue		1,933		1,721
Income taxes payable		- 5,919		5,641
1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -				,
Long-term project financing (Note 10(a)) Long-term government loans (Note 10(b))		175 400		188 477
Lease obligations (Note 11)		400 179		290
Total liabilities		6,673		6,596
Shareholders' equity:		.,		-1
Share capital (Note 15(a))		207,667		206,102
Warrants		168		200,102
Accumulated other comprehensive loss		(139)		(129)
Contributed surplus (Note 15(b))		26,432		26,144
Deficit		(235,239)		(231,497)
Total shareholders' equity		(1,111)		852
Going concern (Note 2(a))				
Total liabilities and shareholders' equity	\$	5,562	\$	7,448

Condensed Consolidated Interim Statements of Loss and Other Comprehensive Loss (In thousands of United States dollars, except per share information) (Unaudited)

		For the thr ended Sep 2022				For the nir ended Sep <b>2022</b>		
Revenue (Note 12)	\$	1,147	\$	1,391	\$	5,616	\$	3,421
Expenses:								
Operating costs (Note 13(a))		2,646		2,192		7,982		6,595
Restructuring costs (Note 13(b))		-		-		-		238
Depreciation of property and equipment (Note 5)		243		354		957		1,018
Amortization of intangible assets (Note 6)		79		11		232		36
Depreciation of right of use assets (Note 7)		90		79		248		237
Gain on disposal of equipment (Note 5)		-		-		-		(6)
		3,058		2,636		9,419		8,118
Operating loss		(1,911)		(1,245)		(3,803)		(4,697)
Government grants (Note 14)		-		219		-		1,129
Financing costs (Note 13(b))		(14)		(16)		(40)		(48)
Financing income		3		-		4		-
(Loss) gain on foreign currency translation		83		13		82		(14)
Loss before income taxes		(1,839)		(1,029)		(3,757)		(3,630)
Income tax expense:								
Current		-		-		-		(18)
		-		-		-		(18)
Loss for the period	\$	(1,839)	\$	(1,029)	\$	(3,757)	\$	(3,648)
Other comprehensive loss:								
Items that are or may be reclassified subsequently to								
profit or loss:								(-)
Foreign currency translation differences		(4)		(11)		(10)		(8)
Comprehensive loss for the period	\$	(1,843)	\$	(1,040)	\$	(3,767)	\$	(3,656)
Basic and diluted loss per share	\$	(0.06)	\$	(0.04)	\$	(0.12)	\$	(0.14)
Weighted average number of Class A common shares - basic and diluted (Note 15(c))	33	,423,710	27	,695,227	32	,560,018	26,	246,488

Condensed Consolidated Interim Statements of Changes in Shareholders' (Deficiency) Equity (In thousands of United States dollars) (Unaudited)

	Sha	are Capital	Wa	rrants	 ntributed Surplus	Accumulated Other Comprehensive (Loss) Income	Deficit	Total
Balance at December 31, 2020	\$	203,642	\$	93	\$ 26,007	\$ (115)	\$ (228,141)	\$ 1,486
Comprehensive loss for the period Share-based compensation		-		-	- 102	(8)	(3,648)	(3,656) 102
Private placement proceeds (Note 15(a)) Issuance costs		2,976 (525)		- 139	-	-	-	2,976 (386)
RSU conversion		9		-	(9)	-	-	-
Balance at September 30, 2021	\$	206,102	\$	232	\$ 26,100	\$ (123)	\$ (231,789)	\$ 522
Balance at December 31, 2021	\$	206,102	\$	232	\$ 26,144	\$ (129)	\$ (231,497)	\$ 852
Comprehensive loss for the period Share-based compensation	\$	-	\$	-	\$ - 288	\$ (10) -	\$ (3,742) -	(3,752) 288
Private placement proceeds (Note 15(a)) Issuance costs Expiry of warrants		1,611 (139) 93		- 29 (93)	-	- - -	-	1,611 (110) -
Balance at June 30, 2022	\$	207,667	\$	168	\$ 26,432	\$ (139)	\$ (235,239)	\$ (1,111)

Condensed Consolidated Interim Statements of Cash Flows (In thousands of United States dollars) (Unaudited)

For the nine months ended September 30,		2022		2021
Operating activities:				
Net loss for the period	\$	(3,742)	\$	(3,648)
Interest paid	Ŧ	(14)	Ŧ	(19)
Income tax refunded (paid)		11		(15)
Adjustments for:				()
Depreciation of property and equipment		957		1,018
Amortization of intangible assets		232		36
Depreciation of right of use assets		248		237
Share-based compensation expense		314		102
Gain on disposal of equipment		-		(6)
Financing costs		40		48
Current income tax expense		(15)		18
Changes in working capital:		ζ, γ		
Amounts receivable		(94)		(540)
Unbilled revenue and prepaid expenses		770		278 <sup>´</sup>
Accounts payable and accrued liabilities		(217)		143
Unearned revenue		<b>212</b>		708
Loss on foreign currency translation		19		(9)
Cash flows used in operating activities		(1,279)		(1,649)
Investing activities: Purchase of property and equipment		(21)		(887)
		• •		· · ·
Additions to intangible assets		(142)		(214) 6
Proceeds from sale of property and equipment Cash flows used in investing activities		- (163)		(1,095)
		(103)		(1,095)
Financing activities:				
Proceeds from private placement		1,611		2,976
Issuance costs		(110)		(386)
Proceeds from bank loan		98		-
Payment of lease obligations		(248)		(239)
Repayment of government loans		(7)		-
Cash flows provided by financing activities		1,344		2,351
Effect of foreign exchange on cash		(6)		6
Decrease in cash		(104)		(387)
Cash, beginning of period		188		1,778
Cash, end of period	\$	84	\$	1,391

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021

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### 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 240, Englewood, Colorado, USA 80112. Its registered office is located at 400, 3<sup>rd</sup> Avenue SW, Suite 3700, Calgary, Alberta, Canada T2P 4H2.

Intermap is a global location-based geospatial intelligence company, creating a wide variety of geospatial solutions and analytics for its customers. Intermap's geospatial solutions and analytics can be used in a wide range of applications including, but not limited to, location-based information, geospatial risk assessment, geographic information systems, engineering, utilities, global positioning systems maps, 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 can realize its assets and discharge its liabilities and commitments in the normal course of business. During the nine months ended September 30, 2022, the Company reported an operating loss of \$3,803, net loss of \$3,757, and negative cash flows from operating activities of \$1,279. In addition, the Company has a shareholders' deficit of \$1,111 and negative working capital of \$4,439 at September 30, 2022.

The above factors may be exacerbated by the ongoing COVID-19 pandemic and in the aggregate indicate there are material uncertainties which may cast significant doubt about the Company's ability to continue as a going concern. As COVID-19 related restrictions have started to lessen since the beginning of the pandemic, travel restrictions and complications remain, which continue to delay contracting timelines and impact project costs. In response to the COVID-19 pandemic the Company has taken actions to adapt to the current environment using teleconference platforms for trainings, customer meetings and conferences, and managed liquidity by participating in various government support programs, where applicable, including wage subsidies, tax payment deferrals and favorable credit facilities in the periods available. The Company's ability to continue as a going concern is dependent on management's ability to successfully secure sales with upfront payments, and / or obtain additional financing. Failure to

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021 Page 2

achieve one or more of these requirements could have a materially adverse effect on the Company's financial condition and / or results of operations. The Board of Directors and management continue to take actions to address these issues including raising capital through a private placement, exploring options for additional capital and continues to secure contract wins to be recognized in future periods.

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 consolidated 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 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, 2021 (the "2021 Annual Consolidated Financial Statements").

The policies applied in these condensed consolidated interim financial statements are based on IFRS issued and effective as of November 14, 2022, 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.

# (d) Use of estimates:

Preparing condensed consolidated interim financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets and liabilities, disclosure of contingent

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021 Page 3

assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenue and expenses during the period. Actual results could differ from these estimates.

The significant judgements made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those described in the last annual financial statements.

The continuing uncertainty around the COVID-19 pandemic required the use of judgments and estimates in the preparation of the unaudited condensed consolidated interim financial statements for the period ended September 30, 2022. The future impact of COVID-19 uncertainties could generate, in future reporting periods, a significant impact to the reported amounts of assets, liabilities, revenue and expenses in these and any future consolidated financial statements. Examples of accounting estimates and judgments that may be impacted by the pandemic include, but are not limited to revenue recognition, investment, impairment of property and equipment and intangible assets, and allowance for expected credit losses.

# 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 2021 Annual Consolidated Financial Statements. There are no new accounting standards or amendments effective January 1, 2022 that would have had a material impact on the condensed consolidated interim financial statements.

# 4. New and revised IFRS accounting pronouncements:

The IASB and International Financial Reporting Interpretations Committee (IFRIC) issued the following standards that have not been applied in preparing these condensed consolidated interim financial statements, as their effective dates fall within annual periods beginning after the current reporting period.

# (a) Amendments to IAS 1 – Classification of Liabilities as current or non-current

On January 23, 2020 the IASB issued amendments to IAS 1 – Presentation of financial statements, providing a more general approach to the classifications of liabilities based on the contractual agreements in place at the reporting date. The amendments apply to annual reporting periods beginning on or after January 1, 2023. Early adoption is permitted.

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

### For the three and nine months ended September 30, 2022 and 2021 Page 4

#### (b) Amendments to IAS 1 and IFRS Practice Statement 2 – Disclosure of accounting policies

On February 12, 2021 the IASB issued amendments to IAS 1 – Presentation of financial statements, to assist entities in determining which accounting policies to disclose in the financial statements. The amendments apply to annual reporting periods beginning on or after January 1, 2023. The amendments to IAS 1 require that an entity disclose its material accounting policies, instead of its significant accounting policies.

# (c) Amendments to IAS 8 - Definition of accounting estimates

On February 12, 2021 the IASB issued amendments to IAS 8 – Accounting Policies, Changes in Accounting Estimates and Errors, to assist entities to distinguish between accounting policies and accounting estimates. The amendments apply to annual periods beginning on or after January 1, 2023. The amendments to IAS 8 replace the definition of a "change in accounting estimates" with a definition of "accounting estimates". Under the new definition, accounting estimates are "monetary amounts in financial statements that are subject to measurement uncertainty". Entities develop accounting estimates if accounting policies require items in financial statements to be measured in a way that involved measurement uncertainty. The amendments confirm that a change in an accounting estimate that results from new information or new developments is not a correction of an error.

	i	rcraft and gines	m	dar and apping uipment	i	niture and tures	_	easehold provements	cor	Under nstruction	Total
Balance at December 31, 2021	\$	530	\$	1,789	\$	8	\$	-	\$	153	\$ 2,480
Additions Depreciation		- (86)		13 (868)		- (3)		-		8	21 (957)
Balance at September 30, 2022	\$	444	\$	934	\$	5	\$	-	\$	161	\$ 1,544

#### 5. Property and equipment:

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021

	Aircraft and engines	n	adar and napping uipment	 niture and tures	Leasehold aprovements	соі	Under nstruction	Total
Cost	\$ 10,618	\$	33,225	\$ 345	\$ 1,074	\$	153	\$ 45,415
Accumulated depreciation	(10,088)		(31,436)	(337)	(1,074)		-	(42,935)
Balance at December 31, 2021	\$ 530	\$	1,789	\$ 8	\$ -	\$	153	\$ 2,480
Cost	\$ 10,618	\$	33,238	\$ 345	\$ 1,074	\$	161	\$ 45,436
Accumulated depreciation	(10,174)		(32,304)	(340)	(1,074)		-	(43,892)
Balance at September 30, 2022	\$ 444	\$	934	\$ 5	\$ -	\$	161	\$ 1,544

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During the nine months ended September 30, 2022, the Company disposed of assets with an original cost of \$Nil (nine months ended September 30, 2021 - \$54), a net book value of \$Nil (nine months ended September 30, 2021 - \$Nil), recognized a gain of \$Nil (nine months ended September 30, 2021 - \$6) on those assets and received cash proceeds of \$Nil (nine months ended September 30, 2021 - \$6).

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021

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#### 6. Intangible assets:

	Data library not yet Data available for library use Total
Balance at December 31, 2021	\$ 946 \$ 171 \$ 1,117
Additions Transfer Amortization	- 142 142 18 (18) - (232) - (232)
Balance at September 30, 2022	\$ 732 \$ 295 \$ 1,027
	Data library not yet Data available for library use Total
Cost	\$ 1,017 \$ 171 \$ 1,188
Accumulated amortization	(71) - (71
Balance at December 31, 2021	\$ 946 \$ 171 \$ 1,117
	1,035 295 1,330
Cost	1,055 295 1,550
Cost Accumulated amortization	(303) - (303

### 7. Right of use assets:

	September 3 20		De	ecember 31, 2021
Beginning Balance	\$ 49	7	\$	778
Additions Depreciation New leases Foreign Exchange	(24 17 -	-		(316) 33 2
Ending Balance	\$ 42	3	\$	497

During the nine months ended September 30, 2022, the Company executed a 2-year equipment lease and extended the office facility leases in Colorado and Jakarta by one year.

#### 8. Investment:

The Company has an equity investment in shares of a privately held company over which the Company exercises no control or significant influence. The fair value of the equity investment at September 30, 2022 was estimated using a market-based approach with primarily unobservable inputs, including but not limited to non-binding offers entertained by the investee. At September 30,

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

## For the three and nine months ended September 30, 2022 and 2021 Page 7

2022 the fair value was estimated to be \$1,062 (December 31, 2021 - \$1,062) and is a level 3 fair value measurement. For the nine months ended September 30, 2022, \$nil is recognized as a gain on fair value remeasurement of the investment. A 20% change in the estimated value of the investment would impact net income by approximately \$212.

# 9. Accounts payable and accrued liabilities:

	September 30, 2022	December 31, 2021
Accounts payable	\$ 1,853	\$ 1,969
Accrued liablities	1,667	1,686
Other taxes payable	3	1
	\$ 3,523	\$ 3,656

# 10. Financial liabilities:

The following table provides a reconciliation of movements of liabilities to cash flows arising from financing activities and balances at September 30, 2022:

	oject Incing	vernment Loans	Lease bligations Note 11)	Total
Balance at December 31, 2021	\$ 188	\$ 486	\$ 541	\$ 1,215
Changes from financing activities: Payment of lease obligations Repayment of government loans	-	- (7)	(248) -	(248) (7)
Total changes from financing activities	-	(7)	(248)	(255)
Foreign exchange	(13)	(19)	(9)	(41)
Other changes:				
Financing costs	-	20	20	40
Interest paid	-	(5)	(9)	(14)
New leases (Note 7)	-	-	174	174
Balance at September 30, 2022	\$ 175	\$ 475	\$ 469	\$ 1,119

# (a) Project financing:

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. There were no sales of the related products during the nine months ended September 30, 2022.

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021

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#### (b) Government loans:

	Septe	ember 30, 2022	December 31, 2021
SBA loan Western Development Canada loan	\$	151 \$ 324	154 332
		475	486
Less current portion		(75)	(9)
Long-term portion of project financing	\$	<b>400</b> \$	477

# i. SBA loan:

On July 17, 2020, the Company received a \$150 long-term loan from the Small Business Administration (SBA). Interest will accrue at the rate of 3.75% per annum and payments of \$0.7 monthly began twelve months from the date the funds were received. The balance of principal and interest will be payable thirty years from the date of the note.

# ii. Western Development Canada loan:

On December 29, 2020, the Company received a \$385 (C\$494) long-term loan from Western Economic Diversification in Canada. The loan will be repaid in 36 monthly installments starting in January 2023. The loan is non-interest bearing, and therefore the fair value at inception must be estimated to account for an imputed interest factor. The value at inception was determined to be \$312, based on the estimated discount rate of 6.07%, and is subject to estimation uncertainty. The resulting discount of \$73 was recognized in government grants at December 31, 2020 and will be accreted through interest expense over the term of the loan using the effective interest method.

# 11. Lease obligations:

The following table presents the contractual undiscounted cash flows for lease obligations which require the following payments for each period ending September 30:

2023	\$	304
2024		118
2025		67
2026		6
	\$	495

Interest expense on lease obligations for the three months ended September 30, 2022 was \$7 (three months ended September 30, 2021 – \$7) and \$20 for the nine months ended September 30, 2022 (nine months ended September 30, 2021 – \$25). Total cash outflow for leases was \$242 (nine months ended September 30, 2021 – \$239), and \$222 (nine months ended September 30, 2021 – \$192) for short-term and low-value operating leases for equipment and office spaces.

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

### For the three and nine months ended September 30, 2022 and 2021 Page 9

The Company also has contractual undiscounted cash flows for short-term and low-value operating leases for equipment and maintenance that are not on the balance sheet which require the payments of \$222 for the twelve months ending September 30, 2023.

## 12. Revenue:

Details of revenue are as follows:

		For the three months ended September 30,				For the ni ended Sep	 	
		2022		2021		2022	2021	
Acquisition services	\$	149	\$	147	\$	1,077	\$ 156	
Value-added data	•	247	·	531	•	2,095	1,303	
Software and solutions		751		713		2,444	1,962	
	\$	1,147	\$	1,391	\$	5,616	\$ 3,421	
Primary geographical market								
United States	\$	374	\$	646	\$	1,502	\$ 1,231	
Asia/Pacific		260		210		2,249	556	
Europe		513		535		1,865	1,634	
	\$	1,147	\$	1,391	\$	5,616	\$ 3,421	
Timing of revenue recognition								
Upon delivery	\$	283	\$	653	\$	2,425	\$ 1,586	
Services overtime		864		738		3,191	1,835	
	\$	1,147	\$	1,391	\$	5,616	\$ 3,421	

# 13. Operating and non-operating costs:

# (a) Operating costs:

	For the the ended Sep	For the nine months ended September 30			
	2022	2021	2022		2021
Personnel	\$ 1,734	\$ 1,417	\$ 5,046	\$	4,230
Purchased services & materials <sup>(1)</sup>	715	586	2,312		1,864
Travel	37	10	131		20
Facilities and other expenses	160	179	493		481
	\$ 2,646	\$ 2,192	\$ 7,982	\$	6,595

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

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#### (b) Restructuring costs:

During the nine months ended September 30, 2022, the Company incurred \$Nil in restructuring costs (nine months ended September 30, 2021 – \$238 related to a reduction in management required to support editing operations).

#### (c) Financing costs:

	For the three months ended September 30,			For the nine months ended September 30,			
		2022		2021	2022		2021
Interest on government loans	\$	7	\$	6	\$ 20	\$	19
Interest on lease obligations		7		7	20		25
Interest on accounts payable		-		3	-		4
	\$	14	\$	16	\$ 40	\$	48

### 14. Government grants:

The Company participated the following government assistance programs that were made available by various government agencies during 2021 to support COVID-19 relief:

	For the three months ended September 30,					For the nine months ended September 30,		
	2	022	2	021	2	022		2021
Paycheck Protection Program	\$	-	\$	-	\$	-	\$	562
Canada Emergency Wage Subsidy		-		57		-		117
Employee Retention Credit		-		162		-		450
	\$	-	\$	219	\$	-	\$	1,129

# (a) Paycheck Protection Program (PPP):

The Company received \$562 under the second round of the Paycheck Protection Program (PPP) in the United States during the first quarter of 2021. The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act, provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loans and accrued interest are forgivable after twenty-four weeks if the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities. The unforgiven portion of the PPP loan is payable over two years at an interest rate of 1%, with a deferral of payments for the first six months. The Company used the proceeds for purposes consistent with the PPP and all amounts have been forgiven.

# (b) Canada Emergency Wage Subsidy (CEWS):

The Company was eligible for \$64 during the third quarter of 2021 (reduced by \$7 for the portion of wages that were capitalized) under the CEWS program, to cover a portion of employee wages, and

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

## For the three and nine months ended September 30, 2022 and 2021 Page 11

is intended to help prevent future job losses and to ease the business back into normal operations. The Company was eligible for \$144 during the first nine months of 2021 (reduced by \$27 for the portion of wages that were capitalized). The Company was not eligible for this program during 2022.

# (c) Employee Retention Credit:

The Company was eligible for \$162 during the third quarter of 2021 (\$450 for the nine months ended September 30, 2021) under the Employee Retention Credit (ERC) in the United States. The ERC was a refundable tax credit against certain employment taxes equal to 70% of the qualified wages an eligible employer pays to employees. For each employee, wages up to ten thousand can be counted to determine the amount of the credit each quarter the Company meets the qualification criteria. This program was not offered during 2022.

# 15. Share capital:

### (a) Issued:

	September	30	, 2022	December 3	2021	
	Number of Number of					
Class A common shares	Shares		Amount	Shares		Amount
Balance, beginning of period	29,415,422	\$	206,102	25,198,529	\$	203,642
Private placement	4,008,288		1,611	4,166,893		2,976
Issuance costs	-		(139)	-		(525)
Expiry of warrants	-		93	-		-
RSU conversion	-		-	50,000		9
Balance, end of period	33,423,710	\$	207,667	29,415,422	\$	206,102

On August 14, 2022, 19,718 warrants expired with a value of \$12.

On July 31, 2022, 139,284 warrants expired with a value of \$81.

On March 18, 2022, the Company issued 1,470,588 Class A common shares at C\$0.51 per share in connection with a private placement. The Company received \$596 in proceeds and recorded \$111 in issuance costs, of which \$19 settled through warrants (see Note 16) and \$92 was paid in cash.

During February 2022, the Company issued 2,537,700 Class A common shares at C\$0.51 per share in connection with two private placements. The Company received \$1,015 in proceeds and recorded \$28 in issuance costs, of which \$10 settled through warrants (see Note 16) and \$18 was paid in cash.

On April 27, 2021, the Company issued 613,005 Class A common shares at C\$0.87 per share in connection with a private placement. The Company received \$434 in proceeds and recorded \$73 in issuance costs, of which \$28 settled through warrants (see Note 16) and \$45 was paid in cash.

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

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On July 30, 2021, the Company issued 2,241,667 Class A common shares at C\$0.90 per share in connection with the first tranche of a private placement. The company received \$1,605 in proceeds and recorded \$79 of issuance costs settled through warrants (see Note 16).

During August 2021, the Company issued 750,000 Class A common shares and 200,000 Class A common shares at C\$0.90 per share in connection with the second tranche of a private placement. The Company received \$680 in proceeds and recorded \$29 in issuance costs settled through warrants (see Note 16).

On August 11, 2021 50,000 restricted share units (RSUs) were converted to common shares that had a value of \$9 in contributed surplus that was reclassified to share capital (see Note 15(a) and (e)).

On September 20, 2021, the Company issued 362,221 Class A common shares at C\$0.90 per share in connection with the third tranche of a private placement. The Company received \$257 in proceeds and recorded \$3 in issuance costs settled through warrants (see Note 16). The Company also paid \$341 in cash relating to all three tranches during the third quarter of 2021.

# (b) Contributed surplus:

	Sept	September 30, 2022		
Balance, beginning of period Share-based compensation Converted RSUs	\$	26,144 288 -	\$	26,007 146 (9)
Balance, end of period	\$	26,432	\$	26,144

# (c) Loss per share:

The calculation of 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 anti-dilutive and therefore not included in the calculation.

The underlying Class A common shares pertaining to 801,943 outstanding share options, 2,423,744 restricted share units (RSUs), and 386,567 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

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

Options

outstanding

631,011

cash compensation expense related to the share option plan.

## For the three and nine months ended September 30, 2022 and 2021 Page 13

Company. The plan permitted granting options to purchase up to 10% of the outstanding Class A common shares of the Company. The share option plan was replaced at the Annual General Meeting on March 15, 2018 (see Note 15(e)), and all options issued and outstanding at that time will remain until such time they are exercised, expired, or forfeited. As of September 30, 2022, 801,943 share options are issued and outstanding. No additional options will be issued under this plan.

September 30, 2022 December 31, 2021 Weighted Weighted Number of Number of average average shares exercise shares exercise under option price (CDN) under option price (CDN) Options outstanding, beginning of period 822,943 \$ 0.77 895,325 \$ 0.81 Expired (21,000) 2.70 (72, 382)1.25 Options outstanding, end of period 801,943 \$ 0.72 822,943 \$ 0.77 Options exercisable, end of period 801,943 \$ 0.72 822,943 \$ 0.77 Exercise Weighted average

remaining

contractual life

4.53 years

Options

exercisable

631,011

The following tables summarize information regarding share options outstanding:

0.80	170,932	4.13 years	170,932	_
	801,943	4.83 years	801,943	
During the nine mo	onths ended September	30, 2022 and 2021, the	e Company recogni	- zed \$Nil of non-

# (e) Omnibus plan:

Price

(CDN\$)

0.70

The omnibus plan was approved by the shareholders at the Annual General Meeting on March 15, 2018 and replaces the share option plan, the employee share compensation plan and the director's share compensation plan, which provided for shares to be issued to employees and directors as compensation for services. The omnibus plan permits the issuance of options, stock appreciation rights, restricted share units and other share-based awards under one single plan.

The maximum number of common shares reserved under the omnibus plan was 3,363,631. Any common shares reserved under the predecessor share option plan related to awards that expire or forfeit will be rolled into the omnibus plan. At the Annual General Meeting on June 29, 2021, shareholders approved replenishment of 997,253 Common Shares reserved for issuance under the Omnibus Incentive Plan, for a total reserve of 4,360,884. As of September 30, 2022, 801,943 share

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

### For the three and nine months ended September 30, 2022 and 2021 Page 14

options and 2,423,744 RSUs are issued and outstanding. In addition, 872,183 Class A common shares were issued during 2018, 125,070 Class A common shares were issued during 2020, and 50,000 shares were issued during 2021 (see Note 15(a)) under the plan, leaving 87,944 awards remain available for future issuance.

The following table summarizes information regarding RSUs outstanding:

	September 30, 2022	December 31, 2021
	Number of RSUs	Number of RSUs
RSUs outstanding, beginning of period Issued Converted to common shares Forfeitures	1,330,884 1,102,860 - (10,000)	1,224,126 188,159 (50,000) (31,401)
RSUs outstanding, end of period	2,423,744	1,330,884

During the nine months ended September 30, 2022, 1,102,860 RSUs (nine months ended September 30, 2021 – 188,159) were issued at a weighted average grant date fair value of C\$0.58 per share (nine months ended September 30, 2021 – C\$0.91 per share). During the nine months ended September 30, 2022, the Company recognized \$314 (nine months ended September 30, 2021 – \$102) of non-cash compensation expense related to the RSUs.

# (f) Share-based compensation expense:

Non-cash compensation expense has been included in operating costs with respect to the share options, RSUs and shares granted and accrued to employees and non-employees as follows:

	 or the thr nded Sep	 	-	or the nii nded Sep	 
	2022	2021		2022	2021
Employees Directors and advisors	\$ 78 62	\$ 22 25	\$	167 147	\$ 56 46
Non-cash compensation	\$ 140	\$ 47	\$	314	\$ 102

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021

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### 16. 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:

		Exercise		Number of Warrants Outstanding December			Number of Warrants Outstanding September
Grant Date	Expiry Date	Price	Granted	31, 2021	Issued	Expired	30, 2022
8/5/2020	7/31/2022	US\$ 0.42	139,284	139,284	-	(139,284)	-
8/17/2020	8/14/2022	US\$ 0.42	19,718	19,718	-	(19,718)	-
4/27/2021	4/27/2023	US\$ 0.73	60,000	60,000	-	-	60,000
7/30/2021	7/29/2023	US\$ 0.80	131,166	131,166	-	-	131,166
8/9/2021	8/8/2023	US\$ 0.80	45,000	45,000	-	-	45,000
8/18/2021	8/17/2023	US\$ 0.88	12,000	12,000	-	-	12,000
9/20/2021	9/19/2023	US\$ 0.87	6,666	6,666	-	-	6,666
2/11/2022	2/10/2024	US\$ 0.54	43,500	-	43,500	-	43,500
3/18/2022	3/17/2024	US\$ 0.54	88,235	-	88,235	-	88,235
			545,569	413,834	131,735	(159,002)	386,567

Each warrant entitles its holder to purchase one Class A common share.

#### 17. Segmented information:

The operations of the Company are in one industry segment: digital mapping and related services. Revenue by geographic segment is included in Note 12.

Property and equipment of the Company are located as follows:

	Septem	ber 30, 2022	Decer	mber 31, 2021
United States	\$	1,514	\$	2,425
Europe		22		37
Asia/Pacific		8		18
	\$	1,544	\$	2,480

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

	For the thr ended Sep	30,	For the nine ended Sep	30,
	2022	2021	2022	2021
Customer A	\$ 149	\$ 147	\$ 1,077	\$ 156
Customer B	1	-	667	189
Customer C	-	295	-	295
	\$ 150	\$ 442	\$ 1,744	\$ 640

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021 Page 16

#### 18. 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, 2021.

Amounts receivable as of September 30, 2022 and December 31, 2021, consist of:

	Septembe	September 30,		ember 31,
		2022		2021
Trade receivables Other miscellaneous receivables	+	838 150	\$	398 516
	\$	988	\$	914

## Trade receivables by geography consist of:

	Septemb	er 30, 2022	Dece	ember 31, 2021
United States	\$	158	\$	117
Europe		489		198
Asia/Pacific		191		83
	\$	838	\$	398

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

	Sept	September 30,		ember 31,
		2022		2021
Current	\$	285	\$	362
31-60 days		112		36
61-90 days		291		-
Over 91 days		150		-
	\$	838	\$	398

The balance of the past due amounts relates to reoccurring customers and are considered collectible.

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

### For the three and nine months ended September 30, 2022 and 2021 Page 17

#### **19. Fair values:**

The fair values of the financial assets and liabilities are determined 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, amounts receivable, accounts payable and accrued liabilities approximate their carrying amounts largely due to the short-term maturities of these instruments.
- The fair value of the investment is detailed in Note 8.
- Carrying amount of project financing and government loans approximates fair value due to prevailing interest rates and the risk characteristics of the instrument.
- The fair value of the warrants is estimated using the Black-Scholes option pricing model incorporating various inputs including the underlying price volatility and discount rate.

# (a) Fair value hierarchy:

Financial instruments recorded at fair value on the Condensed Consolidated Interim 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).

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

Notes to Condensed Consolidated Interim Financial Statements (In thousands of United States dollars, except per share information) (Unaudited)

#### For the three and nine months ended September 30, 2022 and 2021

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#### 20. Subsequent event:

Subsequent to the end of the quarter, the Company completed a non-brokered private placement offering for potential gross proceeds of C\$3.37 million (the Offering). The Offering consisted of 1 million Class A common shares at C\$0.40 as well as 2.97 million units (Units) at a price of C\$0.40 per Unit. Each Unit will consist of one Class A common share (a Share) and one transferable Class A common share purchase warrant (a Warrant). Each Warrant will entitle the holder to purchase one additional Share at a price of C\$0.60 per Share. The Warrants are subject to an acceleration clause whereby in the event that the closing price of the Shares on the Toronto Stock Exchange is equal to or greater than C\$1.00 for 20 consecutive trading days, the Company shall have the right, by providing notice to the holder of the Warrants within five trading days thereof, to accelerate the expiry date of the Warrants to the 21st trading day after the issuance of the notice to the holder of the Warrants providing for the new expiry date.