

**SPECTRA PRODUCTS INC.**  
**FINANCIAL STATEMENTS**  
**YEAR ENDED DECEMBER 31, 2020 AND 2019**

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## INDEPENDENT AUDITOR'S REPORT

To the Shareholders of **Spectra Products Inc.**

### *Opinion*

We have audited the accompanying financial statements of **Spectra Products Inc.** (the "Company"), which comprise the statement of financial position as at December 31, 2020, and the statements of comprehensive income, changes in shareholders' equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion, the financial statements present fairly, in all material respects, the financial position of **Spectra Products Inc.** as at December 31, 2020 and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS).

### *Basis for Opinion*

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audits of the Financial Statements* section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audits of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### *Key Audit Matters*

We have determined that there are no key audit matters to communicate in our report.

### *Other Matter*

The financial statements of the Company for the year ended December 31, 2019, were audited by another auditor who had expressed an unmodified opinion on those statements on April 17, 2020.

### *Information Other than the Financial Statements and Auditor's Report Thereon*

Management is responsible for the other information. The other information comprises the Management Discussion and Analysis and any statutory or other reports which may include financial information.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information, and in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### *Responsibilities of Management and Those Charged with Governance for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.



*Auditor's Responsibilities for the Audits of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication. As noted above, we have determined that there are no key audit matters to communicate in our report.

The engagement partner on the audit resulting in this independent auditor's report is Umair Tasadduq.

*AGT Partners LLP*

LICENSED PUBLIC ACCOUNTANTS

Woodbridge, Canada  
March 17, 2021

**SPECTRA PRODUCTS INC.**

Statements of Financial Position

December 31, 2020 and December 31, 2019

	2020	2019
<b>ASSETS</b>		
<b>Current</b>		
Cash	\$ 569,826	\$ 130,829
Term deposits (note 4)	-	175,000
Investments (note 5)	513,021	-
Accounts receivable (note 6)	169,896	208,603
Inventories (note 7)	155,572	182,729
Prepaid expenses	4,737	4,737
	<u>1,413,052</u>	701,898
<b>Equipment</b> (note 8)	12,566	13,269
<b>Deferred Tax Asset</b> (note 18)	340,300	508,407
<b>Right-of-use Asset</b> (note 9)	<u>182,567</u>	208,648
<b>Total Assets</b>	<u>\$ 1,948,485</u>	<u>\$ 1,432,222</u>
<b>LIABILITIES</b>		
<b>Current</b>		
Accounts payable and accrued charges (notes 11 and 17)	\$ 82,703	\$ 147,490
Lease liability – current portion (note 12)	<u>24,382</u>	<u>22,412</u>
	107,085	169,902
<b>Lease Liability</b> (note 12)	<u>176,399</u>	200,781
	<u>283,484</u>	370,683
<b>SHAREHOLDERS' EQUITY</b>		
<b>Share Capital</b> (note 13)	5,937,719	5,937,719
<b>Contributed Surplus</b> (note 14)	232,866	96,746
<b>Equity Reserve</b> (note 15)	88,160	224,280
<b>Other Comprehensive Income</b> (note 2(l))	247,986	-
<b>Accumulated Deficit</b>	<u>(4,841,730)</u>	<u>(5,197,206)</u>
<b>Total Shareholders' Equity</b>	<u>1,665,001</u>	1,061,539
<b>Total Liabilities and Shareholders' Equity</b>	<u>\$ 1,948,485</u>	<u>\$ 1,432,222</u>

**APPROVED ON BEHALF OF THE BOARD**

"Andrew J. Malion"

Chairman

"Giacomo Grassi"

Director

## SPECTRA PRODUCTS INC.

### Statements of Changes in Shareholders' Equity Years ended December 31, 2020 and 2019

	Share capital	Contributed surplus	Equity reserve	Other comprehensive income (OCI)	Accumulated deficit	Equity attributable to shareholders of the Company	Non-controlling interest	Total shareholders' equity
<b>Balance, January 1, 2020</b>	\$ 5,937,719	\$ 96,746	\$ 224,280	\$ -	\$ (5,197,206)	\$ 1,061,539	\$ -	\$ 1,061,539
Total Comprehensive income	-	-	-	247,986	355,476	603,462	-	603,462
Transfer of warrant reserve (note 13)	-	136,120	(136,120)	-	-	-	-	-
<b>Balance, Dec 31, 2020</b>	\$ 5,937,719	\$ 232,866	\$ 88,160	\$ 247,986	\$ (4,841,730)	\$ 1,665,001	\$ -	\$ 1,665,001
	Share capital	Contributed surplus	Equity reserve	Other comprehensive income (OCI)	Accumulated deficit	Equity attributable to shareholders of the Company	Non-controlling interest	Total shareholders' equity
<b>Balance, January 1, 2019</b>	\$ 5,313,708	\$ 320,191	\$ -	\$ -	\$ (5,856,729)	\$ (222,830)	\$ (127,832)	\$ (350,662)
Impact of the adoption of IFRS 16 (Note 2)	-	-	-	-	(8,965)	(8,965)	-	(8,965)
Net Income	-	-	-	-	758,177	758,177	114,698	872,875
Issuance of common shares net of share issuance costs	624,011	-	-	-	-	624,011	-	624,011
Issuance of warrants	-	-	136,120	-	-	136,120	-	136,120
Acquisition of non-controlling interest	-	(223,445)	-	-	(89,689)	(313,134)	13,134	(300,000)
Stock-based compensation	-	-	88,160	-	-	88,160	-	88,160
<b>Balance, Dec 31, 2019</b>	\$ 5,937,719	\$ 96,746	\$ 224,280	\$ -	\$ (5,197,206)	\$ 1,061,539	\$ -	\$ 1,061,539

(The accompanying notes are an integral part of these financial statements.)

**SPECTRA PRODUCTS INC.**  
 Statements of Comprehensive Income  
 Years ended December 31, 2020 and 2019

	2020	2019
<b>Sales</b>	<b>\$ 1,594,026</b>	\$ 2,036,047
<b>Cost of Sales</b>	<b>674,777</b>	890,458
<b>Gross Profit</b>	<b>919,249</b>	1,145,589
<b>Expenses</b>		
Administrative costs	289,729	538,320
Selling costs	109,698	173,152
Finance costs	6,510	33,078
Amortization	26,784	26,812
	<b>432,721</b>	771,362
<b>Income Before the Undernoted</b>	<b>486,528</b>	374,227
Loss on Extinguishment of Debt	-	9,759
<b>Income Before Taxes</b>	<b>486,528</b>	364,468
Deferred income taxes (provision) recovery (note 18)	(131,052)	508,407
<b>Net income</b>	<b>355,476</b>	<b>872,875</b>
<b>Other Comprehensive Income:</b>		
<i>Items that will not be reclassified through profit and loss:</i>		
Unrealized gain on investments \$285,041, net of deferred tax \$37,055 (note 2(l) and 18)	247,986	-
<b>Total Comprehensive Income</b>	<b>\$ 603,462</b>	<b>\$ 872,875</b>
<b>Total Comprehensive Income Attributable to:</b>		
Shareholders of the Company	\$ 603,462	\$ 758,177
Non-controlling interest	-	114,698
	<b>\$ 603,462</b>	<b>\$ 872,875</b>
<b>Net Income per Share - Basic</b>	<b>\$ 0.01</b>	\$ 0.01
<b>Net Income per Share - Diluted</b>	<b>\$ 0.01</b>	\$ 0.01
<b>Weighted Average Number of Common Shares</b>		
<b>Outstanding During the Year – Basic</b>	<b>77,109,971</b>	69,014,629
<b>Outstanding During the Year – Diluted</b>	<b>78,709,971</b>	73,604,492

(The accompanying notes are an integral part of these financial statements.)

**SPECTRA PRODUCTS INC.**

Statements of Cash Flows

Years ended December 31, 2020 and 2019

	2020	2019
<b>Cash Flows from Operating Activities</b>		
Total Comprehensive income	\$ 603,462	\$ 872,875
Adjustments for:		
Deferred taxes	131,052	(508,407)
Finance costs	6,510	33,078
Unrealized gain on investments (net of deferred tax)	(247,986)	-
Loss on extinguishment of debt	-	9,759
Amortization	26,784	26,812
Stock-based compensation	-	88,160
	<u>519,822</u>	<u>522,277</u>
Changes in:		
Accounts receivable	38,707	72,149
Inventories	27,157	(18,989)
Accounts payable and accrued charges	(64,787)	25,037
	<u>520,899</u>	<u>600,474</u>
Cash used in operating activities:		
Interest paid	-	(9,000)
	<u>-</u>	<u>(9,000)</u>
<b>Net Cash Provided by Operating Activities</b>	<u>520,899</u>	<u>591,474</u>
<b>Cash Flows from Investing Activities</b>		
Acquisition of equipment	-	(14,000)
Redemption (acquisition) of Term deposits	175,000	-
Purchase of investments	(227,980)	-
	<u>(52,980)</u>	<u>(14,000)</u>
<b>Net Cash Used in Investing Activities</b>	<u>(52,980)</u>	<u>(14,000)</u>
<b>Cash Flows from Financing Activities</b>		
Issuance of common shares from treasury (net)	-	624,011
Issuance of warrants	-	136,120
Repayment of lease liability	(28,922)	(27,665)
Acquisition of non-controlling interest	-	(300,000)
Repayment of royalty debenture	-	(652,065)
Redemption of preferred shares	-	(350,000)
	<u>(28,922)</u>	<u>(569,599)</u>
<b>Net Cash Used in Financing Activities</b>	<u>(28,922)</u>	<u>(569,599)</u>
<b>Net Increase in Cash</b>	<u>438,997</u>	<u>7,875</u>
<b>Cash - Beginning of Year</b>	<u>130,829</u>	<u>122,954</u>
<b>Cash - End of Year</b>	<u>\$ 569,826</u>	<u>\$ 130,829</u>

(The accompanying notes are an integral part of these financial statements.)

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## **SPECTRA PRODUCTS INC.**

Notes to Financial Statements

December 31, 2020 and December 31, 2019

### **1. Nature of Business and Basis of Presentation**

#### Nature of Business

Spectra Products Inc. ("Spectra") is a manufacturing and marketing company operating in one market segment - bus and truck transportation safety equipment. The Company manufactures and markets brake and wheel-end monitoring equipment as an after-market product through transportation dealers, distributors and direct sales to fleet operators. The address of the Company is Unit 2, 41 Horner Avenue, Etobicoke, Ontario M8Z 4X4.

On January 1, 2020 Spectra Products Inc. (formerly, Spectra Inc.) (the "Company") completed a vertical short-form amalgamation with its wholly owned subsidiary Spectra Products Inc. under section 184(1) of the Business Corporations Act (Alberta). The amalgamation was approved by the board of directors of each of the amalgamating companies. In accordance with the amalgamation, the amalgamated Company shall continue as Spectra Products Inc.

#### Basis of Presentation

These financial statements were prepared in accordance with International Financial Reporting Standards (IFRS).

These financial statements were authorized for issuance by the Company's Board of Directors on March 17, 2021.

The financial statements have been prepared on a historical cost basis, except for certain financial instruments that are measured at fair values as described in the accounting policies.

#### Presentation and Functional Currency

The financial statements are presented in Canadian dollars, which is the Company's functional currency.

### **2. Summary of Significant Accounting Policies**

#### a) Revenue recognition and recognition of profit on contracts

The Company enters into contracts with its customers to provide bus and truck transportation safety equipment. Contracts do not commit the customer to a specified quantity of products, and may be terminated at any time. Revenue is recognized at a point in time when control of the safety equipment is transferred to the customer, generally through physical transfer of the goods. The amount of revenue recognized reflects the consideration that the Company expects to be entitled to in exchange for those products based on purchase orders. Upon delivery of the goods, the Company's right to consideration is unconditional except for the passage of time. The Company does not incur incremental costs for individual purchase orders, nor does it receive payment in advance from its customers, and therefore the Company does not recognize contract assets or liabilities.

#### b) Investments

The Company's investments are in various marketable securities and are stated at fair value.



## SPECTRA PRODUCTS INC.

Notes to Financial Statements

December 31, 2020 and December 31, 2019

### 2. Summary of Significant Accounting Policies (cont'd)

#### c) Inventories

Inventories are valued, on a first-in, first-out basis at the lower of cost and net realizable value. The Company writes down estimated obsolete or excess inventory for the difference between the cost of inventory and estimated net realizable value based upon customer forecasts, shrinkage, the aging and future demand of the inventory, past experience with specific customers, and the ability to sell inventory to customers or return back to suppliers. If these assumptions change, additional write-downs may be required.

#### d) Equipment

Equipment is recorded at cost less accumulated amortization and impairment losses, if any. Amortization is charged to earnings over the estimated useful lives of the assets, using the undernoted method:

Dies and molds – Brake Safe		
– Short Bracket molds	10 years	Straight line method
Dies and molds – Brake Safe		
– Other molds	500,000 units	Units of production method

#### e) Leases

The Company adopted IFRS 16 on January 1, 2019. On the lease commencement date, a right-of-use asset and a lease liability was recognized. The right-of-use asset is initially measured at cost, which corresponds to the value of the lease liability adjusted for any lease payments made at or before the commencement date, lease incentives, initial direct costs incurred and estimated dismantling or restoration cost payable at the end of the lease. The right-of-use asset is subsequently depreciated using the straight-line method over the lease term of 10 years.

Lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or the Company's incremental borrowing rate if the implicit rate cannot be readily determined. Lease payments included in the measurement of lease liability comprise fixed payments and exclude operating costs. The lease liability is subsequently measured at amortized cost using the effective interest method.

#### f) Intangible Assets

Intangible assets consist of patents, trademarks, product rights and prototypes. These are recorded at cost and amortization is provided, over the estimated useful life of the assets, using the undernoted annual rate and method:

Product rights and prototypes	3-10 years	Straight line
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#### g) Impairment of Tangible and Intangible Long-lived Assets

The Company reviews its long-lived assets for impairment at the end of each reporting period for events indicative of whether changes in circumstances indicate that the carrying amount may not be recoverable. Recoverability is assessed based on the carrying amount of a long-lived asset compared to the sum of the future undiscounted cash flows expected to result from its use and the eventual disposal of the asset. An impairment loss is recognized when the carrying amount is not recoverable and exceeds fair value. Impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would be determined, net of depreciation or amortization, if no impairment loss had been recognized.

## **SPECTRA PRODUCTS INC.**

Notes to Financial Statements

December 31, 2020 and December 31, 2019

### **2. Summary of Significant Accounting Policies (cont'd)**

#### **h) Income Taxes**

The Company uses the asset and liability method of accounting for deferred income taxes. Under the asset and liability method, deferred income tax assets and liabilities are determined based on temporary differences (difference between the accounting basis and the tax basis of the assets and liabilities), and are measured using the currently enacted, or substantively enacted, tax rates and laws expected to apply when these differences reverse. A valuation allowance is recorded against any deferred income tax asset if it is more likely than not that the asset will not be realized. Income tax expense or benefit is the sum of the Company's provision for current income taxes and the difference between the opening and ending balances of the deferred income tax assets and liabilities.

#### **i) Stock-based Compensation**

The Company uses the fair value-based method to account for stock-based compensation. The grant date fair value of stock options is estimated using the Black-Scholes option-pricing model. Compensation expense is recognized over the stock option vesting period with a corresponding charge to equity reserve. When the stock options are exercised, the proceeds, together with the amount recorded in equity reserve, are recorded in share capital.

#### **j) Income per Share**

Basic income per share is computed by dividing the net income available to common shareholders by the weighted average number of common shares outstanding during the year. The computation of diluted income per share, using the treasury stock method, assumes the conversion, exercise or contingent issuance of securities only when such conversion, exercise or issuance would have a dilutive effect on income per share. There are 1,600,000 stock options granted and vested in 2019 (none in 2020). Therefore, the computation of diluted income per share reflects the exercise of these stock options.

#### **k) Use of Estimates**

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities. Actual results may differ from those estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Examples of significant estimates include:

- Estimated useful life of assets;
- Allowance for doubtful accounts;
- Provision for inventories;
- Stock-based compensation;
- Deferred income taxes; and
- Fair value of stock options
- Determination of lease term of contracts with renewal options
- Incremental borrowing rate of leases

## SPECTRA PRODUCTS INC.

Notes to Financial Statements

December 31, 2020 and December 31, 2019

### 2. Summary of Significant Accounting Policies (cont'd)

#### l) Comprehensive Income & Other Comprehensive Income

Certain gains and losses arising from changes in fair value are recorded outside of net income in accumulated other comprehensive income as a separate component of shareholders' equity. Comprehensive income is comprised of the Company's net income and other comprehensive income. Other comprehensive income includes any unrealized gains and losses on financial assets classified as fair value through other comprehensive income.

At December 31, 2020 the balance of other comprehensive income is \$248,041 which represents the unrealized gain on investments net of a deferred tax provision of \$37,055 (2019 – \$nil). Based upon its business model, the Company has taken the option to irrevocably designate its current equity and convertible debt investments at fair value through other comprehensive income. Any subsequent gains or losses when realized will be recognized directly into equity.

#### m) Financial Instruments

Financial assets and financial liabilities are recognized when the Company becomes a party to the contractual provisions of the instrument.

The Company classifies all its financial assets and liabilities into one of the following categories: financial assets or financial liabilities at amortized cost, financial assets or financial liabilities at fair value through profit and loss and financial assets at fair value through other comprehensive income. All financial instruments are measured on the balance sheet initially at fair value. Subsequent measurement and recognition of the changes in fair value of financial instruments depends upon their initial classifications.

Cash is classified as financial asset measured at fair value through profit and loss. Cash is measured at fair value with subsequent changes in fair value recognized in current period net income. Transaction costs are expensed in net income. Gains and losses arising from changes in fair value are presented in net income within other gains and losses in the period in which they arise.

Investments in equity and convertible debentures are classified as financial assets at fair value through other comprehensive income. The Company's business model supports this accounting treatment and it has opted to irrevocably designate its current equity and convertible debt investments at fair value through other comprehensive income. Any gains or losses, when subsequently realized, will be recognized through equity.

Accounts receivables are classified as financial asset measured at amortized cost. Accounts receivables are initially recognized at the amount expected to be received less, when material, a discount to reduce the loans and receivables to fair value. Subsequently, accounts receivables are measured at amortized cost using the effective interest method less a provision for impairment.

A financial asset is derecognized when the contractual rights to the cash flows from the asset expire or when the Company transfers the financial asset to another party without retaining control or substantially all the risks and rewards of ownership of the asset. Any interest in transferred financial assets created or retained by the Company is recognized as a separate asset or liability.

Accounts payable and accrued charges, and lease liability are classified as financial liabilities measured at amortized cost. Financial liabilities at amortized cost are recognized initially at fair value plus any directly attributable transaction costs and are subsequently recorded at amortized cost. Debt issue and other transaction costs are netted against the carrying value of the long-term debt and are amortized over the life of the debt using the effective interest rate method.

**2. Summary of Significant Accounting Policies (cont'd)**

m) Financial instruments (cont'd)

The Company's fair value measurements use a fair value hierarchy that prioritizes the inputs used in measuring fair values as follows:

Level 1	valuation based on quoted prices (unadjusted) in active markets for identical assets or liabilities;
Level 2	valuation techniques based on inputs that are other than quoted prices included in Level 1 that are observable for the asset or liability either directly (prices) or indirectly (derived from prices); and
Level 3	valuation techniques with unobservable market inputs (involves assumptions and estimates by management).

The Company's financial instruments at fair value are cash and investments, and at December 31, 2020 these have been valued using Level 1 and Level 2.

n) Impairment of Financial Assets

The Company applies the IFRS 9 simplified approach to measure expected credit losses using a lifetime expected credit loss provision for accounts receivable. Lifetime expected credit losses are estimated based on factors such as the Company's historical experience of collecting payments and the number of delayed payments past the average credit period. The historical loss rates are then adjusted for current and forward looking (12 months) information, which include observable changes in national or local economic conditions that correlate with default on receivables, financial difficulty of the borrower and it becoming probable that the borrower will enter bankruptcy or financial re-organization.

Financial assets are written off when there is no reasonable expectation of recovery.

o) Foreign Currency Translation

Monetary assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the rate of exchange prevailing at the year-end. Revenues and expenses are translated from foreign currencies at the rate of exchange prevailing on the transaction date. Any resulting gains or losses are included in income for the year.

**3. Capital Structure**

The capital structure of the Company consists principally of shareholders' equity comprised of deficit, contributed surplus, equity reserve, other comprehensive income and share capital. The Company's primary uses of capital are to finance working capital requirements and capital expenditures, which are currently funded from internally generated cash flows. The Company is not subject to any externally imposed capital requirements and does not presently utilize any quantitative measures to monitor its capital. The Company's objectives in managing capital are to ensure sufficient liquidity to pursue its strategy of organic growth and to deploy capital to provide an appropriate return on investment to its shareholders.

**SPECTRA PRODUCTS INC.**  
Notes to Financial Statements  
December 31, 2020 and December 31, 2019

**3. Capital Structure (cont'd)**

The components of capital are as follows:

	<b>2020</b>	2019
Share capital	\$ 5,937,719	\$ 5,937,719
Contributed surplus	232,866	96,746
Equity reserve	88,160	224,280
Other Comprehensive Income	247,986	-
Accumulated deficit	<u>(4,841,730)</u>	<u>(5,197,206)</u>
	<b>\$ 1,665,001</b>	<b>\$ 1,061,539</b>

**4. Term Deposits**

Term deposits consisted of Guaranteed Investment Certificates (“GICs”) invested with Royal Bank of Canada with an annual interest rate of 1.96% and matured on May 10, 2020.

**5. Investments**

Investments comprise marketable securities and a convertible debenture with an interest rate of 10% per annum. The holder has the option to convert the debenture, at any time prior to May 15, 2022, into common shares of the issuer at \$4.25 each. The issuer can also force the conversion of the debenture at the same terms provided its stock trades at or above an average of \$7.50 for 20 consecutive days. Interest on the convertible debenture is payable upon maturity on May 15, 2022 or the date the conversion feature is exercised by the holder, whichever is earlier. At December 31, 2020 the debenture was carried at fair value of \$343,058.

**6. Accounts Receivable**

	<b>2020</b>	2019
Trade receivables	\$ 159,396	\$ 199,218
Government remittances receivable	5,773	9,385
Interest receivable	<u>4,727</u>	<u>-</u>
	<b>\$ 169,896</b>	<b>\$ 208,603</b>

At December 31, 2020 based on the Company’s experience, there was Nil allowance for doubtful accounts. (2019 – Nil).

**7. Inventories**

	<b>2020</b>	2019
Finished goods	\$ 76,604	\$ 66,593
Raw materials	<u>78,968</u>	<u>116,136</u>
	<b>\$ 155,572</b>	<b>\$ 182,729</b>

**SPECTRA PRODUCTS INC.**  
Notes to Financial Statements  
December 31, 2020 and December 31, 2019

**8. Equipment – Dies and Molds – Brake Safe**

	2020			2019		
	Short Bracket Molds	Other Molds	Total	Short Bracket Molds	Other Molds	Total
Cost	\$9,210	\$134,244	\$143,454	\$9,210	\$134,244	\$143,454
Less: Accumulated amortization	9,210	121,678	130,888	9,210	120,975	130,185
	\$ -	\$ 12,566	\$ 12,566	\$ -	\$13,269	\$ 13,269

**9. Right-of-use asset**

	2020	2019
Cost	\$ 260,810	\$ 260,810
Less: Accumulated amortization	(78,243)	(52,162)
	\$ 182,567	\$ 208,648

**10. Intangible Assets – Product rights**

	2020	2019
Cost	\$ 25,000	\$ 25,000
Less: Accumulated amortization	25,000	25,000
	\$ -	\$ -

The product rights are still in use by the Company.

**11. Accounts Payable and Accrued Charges**

	2020	2019
Trade and other payables	\$ 50,859	\$ 47,216
Accrued expenses (note 17)	31,844	100,274
	\$ 82,703	\$ 147,490

## 12. Lease Liability

The Company has entered into a lease for premises on January 1, 2018 which continues for five years until December 31, 2022 with an option to extend for an additional five years. The Company is reasonably certain to exercise the extension option and has included the extension period in the measurement of lease liability. The lease agreement does not state an agreed annual base rent for the five year extension period. The Company has estimated the lease payments for the extension period based on an annual increase of 2.70% per annum. The lease liability has been calculated using the Company's incremental borrowing rate of 3.10% per annum.

	2020	2019
Lease liability	\$ 200,781	\$ 223,193
Less: current portion	<u>(24,382)</u>	<u>(22,412)</u>
Long-term portion	<u>\$ 176,399</u>	<u>\$ 200,781</u>

The Company paid lease payments of \$28,922 (2019 - \$27,665), comprising principal repayment of the lease liability of \$22,412 (2019 - \$20,501) and interest expense of \$6,510 (2019 - \$7,164).

## 13. Share Capital

### Authorized

Unlimited	common shares
Unlimited	first, second, third and fourth preferred shares to be issued in one or more series, redeemable, with rights, privileges, restrictions and conditions to be determined by the Board of Directors upon issuance
540,000	second preferred shares Series 1, non-cumulative dividends of 10% per annum, redeemable at the stated value, non-voting

### Issued and outstanding

	2020	2019
77,109,971 (December 31, 2019 – 77,109,971) common shares	<u>\$ 5,937,719</u>	<u>\$ 5,937,719</u>

On June 28, 2019, the Company completed a private placement of 16,600,000 common shares at \$0.05 per share for net proceeds of \$760,131. Attached to each share was half of a warrant, with a whole warrant allowing for the purchase of a common share from treasury at a price of \$0.075 per share. The warrants were valued at \$136,120 and expired on December 27, 2020. Following expiry of the warrants, without exercise, the amount of \$136,120 was transferred from equity reserve to contributed surplus.

## 14. Contributed Surplus

Contributed surplus consists of the equity portion of formerly convertible preferred shares and the value attributed to unexercised warrants.

**15. Stock Options**

The Company has a stock option plan for its directors, officers, employees and consultants. The maximum number of shares reserved for issuance under the plan is equal to 10% of the issued and outstanding common shares.

The following table represents all of the Company's stock options granted, exercised, forfeited, expired and outstanding during the years ended December 31, 2020 and December 31, 2019:

	2020		2019	
	Number of Options	Exercise Price	Number of Options	Exercise Price
Balance, beginning of year	1,600,000	\$ 0.05	-	\$ -
Granted	-	-	1,600,000	0.05
Exercised or expired	-	-	-	-
	<hr/>			
Balance, end of year	<u>1,600,000</u>	<u>\$ 0.05</u>	1,600,000	\$. 0.05

On October 15, 2019, the Company granted 1,600,000 stock options to directors and employees, which give the holder the right to acquire shares at \$0.05 per share. They vested immediately upon issuance and are exercisable on or before October 14, 2024.

The fair value of stock options granted was estimated as at the grant date using the Black-Scholes option pricing model with the following assumptions:

	2019
Risk-free interest rate	1.58%
Expected term of options	5 years
Volatility	150%
Stock price	\$0.06
Fair value per option	\$0.06

For the year ended December 31, 2020, stock-based compensation expense was \$nil (2019 - \$88,160). Stock-based compensation expense for 2019 was recorded in the statement of comprehensive income as administrative costs with a corresponding charge to equity reserve.

As at December 31, 2020, the remaining contractual life of outstanding options was approximately 3.8 years (December 31, 2019 – 4.8 years) and a total of 1,600,000 options (2019 – 1,600,000) were exercisable at an exercise price of \$0.05 (2019 - \$0.05).



**16. Financial Instruments fair value and risks**

a) Fair Value

The carrying value of the Company's financial instruments consisting of cash, term, accounts receivable and accounts payable and accrued charges approximates their fair value due to their immediate or short-term maturity. Investments are measured at fair value using Level 1 and Level 2 inputs described above.

b) Credit Risk

Financial instruments, which potentially subject the Company to concentrations of credit risk, consist primarily of cash and accounts receivable.

Cash is maintained at a major financial institution. Deposits held with a bank may exceed the amount of insurance provided on such deposits. Generally, these deposits may be redeemed upon demand and are maintained with a financial institution of reputable credit and therefore bear minimal credit risk.

Credit risk from accounts receivable encompasses the default risk of customers. Credit risk on accounts receivable is minimized as a result of the constant review and evaluation of customer account balances. The Company also maintains an allowance for doubtful accounts at an estimated amount (if needed), to provide sufficient protection against losses resulting from collecting less than full payments from its receivables.

As at December 31, 2020, three major customers accounted for 52%, 14%, and 8% of accounts receivable (2019 – three major customers accounted for 42%, 13% and 13%).

The Company's maximum credit exposure is represented by the carrying amount of accounts receivable.

c) Foreign Currency Risk

The Company is exposed to currency risk due to a certain portion of the Company's sales and purchases being in U.S. currency, resulting in U.S. dollar accounts receivable and U.S dollar cash balances. In addition, the company has US dollar denominated investments. These activities result in exposure to fluctuations in foreign currency rates between the U.S. and Canadian dollar. The Company's sensitivity to these foreign currency fluctuations is such that a 10% strengthening or weakening of the U.S. dollar would result in a corresponding \$17,746 increase or decrease to the Company's income before taxes and \$13,068 to other comprehensive income for the year ended December 31, 2020. At December 31, 2020, the Company had net assets denominated in U.S. currency of US\$ 308,135 (2019 – US\$ 82,627) translated into Canadian dollars as shown below. The Company does not utilize any financial instruments or cash management policies to mitigate the risks arising from changes in foreign currency rates.

	<b>2020</b>	2019
Cash	\$ 131,304	\$ 8,595
Accounts receivable	94,091	98,820
Investments	<u>166,630</u>	-
	<u>\$ 392,025</u>	<u>\$ 107,415</u>

d) Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company manages liquidity risk through regular monitoring of cash requirements by preparing short-term cash flow forecasts. The financing requirements are addressed through a combination of credit facilities and private placements.

**16. Financial Instruments fair value and risks (cont'd)**

The following are the contractual maturities of the Company's financial liabilities as at December 31, 2020:

	<b>Due between</b>						Total
	Due within 1 year	1 and 2 years	2 and 3 years	3 and 4 years	4 and 5 years	> 5 years	
Accounts payable and accrued charges	\$ 82,703	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 82,703
Present value of Lease liability	24,382	25,138	26,744	28,421	30,174	65,922	200,781
Future interest on lease liability	5,798	5,042	4,251	3,411	2,517	2,132	23,151
<b>Total</b>	<b>\$ 112,883</b>	<b>\$ 30,180</b>	<b>\$ 30,995</b>	<b>\$ 31,832</b>	<b>\$ 32,691</b>	<b>\$ 68,054</b>	<b>\$ 306,635</b>

e) Market risk

The Company is exposed to market risk through its financial instruments and especially to price risk from its investing activities. It is the risk that the fair value and future cash flows of its investments will fluctuate because of market factors. Management monitors its investments on a regular basis and uses the services of an investment adviser when needed. The Company's sensitivity to market risk is such that a 10% strengthening or weakening of its portfolio would result in a respective \$51,302 increase or decrease to the Company's other comprehensive income for the year ended December 31, 2020.

**17. Related Party Transactions**

- a) During 2020, management fees of \$42,000 (2019 - \$76,700) were paid to a company of a key executive who is a shareholder of the Company.
- c) During 2020, commissions and bonuses of \$90,492 (2019 - \$111,017) were paid to a director of the Company.

Included in accounts payable and accrued charges is \$4,524 (2019 - \$5,422) payable to directors.

These transactions were in the normal course of business and recorded at the exchange value established and agreed upon by the related parties.

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**18. Income Taxes**

Income tax expense varies from the amount that would be computed by applying the combined Federal and Provincial statutory income taxes rate as a result of the following:

	2020	2019
Expected income tax expense at the combined Federal and provincial rate of 26.50% (2018- 26.50%)	\$ 128,930	\$ 96,584
Increase (decrease) in income taxes resulting from:		
Non-deductible permanent differences	2,122	20,534
Recognition of deferred tax asset	-	(625,525)
	<u>          </u>	<u>          </u>
Provision for income taxes	<u>\$ 131,052</u>	<u>\$ (508,407)</u>

Major components of the income tax expense recorded on the income statements are as follows:

	2020	2019
Current	\$ -	\$ -
Deferred	<u>131,052</u>	<u>(508,407)</u>
	<u>          </u>	<u>          </u>
Provision for income taxes	<u>\$ 131,052</u>	<u>\$ (508,407)</u>
	<u>          </u>	<u>          </u>
Deferred taxes charged to OCI	<u>\$ 37,055</u>	<u>\$ -</u>

The Company has deferred tax assets of \$340,300 (2019 - \$508,407). The significant components of the Company's deferred tax assets are as follows:

	2020	2019
Net operating losses carried forward	\$ 270,404	\$ 404,631
Capital losses carried forward	1,490	1,490
Equipment	27,545	35,242
Intangible assets	61,980	63,190
Financing cost	11,109	-
Right of use asset and lease liability	4,827	3,854
Unrealized capital gains related to OCI	(37,055)	-
	<u>          </u>	<u>          </u>
Deferred tax asset	<u>\$ 340,300</u>	<u>\$ 508,407</u>

The Company has non-capital tax losses available in the amount of approximately \$1,020,400 (2019 – \$1,526,800), which can be carried forward to be applied against future years' taxable income. These losses, if unused, will expire as follows:

2030	\$ 153,700
2031	239,900
2032	69,400
2033	62,100
2034	51,500
2035	61,300
2036	62,100
2037	74,700
2038	88,300
2039	<u>157,400</u>
	<u>\$ 1,020,400</u>

**19. Commitments**

In 2015, the Company entered into a consulting services agreement with a company controlled by a key executive who is a shareholder of the Company. In December 2016, this agreement was extended for a further five years on the same terms and conditions and now expires on December 31, 2022. Under the terms of the agreement, that company was required to pay a fees of \$75,000 per year plus an annual participation fee, calculated as 5% of the annual net income. Effective July 1, 2019, the terms of this agreement were modified and annual fees will now be \$42,000 and there will be no participation payment.

**20. Segmented Information**

Sales are attributed to countries based on location of customer.

	2020	2019
Canada	\$ 823,059	\$ 986,200
China	450	88,473
United States	<u>770,517</u>	<u>961,374</u>
	<u>\$ 1,594,026</u>	<u>\$ 2,036,047</u>

In 2020, the Company derived 49% (2019 – 47%) of its revenue from sales to the United States and 0.03% (2019 – 4%) of its revenue from sales to China. The Company’s equipment is located in Canada.

In 2020, the Company derived sales from two customers amounting to 32% and 12% of the total sales revenue (2019 – two customers amounting to 33% and 10%).

**21. COVID-19**

In March 2020, the COVID-19 outbreak was declared a global pandemic by the World Health Organization. The situation is dynamic and the ultimate duration and magnitude of the impact on the economy, capital markets and the Company's financial position cannot be reasonably estimated at this time. During the year, the Company received wage subsidy in the amount of \$50,937 which are netted against the payroll costs. The Company is constantly monitoring and analyzing the extent of the financial impact of the COVID-19 pandemic, which could be material depending on the scope and duration of the pandemic.

**22. Subsequent Events**

On March 17, 2021, the Company granted 1,700,000 stock options to directors and employees, which give the holder the right to acquire shares at \$0.05 per share. They vested immediately upon issuance and are exercisable on or before March 17, 2026.

The fair value of stock options granted is estimated as at the grant date using the Black-Scholes option pricing model with the following assumptions:

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**22. Subsequent Events (cont'd)**

	2021
Risk-free interest rate	0.99%
Expected term of options	5 years
Volatility	224%
Stock price	\$0.05
Fair value per option	\$0.05

Stock-based compensation expense is \$83,980 which will be recorded in the statement of comprehensive income as administrative costs with a corresponding charge to equity reserve.