

## **iFABRIC CORP.**

### **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

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The following Management's Discussion and Analysis ("MD&A") of iFabric Corp. and its subsidiaries ("iFabric" or the "Company") is based upon and should be read in conjunction with the Company's unaudited condensed consolidated interim statements as at and for the period ended March 31, 2023 and the audited consolidated financial statements and notes thereto for the year ended September 30, 2022 and the comparative year ended September 30, 2021. All financial information in this MD&A and the unaudited condensed consolidated interim financial statements and accompanying notes thereto were prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). This MD&A is dated May 15, 2023.

All references to dollars or "\$" are to Canadian dollars, the Company's presentation currency, unless otherwise noted. In the discussion that follows, "2023" refers to the annual fiscal period ended September 30, 2023, "2022" refers to the annual fiscal period ended September 30, 2022, "2021" refers to the annual fiscal period ended September 30, 2021, "Q1" refers to the period of October 1 to December 31, "Q2" refers to the period of January 1 to March 31, "Q3" refers to the period of April 1 to June 30, and "Q4" refers to the period of July 1 to September 30.

#### **FORWARD-LOOKING INFORMATION**

This MD&A contains "forward-looking information" and "forward-looking statements" which may include, but are not limited to, statements with respect to the future financial or operating performance of iFabric. Often, but not always, forward-looking statements can be identified by the use of words such as "plans", "expects", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "believes" or variations (including negative variations) of such words and phrases, or statements that certain actions, events or results that "may", "could", "would", "might" or "will" be taken, to occur or to be achieved. Forward-looking statements are based on the reasonable assumptions, estimates, analysis and opinions of management made in light of its experience and perception of trends, current conditions and expected developments, as well as other factors that management believes to be relevant and reasonable at the date that such statements are made. Forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such factors include, but are not limited to, the factors discussed in the section entitled "Risks and Uncertainties" and should be considered carefully by readers. If any of these risks or uncertainties materialize, or if the opinions, estimates or assumptions underlying the forward-looking information prove incorrect, actual results or future events might vary materially from those anticipated in the forward-looking information.

Given the impacts of COVID-19 and the war in Ukraine, and resulting ongoing uncertainty, there can be no assurances regarding: (a) the COVID-19 and the war in Ukraine related impacts on the Company's business, operations and performance, (b) the Company's ability to mitigate such impacts; (c) credit, market, currency, operational, and liquidity risks generally; and (d) other risks inherent to the Company's business and/or factors beyond its control which could have a material adverse effect on the Company.

Although the Company has attempted to identify important factors that could cause actions, events or results to differ materially from those described in the forward-looking statements, there may be other factors that cause actions, events or results to differ from those anticipated, estimated or intended. Forward-looking statements contained herein are made as at the date of this MD&A. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on the forward-looking statements. The Company does not undertake to update any forward-looking statements except as required by applicable securities laws.

#### **NON-GAAP FINANCIAL MEASURES**

Certain measures in this MD&A do not have any standardized meaning as prescribed by IFRS and, therefore, are not considered generally accepted accounting principles ("GAAP") measures. Where non-GAAP measures or terms are used, definitions are provided. In this document and in the Company's consolidated financial statements, unless otherwise noted, all financial data is prepared in accordance with IFRS.

This MD&A and certain of the Company's press releases include references to the Company's adjusted earnings before interest, taxes, depreciation and amortization ("adjusted EBITDA"), adjusted EBITDA per share is a non-GAAP measure. These measure should not be considered an alternative to net earnings (loss) attributable to the owners of the Company or other measures of financial performance calculated in accordance with IFRS. Rather, this measure is provided to complement IFRS measures in the analysis of iFabric's results since the Company believes that the presentation of this measure will enhance an investor's understanding of iFabric's operating performance. For reconciliations of this non-GAAP measure to its nearest IFRS measure, refer to the Non-GAAP Performance Measure section below for a reconciliation of consolidated net earnings (loss) attributable to the owners of the Company reported under IFRS to reported adjusted EBITDA and adjusted EBITDA per share.

##### **Adjusted EBITDA**

The Company uses Adjusted EBITDA to assess its operating performance without the effects of (as applicable): current and deferred tax expense, finance costs, interest income, depreciation and amortization of plant assets, other gains and losses, impairment loss, share-based compensation and other non-recurring items. The Company adjusts for these factors as they may be non-cash or unusual in nature and may not optimally present its operating performance. Adjusted EBITDA is not intended to be representative of net earnings from operations or an alternative measure to cash provided by operating activities determined in accordance with IFRS.

**BUSINESS OVERVIEW****General**

iFabric is a Canadian public company, incorporated under the Alberta Business Corporations Act and is domiciled in Canada. The Company is listed on the Toronto Stock Exchange ("TSX") under the trading symbol "IFA" and on the OTC Markets under the trading symbol "IFABF". The head office is located at 525 Denison Street, Unit 1, Markham, Ontario, Canada.

The Company's business activities are divided into three reportable operating segments, which offer different products and services, and are managed separately because they require different marketing strategies and resource allocations. The following summarizes the operations of each segment:

- Intimate Apparel: Includes the design and distribution of women's intimate apparel and accessories.
- Intelligent Fabrics: Includes the development and distribution of innovative products and treatments that are suitable for application to textiles, plastics, liquids, and hard surfaces as well as finished performance, medical apparel and swimwear, which integrate one or more such treatments. These products are designed to provide added benefits to the user.
- Other: Includes leasing of property to group companies, related parties and third parties.

**NATURE OF OPERATIONS****Intimate Apparel**

The Intimate Apparel division currently operates under the trade name Coconut Grove Intimates. Its business comprises the design, purchasing, and distribution of intimate apparel and, in particular, a range of specialty bras including the division's patented reversible bra, patented bandeaux bra and patented breast lift product. The division also distributes a range of apparel accessories. The Division is managed by Hylton Karon, President and CEO of iFabric.

The division utilizes contract warehouse facilities located in Houston, Texas which services its key U.S. market and Company-owned premises located in Markham, Ontario, house the bulk of the division's workforce which comprises, management, designers, administrative, product sourcing and logistical staff. The Markham premises also includes warehouse space which serves as the distribution center for the Canadian and European markets. All product design is handled by the Markham, Ontario design team and, currently over 95% of the division's inventory production is outsourced to factories in China.

In the past several years, the Company has positioned the division's product strategy by way of leveraging a key license agreement in order to sell products under various Maidenform® brands. The Maidenform® brand was founded in 1922 and during its 100-year plus history has grown to become one of the most recognizable and respected brands in the intimate apparel industry. In addition, the division develops and supplies products for sale under the private label brands of certain major retailers as well as the Company's own brand. Products are sold internationally to the division's customer base, which includes a number of major retailers, as well as specialty boutiques.

**Intelligent Fabrics**

The Intelligent Fabrics Division currently enjoys exclusive worldwide distribution rights in respect of a number of proprietary chemical formulations that can be applied to textiles in order to kill bacteria and viruses, repel insects, absorb odours, repel and wick moisture, block ultraviolet light and help encourage a healthy skin environment, amongst others. The Intelligent Fabrics Division operates under the name Intelligent Fabric Technologies (North America) Inc. ("IFTNA"). The Division is managed by Giancarlo Beevis, President and CEO of IFTNA.

The business of the Intelligent Fabrics Division includes the development, testing and distribution of chemicals suitable for application to textiles as well as finished performance apparel, medical apparel protective products, and swimwear, which integrate one or more chemical enhancements, in order to achieve the performance characteristics demanded by the customer or consumer. The current focus is on technologies that improve the safety and well-being of the wearer. The division's current technology offerings include Protx2® (anti-microbial and anti-viral formulations), Enguard® (insect repellent technology), Dreamskin® (skin polymer), UVtx (ultraviolet light blocker), FreshTx (odour-absorbing technology), RepelTX (durable water repellent), Omega+ (joint and muscle recovery), TempTx (thermal regulator), Apollo (body odour neutralizer), DryTx (moisture-wicking technology), BioTX (metal free anti-stink solution), RepelTX Eco Plus (fluorine-free durable water repellent), IMPRINT (logo exposing moisture-wicker) and DriForce (fabric interior moisture-wicker), amongst others. The Company anticipates that several new formulations and new generations of existing formulations will be added to its pipeline in the future.

The Division has two key supply centers in Asia (namely China and Taiwan), which service the Asian market. This market represents the main production region for manufactured textiles supplied to North America and internationally and is the Company's main market area for the distribution of intelligent textile technologies. Additionally, a supply center in Houston, Texas in the US, services the US, Central and South American markets and, the Markham, Ontario warehouse services the Canadian market. Technical support specialists in Asia provide guidance and support to customers regarding the integration of the Company's chemical formulations in their products. The Division also leverages the Company's textile expertise in order to supply finished products or fabrics treated with one or more of the Division's market leading

formulations to customers and consumers. In addition, the Division produces performance and protective apparel under its own brands. All chemical formulations and apparel, is produced or manufactured at various facilities in Asia.

The following describes the functionality of the division's current product portfolio:

**Protx2® Anti-Microbial and Anti-Viral Technologies**

Protx2® represents IFTNA's flagship technology.

Protx2® formulations impart anti-microbial and/or anti-viral powers to fibers, plastic, paint and paper treated with these formulations. Numerous laboratory tests have shown that treated products inhibit the growth of a wide variety of infectious agents associated with healthcare and community infections, and by their application may assist in preventing the spread of such infections.

The Company is currently targeting three key markets with regard to the distribution of Protx2® chemicals or treated finished products:

**1) Sports apparel, outerwear and footwear**

There is an increasing trend amongst major sports apparel, outerwear and footwear manufacturers to offer technologically-enhanced products. With the ability of Protx2® to combat odor causing bacteria, the Company is able to provide manufacturers with the ability to produce apparel and footwear that stays fresher longer without the need for repeated washing or cleaning. Innovative application methodology developed by the Company over a number of years allows for Protx2® to be integrated into almost any fabric as well as all the components of footwear including foam, rubber, and plastics. With its current Environmental Protection Agency ("EPA") and European regulatory registrations, the Company can distribute Protx2® for use in all sportswear and footwear for distribution in the U.S., European and Canadian markets as well as most other international markets.

**2) Medical**

Protx2® is suitable for application to many areas of a hospital environment, including, scrubs, bedding, curtaining, carpeting, walls (paint), air filters, and plastic components, amongst others.

The Protx2® range of products is dedicated to combating healthcare acquired bacterial infections ("HAI's"), including *Methicillin-resistant Staphylococcus aureus* ("MRSA"), *Clostridium difficile*, *Vancomycin-resistant enterococci* ("VRE") and *Klebsiella pneumoniae* amongst others and, by their application may greatly assist in reducing such infections. In addition, Protx2® is also laboratory proven to be a strong antiviral agent effective against the SARS-CoV-2 virus (which causes the COVID-19 disease), the Human Corona Virus (229E), Norovirus and H1N1.

In order to enter the medical market in the United States in respect of Protx2® treated products, the Company is in the process of securing a second and higher level of EPA registrations, termed public health claims, that, if granted, will allow it to make applicable claims in connection with the efficacy of Protx2® treated fabrics, against both bacteria and viruses ("kill claims"). The final submissions to the EPA have been made as at the date of this MD&A and approvals are currently pending. IFTNA has also filed utility patent applications in both the United States and Canada in respect of the Company's antiviral treatment of textiles (ProTX2 AV) and its stand-alone laundry additive (AVguard).

In addition, on July 21, 2022, Company announced that phase one of its trial in respect of medical garments (i.e. "scrubs") treated with the Company's ProTX2 antimicrobial and RepelTX water-repellent technologies had been completed. The trial was conducted at MemorialCare Medical Group – Irvine, in the United States and comprised scrubs supplied in three forms: One treated with ProTX2 antimicrobial technology, another with a combination of ProTX2 and RepelTX (durable water-repellant technology), and a third (control) group of untreated scrubs. The trial comprised 125 nurses recruited for 3 shifts per nurse, equating to a total of 375 regular staff-shifts. At the start of each shift, nurses were provided new and unmarked scrubs from one of the three groups, which were swabbed twice, once prior to the commencement of the shift and a second time at the end of the shift. The principal endpoint of the trial is to compare bacterial loads on the scrubs treated with the Company's technologies compared to the untreated scrubs. A pathogen load reduction is key to enhancing the protection of the wearer and those with which they encounter during their workday. The spread of infection from surface contact is a major concern in the healthcare industry.

As at the date of this MD&A the Company has completed the second, laboratory-based testing phase of the trial, which involved testing for bacterial loads and, has transitioned to the third phase, comprising the analyses of the trial data under a set of criteria established prior to the commencement of the trial and reporting of the results. The fourth and final step will be providing the analyses to a recognized medical journal for peer review and publishing.

**3) Community protection**

The current COVID-19 pandemic has underscored the need for individuals to protect themselves when entering closed environments such as aircraft, shopping malls, hotels, and even ones residence, as well as close proximity environments such as sports arenas, movie houses etc. With future pandemics being predicted by experts, management believes that the supply of equipment, apparel, washes and sanitizers,

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that can deactivate infectious bacteria and viruses, is set to become one of the fastest growing market segments. With its Protx2® technologies, iFabric is well positioned to capitalize on the opportunity to supply its chemical treatments, finished personal protection equipment and apparel, as well as a laundry additive that can be utilized during a normal household laundry cycle.

#### ***DryTx™***

DryTx™ moisture wicking technology provides treated apparel with the ability to quickly draw moisture away from the skin and disperse perspiration across the fabric surface for faster evaporation. The main attributes of DryTx™ are its abilities to:

- Wick moisture away from the skin;
- Provide for garments that will not feel heavy or damp even during periods of high exertion by the wearer;
- Provide for garments that create less skin chafe compared to wet fabrics;
- Provide for garments that dry quicker, thereby assisting the wearer in maintaining a more even body temperature;
- Allow for fabrics to retain their natural softness.

An additional significant attribute of DryTx™ is its ability to be integrated into apparel in combination with the division's other product offerings, resulting in unique garments that provide superior performance characteristics for athletic apparel. DryTx™ does not require regulatory approvals and is commercially available for sale.

#### ***RepelTX™***

RepelTX™ is the next generation in water repellency performance. RepelTX™ modifies fabric at the molecular level by permanently attaching hydrophobic 'hairs' to individual fibers that lift liquids, causing them to bead and roll right off the fabric surface with high durability.

Benefits:

- Repels rains, sleet and snow
- Outperforms conventional fabric treatments
- Provides long-lasting protection
- Prevents fabric stains, saves time, dries quicker & saves energy
- Preserves the quality, hand & appearance of textiles

A substantial body of testing carried out by the Company has shown that RepelTX™ and Protx2® work extremely well in conjunction with each other. Particularly in health care environments, the combination of water repellency and antimicrobial properties allows for garments that repel liquids and at the same time are able to kill bacteria. These combined attributes are optimal for the healthcare industry. The enhanced commercial benefit is increased revenue from sales involving a multiple of chemicals. RepelTx™ does not require regulatory approvals and is commercially available for sale.

#### ***Dreamskin®***

Fabrics treated with the Dreamskin® polymer are designed to encourage a healthy skin environment because of its ability to control both moisture and friction. Dreamskin® is effective during both summer and winter months as both high and low moisture environments are known causes of discomfort and irritation. In particular, athletic apparel has two key areas that can cause skin irritation, namely friction and excessive moisture. Dreamskin® targets both of these to help prevent irritation during sporting activities. Dreamskin® does not require regulatory approvals and is commercially available for sale.

#### ***Enguard® Insect Repellent Fabric***

Applying Enguard® to fabrics results in a highly effective and durable insect repellent. A major strength of Enguard® is that it is safe for children. Testing carried out by the London School of Hygiene and Tropical Medicine show Enguard® to have repelling power comparable to high-concentration DEET and significantly greater than any other natural insect repellents.

The Company requires regulatory approvals in order to distribute Enguard® treated products in the United States and Canada. The Company intends to pursue regulatory approvals for Enguard® with the EPA after the receipt of the Protx2® approvals referenced above.

#### ***UVtx™***

Textiles infused with UVtx™ provides apparel with a built in ultraviolet ("UV") light blocker. The UVtx™ formulation contains both UV reflecting and UV absorption elements, giving apparel treated with UVtx™ the ultraviolet protection factor ("UPF") strength of up to UPF 60. This allows the wearer of UVtx™ treated apparel to enjoy permanent sun protection without the need to apply sprays or lotions to the area covered by the garment. Testing has shown that UVtx™ treated textiles never lose efficacy. UVtx™ does not require regulatory approvals and is commercially available for sale.

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#### ***FreshTx™***

FreshTx™ is a state of the art odour-absorbing technology, which is easily infused into textile products. FreshTx™ offers permanent protection against odours without the need to use sprays or perfumes. FreshTx™ uses naturally-occurring elements for effective results that are non-toxic and safe. Extremely durable, once applied, the properties of FreshTx™ are renewed with each wash, and FreshTx™ is effective even when wet. FreshTx™ does not require regulatory approvals and is commercially available for sale.

#### ***Apollo***

Apollo is the ultimate treatment for combating odour. With the use of antimicrobial + neutralization combined it not only smells fresher but also combats odour causing bacteria in order to extend textile life. Apollo does not require regulatory approvals and is commercially available for sale.

#### ***TempTX***

TempTX is offered in two variants:

**Cool:** TempTX COOL utilizes unique chemical composites in order to decrease skin surface temperature, allowing for maximum performance in the hottest conditions.

**Thermo:** TempTX THERMO uses an innovative thermo-conductive inner coating to absorb and retain body heat. TempTX does not require regulatory approvals and is commercially available for sale.

#### ***BioTX***

BioTX is a revolutionary durable anti-stink solution that does not use traditional heavy metals. BioTX uses a proprietary microencapsulation process that stores the active ingredient in a coated shell that is embedded into the fabric, allowing for sustained long term release, when needed. BioTX does not require regulatory approvals and is commercially available for sale.

#### ***RepelTX Eco Plus***

RepelTX Eco Plus is the next generation in fluorine-free liquid repellency. A safer CO technology removes PFCs (perfluorochemicals) from the repellency equation without compromising on performance while staying sustainable and safe. RepelTX Eco Plus does not require regulatory approvals and is commercially available for sale.

#### ***OMEGA+***

OMEGA+ is a natural, safe, and proprietary ingredient used to increase the level of Far Infrared ("FIR") emissions (soft heat) from a broad range of medical, textile, personal care and household products. It effectively emits a mild FIR energy directly to the area of discomfort and at the same time provides comfort, support and relief in minutes. OMEGA+ does not require regulatory approvals and is commercially available for sale.

#### ***IMPRINT***

IMPRINT wicks moisture away from the skin utilizing gateways in the fabric exposing logos and patterns. This allows designers to create unique and interactive textiles by adding additional product features not found on ordinary garments. As soon as the fabric absorbs and wicks away moisture from the skin, it instantly reveals unique patterns, graphics and/or logos. IMPRINT does not require regulatory approvals and is commercially available for sale.

#### ***DriForce***

DriForce works by absorbing and spreading moisture out across the fabric to enhance the evaporative drying rate on the inside whilst utilizing a revolutionary polymer on the outside that doesn't allow perspiration to pull moisture through the textile. DriForce is designed to transport moisture away from the skin on the inside of a garment, so that embarrassing perspiration stains are not shown on the outside of a garment. DriForce does not require regulatory approvals and is commercially available for sale.

### **RECENT DEVELOPMENTS**

#### **EPA Registration bioACTIV AM**

On January 31, 2023 the Company announced that IFTNA had received a United States Environmental Agency ("EPA") registration for its innovative new multifunctional technology, bioACTIV AM, which combines anti-microbial, anti-viral, deodorant and UV Protection into a single formulation.

bioACTIV AM, represents the culmination of a lengthy period of development and testing to create a novel 4-in-1 formulation that marries anti-bacterial and anti-viral efficacy with deodorization and UV protection in a single textile finishing application. bioACTIV AM represents the first technology of it's kind that offers multiple performance attributes within a single formulation, which creates process and cost efficiencies for the Company's customers while delivering enhanced multimodal capabilities.

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In addition to expanding and strengthening The Company's line-up of innovative textile technologies, bioACTIV AM represents a meaningful advancement in a proprietary chemical delivery system, which will allow the ability to create high performance single application chemistries that can be combined and then durably embedded as a single finish, creating multiple distinct or synergistic performance characteristics for any textile based product. This new multifunctional capability combined into a single application can be brand specific, allowing for customization of products by customer to deliver exclusive performance combinations across various industries

IFTNA intends to initiate marketing and business development activities related to bioactive AM for both existing and potential new customers and partners commencing Q3 2023. The Company will also look at potential opportunities to incorporate bioACTIV AM into its existing brands including the company's new direct to consumer line Verzus All.

#### New swimwear programs

During +Q2 2023, IFTNA commenced shipping Roots' licensed swimwear products to two major Canadian retailers. The sell-through of these products at the retail level has significantly exceeded management's expectations in this regard.

#### Non-apparel "kill claims" PROTX2

By press release on May 2, 2023, the Company announced that it had received a United States Environmental Agency ("EPA") registration for PROTX2® as a "Continually Self-Sanitizing Textile". This registration allows textiles treated with the PROTX2 technology, to make public health claims for use in non-apparel products, which includes, curtains, carpeting and home furnishing fabrics, amongst others.

Under this new registration, qualifying textile products integrating PROTX2, are now able to make a number of meaningful public health claims including:

PROTX2® Treated Textiles - Kills 99.99% of bacteria in 10 mins, with nonstop disinfection for 24 hours;

Kills pathogenic bacteria;

Kills 99.99% of bacteria non-stop for 24 hours; and

Continuously disinfects bacteria after 24 hours of continuous use without washing.

#### Extension of warrants

2,943,717 common share purchase warrants, issued pursuant to an equity offering which, closed on February 22, 2021 expired on March 23, 2023 and were extended for a further period of twelve months to March 23, 2024.

### SELECTED ANNUAL INFORMATION

The following table sets forth selected annual consolidated statement of earnings (loss) information and balance sheet data for each of the last five fiscal years.

For the year ended and as at September 30,	2022	2021	2020	2019	2018
<b>Income Statement Data</b>					
Revenue	19,743,008	19,763,672	11,521,676	10,435,348	15,121,370
Net earnings (loss) attributable to common shareholders	(454,998)	2,369,698	(617,770)	(1,299,863)	924,743
Net earnings (loss) per common share					
Basic	(0.015)	0.084	(0.023)	(0.050)	0.035
Diluted	(0.015)	0.081	(0.023)	(0.050)	0.034
<b>Balance Sheet Data</b>					
Total assets	27,369,496	27,629,685	17,514,091	11,983,802	14,179,359
Total non-current financial liabilities	614,660	551,277	650,130	476,747	1,818,657
Cash dividends declared	-	-	-	-	-

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**DISCUSSION OF THE RESULTS OF OPERATIONS – THREE AND SIX MONTHS ENDED MARCH 31, 2023 AND 2022**

The following table sets forth the Company's unaudited condensed consolidated statements of earnings (loss) and comprehensive earnings (loss) for the three and six months ended March 31, 2023 and 2022:

For the period ended March 31,	Three months		Six months	
	2023	2022	2023	2022
<b>REVENUE</b>	<b>6,642,563</b>	<b>3,477,287</b>	<b>11,558,928</b>	<b>8,471,158</b>
<b>COST OF SALES</b>	<b>3,984,055</b>	<b>2,237,520</b>	<b>6,944,532</b>	<b>5,381,891</b>
<b>GROSS PROFIT</b>	<b>2,658,508</b>	<b>1,239,767</b>	<b>4,614,396</b>	<b>3,089,267</b>
<b>EXPENSES</b>				
General and administrative costs	1,355,907	1,191,897	2,682,300	2,312,523
Selling costs	671,984	257,339	1,136,786	570,457
Interest expense	20,905	10,915	40,542	21,560
Depreciation of property, plant and equipment and right-of-use assets	29,108	23,610	57,641	45,937
Amortization of deferred development costs	6,705	6,705	13,410	13,410
Share-based compensation	-	327,433	-	330,431
	<b>2,084,609</b>	<b>1,817,899</b>	<b>3,930,679</b>	<b>3,294,318</b>
<b>EARNINGS (LOSS) FROM OPERATIONS</b>	<b>573,899</b>	<b>(578,132)</b>	<b>683,717</b>	<b>(205,051)</b>
<b>OTHER EXPENSES (INCOME)</b>				
Loss (gain) on foreign exchange	(25,076)	195,103	(63,494)	229,668
Loss on termination	-	-	22,200	-
Government grants	-	(1,521)	(8,866)	(14,856)
	<b>(25,076)</b>	<b>193,582</b>	<b>(50,160)</b>	<b>214,812</b>
<b>EARNINGS (LOSS) BEFORE INCOME TAXES</b>	<b>598,975</b>	<b>(771,714)</b>	<b>733,877</b>	<b>(419,863)</b>
<b>PROVISION FOR (RECOVERY OF) INCOME TAXES</b>				
Current	46,148	7,091	76,189	242,641
Deferred	82,200	(110,500)	55,200	(167,616)
	<b>128,348</b>	<b>(103,409)</b>	<b>131,389</b>	<b>75,025</b>
<b>NET EARNINGS (LOSS)</b>	<b>470,627</b>	<b>(668,305)</b>	<b>602,488</b>	<b>(494,888)</b>
<b>NET EARNINGS (LOSS) ATTRIBUTABLE TO:</b>				
iFabric Corp. shareholders	469,419	(671,680)	603,985	(503,720)
Non-controlling interest	1,208	3,375	(1,497)	8,832
	<b>470,627</b>	<b>(668,305)</b>	<b>602,488</b>	<b>(494,888)</b>
<b>OTHER COMPREHENSIVE EARNINGS (LOSS)</b>				
Unrealized gain (loss) on translation of foreign operations	(11,343)	85,413	(81,974)	88,277
<b>TOTAL COMPREHENSIVE EARNINGS (LOSS)</b>	<b>459,284</b>	<b>(582,892)</b>	<b>520,514</b>	<b>(406,611)</b>
<b>EARNINGS (LOSS) PER SHARE</b>				
Basic	<b>0.015</b>	<b>(0.023)</b>	<b>0.020</b>	<b>(0.017)</b>
Diluted	<b>0.015</b>	<b>(0.023)</b>	<b>0.020</b>	<b>(0.017)</b>

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**SELECTED OPERATING SEGMENT DATA**

	Intimate Apparel	Intelligent Fabrics	Other Segments	Corporate Items and Eliminations	Consolidated
<b>Six months ended March 31, 2023</b>					
External Revenue	4,029,999	7,501,533	27,396	-	<b>11,558,928</b>
Earnings (loss) before income taxes	357,694	477,357	(3,154)	(98,020)	<b>733,877</b>
<b>Six months ended March 31, 2022</b>					
External Revenue	2,909,554	5,507,130	54,474	-	<b>8,471,158</b>
Earnings (loss) before income taxes	(330,037)	386,188	47,929	(523,943)	<b>(419,863)</b>
<b>Six months ended March 31,</b>				<b>2023</b>	<b>2022</b>
<b>External sales revenue</b>					
Canada				<b>6,302,135</b>	1,969,385
United States				<b>2,225,321</b>	2,829,489
United Kingdom				<b>381,332</b>	148,343
Southeast Asia and other				<b>2,650,140</b>	3,523,941
<b>Total</b>				<b>11,558,928</b>	<b>8,471,158</b>

**Q3 2022 FINANCIAL HIGHLIGHTS**

<b>Three months ended March 31,</b>	<b>2023</b>	<b>2022</b>
Revenue	<b>6,642,563</b>	3,477,287
Earnings (loss) from operations	<b>573,899</b>	(578,132)
Share based compensation	-	(327,433)
Adjusted EBITDA *(Note)	<b>655,693</b>	(403,051)
Net earnings (loss) after tax	<b>470,627</b>	(668,305)
Net earnings (loss) after tax attributable to shareholders	<b>469,419</b>	(671,680)
Other comprehensive earnings (loss)	<b>(11,343)</b>	85,413
Total comprehensive earnings (loss)	<b>459,284</b>	(582,892)
Net earnings (loss) per share		
Basic	<b>0.015</b>	(0.023)
Diluted	<b>0.015</b>	(0.023)

\*Note: Adjusted EBITDA represents earnings before interest, taxes, depreciation, amortization and share based compensation



## **iFABRIC CORP.**

### **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

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#### **DISCUSSION OF THE RESULTS OF OPERATIONS – THREE MONTHS ENDED MARCH 31, 2023 AND 2022**

##### **Revenue**

Revenue increased by \$3,165,276 to \$6,642,563 in Q2 2023 compared to \$3,477,287 in Q2 2022. With respect to the reportable operating segments of the Company, revenue increased by 76% or \$963,183 in its Intimate Apparel segment, to \$2,223,336 in Q2 2023 from \$1,260,153 in Q2 2022 and, revenue increased by 101% or \$2,223,346 in its Intelligent Fabrics segment to \$4,413,977 in Q2 2023 from \$2,190,631 in Q2 2022. Geographically, revenues decreased in US, Southeast Asia and other markets, while revenues increased in Canada and the UK during Q2 2023 versus Q2 2022.

Overall, revenue increased 91% during Q2 2023 in comparison to Q2 2022, representing a record second quarter for the Company. The increase in Intimate Apparel operating segment revenue in 2023 versus 2022 was primarily attributable to increased intimate apparel sales in Canada. The increase in Intelligent Fabric operating segment revenue is mainly attributable to new swimwear programs, which commenced shipping in the current quarter.

##### **Gross profit**

Gross profit as a percentage of revenue increased to 40% in Q2 2023 from 36% in Q2 2022, mainly as a result of a reduction in freight costs from Asia, as well as selling price increases with respect to a number of products. Gross profit in dollars increased by 114% or \$1,418,741 to \$2,658,508 in Q2 2023 compared to \$1,239,767 in Q2 2022, due to the increase in revenue and gross margins.

##### **Selling, general and administrative costs**

Selling, general and administrative costs increased by \$578,655 or 40% to \$2,027,891 in Q2 2023 compared to \$1,449,236 in Q2 2022. Increased personnel costs, commissions, royalties, rent, advertising, travel and shipping costs incurred to support revenue growth current and future, were the main drivers of this increase.

##### **Interest Expense**

Interest expense during Q2 2023 was \$20,905 compared to \$10,915 during Q2 2022, with the increase is attributable to higher interest rates on the company's variable rate secured bank loan.

##### **Depreciation and Amortization**

Depreciation of the Company's property, plant and equipment and amortization of deferred development costs totaled \$35,813 during Q2 2023 compared to \$30,315 during Q2 2022.

##### **Share-based compensation**

There were no share-based compensation costs in Q2 2023 compared to \$327,433 in Q2 2022. The decrease in share-based compensation costs is the result of options granted to a newly appointed director and an existing director in Q2 2022, which vested immediately. There were no option grants in 2023.

##### **Loss (gain) on foreign exchange**

In Q2 2023, the Company incurred a foreign exchange gain of \$25,076 versus a loss of \$195,103 in Q2 2022. The increase in exchange gains is due to the increased average weakening of the Canadian dollar in Q2 2023 compared a relative strengthening of the Canadian dollar in Q2 2022.

##### **Provision (recovery) of income taxes**

The Company's provision of income taxes in Q2 2023 was \$128,348, compared to a recovery of income taxes of \$103,409 in Q2 2022. Included in the earnings before income taxes are certain non-deductible items for tax purposes. Differences in the amounts of non-deductible expenses, as well as taxes on decreased earnings in foreign subsidiaries are the primary reasons for the change in the Company's effective income tax rate in Q2 2023 compared to Q2 2022.

##### **Net loss and EBITDA**

The net earnings attributable to iFabric's shareholders during Q2 2023 was \$469,419 (\$0.015 per share, basic and diluted) compared to net loss of \$671,680 in Q2 2022 (\$0.023 per share, basic and diluted). The increase of \$1,141,099 in the amount of attributable net earnings in Q2 2023 versus Q2 2022, is largely attributable to increased revenues and margins, as well as a decrease in share-based compensation costs as discussed above. Adjusted EBITDA for Q2 2023 amounted to \$655,693 compared to a negative adjusted EBITDA of \$403,051 in Q2 2022, representing an increase of \$1,058,744 for the same reasons.

##### **Other comprehensive earnings (loss)**

For the three months ended March 31, 2023, there was a loss of \$11,343 included in other comprehensive earnings compared to a gain of

\$85,413 in Q2 2022, in respect of unrealized gains or losses arising on currency translation of foreign operations. The main reason for this increase was the weakening of the Canadian dollar towards the end of Q2 2023 compared to 2022. Total comprehensive earnings amounted to \$459,284 in Q2 2023 compared to loss of \$582,892 in Q2 2022, representing an increase of \$1,042,176.

## **DISCUSSION OF THE RESULTS OF OPERATIONS – SIX MONTHS ENDED MARCH 31, 2023 AND 2022**

### **Revenue**

Revenue increased by \$3,087,770 to \$11,558,928 for the six months ended March 31, 2023 from \$8,471,158 for the comparable period in 2022. With respect to reportable operating segments of the Company, revenue increased by 39% or \$1,120,445 in its Intimate Apparel segment to \$4,029,999 in 2023 from \$2,909,554 in 2022 and, revenue increased by 36% or \$1,994,403 in its Intelligent Fabrics segment to \$7,501,533 in 2023 from \$5,507,130 in 2022. Geographically, revenue in Canada and the UK increased in 2023, whereas revenue in the US and Southeast Asia and other regions decreased compared to 2022.

Overall, revenue increased 36% during the six months ended March 31, 2023 in comparison to 2022. The Intimate Apparel operating segment recorded an increase in revenues in 2023 versus 2022 due to increased intimate apparel sales in Canada. The increase in revenues in the Intelligent Fabrics segment during the first six months of 2023 compared to 2022, is mainly attributable to new swimwear programs, which commenced shipping in the second quarter of 2023.

### **Gross profit**

Gross profit as a percentage of revenue increased to 40% for the six months ended March 31, 2023 from 36% for the same period in 2022. This increase in gross margin % is mainly as a result of a reduction in freight costs from Asia, as well as selling price increases with respect to a number of products. Gross profit in dollars increased by 49% or \$1,525,129 to \$4,614,396 for the year to date in 2023 from \$3,089,267 for the same period in 2022. The increase in gross profit dollars is largely attributable to the increase in revenues and gross margins, as discussed above.

### **Selling, general and administrative costs**

For the six months ended March 31, 2023, selling, general and administrative costs increased by 32% or \$936,106 to \$3,819,086 from \$2,882,980 for the six months ended March 31, 2022. Increased personnel costs, commissions, royalties, rent, advertising, travel and shipping costs incurred to support revenue growth, current and future, were the main reasons for the increase.

### **Interest Expense**

Interest expense during the six months ended March 31, 2023 was \$40,542 compared to \$21,560 during the same period in 2022, with the increase attributable to higher interest rates on the company's variable rate secured bank loan.

### **Amortization**

Amortization of the Company's property, plant and equipment and deferred development costs totaled \$71,051 during the six months ended March 31, 2023 compared \$59,347 during the same period in 2022.

### **Share-based compensation**

There were no share-based compensation costs for the six months ended March 31, 2023, compared to an amount of \$330,431 for the same period in 2022. The decrease in share-based compensation costs is the result of options granted to a newly appointed director and an existing director in Q2 2022, which vested immediately. There were no option grants in 2023.

### **Loss (gain) on foreign exchange**

For the six months ended March 31, 2023, the Company's gain on foreign exchange was \$63,494 versus a loss of \$229,668 in the same period of 2022. The increase in the amount of exchange gains was primarily caused by an on average weaker Canadian dollar during the six months ended March 31, 2023 compared to a relative strengthening of the Canadian dollar 2022.

### **Provision (recovery) of income taxes**

The Company's provision for income taxes was \$131,389 for the year to date in 2023, compared to a provision of \$75,025 for the same period in 2022. Included in the earnings (loss) before income taxes are certain non-deductible items for tax purposes. Differences in the amounts of non-deductible expenses, as well as taxes on decreased earnings in foreign subsidiaries and withholding taxes on foreign dividends, are the primary reasons for the change in the Company's effective income tax rate during the six months ended March 31, 2023 compared to 2022.

**iFABRIC CORP.****MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

**Net earnings (loss) and EBITDA**

The net earnings attributable to iFabric's shareholders during the six months ended March 31, 2023 was \$603,985 (\$0.020 per share basic and diluted) compared to net loss attributable to shareholders of \$503,720 for the six months ended March 31, 2022 (\$0.017 per share basic and diluted). The \$1,107,705 increase in earnings for the first two quarters of 2023 compared to 2022 is largely attributable to an increased revenues and margin contribution, as well as a decrease in share-based compensation costs as discussed above. Adjusted EBITDA for six months ended March 31, 2023 amounted to \$845,470 compared to negative adjusted EBITDA of \$8,525 for the comparable period in 2022, representing an increase of \$853,995 for the same reasons.

**Other comprehensive earnings (loss)**

For the six months ended March 31, 2023 a loss of \$81,974 was included in other comprehensive earnings, in respect of the accumulated unrealized loss arising on currency translation of foreign operations, compared to a gain of \$88,277 included in the same period in 2022. Total comprehensive earnings for the first six months of 2023 amounted \$520,514 compared to total comprehensive loss of \$406,611 in 2022 representing an increase of \$927,125 for the reasons stated above.

**SEASONALITY AND QUARTERLY FLUCTUATIONS**

The Company's business is seasonal and results of operations for any interim period are not necessarily indicative of results of operations for the full fiscal year.

**SUMMARY OF QUARTERLY RESULTS**

Fiscal 2023	Q1	Q2	Q3	Q4
Revenue	4,916,365	6,642,563		
Net earnings (loss) attributable to common shareholders	134,566	469,419		
Net earnings (loss) per common share				
Basic	0.005	0.015		
Diluted	0.005	0.015		
Fiscal 2022	Q1	Q2	Q3	Q4
Revenue	4,993,871	3,477,287	5,238,900	6,032,950
Net earnings (loss) attributable to common shareholders	167,960	(671,680)	344,805	(296,083)
Net earnings (loss) per common share				
Basic	0.006	(0.023)	0.012	(0.010)
Diluted	0.006	(0.023)	0.012	(0.010)
Fiscal 2021	Q1	Q2	Q3	Q4
Revenue	7,520,901	2,882,660	4,155,829	5,204,282
Net earnings (loss) attributable to common shareholders	1,602,282	(141,155)	705,406	203,165
Net earnings (loss) per common share				
Basic	0.060	(0.006)	0.024	0.006
Diluted	0.058	(0.006)	0.023	0.006

**iFABRIC CORP.**
**MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

The following table sets forth the Company's unaudited condensed consolidated statements of financial position as at March 31, 2023 and September 30, 2022:

As at	March 31, 2023	September 30, 2022
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	2,019,844	944,725
Accounts receivable	6,290,451	7,017,329
Inventories	9,096,529	9,353,200
Income taxes recoverable	-	39,780
Prepaid expenses and deposits	4,996,343	5,338,748
<b>Total current assets</b>	<b>22,403,167</b>	<b>22,693,782</b>
<b>Non-current assets</b>		
Due from related parties	87,248	87,248
Property, plant and equipment	3,195,105	3,110,330
Right-of-use assets	42,944	52,548
Deferred development costs	191,428	204,838
Deferred income taxes	1,095,100	1,165,700
Goodwill	55,050	55,050
<b>Total non-current assets</b>	<b>4,666,875</b>	<b>4,675,714</b>
<b>Total assets</b>	<b>27,070,042</b>	<b>27,369,496</b>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities	1,807,069	2,520,095
Customer deposits	84,243	85,326
Income taxes payable	56,093	195,097
Deferred revenue	-	13,090
Current portion of lease liability	19,208	19,208
Current portion due to related parties	119	4,559
Current portion of car loan payable	12,792	12,792
Current portion of bank loan payable	1,092,255	1,138,704
<b>Total current liabilities</b>	<b>3,071,779</b>	<b>3,988,871</b>
<b>Non-current liabilities</b>		
Deferred income taxes	18,400	-
Non-current portion of lease liability	23,736	33,340
Non-current portion of car loan payable	26,076	33,948
Due to related parties	487,372	547,372
<b>Total non-current liabilities</b>	<b>555,584</b>	<b>614,660</b>
<b>Total liabilities</b>	<b>3,627,363</b>	<b>4,603,531</b>
<b>Commitments</b>		
<b>EQUITY</b>		
<b>Equity attributable to iFabric Corp. shareholders</b>		
Capital stock	9,039,749	13,660,614
Reserves	8,452,523	3,675,458
Retained earnings	5,761,912	5,157,927
Accumulated other comprehensive earnings (loss)	177,137	259,111
<b>Total equity attributable to iFabric Corp. shareholders</b>	<b>23,431,321</b>	<b>22,753,110</b>
<b>Non-controlling interest</b>	<b>11,358</b>	<b>12,855</b>
<b>Total equity</b>	<b>23,442,679</b>	<b>22,765,965</b>
<b>Total liabilities and equity</b>	<b>27,070,042</b>	<b>27,369,496</b>

**iFABRIC CORP.****MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

**OVERVIEW OF CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

The Company's cash balance increased by \$1,075,119 to \$2,019,844 as at March 31, 2023 from \$944,725 as at September 30, 2022, mainly as a result of the collection of accounts receivable during the period.

Total accounts receivable at the end of Q2 2023 was \$6,290,451 compared to \$7,017,329 as at September 30, 2020, representing a decrease of \$726,878, attributable to collections net of revenues during the period.

Total inventory decreased by \$256,671 to \$9,096,529 at the end of Q2 2023 from \$9,353,200 at the end of fiscal 2022.

Prepaid expenses and deposits decreased by \$342,405 to \$4,996,343 at March 31, 2023, from \$5,338,748 at September 30, 2022, as a result of the application of deposits against inventory received during the period.

Property, plant and equipment at the end of Q2 2023 totaled \$3,195,05 compared to \$3,110,330 at the end of fiscal 2022, with the difference attributable to renovations to the Company's Markham warehouse, in order to increase the amount of available warehouse space.

Right-of-use assets decreased to \$42,944 in Q2 2023 compared to \$52,548 at the end of fiscal 2022, with the difference attributable to amortization.

Deferred development costs decreased to \$191,428 at the end of Q2 2023 from \$204,838 at the end of fiscal 2022, with the difference attributable to amortization.

Deferred income taxes decreased to \$1,095,100 at the end of Q2 2023 from \$1,165,700 at the end of fiscal 2022. The decrease is mostly attributable to earnings incurred in the Intelligent Fabric operating segment in its Canadian operations.

Current liabilities amounted to \$3,071,779 at March 31, 2023 compared to \$3,988,871 as at September 30, 2022, representing a decrease of \$917,092, mainly as a result of decreased trade payables related to the purchase of inventory.

Non-current liabilities at the end of Q2 2023 were \$555,584 compared to \$614,660 as at September 30, 2022. The decrease is mainly attributable to a partial repayment of a loan due to a related party.

**NON-GAAP PERFORMANCE MEASURES**

The following tables reconcile Non-GAAP Performance Measures used by the Company in analyzing the operational performance of the Company to their nearest IFRS measure, and should be read in conjunction with the Consolidated statement of operations and comprehensive earnings (loss) and Consolidated statement of cash flows included in the Consolidated financial statements as of March 31, 2023 and 2022.

*EBITDA and Adjusted EBITDA*

The following table reconciles net earnings and comprehensive earnings (loss) attributable to owners of the Company to our Non-GAAP Performance Measure, Adjusted EBITDA:

For the period ended March 31,	Three months		Six months	
	2023	2022	2023	2022
Net earnings (loss) after tax attributable to shareholders	<b>469,419</b>	(671,680)	<b>603,985</b>	(503,720)
Add (deduct):				
Net earnings attributable to non-controlling interest	<b>1,208</b>	3,375	<b>(1,497)</b>	8,832
Provision for income taxes	<b>128,348</b>	(103,409)	<b>131,389</b>	75,025
Share-based compensation	-	327,433	-	330,431
Amortization of deferred development costs	<b>6,705</b>	6,705	<b>13,410</b>	13,410
Depreciation of plant, property and equipment and right-of-use assets	<b>29,108</b>	23,610	<b>57,641</b>	45,937
Interest expense	<b>20,905</b>	10,915	<b>40,542</b>	21,560
<b>Adjusted EBITDA</b>	<b>655,693</b>	(403,051)	<b>845,470</b>	(8,525)
Add (deduct):				
Share-based compensation	-	(327,433)	-	(330,431)
<b>EBITDA</b>	<b>655,693</b>	(730,484)	<b>845,470</b>	(338,956)

The Company provides adjusted EBITDA for the purpose of providing investors, prospective investors and other users of the financial

## **iFABRIC CORP.**

### **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

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statements, the means to optimally assess the Company's operational performance, by excluding items such as share-based compensation and other expense items, which are not are not considered operational in nature.

#### **LIQUIDITY, CASH FLOWS AND CAPITAL RESOURCES**

The Company is subject to risks including, but not limited to, the potential inability to raise additional funds through debt and/or equity financing to support the Company's development and continued operations, and to meet the Company's liabilities and commitments as they come due.

The Company's capital resources include a bank operating line, a secured bank loan, and equity attributable to the Company's shareholders.

##### **Bank Operating Line**

Two of the Company's subsidiaries share a demand operating loan with a tier one Canadian bank available to a maximum of \$6,750,000, which was unutilized as at March 31, 2023 and September 30, 2020. The loan facility bears interest at either the bank's prime lending rate or USD base rate, as applicable, plus 0.75%. The purpose of the credit facility is to provide for ongoing operating requirements including the financing of accounts receivable and inventories. The facility is secured by a first-ranking all-indebtedness collateral mortgage in the amount of \$3,000,000 on land and buildings, a general security agreement, an assignment of rents, as well as guarantees from the Company and two of its subsidiary companies.

##### **Variable Rate Demand Loan**

One of the Company's subsidiaries has a variable rate demand loan, payable in monthly principal payments of \$9,172 and variable monthly interest payments at the lender's prime interest rate plus 0.75% per annum, amortized over a fifteen-year period ending February 28, 2032, and secured by a first-ranking all-indebtedness collateral mortgage in the amount of \$3,000,000 on land and buildings, a general security agreement, an assignment of rents, as well as guarantees from the Company and three of its subsidiary companies. This loan is an obligation of a subsidiary of the Company with a 25% non-controlling interest. Management expects to pay only the minimum monthly payments during the next twelve months.

Two of the Company's subsidiaries has a \$60,000 loan each for a total of \$120,000, which was funded by the Canada Emergency Business Account ("CEBA"). CEBA is interest free until December 31, 2023 with one third of the balance forgiven if two thirds of the balance is repaid by December 31, 2023. Management expects to pay the two thirds of the balance of \$120,000 of CEBA within the next 12 months.

##### **Working capital**

Working capital represents current assets less current liabilities. As at March 31, 2023, the Company's working capital amounted \$19,331,388 compared to working capital of \$18,704,911 as at September 30, 2022, representing an increase of \$626,477, as result of the earnings for the current period.

##### **Operating activities**

Cash provided by operating activities during the six months ended March 31, 2023 amounted to \$1,228,878 compared to an amount of \$3,792,747 used in operating activities during the six months ended March 31, 2022, representing an increase in cash inflow of \$5,021,625. The increase in operational cash inflow can mainly be attributed to collection of accounts receivable, a reduction in vendor deposits in the year and reduced spending on inventories.

##### **Financing activities**

Cash provided by financing activities during the six months ended March 31, 2023 amounted to \$61,027, compared to \$60,935 used in financing activities during the six months ended March 31, 2022, representing an increase of \$121,962 in financing cash inflow. The difference can be mostly attributed to the options exercised during the current period.

##### **Investing activities**

Cash used in investing activities during the six months ended March 31, 2023 amounted to \$132,812 compared to \$136,442 used in investing activities during the six months ended March 31, 2022. Capital expenditure for the purpose of increasing warehouse space at the Company's Canadian warehouse accounted for these activities.

#### **OFF-BALANCE SHEET ARRANGEMENTS**

The Company has no off-balance sheet arrangements as of March 31, 2023, with the exception of the operating leases as noted in the "Commitments & Contractual Obligations" section below.

## **COMMITMENTS & CONTRACTUAL OBLIGATIONS**

- (a) In terms of a worldwide license agreement, the Company has the right to use trademarks in connection with the manufacture, marketing, sale and distribution of certain licensed products. During the license term, the Company is required to pay a quarterly royalty on its net sales as defined in the agreement, on all products sold under the licensed marks. The effective royalty rates vary depending on the distribution channel and range from 0%-10%. Minimum annual royalties have been established for the balance of the contract period ending December 31, 2023 in U.S. dollar amount of \$200,000. In addition, the Company is required to pay an advertising fee of 1%-2%, depending on the distribution channel, payable quarterly, on its net sales as defined in the agreement, for promotion of the licensed products. The license term is in effect until December 31, 2023.
- (b) In terms of a Canadian license agreement pursuant to which the Company has the right to use trademarks in connection with the manufacture, marketing, sale and distribution of certain licensed products. During the license term, the Company is required to pay a quarterly royalty on its net sales as defined in the agreement, on all products sold under the licensed marks. The effective royalty rates vary depending on the distribution channel and range from 10-12%. Minimum annual royalties have been established for the contract periods ending December 31, 2023 and 2024, in amounts of \$125,000 and \$175,000 respectively. The license term is in effect until December 31, 2024.

## **RELATED PARTY TRANSACTIONS**

During the three and six month periods ended March 31, 2023, there have been no significant changes in the related party transactions from those disclosed in the Company's 2022 audited consolidated financial statements.

## **FINANCIAL RISK MANAGEMENT**

The Company's risk management policies are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. There have been no significant changes in the Company's risk exposures during the three and six months ended March 31, 2023 from those described in the Company's audited annual consolidated financial statements for the year ended September 30, 2022.

## **OUTSTANDING SHARE DATA**

As of the date of this MD&A, the Company had 30,299,467 common shares outstanding. Furthermore, the Company had 1,035,000 options issued and outstanding, of which 1,035,000 were exercisable, as well as 2,943,717 common share purchase warrants, issued pursuant to an equity offering which, closed on February 22, 2021. The warrants expired on March 23, 2023 and were extended during the period for a further twelve months, to March 23, 2024.

## **RISKS & UNCERTAINTIES**

The Company is exposed to various operational risks and uncertainties which are described in the Company's 2022 annual MD&A. The risks and uncertainties disclosed in the 2022 annual MD&A are not exhaustive. New risk factors may emerge from time to time and it is not possible for management to predict all such risk factors, nor can it assess the impact of all such risk factors on the Company's business, performance, condition, results, operations or strategies and plans. The following additional risk factors were identified during the current period:

**Current and future global economic and political volatility and uncertainty may negatively impact our financial performance and results of operations as well as our ability to predict future spending requirements and growth, if any.**

Current and future global economic, political and social conditions remain volatile and uncertain, especially due to the continuing impacts and uncertainties as a result of the COVID-19 pandemic, particularly in certain parts of the world. Further, acts of terrorism, labor activism or unrest, and other geopolitical unrest, including global events such as the Russian invasion of Ukraine, could cause disruptions in our business or the businesses of our partners or the economy as a whole. If any of the following international business risks were to materialize or become worse, they could have a material adverse effect on our business, financial condition and results of operations:

- social and political instability and, potential terrorist attacks, in a number of countries around the world, including continued hostilities and civil unrest in the Middle East and Ukraine. This instability may have a negative effect on our business, financial condition and operations via our customers and global supply chain;
- epidemics and pandemics, such as the coronavirus outbreak, which may adversely affect our workforce, as well as our suppliers and

customers;

- adverse changes in government policies, especially those affecting trade and investment; and
- volatility in foreign currency exchange rates, in particular with respect to the U.S. dollar, and transfer restrictions, particularly in China.

As a result, it is difficult to estimate the level of growth or contraction for the global economy as a whole. It is even more difficult to estimate economic growth or contraction in various sectors and regions, including the markets in which we operate. Because all components of our budgeting and forecasting are dependent upon estimates of growth or contraction in the markets we serve and the demand for our products and services, the prevailing economic uncertainties render estimates of future income and expenditures very difficult to make. Adverse changes may occur as a result of the impact of the COVID-19 pandemic or the continued prevalence of public health crises, wavering consumer confidence, unemployment, declines in stock markets, contraction of credit availability, declines in real estate values, stagnant economic conditions, increasing nationalism and protectionism, trade tensions and tariff uncertainty, political deadlock, war, financial and trade sanctions, social unrest or other factors affecting economic conditions generally. These changes may negatively impact our ability to meet our targets for revenue, Adjusted EBITDA and cash from operating activities.

### **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

This MD&A is based upon the Q2 2023 unaudited condensed consolidated interim financial statements, which have been prepared in accordance with IFRS and IAS 34, "Interim Financial Reporting". The preparation of the Q2 2023 unaudited condensed consolidated interim financial statements requires management to select appropriate accounting policies and to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, revenues, expenses and the disclosure of contingent assets and liabilities at the end of the reporting period. The estimates and related assumptions are based on previous experience and other factors considered reasonable under the circumstances, the results of which form the basis of making assumptions about carrying values of assets and liabilities that are not readily apparent from other sources.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of revision and future periods if the revision affects both current and future periods.

Significant assumptions about the future that management has made could result in a material adjustment to the carrying amounts of assets and liabilities, or on the reported results of revenues, expenses, gains, or losses, in the event that actual results differ from assumptions made. The methods used to calculate critical accounting estimates are consistent with prior periods.

During Q2 2023, there were no significant changes to methods used to:

- Cost inventory or determine provisions for obsolete or slow-moving inventory
- Determine impairment of deferred development costs
- Determine impairment of deferred income tax assets
- Determine impairment or estimated useful lives of property, plant and equipment
- Determine the fair value of share-based payment transactions

For further details concerning the use of estimates, judgments and assumptions in the preparation of the Company's Q2 2023 unaudited condensed consolidated interim financial statements, along with details of the significant accounting policies used in the preparation of such interim financial statements, specific reference should be made to note 3 of the Company's audited annual consolidated financial statements for the fiscal year ended September 30, 2022.

### **ACCOUNTING POLICY DEVELOPMENTS**

The significant accounting policies as disclosed in the Company's audited annual consolidated financial statements for the year ended September 30, 2022 have been applied consistently in the preparation of the Q2 2023 unaudited condensed consolidated interim financial statements.

### **DISCLOSURE CONTROLS AND PROCEDURES**

Disclosure controls and procedures are designed to provide reasonable assurance that material information relating to the Company is made known to the Chief Executive Officer and the Chief Financial Officer (the "Certifying Officers") by others on a timely basis so that appropriate decisions can be made regarding public disclosure within the time periods required by applicable securities laws. The Certifying Officers are responsible for establishing and maintaining the Company's disclosure controls and procedures. Based on an evaluation of the Company's disclosure controls and procedures, the Company's Certifying Officers have concluded that these controls are appropriately designed and were operating effectively as of March 31, 2023. Although the Company's disclosure controls and procedures were operating effectively as of March



31, 2023, there can be no assurance that the Company's disclosure controls and procedures will detect or uncover all failures of persons within the Company to disclose material information otherwise required to be set forth in the annual regulatory filings.

**INTERNAL CONTROL OVER FINANCIAL REPORTING**

Internal control over financial reporting ("ICFR") is designed to provide reasonable assurance regarding the reliability of the Company's financial reporting and the preparation of financial statements in accordance with IFRS. The Certifying Officers are responsible for establishing and maintaining adequate ICFR for the Company. The Certifying Officers have evaluated the effectiveness of the Company's ICFR as at March 31, 2023 and whether any material weaknesses relating to the design of the Company's ICFR were existing as at March 31, 2023. Based on that evaluation, the Certifying Officers concluded that the ICFR, as defined by National Instrument 52-109 – Certification of Disclosure on Issuers' Annual and Interim Filings, are appropriately designed and were operating effectively and that no material weaknesses were identified through their evaluation. The Certifying Officers have evaluated whether there were any changes in the Company's ICFR that occurred during the fiscal period ended March 31, 2023 that have materially affected, or are reasonably likely to materially affect, its ICFR. No such changes were identified through their evaluation.

**ADDITIONAL INFORMATION**

Additional information relating to the Company, including the Company's Annual Information Form, consolidated audited annual financial statements, and unaudited condensed consolidated interim financial statements, is available on SEDAR at [www.sedar.com](http://www.sedar.com). Additional information can also be found on the Company's website at [www.ifabriccorp.com](http://www.ifabriccorp.com).