

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 audited consolidated financial statements and notes thereto for the year ended September 30, 2020 and the comparative year ended September 30, 2019. The audited consolidated financial statements and accompanying notes were prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") using the accounting policies described therein. This MD&A is dated December 23, 2020.

All references to dollars or "\$" are to Canadian dollars, the Company's presentation currency, unless otherwise noted. In the discussion that follows, "2020" refers to the annual fiscal period ended September 30, 2020, "2019" refers to the annual fiscal period ended September 30, 2019, "2018" refers to the annual fiscal period ended September 30, 2018, "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 Corp. ("iFabric" or the "Company"). 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 "Risk Factors" 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 resulting ongoing uncertainty, there can be no assurances regarding: (a) the COVID-19 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 Annual Information Form. 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.

## **iFABRIC CORP.**

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

(In Canadian dollars, except as otherwise noted)

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#### **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". 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 apparel 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 utilizes contract warehouse facilities located in Los Angeles, California 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 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 98-year 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, promote joint and muscle recovery 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 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 which integrate one or more chemical enhancements, in order to achieve the performance characteristics demanded by the customer. The current focus is on technologies that improve the safety and well-being of the wearer. The division's current product 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), Appolo (body odour neutralizer) and DryTx (moisture-wicking technology). The Company anticipates that several new products 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. 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. All chemical formulations, as well as performance apparel, is produced or manufactured at various facilities in Asia.

## **iFABRIC CORP.**

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

(In Canadian dollars, except as otherwise noted)

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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. 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 MRSA, Clostridium Difficile, VRE, Klebsiella Pneumonia, 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 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).

#### **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, the supply of equipment, apparel, washes and sanitizers, 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 and, a laundry additive that can be utilized during a normal household laundry cycle.

#### ***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.

## **iFABRIC CORP.**

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

(In Canadian dollars, except as otherwise noted)

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

#### **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.

#### **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 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.

### **RECENT DEVELOPMENTS**

#### **1. Impact of the COVID-19 Pandemic**

During 2020, the spread of the Coronavirus (COVID-19) had significant positive and negative impacts on the Company's operations.

The Intimate Apparel Division was severely impacted by the pandemic, particularly during the second and third quarters of 2020, as a result of the closure of most retail stores during this period and the limitation placed by Amazon on only shipping essential goods, which resulted in product replenishment for the division being turned off by Amazon. As a consequence, revenues for the division decreased by approximately 44% in 2020. However, the loss in gross margin from lower revenues was substantially offset by an improved gross margin %, the receipt of government assistance as well as cost savings on travel, royalties, commissions and other variable costs.

By contrast the Intelligent Fabrics Division has seen major benefits to its operations as a result of the pandemic. Successful testing of the ability of Protx2® to deactivate the COVID-19 causing virus, completed in May 2020, has resulted in a substantial increase in demand for the division's products. The subsequent period saw the first shipments of protective personal equipment (PPE) for the US market as well as high demand for the division's chemical formulations. This also resulted in new distribution agreements being signed for Korea and Africa. As a consequence, revenues for this division increased by approximately 84% in 2020. In addition, new performance apparel programs have been confirmed as a result of the division's reliability in shipping to customers during the pandemic, where others have failed.

For the group as a whole, revenues increased by approximately 10% despite the pandemic. In response to these events, the Company has developed a number of comprehensive and evolving operational and risk management strategies to support the business for a future rebound in sales, particularly in its Intelligent Fabrics division. The management of iFabric is of the opinion that it has made adequate provision in the

Financial Statements for the year ended September 30, 2020, for all potential impairment to the Company's assets as a result of the COVID-19 pandemic. These adjustments did not have a material effect on the financial position of iFabric as at September 30, 2020. Full details of the effect of the COVID-19 pandemic on revenue and earnings is discussed under the headings "Three Year Overview and Fiscal 2020 Results Compared to Fiscal 2019 Results" below.

## **2. Successful testing of the efficacy of PROTX2 against the COVID-19 causing virus**

By press release on May 11, 2020, iFabric advised that efficacy testing of Protx2<sup>®</sup> treated fabric against the SARS-CoV-2 virus, which causes the COVID-19 disease, was carried out by an internationally recognized, independent laboratory to establish its ability to inactivate the virus at time points of 10 minutes, 1 hour, 6 hours, and 24 hours. The laboratory reported that the treated fabrics demonstrated a greater than 99.9% reduction in active viral loads on the tested fabrics at each of the four time points. This represents a more than 1,000-fold reduction in active viral load when compared to untreated fabric.

On June 23, 2020 the Company announced the results of its efficacy testing of PROTX2 treated fabrics in inactivating an additional Human Coronavirus (229E). This testing was carried out by an internationally recognized, independent laboratory in the United States, to establish its ability to inactivate the virus at time points of 10 minutes and 1 hour. The Laboratory reported that the treated fabrics demonstrated a greater than 99.9% reduction in active viral loads on the tested fabrics at each of the two time points. This supplements prior testing to establish the efficacy of Protx2<sup>®</sup> treated fabrics against the SARS-CoV-2 Human Coronavirus, which causes the COVID-19 disease as well as Norovirus and H1N1 and, suggests that Protx2<sup>®</sup> has wide spectrum efficacy against common viruses.

The inclusion of this technology in products like PPE will provide a much-needed additional level of protection for current front-line workers. In addition, the Company foresees many other applications, not only in the medical market, but in everyday apparel for consumer protection. The ability to sell Protx2<sup>®</sup> treated products in the United States and Canada with public health claims, is conditional upon obtaining regulatory approvals from the Environmental Protection Agency ("EPA") in the United States and Health Canada. As at the date of this MD&A, applications to both regulatory bodies were in process and under review. However, certain customers have already commenced purchasing the antiviral variant of Protx2<sup>®</sup> for non-medical uses, based purely on the Company's, as well as their own test results.

## **3. Signing of New License and Distribution Agreements**

On June 15, 2020 the Company announced the signing of an exclusive distribution agreement with Okyung International Co., Ltd ("Okyung") in respect of its PROTX2 anti-microbial and anti-viral technologies, covering the territory of the Republic of South Korea. The agreement is for an initial term of three-years and provides Okyung with the exclusive right to distribute PROTX2 treated products throughout South Korea, including Face Masks, Gloves, Personal Protective Equipment, Medical Wear, Surgical Aprons, Medical Dressings, Military Uniforms, Athletic Wear, Bedding and Linens. Headquartered in Daegu, South Korea Okyung International specializes in the development and production of antibacterial, antiviral fabrics, with a primary focus on PPE government and military uniforms.

On July 22, 2020, IFTNA executed a license agreement with Shanghai Zhanhe Industrial Co., Ltd. (the "Licensor"), which provides IFTNA (the "Licensee"), with a perpetual, irrevocable, royalty-free, fully-paid, exclusive, worldwide license in respect to IFTNA's proprietary technologies, with no duty to account, to the Intellectual Property for unrestricted use for any purpose, either individually or in combination and both separately and as integrated into other capabilities, including without limitation the right to sublicense or otherwise authorize, implicitly or explicitly, third parties to exercise any or all such rights. As part of the exclusivity rights contained therein the Licensor confirmed that it shall not make any of the Intellectual Property or the formulations comprised therein available to any person or entity other than the Licensee without the express written consent of the Licensee. This agreement replaces a prior agreement dated December 6, 2013 and, serves to cover additional technologies developed since the initial agreement, in addition to those previously covered.

On September 17, 2020 the Company announced the signing of an agreement with Beverly Hills Investments (Pty) Ltd. ("BHI") of Johannesburg, South Africa, which provides BHI exclusive rights to sell and distribute ProTX2 formulations and products containing anti-microbial and anti-viral formulations throughout the continent of Africa. Established in 2006, BHI is a South African private company, which specializes in introducing products into countries across the African continent in the medical, hotel, restaurant, household, and commercial market segments. BHI's extensive high-level reach includes the UK and Middle Eastern markets.

## **4. Legal Proceedings**

The Company's subsidiary company IFTNA, has commenced legal action against a Chinese supplier of masks which the Company had entered into an agreement with Hunan Jiande Medical Technology in May 2020, for the supply of 1,000,000 N95 masks. The contract was partially fulfilled, and the supplier defaulted on the remainder of the contract. The Company's customer has agreed to take delivery of the remainder of the order through a different supplier. The Company is seeking to recover its remaining deposit of approximately US \$3,000,000 plus as-yet unspecified damages, for breach of contract. Although the Company expects to recover all or a substantial portion of the deposit plus damages, there is no guarantee that it will be successful and if successful how long such recoveries may take.

This dispute will proceed before the Shanghai International Economic and Trade Arbitration Commission.

## iFABRIC CORP.

### MANAGEMENT'S DISCUSSION & ANALYSIS

(In Canadian dollars, except as otherwise noted)

#### 5. Patent Filings

The Company's subsidiary company IFTNA recently filed patent applications in both the United States and Canada in respect of the Company's antiviral treatment of textiles (ProtX2® AV), which has been laboratory proven to deactivate the SARS-CoV-2 virus, which causes the COVID-19 disease (refer discussion above). Additionally, the patent covers a stand-alone ProtX2® laundry additive designed to be utilized during the course of a regular household laundry cycle.

IFTNA has also filed three patent applications in the United States and Canada, in respect of unique design elements for men's briefs, which are being utilized to supply briefs enhanced with combinations of IFTNA's textile treatments, to select customers of IFTNA. In addition, these design elements will be utilized to market briefs under IFTNA's own brand, which is expected to launch online in early 2021.

#### 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,	2020	2019	2018	2017	2016
<b>Income Statement Data</b>					
Revenue	11,521,676	10,435,348	15,121,370	18,856,477	13,570,365
Net earnings (loss) attributable to common shareholders	(617,770)	(1,299,863)	924,743	1,597,070	(373,977)
Net earnings (loss) per common share					
Basic	(0.023)	(0.050)	0.035	0.061	(0.014)
Diluted	(0.023)	(0.050)	0.034	0.059	(0.014)
<b>Balance Sheet Data</b>					
Total assets	17,514,091	11,983,802	14,179,359	14,724,528	12,296,093
Total non-current financial liabilities	650,130	476,747	1,818,657	586,544	1,893,809
Cash dividends declared	-	-	-	-	-

#### Three Year Overview

A discussion of the significant factors which have caused variations in the results of operations over the three most recently completed fiscal years is set out below. The selected financial information set out in this MD&A is not exhaustive and should be read in conjunction with the Company's 2020 audited consolidated financial statements and notes thereto.

#### Revenue

The amount of revenue reported in 2020 increased by 10%, as opposed to a 31% decrease in 2019, and a 20% decrease in 2018, as compared to each of the immediately preceding fiscal years.

Revenue increased overall by \$1,086,328 in 2020 versus 2019. The primary source of the increase in revenue in fiscal 2020 was increased sales in the Intelligent Fabrics operating segment. In the Intimate Apparel operating segment, revenues decreased from \$5,926,805 in 2019 to \$3,324,125 in 2020, representing a decrease of \$2,602,680 or 44%. The decrease in revenue in this segment was attributable to the closure of retail stores in the U.S. during portion of the year, due to the COVID-19 pandemic, as well as the limitation placed by Amazon on only shipping essential goods, which resulted in product replenishment for the division being turned off by Amazon. In the Intelligent Fabrics operating segment, revenues increased by \$3,683,721 or 84% from \$4,393,723 in 2019 to \$8,077,444 in 2020. This increase was mainly resultant from initial personal protective equipment sales (PPE), increased chemical sales following from the successful testing of the efficacy of PROTX2 against the COVID-19 causing virus, and new finished performance apparel programs for a major Canadian retailer. Geographically, the Company increased its sales in Canada and Southeast Asia and other regions by 14% and 64% respectively, and revenue decreased in the US and UK by 15% and 81% respectively from fiscal 2019 to fiscal 2020.

Revenue decreased overall by \$4,686,022 in 2019 versus 2018. The primary source of the decrease in revenue in fiscal 2019 was lower sales in the Intimate Apparel operating segment. In the Company's Intelligent Fabrics operating segment, revenues increased from \$4,109,857 in 2018 to \$4,393,723 in 2019, representing an increase of \$283,866 or 7%. The increase in revenue in this segment was attributable to the continuance of initial performance apparel programs as well as increased chemical sales in Q4 2019. In the Intimate Apparel operating segment, revenue decreased by \$4,982,307 or 46% from \$10,909,112 in 2018 to \$5,926,805 in 2019. This decrease was mainly as a result of the discontinuance of sleepwear programs. Geographically, the Company increased its sales in Canada by 42%, and revenue decreased in the US, UK and Southeast Asia and other regions, by 51%, 38% and 2% respectively, from fiscal 2018 to fiscal 2019.

Revenue decreased overall by \$3,735,107 in 2018 versus 2017. The primary source of the decrease in revenue in fiscal 2018 was lower sales in each of the Company's primary operating segments. In the Company's Intelligent Fabrics operating segment, revenues decreased from \$4,772,590 in 2017 to \$4,109,857 in 2018, representing a decrease of \$662,733 or 14%. Most of the decrease in revenue in this segment was attributable to a major customer reorganizing its supply chain in Asia. This resulted in a delay in shipping chemicals for the future production of this customer. The decrease in chemical sales were partially offset by the first finished product performance apparel products, which commenced shipping to a major Canadian retailer at the end of third quarter of 2018. In the Intimate Apparel operating segment, revenue decreased by \$3,072,375 or 22% from \$13,981,487 in 2017 to \$10,909,112 in 2018. This decrease was mainly as a result of the phase out of sleepwear sales ahead of the Company's previously announced strategic initiatives to focus future product development into its core specialty bra and accessories business, as well as new opportunities in its Intelligent Fabrics segment, to supply finished performance apparel. Sleepwear revenue in the fourth quarter of 2017 alone, comprised approximately \$4 million of total apparel revenue, compared to \$0 in sleepwear sales for the fourth quarter of 2018. Geographically, the Company increased its sales in Canada by 48%, and revenue decreased in the US, UK and Southeast Asia and other regions, by 21%, 12% and 35% respectively, from fiscal 2017 to fiscal 2018.

**Net (Loss) Earnings**

The net loss attributable to common shareholders of the Company was \$617,770 in 2020, compared to net loss of \$1,229,863 in 2019 and a net earnings of \$924,743 in 2018.

The primary reason for the decrease in net loss in 2020 versus 2019, was an increase in total revenue and an increase in gross profit dollars, the benefit of which was largely offset by an increase in non-cash share based compensation as well as increased income taxes in certain subsidiaries.

The primary reason for the decrease in net earnings in 2019 versus 2018, was a decrease in total revenue and a decrease in gross profit dollars following from the discontinuance of sleepwear products in the Intimate Apparel operating segment.

The primary reasons for the decrease in net earnings in 2018 versus 2017, were a decrease in total revenue and a decrease gross profit dollars. Revenue decreased in both of the Company's primary operating segments, Intimate Apparel and Intelligent Fabrics. In the intimate Apparel Division decreased revenue was mainly as a result of the discontinuance of sleepwear products, particularly in Q3 and Q4 of 2018 compared to the same quarters in 2017. For the Intelligent Fabrics Division, most of the decrease in revenue was resultant from a major customer in Southeast Asia reorganizing its supply chain, which caused a delay in chemical deliveries for its 2018/2019 production.

Key factors which have caused variations in the Company's financial position over the three most recently completed fiscal years include:

- **Changes in working capital**

During fiscal 2020 working capital decreased by \$52,518, as a result of the loss for the year. During fiscal 2019, the net loss recorded in this year was the main contributor to the decrease in working capital in 2019 as opposed to earnings recorded in the 2018 and 2017 financial years, which resulted in increases in working capital for those years. The increase in ownership in the Company's property owing subsidiary at a cost of \$400,000 during fiscal 2019 was an additional contributor to the decrease in working capital in 2019. Changes in working capital are more fully discussed in the section dealing with liquidity and cash flow below.

- **Changes in property, plant, and equipment**

During fiscal 2020 the Company capitalized an amount of \$178,019 in respect of development costs for chemical formulations that are not yet available for sale due to the requirement for obtaining regulatory approvals for these products. There were no acquisitions of capital assets in 2020. During fiscal 2019, the Company made acquisitions of capital assets of approximately \$75,000 as compared to fiscal 2018, where the Company undertook a minor reconfiguration of its office space at a cost of approximately \$40,000. In 2017 there were no major changes in property, plant and equipment.

- **Changes in non-current financial liabilities**

During fiscal 2020 there was no material change in the amount of non-current financial liabilities. During fiscal 2019, the Company's fixed term loan became repayable within a period of 12 months and was reclassified as current liability, which is the primary reason for the decrease of \$1,341,910 in non-current financial liabilities in that year. During fiscal 2018, the Company restructured its bank loan to a fixed term loan, which resulted in \$1,258,289 of the total outstanding loan of \$1,337,251 as at September 30, 2018, being classified as non-current. This is the primary reason for the increase in non-current liabilities from 2017 to 2018. During fiscal 2017, the Company replaced this bank loan with a new demand term loan, which was classified as current, while the prior loan was classified as non-current. This is the primary reason for the decrease in non-current liabilities from 2016 to 2017.

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

(In Canadian dollars, except as otherwise noted)

**RESULTS OF OPERATIONS**

The following table sets forth the Company's consolidated statements of earnings and comprehensive earnings:

For the year ended September 30,	2020	2019
<b>REVENUE</b>	<b>11,521,676</b>	10,435,348
<b>COST OF SALES</b>	<b>7,220,724</b>	6,687,652
<b>GROSS PROFIT</b>	<b>4,300,952</b>	3,747,696
<b>EXPENSES</b>		
Selling, general and administrative costs (note 18)	4,797,835	5,118,744
Interest on bank loan	42,746	47,361
Amortization of property, plant and equipment and right-of-use assets	87,865	66,808
Amortization of deferred development costs	26,820	43,884
Share-based compensation	581,550	120,928
	<b>5,536,816</b>	5,397,725
<b>LOSS FROM OPERATIONS</b>	<b>(1,235,864)</b>	(1,650,029)
<b>OTHER EXPENSES (INCOME)</b>		
Gain on foreign exchange	(229,495)	(46,400)
Government grants	(296,970)	-
Loss on disposal of capital assets	-	14,579
	<b>(526,465)</b>	(31,821)
<b>LOSS BEFORE INCOME TAXES</b>	<b>(709,399)</b>	(1,618,208)
<b>PROVISION (RECOVERY) OF INCOME TAXES (note 20)</b>		
Current	58,793	(245,761)
Deferred	(143,481)	(75,767)
	<b>(84,688)</b>	(321,528)
<b>NET LOSS</b>	<b>(624,711)</b>	(1,296,680)
<b>NET (LOSS) INCOME ATTRIBUTABLE TO:</b>		
iFabric Corp. shareholders	(617,770)	(1,299,863)
Non-controlling interest	(6,941)	3,183
	<b>(624,711)</b>	(1,296,680)
<b>OTHER COMPREHENSIVE LOSS</b>		
Unrealized loss on translation of foreign operations	(92,053)	(44,204)
<b>TOTAL COMPREHENSIVE LOSS</b>	<b>(716,764)</b>	(1,340,884)
<b>LOSS PER SHARE (note 21)</b>		
Basic	(0.023)	(0.050)
Diluted	(0.023)	(0.050)



## iFABRIC CORP.

### MANAGEMENT'S DISCUSSION & ANALYSIS

(In Canadian dollars, except as otherwise noted)

#### SELECTED OPERATING SEGMENT DATA

	Intimate Apparel	Intelligent Fabrics	Other Segments	Corporate Items and Eliminations	
<b>Operating Segments 2020</b>					
External revenues	3,324,125	8,077,444	120,107	-	<b>11,521,676</b>
Earnings (loss) before income taxes	(848,573)	796,599	(30,630)	(626,795)	<b>(709,399)</b>

	Intimate Apparel	Intelligent Fabrics	Other Segments	Corporate Items and Eliminations	Consolidated
<b>Operating Segments 2019</b>					
External revenues	5,926,805	4,393,723	114,820	-	<b>10,435,348</b>
Earnings (loss) before income taxes	(1,075,111)	(484,603)	12,842	(71,336)	<b>(1,618,208)</b>

#### FISCAL 2020 RESULTS COMPARED WITH FISCAL 2019

##### Revenue

Revenue increased by \$1,086,328 to \$11,521,676 in 2020 from \$10,435,348 in 2019. With respect to reportable operating segments of the Company, revenue increased by \$3,683,721 or 84% in its Intelligent Fabrics segment and revenue decreased by \$2,602,680 or 44% in its Intimate Apparel segment.

Revenue increased by 10% on a consolidated basis from 2020 to 2019. In the Company's Intelligent Fabrics operating segment the increase in revenue in this segment was attributable to initial PPE sales, increased chemical sales and new finished performance apparel programs for a major Canadian retailer. In the Intimate Apparel operating segment, the decrease was mainly as a result of the closure of retail stores in the US due to the pandemic. Geographically, the Company increased its sales in Canada and Southeast Asia and other regions by 14% and 64% respectively, and decreased in the U.S and U.K by 15% and 81% respectively, from fiscal 2019 to fiscal 2020.

##### Gross profit

Gross profit as a percentage of revenue increased to 37% in 2020 from 36% in 2019. The increase in gross profit percentage is primarily due to increased chemical margins in the Intelligent Fabrics segment as well as improved margins in the Intimate Apparel segment. During 2019 the Intimate Apparel segment undertook a major packaging refresh, which had a substantial negative effect on margins in 2019. The benefits of this packing change were a major factor in improved margins in the Intimate Apparel segment in 2020. Gross profit in dollars increased by 15% or \$553,256 to \$4,300,952 in 2020 from \$3,747,696 in 2019. The increase in gross profit dollars is largely attributable to increased revenues and improved margins as discussed above.

##### Selling, general and administrative costs

Selling, general and administrative costs decreased by \$320,909 to \$4,797,835 in 2020 compared to \$5,118,744 in 2019, primarily due to savings in variable costs such as travel, commissions, and royalties etc., resultant from the COVID-19 pandemic.

##### Interest Expense

Interest expense during 2020 totaled \$42,746 compared to \$47,361 during 2019. The reduction in interest expense was the result of a lower interest rate on the Company's secured bank loan as well as capital repayments during the year.

##### Amortization

Amortization of the Company's property, plant and equipment, right-of-use assets and deferred development costs totaled \$114,685 during 2020 compared to \$110,692 during 2019. The increase is due to the amortization of newly capitalized leases after the adoption of IFRS 16.

##### Share-based compensation

Share-based compensation costs in 2020 were \$460,622 higher than in 2019 and amounted to \$581,550 in 2020 compared to \$120,928 in 2019. The increase in share-based compensation costs is due to the grant of 210,000 stock options in fiscal 2020 to an existing director, a new director of the Company and a new consultant, which vested immediately.

##### Gain on foreign exchange

In 2020, the Company's gain on foreign exchange was \$229,495 versus a gain of \$46,600 in 2019. This increase is the result of a weaker Canadian dollar in 2020 compared to 2019.

## iFABRIC CORP.

### MANAGEMENT'S DISCUSSION & ANALYSIS

(In Canadian dollars, except as otherwise noted)

#### Government grants

During the year, the Company applied for multiple government programs, including the Canadian Emergency Wage Subsidy ("CEWS") and the Canada Emergency Commercial Rent Assistance ("CECRA") program due to the impact of COVID-19 on operations. The Company received \$256,942 relating to CEWS, with \$23,894 receivable at fiscal year-end. The Company also received \$69,893 relating to CECRA. The amount is being amortized over the remaining lease term and unamortized amounts are included in deferred rent asset in accounts receivable.

#### Loss on disposal of capital assets

The Company did not dispose of any capital assets in 2020, compared to a capital loss recorded in 2019 of \$14,579, in respect of the disposal of a company automobile.

#### Recovery of income taxes

The Company's recovery of income taxes in 2020 was \$84,688, compared to a recovery of income taxes of \$321,528 in 2019. The decrease is due to lower losses in 2020 compared to 2019. Included in the loss before income taxes are certain non-deductible items for tax purposes, for example share based compensation. Differences in the amounts of non-deductible expenses is the primary reason for the change in the Company's effective income tax rate from 2020 to 2019.

#### Net loss

Net loss attributable to iFabric's shareholders during 2020 was \$617,770 (\$0.023 per share, basic and diluted) compared to a net loss of \$1,299,863 in 2019 (\$0.050 per share, basic and diluted). The decrease in the attributable net loss of \$682,093 in 2020 versus 2019 is largely attributable to increased revenues of \$1,086,328, increased gross profit dollars of \$553,256, and a decrease in expenses, the benefit of which was partially offset by an increase in non-cash share based compensation of \$460,622.

#### Other comprehensive loss

The Company's subsidiaries Coconut Grove Pads Inc., Intelligent Fabric Technologies (North America) Inc., and ProtX (Shanghai) Trading Co., Ltd., currently utilize the United States dollar as their functional currency due to the increasing prevalence of United States dollar denominated transactions in their operations. Accordingly, all unrealized exchange differences resultant from the translation of balances from the functional currency (US dollars) to the presentation currency (Canadian dollars) are recognized in other comprehensive income. In 2020, a loss of \$92,053 was included in other comprehensive loss, in respect of the accumulated unrealized loss arising on the currency translation of foreign operations, compared to a loss of \$44,204 included in the same period in 2019.

#### 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. All quarterly results and figures, and their related discussion topics, are unaudited.

#### SUMMARY OF QUARTERLY RESULTS

Fiscal 2020	Q1	Q2	Q3	Q4
Revenue	2,596,841	2,252,090	3,057,712	3,615,033
Net earnings (loss) attributable to common shareholders	53,810	(481,746)	(546,926)	357,092
Net earnings (loss) per common share				
Basic	0.002	(0.018)	(0.021)	0.014
Diluted	0.002	(0.018)	(0.021)	0.014
Fiscal 2019	Q1	Q2	Q3	Q4
Revenue	2,471,881	2,503,793	2,284,507	3,175,167
Net earnings (loss) attributable to common shareholders	(557,122)	(386,487)	(642,120)	285,866
Net earnings (loss) per common share				
Basic	(0.021)	(0.015)	(0.025)	0.011
Diluted	(0.021)	(0.015)	(0.025)	0.011

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

(In Canadian dollars, except as otherwise noted)

**Q4 2020 FINANCIAL HIGHLIGHTS**

	2020	2019
Revenue	3,615,033	3,175,167
Earnings from operations	171,810	174,747
Share based compensation	(55,945)	(11,739)
Adjusted EBITDA *(Note)	480,720	383,096
Net earnings before tax	388,185	333,723
Net earnings after tax attributable to shareholders	357,092	285,866
Other comprehensive loss	(89,731)	(149,418)
Total comprehensive earnings	253,164	144,528
Net earnings per share		
Basic	0.014	0.011
Diluted	0.014	0.011

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

**2020 FOURTH QUARTER RESULTS COMPARED WITH 2019 FOURTH QUARTER RESULTS****Revenue**

Revenue during Q4 2020 increased by 14% or \$439,866 to \$3,615,033 from \$3,175,167 during Q4 2019. With regard to its two main operating segments, revenue in its Intelligent Fabrics segment increased by 105% or \$1,317,020 from \$1,249,117 in Q4 2019 to \$2,566,137 in Q4 2020 whereas, revenue in its Intimate Apparel segment decreased by 52% or \$975,119 from \$1,870,417 in Q4 2019 to \$895,298 in Q4 2020. The decrease in Intimate Apparel operating segment revenue in Q4 2020 versus Q4 2019 was primarily attributable to the closure of retail stores in the US due to the COVID-19 pandemic. This decrease was offset by increased revenues in the Intelligent Fabrics segment resultant from increased chemical sales and new finished performance apparel programs for a major Canadian retailer.

**Gross profit**

Gross profit as a percentage of revenue during Q4 2020 decreased to 43% from 44% in Q4 2019. The decrease in gross profit percentage in Q4 2020 is mostly attributable to the sales mix for the quarter, which had a greater proportion of Intelligent Fabric finished apparel sales which are at lower margins, when compared to Q4 2019. Gross profit in dollars during Q4 2020 increased by 11% or \$159,606 to \$1,569,165, from \$1,409,559 in Q4 2019. The increase in gross profit in dollars is attributable to increased revenue as discussed above.

**Selling, general and administrative costs**

Selling, general and administrative costs during Q4 2020 increased by \$119,381, or 10%, to \$1,304,820 from \$1,185,439 in Q4 2019, mainly attributable to an increase in professional fees.

**Interest expense**

Interest expense during Q4 2020 was \$7,919 compared to \$11,630 during Q4 2019 due to a lower interest rate on the Company's bank loan.

**Amortization**

Amortization of the Company's property, plant and equipment and deferred development costs totaled \$28,672 during Q4 2020 compared to \$26,004 during Q4 2019. The increase is mostly due to capitalization of leases from the adoption of IFRS 16.

**Government grants**

During the quarter, the Company applied for multiple programs, including CEWS and CECRA due to the impact of COVID-19 on operations. The Company received \$135,136 with \$23,894 receivable at quarter-end relating to CEWS. The Company also received \$34,946 relating to CECRA which is being amortized over the remaining lease term with unamortized amounts included in deferred rent asset in accounts receivable.

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

(In Canadian dollars, except as otherwise noted)

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**Net earnings**

Net earnings attributable to iFabric's shareholders during Q4 2020 was 357,092 (\$0.014 per share, basic and diluted) compared to net earnings of \$285,866 (\$0.011 per share, basic and diluted) during Q4 2019 representing an increase of \$71,226 in net earnings. The increase in earnings can be mostly attributed to the higher revenues and gross profit dollars in Q4 2020 versus 2019.

**Other comprehensive loss**

The Company's subsidiaries Coconut Grove Pads Inc. and, Intelligent Fabric Technologies (North America) Inc., and Protx (Shanghai) Trading Co. Ltd., utilize the United States dollar as their functional currency due to the increasing prevalence of United States dollar denominated transactions in their operations. Accordingly, all unrealized exchange differences resultant from the translation of balances from the functional currency (US dollars) to the presentation currency (Canadian dollars) are recognized in other comprehensive income. For Q4 2020, there was a decrease of \$89,731 in other comprehensive loss compared a decrease of \$149,418 in Q4 2019, in respect of unrealized losses arising on currency translation of foreign operations. The main reason for these decreases was the strengthening of the Canadian dollar towards the end of both the 2020 and 2019 financial years.

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

(In Canadian dollars, except as otherwise noted)

The following table sets forth the Company's consolidated statements of financial position as at September 30, 2020 and September 30, 2019:

As at	September 30, 2020	September 30, 2019
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	1,160,428	2,287,548
Accounts receivable (note 4)	4,442,787	2,358,120
Inventories (note 5)	3,138,128	2,752,089
Income taxes recoverable	265,982	299,640
Prepaid expenses and deposits (note 6)	4,106,986	256,976
Foreign exchange forward contracts (note 7)	126,994	58,830
<b>Total current assets</b>	<b>13,241,305</b>	<b>8,013,203</b>
<b>Non-current assets</b>		
Due from related parties (note 8)	112,248	112,248
Property, plant and equipment (note 9)	2,744,875	2,799,103
Right-of-use assets (note 10)	61,735	-
Deferred development costs (note 11)	258,478	107,279
Deferred income taxes (note 12)	1,040,400	896,919
Goodwill	55,050	55,050
<b>Total non-current assets</b>	<b>4,272,786</b>	<b>3,970,599</b>
<b>Total assets</b>	<b>17,514,091</b>	<b>11,983,802</b>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities (note 14)	1,771,983	797,947
Customer deposits	3,909,093	-
Income taxes payable	324,775	13,114
Deferred revenue	57,770	-
Current portion of contract liability	165,611	168,795
Current portion of lease liability	30,037	-
Current portion due to related parties (note 15)	38	263
Current portion of bank loan payable (note 16)	1,259,783	1,258,351
<b>Total current liabilities</b>	<b>7,519,090</b>	<b>2,238,470</b>
<b>Non-current liabilities</b>		
Non-current portion of contract liability	122,560	-
Non-current portion of lease liability	25,398	-
Due to related parties (note 15)	502,172	476,747
<b>Total non-current liabilities</b>	<b>650,130</b>	<b>476,747</b>
<b>Total liabilities</b>	<b>8,169,220</b>	<b>2,715,217</b>
<b>Commitments (note 24)</b>		
<b>EQUITY</b>		
<b>Equity attributable to iFabric Corp. shareholders</b>		
Capital stock (note 22)	3,282,276	2,963,824
Reserves	2,768,217	2,293,619
Retained earnings	3,243,227	3,860,997
Accumulated other comprehensive earnings	46,146	138,199
<b>Total equity attributable to iFabric Corp. shareholders</b>	<b>9,339,866</b>	<b>9,256,639</b>
<b>Non-controlling interest</b>	<b>5,005</b>	<b>11,946</b>
<b>Total equity</b>	<b>9,344,871</b>	<b>9,268,585</b>
<b>Total liabilities and equity</b>	<b>17,514,091</b>	<b>11,983,802</b>

## **OVERVIEW OF CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

The Company's cash balance decreased to \$1,160,428 as at September 30, 2020 from \$2,287,548 as at September 30, 2019, mainly as a result of large vendor deposits made for PPE orders which have yet to ship and finished performance apparel not yet received.

Total accounts receivable at the end of 2020 was \$4,442,787 compared to \$2,358,120 at the end of 2019, representing an increase of \$2,084,667. This is attributable to increased chemical sales in Asia with longer payment terms, as well as new programs for finished performance apparel in Canada.

Total inventories increased by \$386,039 to \$3,138,128 the end of 2020 from \$2,752,089 the end of 2019. The increase was mainly attributable to inventory received in respect of new finished performance apparel programs in Canada.

Prepaid expenses and deposits increased by \$3,850,010 from \$256,976 at September 30, 2019 to \$4,106,986 at September 30, 2020, as a result of deposits on orders for personal protective equipment, which have not yet shipped and, finished performance apparel not yet received.

Property, plant and equipment at the end of 2020 totaled \$2,744,875 compared to \$2,799,103 at the end of 2019. The difference is attributable to amortization.

Right-of-use assets amounting \$61,735 were recorded due to the adoption of IFRS 16, resulting in operating lease assets now being capitalized and depreciated, as opposed to the expensing of the applicable lease costs.

Deferred development costs increased to \$258,478 at the end of 2020 from \$107,279 at the end of 2019. The increase is attributable to regulatory, testing, clinical trial and other development costs incurred ahead of the entry of the Intelligent Fabrics division into the medical market.

Deferred income taxes increased to \$1,040,400 at the end of 2020 from \$896,919 at the end of 2019. The increase is mostly attributable to the losses incurred in the Company's Intelligent Fabrics operating segment in 2020.

Total liabilities at the end of 2020 were \$5,454,003 higher than at the end of 2019 and amounted to \$8,169,220 compared to \$2,715,217 in 2019. This is mainly due to customer deposits received in respect of new personal protective equipment programs. Refer to the prepaid expenses and deposits discussion above.

## **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, 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 \$3,750,000, against which \$0 was outstanding as at September 30, 2020 (September 30, 2019 – \$0). 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.

### **Bank Loan**

One of the Company's subsidiaries has a variable-rate term loan amounting to \$1,259,783 (2019 - \$1,258,351). The loan is payable in monthly payments of \$10,331 comprising principal and interest at a fixed rate of 3.20% per annum, amortized over a fifteen-year period ending February 28, 2032, maturing March 5, 2021 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. \$80,000 of the loan is funded by the Canada Emergency Business Account ("CEBA") which is interest free until December 31, 2020 and 25% of the balance forgiven if repaid by December 31, 2022. Management expects to pay the minimum monthly payments of \$123,792 on the bank loan, and the 75% balance of \$60,000 of CEBA within the next 12 months, as the Company intends on renewing the variable-rate term loan at the end of each annual period.

### **Working capital**

Working capital, represents current assets less current liabilities. As at September 30, 2020, the Company's working capital was \$5,722,215, compared to working capital of \$5,774,733 as at September 30, 2019, representing a decrease of \$52,518.

## iFABRIC CORP.

### MANAGEMENT'S DISCUSSION & ANALYSIS

(In Canadian dollars, except as otherwise noted)

#### Operating activities

Cash used in operating activities totaled \$1,062,202 in 2020, compared to an amount of \$689,167 used in operating activities during 2019. The increase in operational cash outflow can be largely attributed to the increase in accounts receivable discussed above.

#### Financing activities

Cash provided by financing activities during 2020 amounted to \$205,154, compared to \$485,581 used in financing activities during 2019, representing an increase of \$690,735 in financing cash inflow. The outflow in 2019 is mainly due to the increase in ownership in the Company's property owning subsidiary at a cost of \$400,000. The cash inflow in 2020 is mostly attributable to the exercise of stock options.

#### Investing activities

Cash used in investing activities totaled \$178,019 in 2020 compared to an amount of \$36,399 used in investing activities during 2019 in respect to the acquisition of intangible assets.

#### OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements as of September 30, 2020, with the exception of the minimum guaranteed royalties and operating leases as noted in the "Commitments & Contractual Obligations" section below.

#### COMMITMENTS & CONTRACTUAL OBLIGATIONS

The following details the Company's contractual obligations, under various operating lease agreements as at September 30, 2019:

Contractual obligations	Payments due by fiscal year end				Subsequent years	Total
	2021	2022	2023	2024		
Minimum guaranteed royalties & leases	105,738	33,908	2,225	-	-	141,871

The Company's other commitments are outlined below:

- The Company enters into foreign exchange forward contracts to manage the risks associated with exchange rate fluctuations. See note 7 to the Company's 2020 annual consolidated financial statements for more information.
- 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 4-10%. Minimum annual royalties have been established for the balance of the contract period ending December 31, 2020 in a U.S. dollar amount of \$187,000. 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, 2020. Management expects to renew this agreement for a further term.

#### RELATED PARTY TRANSACTIONS

- (a) Key management personnel of the Company are those individuals having authority and responsibility for planning, directing, and controlling the activities of the Company, including members of the Company's Board of Directors. The Company considers key management to be the Company's Board of Directors, which includes three executive officers of the Company.

Remuneration of key management personnel of the Company was as follows:

	2020	2019
Salaries, management and professional fees, directors' fees, and short-term benefits	829,193	730,763
Share-based compensation	40,349	66,787
	869,542	797,550

Further information about the remuneration of certain individual executive officers and members of the Board of Directors will be provided in the Company's Management Information Circular, to be filed in respect of its fiscal 2021 shareholders' meeting.

## iFABRIC CORP.

### MANAGEMENT'S DISCUSSION & ANALYSIS

(In Canadian dollars, except as otherwise noted)

- (b) Included in selling, general and administrative costs are management fees in the amount of \$22,500 (2018 - \$7,150) paid to a company controlled by a director of one of the Company's subsidiaries.
- (c) Included in revenue is rental income earned in the amount of \$21,375 (2019 - \$38,895) from a company controlled by a director of one of the Company's subsidiaries.
- (d) Included in accounts payable and accrued liabilities is an amount of \$13,000 (2019 - \$6,000) due to directors and key management personnel of the Company in respect of unpaid fees.
- (e) Included in selling, general and administrative costs is an amount of \$58,957 (2019 - \$39,560) paid to the spouse of an executive officer of the Company for marketing and administrative services rendered.

### OUTSTANDING SHARE DATA

As of the date of this MD&A, the Company had 26,475,750 common shares outstanding. Furthermore, as of the date of this MD&A, the Company had 1,829,000 options issued and outstanding, of which 1,729,000 were exercisable.

### RISKS

A number of risk factors known and unknown may affect the operations of iFabric. One should consider the following and all of the other information included in this document and in other documents filed under the Company's profile on SEDAR when considering investing in the securities of the Company.

The following specific factors could materially adversely affect the Company and should be considered when deciding whether to make an investment in the Company. The risks and uncertainties described in this Management Discussion & Analysis and the information incorporated by reference herein are those the Company currently believes to be material, but they are not the only ones it faces. If any of the following risks, or any other risks and uncertainties that the Company has not yet identified or that it currently considers not to be material, actually occur or become material risks, the Company's business, prospects, financial condition, results of operations and cash flows and consequently the price of the common shares could be materially and adversely affected. In all these cases, the trading price of the common shares could decline, and prospective investors could lose all or part of their investment.

COVID-19 has caused significant business disruptions. In March 2020, the COVID-19 pandemic was declared to be a global pandemic by the World Health Organization. The rapidly evolving COVID-19 situation poses various risks to the Company's business, certain of which are detailed below. Any one of these risks, or a combination of these risks and others beyond the Company's control, could result in further adverse impacts on its business, financial condition and results of operations. In addition, the following factors, categorized by the primary nature of the associated risk, could affect the Company's financial performance and cause actual results, plans and expectations to differ materially from those expressed or implied in any of the forward-looking statements contained in this Management Discussion & Analysis.

#### Financial Risks

##### **Credit risk**

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Company routinely assesses the financial strength of its customers to mitigate its exposure to credit risk.

The Company's maximum exposure to credit risk is \$4,442,787 (2019 - \$2,358,120). Included in selling, general and administrative costs are bad debts of \$208,000 (2019 - \$28,870) expensed during the year.

The aging of trade accounts receivable is as follows:

	September 30, 2020	September 30, 2019
Trade receivables not past due	3,340,562	1,330,815
Trade receivables past due and not impaired		
Under 31 days	630,421	633,086
31 - 60 days	31,831	164,305
61 - 90 days	8,400	32,890
Over 90 days	353,549	191,888
Trade receivables, net of expected credit loss allowance	4,364,763	2,352,984



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

(In Canadian dollars, except as otherwise noted)

**Economic dependence**

Approximately 58% of the Company's total sales were to three customers (2019 - 37% of sales were to two customers). These customers relate to the Intelligent Fabrics segment. At September 30, 2020, three customers accounted for 77% (September 30, 2019 - two customers accounted for 44%) of the Company's accounts receivable. Approximately 63% of the Company's total purchases were to four vendors (2019 - 39% of purchases were to two vendors), one of which is related to a distributor of the Company.

**Liquidity risk**

Liquidity risk is the risk that the Company will encounter difficulties in meeting its obligations associated with its financial liabilities. The Company is exposed to this risk mainly with respect to its bank indebtedness, accounts payable and accrued liabilities, income taxes payable, related party loans, bank loan payable, and commitments. The Company reduces its exposure to liquidity risk by ensuring that it documents when authorized payments become due, maintains an adequate line of credit to pay trade creditors and repays long term debt interest and principal as it becomes due using cash generated from operations.

	Carrying amount	Contractual cash flow	2021	2022	2023	2024	2025
Minimum guaranteed royalties	-	62,360	62,360	-	-	-	-
Operating lease obligations	-	36,133	33,908	2,225	-	-	-
Bank loan payable	1,259,783	1,259,783	1,259,783	-	-	-	-
Trade and other payables	1,771,983	1,771,983	1,771,983	-	-	-	-
Related party loans	502,210	502,210	38	502,172	-	-	-
	3,533,976	3,632,469	3,128,072	504,397	-	-	-

**Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Company is exposed to currency risk and interest rate risk.

**Currency risk**

The Company conducts certain of its operations in U.S. Dollars ("USD"), British Pounds Sterling ("GBP"), and New Taiwanese Dollars ("TWD") and Chinese Yuan ("RMB"). The Company manages its currency risk with foreign exchange forward contracts. The following balances were included in the 2020 financial statements:

<b>USD</b>	<b>September 30, 2020</b>	September 30, 2019
Cash	453,248	1,378,292
Accounts receivable	810,632	1,061,886
Accounts payable and accrued liabilities	(344,331)	(350,645)
Foreign exchange forward contract margin deposit	59,970	59,970
	979,519	2,149,503

<b>GBP</b>	<b>September 30, 2020</b>	September 30, 2019
Cash	4,875	56,867
Accounts receivable	18,555	11,417
Accounts payable and accrued liabilities	-	-
	23,430	68,284

<b>TWD</b>	<b>September 30, 2020</b>	September 30, 2019
Cash	1,323,541	2,285,339
Accounts receivable	10,385,001	8,225,112
Accounts payable and accrued liabilities	(188,832)	(182,121)
	11,519,710	10,328,330

<b>RMB</b>	<b>September 30, 2020</b>	September 30, 2019
Cash	1,521,130	5,403
Accounts receivable	10,623,615	407,873
Accounts payable and accrued liabilities	(4,112,811)	(411,693)
	8,031,934	1,583

The Company has performed a sensitivity analysis on its foreign currency denominated financial instruments. The effect of a 5% strengthening (weakening) of the USD against the Canadian Dollar as at September 30, 2020, in relation to the net amount of USD-denominated currency balances, would have resulted in an increase (decrease) of approximately \$48,000 in net earnings (loss) for 2020, all other variables held constant. The effect of a 5% strengthening (weakening) of the GBP against the Canadian Dollar as at September 30, 2020, in relation to the net amount of GBP-denominated currency balances, would have resulted in an increase (decrease) of approximately \$1,500 in net earnings (loss) for 2020, all other variables held constant. The effect of a 5% strengthening (weakening) of the TWD against the Canadian Dollar as at September 30, 2020, in relation to the net amount of TWD-denominated currency balances, would have resulted in an increase (decrease) of approximately \$20,000 in net earnings (loss) for 2020, all other variables held constant. The effect of a 5% strengthening (weakening) of the RMB against the Canadian Dollar as at September 30, 2020, in relation to the net amount of RMB-denominated currency balances, would have resulted in an increase (decrease) of approximately \$58,000 to the net earnings (loss) for 2020, all other variables held constant.

**Interest rate risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. The Company is exposed to interest rate risk on its secured bank loan and its bank operating line, which bear interest at floating rates, since changes in market rates can cause fluctuations in cash flows.

The Company has performed a sensitivity analysis on its interest rate risk. The effect of a 1% decrease (increase) in the average interest rate paid during the year would have resulted in an increase (decrease) of approximately \$9,000 in net earnings (loss) for 2020, all other variables held constant.

**Business Operation Risks****Competition**

The Company faces significant competition in both the Intimate Apparel and Intelligent Fabrics Divisions. In the Intimate Apparel Division, the Company is in direct competition with companies that design, manufacture, or distribute intimate apparel and accessories.

In the Intelligent Fabrics Division, the Company competes with other companies that manufacture or distribute sprays, topical liquids, creams, medications, or chemicals that:

- repel insects when applied to skin or textiles;
- kill bacteria or viruses when applied to textiles;
- assist with the healing of skin and the control of skin irritations when applied to textiles;
- repel or wick moisture on textiles;
- provide ultraviolet light protection on textiles; and
- provide temperature control on textiles.

The markets in which the Company operates are highly competitive. Competition may result in pricing pressures, reduced profit margins or lost market share or a failure to grow the Company's market share, any of which could substantially harm its business and results of operations. The Company competes directly against wholesalers and direct retailers of apparel, including large, diversified apparel companies with substantial market share and established companies expanding their production and marketing of apparel, as well as against large retailers. The Company also faces competition from wholesalers and direct retailers of traditional commodity apparel. Many of the Company's competitors are large companies with strong worldwide brand recognition. Because of the fragmented nature of the industry, the Company also competes with other apparel sellers. Many of the Company's competitors have significant competitive advantages, including longer operating histories, larger and broader customer bases, more established relationships with a broader set of suppliers, greater brand recognition and greater financial, research and development, store development, marketing, distribution and other resources than the Company does.

The Company's competitors may be able to achieve and maintain brand awareness and market share more quickly and effectively than the Company can. The Company's competitors may also be able to increase sales in their new and existing markets faster than it does by emphasizing different distribution channels than it does.

**Economic Conditions and Consumer Spending**

In the Intimate Apparel Division, the Company's customer base consists of national and international retailers, independent stores, and boutiques. The success of this Division is dependent on customers perpetually replenishing their distribution channels with the Company's year-round merchandise, as well as ongoing commitments and purchase orders for seasonal fashion goods. The Company's ability to achieve the expected volume and price points of sales indirectly depends on the retailer's continuous ability to sell the Company's merchandise to their end use consumers. The retail apparel industry is highly sensitive to adverse economic factors, such as consumer debt levels, interest rates, and

unemployment rates. Any adverse effects of economic conditions on the retail industry can have a negative impact on the level of sales and gross margins that the Company expects to achieve.

Within its Intelligent Fabrics Division, the Company's primary customer base are mills and manufacturing centers that produce textiles which integrate the Company's chemical technologies. The demand for such technologies can be negatively impacted if retailers and distributors of textiles experience adverse consumer spending patterns due to weak economic conditions. This indirectly affects the Company's ability to execute sales volumes and price levels that are anticipated by management.

#### **Licensing Arrangements**

The Company is reliant on a number of key licensing and distribution agreements and its future performance could be materially affected by a termination of one or more of such agreements. Termination could arise as a result of any of the following, among others:

- Failure to pay royalties or advertising contributions;
- Failure to meet minimum purchase obligations;
- Failure to achieve minimum sales targets;
- The breach of a material covenant;
- Failure to ship licensed products to authorized customers;
- Failure to give notice of intention to renew within the stipulated time period

#### **Key Personnel**

The senior officers of the Company are critical to its success. In the event of the departure of a senior officer, the Company believes that it will be successful in attracting and retaining qualified successors but there can be no assurance of such success. Recruiting qualified personnel as the Company grows is critical to its success. As the Company's business activities grow, it will require additional key financial, administrative and technical personnel as well as additional operations staff. If the Company is not successful in attracting and training qualified personnel, the efficiency of its operations could be affected, which could have an adverse impact on the Company's future cash flows, earnings, results of operations and financial condition.

#### **Technological Advancements**

With regard to the Company's Intelligent Fabrics Division, the chemical industry is subject to significant technological advancements, changing industry standards, market trends, customer preferences and competitive pressures which can, among other things, necessitate revisions in pricing strategies, price reductions and reduced profit margins. The success of the Company will depend on its ability to secure technological superiority in its products and maintain such superiority in the face of new technologies. No assurance can be given that further modification of product offerings of the Company will not be required in order to meet demands or to remain competitive.

#### **Intellectual Property**

The success of the Company will depend, in part, on its ability to maintain proprietary protection over its intellectual property and operate without infringing the proprietary rights of third parties. Despite precautions, it may be possible for a third party to copy or otherwise obtain and use the Company's technologies without authorization. There can be no assurance that any steps taken by the Company will prevent misappropriation of its intellectual property. In addition, intellectual property protection may be unavailable or limited in some foreign countries where laws or law enforcement practices may not protect the Company's intellectual property rights as fully as in the United States or Canada, and it may be more difficult for the Company to successfully register its intellectual property rights or challenge the use of those rights by other parties in these countries. If the Company fails to protect and maintain its intellectual property rights, the value of its brands could be diminished and the Company's competitive position may suffer.

In the event that any of the Company's intellectual property is successfully challenged, the Company could be forced to rebrand or re-engineer its products, which could result in loss of brand recognition and could require the Company to devote resources to advertising and marketing new brands and or product development and the Company's competitive position may suffer, which could have a material adverse effect on its financial condition.

Litigation may be necessary to protect and enforce the Company's intellectual property rights, or to defend against claims brought by third parties. Although the Company is not aware of any current claims, the Company's products may, or may be in the future, be claimed to violate intellectual property rights of third parties.

Although the Company cannot currently estimate the likely outcome of any intellectual property-related claims or lawsuits, any such litigation or claims brought by or against the Company could result in substantial costs and diversion of resources, which could have an adverse effect on

the Company's business, financial condition and results of operations. If disputes arise in the future, the Company may not be able to successfully resolve these types of conflicts to its satisfaction.

**Government Regulation, Regulatory Approvals and Compliance with Laws**

Future changes in government regulation could adversely affect the industries in jurisdictions in which the Company operates or intends to operate.

With regard to its Intelligent Fabrics Division's technologies, the Company is dependent on regulatory approvals or registrations and the legal systems in the markets in which it operates, such as the U.S. Environmental Protection Agency ("EPA") and Health Canada. The Company currently has a number EPA registrations and is in process of securing additional approvals from both the EPA and Health Canada. There is no certainty that such approvals will be granted and regulators could, even after granting such approvals, be stringent on non-compliance with regulatory requirements or change such requirements, which could have a material adverse effect on the Company's business and result in adverse publicity.

The Company is subject to customs, tax, labour and employment, human rights, health and safety, cyber and data security, privacy, environmental, advertising, competition, product safety and other laws. Although the Company has taken measures designed to ensure compliance with governing statutes, laws, regulations and regulatory policies in the jurisdictions in which it conducts business, there is no assurance that it will be in compliance at all times. If management, employees, contractors, suppliers, manufacturers or others fail to comply with any of these laws or regulations for any reason, the Company could become subject to enforcement actions or the imposition of significant penalties or claims, or suffer reputational harm, any of which could adversely affect the Company's business. Additionally, although the Company undertakes to monitor applicable laws, it is possible changes may be implemented or new laws or regulations may be introduced without management's knowledge, creating a greater risk of non-compliance. The adoption of new laws or regulations or requirements for public companies or changes in the interpretation of existing laws or regulations may result in increased compliance costs and could make the ordinary conduct of the Company's business more expensive or require it to change the way it does business. It is difficult for the Company to plan and prepare for potential changes to applicable laws, and future actions or expenses related to any such changes could be material to it.

**Litigation Risk**

The Company faces the risk of litigation and other claims against it. Litigation and other claims may arise in the ordinary course of business and include employee and client claims, commercial disputes, landlord-tenant disputes, intellectual property issues, product-oriented allegations and personal injury claims. These claims can raise complex factual and legal issues that are subject to risks and uncertainties and could require significant management time. As the Company sells products that are produced by third-party manufacturers, these products may expose the Company to various claims, including class action claims relating to merchandise that is subject to a product recall or liability claim. Litigation and other claims against the Company could result in unexpected expenses and liabilities, which could materially adversely affect the Company's operations and reputation.

**Insurance Related Risks**

The Company believes that it maintains insurance customary for businesses of its size and type, including liability insurance, property and business interruption insurance and directors' and officers' insurance, with deductibles, limits of liability and similar provisions. However, there is no guarantee that such insurance coverage will be sufficient, or that insurance proceeds will be paid to the Company on a timely basis. In addition, there are types of losses the Company may incur but against which it cannot be insured or which it believes are not economically reasonable to insure. If the Company incurs these losses and they are material, its business, financial condition and results of operations may be adversely affected. Also, certain material events may result in sizable losses for the insurance industry and materially adversely impact the availability of adequate insurance coverage or result in significant premium increases. Accordingly, the Company may elect to self-insure, accept higher deductibles or reduce the amount of coverage in response to such market changes.

**Customer Adoption**

The Company's revenues in its Intelligent Fabrics Division are highly dependent on the willingness of consumers to purchase products based upon their awareness of the benefits that such products provide. Different markets will require differing marketing strategies and the adoption of the Company's products may be slower than anticipated.

**Anticipating Consumer Preferences and Developing New, Innovative and Updated Products**

The Company's success depends on its ability to identify and originate product trends as well as to anticipate and react to changing consumer demands in a timely manner. Many of the Company's products are subject to changing consumer preferences that cannot be predicted with certainty. If the Company is unable to introduce new products or novel technologies in a timely manner or its new products or technologies are not accepted by its customers, the Company's competitors may introduce similar products in a more timely fashion, which could have an adverse effect on the Company's performance. Failure to anticipate and respond in a timely manner to changing consumer preferences could lead to, among other things, lower sales, excess inventory levels, and deterioration of operating results. Even if the Company is successful in anticipating consumer preferences, its ability to adequately react to and address those preferences will in part depend upon the Company's continued ability

to develop and introduce innovative, high-quality products. The Company's failure to effectively introduce new products that are accepted by consumers could result in a decrease in net revenue and excess inventory levels, which could have a material adverse effect on the Company's financial condition.

**Reliance on Third Parties**

The Company does not manufacture its products or the raw materials for them and relies instead on third-party suppliers. The Company has no long-term contracts with its suppliers or manufacturing sources, and it competes with other companies for fabrics, raw materials, production and import quota capacity.

The Company has occasionally received, and may in the future continue to receive, shipments of products that fail to comply with its technical specifications or that fail to conform to its quality control standards. The Company has also received, and may in the future continue to receive, products that meet its technical specifications but that are nonetheless unacceptable to the Company. Under these circumstances, unless the Company is able to obtain replacement products in a timely manner, it risks the loss of net revenue resulting from the inability to sell those products and related increased administrative and shipping costs. Additionally, if defects in the manufacture of the Company's products are not discovered until after such products are purchased by its customers, the Company's customers could lose confidence in the technical attributes of its products and its results of operations could suffer and its business could be harmed.

The Company may in the future experience a significant disruption in the supply of fabrics or raw materials from current sources and it may be unable to locate alternative materials suppliers of comparable quality at an acceptable price, or at all. In addition, if the Company experiences significant increased demand, or if the Company needs to replace an existing supplier or manufacturer, it may be unable to locate additional supplies of fabrics or raw materials or additional manufacturing capacity on terms that are acceptable to the Company, or at all, or the Company may be unable to locate any supplier or manufacturer with sufficient capacity to meet its requirements or to fill its orders in a timely manner. Identifying a suitable supplier is an involved process that requires the Company to become satisfied with its quality control, responsiveness and service, financial stability and labor and other ethical practices. Even if the Company is able to expand existing or find new manufacturing or raw material sources, it may encounter delays in production and added costs as a result of the time it takes to train its suppliers and manufacturers in its methods, products and quality control standards. Delays related to supplier changes could also arise due to an increase in shipping times if new suppliers are located farther away from the Company's markets or from other participants in its supply chain. Any delays, interruption or increased costs in the supply of fabric or manufacture of the Company's products could have an adverse effect on its ability to meet customer demand for its products and could result in lower net revenue and income from operations both in the short and long term.

The Company has entered into an agreement to outsource some of its warehouse and fulfillment functions to third party providers where its inventory is held at sites managed by an independent contractor who will then perform most of its warehousing, packaging and fulfillment services. The Company depends on independent contractor fulfillers to properly fulfill customer orders in a timely manner and to properly protect its inventories. The contractor's failure to ship products to customers in a timely manner, to meet the required quality standards, to correctly fulfill orders, to maintain appropriate levels of inventory, or to provide adequate security measures and protections against excess shrinkage could cause the Company to miss delivery date requirements of its customers or incur increased expense to replace or replenish lost or damaged inventory or inventory shortfall. The failure to make timely and proper deliveries may cause the Company's customers to cancel orders, refuse to accept deliveries, impose non-compliance charges through invoice deductions or other charge-backs, demand reduced prices or reduce future orders, any of which could harm its sales, reputation and overall profitability. The Company's excess inventory held at these facilities may be damaged due to the length of time that they are at the facility, which may not be covered by the contractor or its insurance.

**Imposition of Trade Restrictions or Duties**

The Company's ability to source its merchandise profitably or at all could be hurt if new trade restrictions are imposed or existing trade restrictions become more burdensome. Canada and the countries in which the Company's products are produced or sold internationally have imposed and may impose additional quotas, duties, tariffs, or other restrictions or regulations, or may adversely adjust prevailing quota, duty or tariff levels. Countries impose, modify and remove tariffs and other trade restrictions in response to a diverse array of factors, including global and national economic and political conditions, which make it impossible for the Company to predict future developments regarding tariffs and other trade restrictions. Trade restrictions, including tariffs, quotas, embargoes, safeguards and customs restrictions, could increase the cost or reduce the supply of products available to the Company or may require the Company to modify its supply chain organization or other current business practices, any of which could harm its business, financial condition and results of operations.

**Information Technology Systems**

The Company's business is dependent on the successful and uninterrupted functioning of its information technology systems setup by third-party providers, as it outsources many of its major systems. The Company relies on the controls of these providers in lieu of controls setup by the Company. The failure of these systems, or the termination of a third-party software license or service agreement on which any of these systems is based, could interrupt the Company's operations. Because the Company's information technology and telecommunications systems interface with and depend on third-party systems, the Company could experience service denials if demand for such services exceeds capacity

or such third-party systems fail or experience interruptions.

**Dividend Policy**

The Company does not currently anticipate paying cash dividends in the foreseeable future. The payment of dividends on common shares will depend on earnings, financial condition and other business and economic factors affecting it at such time as the board of directors may consider relevant. The Company's current intention is to apply net earnings, if any, in the foreseeable future to increasing its capital base and development and marketing efforts. There can be no assurance that the Company will ever have sufficient earnings to declare and pay dividends to the holders of common shares, and in any event, a decision to declare and pay dividends is at the sole discretion of the Company's board of directors. If the Company does not pay dividends, its common shares may be less valuable because a return on an investor's investment will only occur if its stock price appreciates.

**Centralized Management**

Many of the Company's business functions are centralized at its head office location. Disruptions to the operations at that location could have an adverse effect on the Company's business. The Company's head office is located in Markham, Ontario. The Company has centralized a large number of business functions at this location, including product design, client support, marketing and research and development. Most of the Company's senior management and critical resources dedicated to product development, merchandizing, financial and administrative functions, are located at the head office. If the Company were required to shut down the support office location for any reason, including fire, natural disasters, global hostilities, global health crises, disease outbreaks (including COVID-19) or civil disruptions, its management and its operations staff would need to find an alternative location, causing significant disruption and expense to the Company's business and operations.

**Geo-Political Events, Natural Disasters, Extreme Weather etc.**

Unstable political conditions or civil unrest, including terrorist activities, military and domestic disturbances and conflicts, engineering hazards, human made fire, and mass power outages may disrupt commerce, the Company's supply chain operations, international trade or result in political or economic instability and could have a material adverse effect on its business and results of operations, The mentioned conditions, hazards, or events could result in a reduction in the trading price of the common shares.

The Company's offices, warehouses, distribution centers and digital operations, as well as the operations of the Company's vendors and manufacturers, are vulnerable to disruption from natural disasters, extreme and/or unusual weather, wildfires, global health crises, disease outbreaks (including COVID-19), and other unexpected events. These events could cause, and in the case of COVID-19, have already caused and are expected to continue to cause for the foreseeable future, disruptions in the operations of the Company's corporate offices and supply chain and those of the Company's vendors and manufacturers.

These events could reduce the availability and quality of raw materials used to manufacture the Company's products which could result in delays in responding to consumer demand resulting in the potential loss of customers and revenues or the Company may incur increased costs to meet demand and may not be able to pass all or a portion of higher costs on to customers, which could adversely affect gross margin and results of operations.

**Counterparty Risk**

The Company is party to contracts, transactions and business relationships with various third parties, pursuant to which such third parties have performance, payment and other obligations to the Company. If any of these third parties were to become subject to bankruptcy, receivership or similar proceedings, the Company's rights and benefits in relation to the contracts, transactions and business relationships with such third parties could be terminated, modified in a manner adverse to the Company, or otherwise impaired. The Company cannot make any assurances that it would be able to arrange for alternate or replacement contracts, transactions or business relationships on terms as favorable as its existing contracts, transactions or business relationships, if at all. Any inability on the Company's part to do so could have a material adverse effect on its business and results of operations.

**Trading Price Volatility**

The market price of the common shares could be subject to significant fluctuations which could materially reduce the market price of the common shares regardless of the Company's operating performance. In addition to the other risk factors described in this section of this Annual Information Form, such factors include actual or anticipated changes or fluctuations in operating results, adverse market reaction to any indebtedness the Company may incur or securities it may issue in the future, litigation or regulatory action, significant acquisitions, business combinations or other strategic actions or capital commitments by or involving the Company or its competitors, recruitment or departure of key personnel and investors' general perception and reactions to the Company's public disclosure and filings.

In addition, broad market and industry factors may harm the market price of the common shares. As a result, the market price of the common shares may fluctuate based upon factors external to the Company and that may have little or nothing to do with the Company, including expectations of market analysts, positive or negative recommendations or withdrawal of research coverage by analysts, publication of research

reports or news stories about the Company, competitors or the industry and changes in general political, economic, industry and market conditions and trends.

**Concentrated Share Ownership**

The President and Chief Executive Officer of the Company owns approximately 72% of the outstanding common shares. This concentrated ownership results in various impediments on the ability or desire of a third party to acquire control of the Company. This may discourage, delay or prevent a change of control of the Company or an acquisition of the Company at a price that shareholders may find attractive. The existence of the concentrated ownership may also discourage proxy contests and make it difficult or impossible for the Company's holders of common shares to elect directors and take other corporate actions without the approval of the President and Chief Executive Officer. Such concentration of ownership may also have a negative impact on the trading price of the common shares.

**CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

The preparation of these 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 and that could result in a material adjustment to the carrying amounts of assets and liabilities, in the event that actual results differ from assumptions made, relate to, but are not limited to, the following:

**Revenue recognition**

Revenue recognized from contracts with variable consideration is based on estimates and judgments on achieving future milestones and project unit sales.

**Valuation of inventories**

Provisions for non-saleable inventories are prepared by management based on their knowledge of sales history.

**Valuation of receivables**

Provisions for expected credit losses are prepared by management based on historical rates of impairment.

**Recoverability of deferred development costs**

Management deems all such costs as recoverable based on the expectation of realizing future economic benefits through the profitable commercialization of the relevant products under development.

**Benefits of deferred income tax assets**

The recognition of deferred income tax assets is based on the Company's judgment. The assessment of the probability of future taxable income in which the deferred income tax assets can be utilized is based on management's best estimate of future taxable income that the Company expects to achieve based on its internal projections. The estimate is adjusted for significant non-taxable income and expenses and for specific limits to the use of any unused tax loss or credit. Deferred income tax assets are recognized to the extent it is probable that estimated taxable profit will be available against which the deductible temporary differences and the carry forward of unused tax losses can be utilized.

**Estimated useful life of property, plant and equipment**

Management makes this estimate based on past experience with similar assets and future business plans.

**Share-based payment transactions**

The Company measures the cost of equity-settled transactions by reference to the fair value of the equity instruments at the date at which they are granted. Estimating fair value for share-based payment transactions requires determining the most appropriate valuation model, which is dependent on the terms and conditions of the grant. This estimate also requires determining and making assumptions about the most appropriate inputs to the valuation model including the expected life, volatility, dividend yield of the share option and forfeiture rate.

Actual results could differ from these estimates and may require a material adjustment to the carrying amount of affected assets and liabilities, or on the reported results of revenues, expenses, gains or losses.

## ACCOUNTING POLICY DEVELOPMENTS

## (a) Adoption of new or amended accounting standards

## IFRS 16 – Leases

Effective October 1, 2019 the Company adopted IFRS 16, 'Leases', issued in January 2016, which replaces IAS 17 'Leases'. The standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. Lessors continue to classify leases as finance and operating leases. Other areas of the lease accounting model have been impacted, including the definition of a lease.

The Company has adopted IFRS 16 using a modified retrospective approach. Upon initial application, right-of-use assets and lease liabilities were recorded, with no impact to the opening retained earnings of comparative periods. The following table summarizes the impact on the consolidated statement of financial position:

	Balance at September 30, 2019	IFRS 16 Initial Applicaton	Balance at October 1, 2019
<b>ASSETS</b>			
Right-of-use assets	-	95,372	95,372
Prepaid expense and deposits	256,976	(9,900)	247,076
<b>LIABILITIES</b>			
Lease liability	-	85,472	85,472

In applying IFRS 16 for adoption, the Company has used the following practical expedients permitted by the Standard:

- i. Leases with a remaining term twelve months or less from the date of application have been accounted for as short-term leases;
- ii. Exclusion of initial direct costs for the measurement of the right-of-use asset at the date of initial applications;
- iii. Leases with low value have been excluded

When measuring lease liabilities, the Company discounted lease payments using the implicit lease rates where indicated, or the weighted average incremental borrowing rate of 3.95% if not indicated in the lease terms.

The following table reconciles the Company's operating lease commitments at September 30, 2019, as previously disclosed in the Company's consolidated financial statements, to the lease liabilities recognized on initial application of IFRS 16 at October 1, 2019.

Operating lease commitments at September 30, 2019	119,450
Discounted using incremental borrowing rates	(10,891)
Recognition exemption for short-term leases	(23,087)
Lease liabilities recognized at October 1, 2019	85,472

The Company has revised the description of its accounting policy for the Company as a lessee to reflect the new standard as follows:

At the commencement date of the lease, the Company recognizes a lease liability comprising of fixed payments less incentive receivables, variable payments, residual value guarantees, exercise price of purchase options and termination penalties, which is discounted at the implicit lease rate or, if the rate cannot be determined, the Company's incremental borrowing rate. At the same time, the right-of-use asset is measured initially at cost, and subsequently at cost less any accumulated depreciation and impairment losses. The initial cost recognized includes the amount of lease liability, initial direct costs, costs of removal and restoring, payments made prior to commencement less any incentives received, is recognized. Subsequently, the lease liability is reduced by lease payments less finance charges, which are expensed as part of financing cost while the right-of-use asset is depreciated over the shorter of the useful life of the asset and the lease term.

The Company has elected to account for all short-term leases and all leases for which the underlying asset is of low value as expenses on either a straight-line basis over the lease term or another systematic basis, and thus not recognize a lease liability and a right-of-use asset at the date of initial application. Short-term leases are leases with a lease term of 12 months or less.



### **IFRIC 23 – Uncertainty over Income Tax Treatments**

Effective October 1, 2019, the Company adopted IFRIC 23 'Uncertainty over Income Tax Treatments' issued in June 2017, which clarifies how to apply the recognition and measurement requirements in IAS 12 when there is uncertainty over income tax treatments.

The Company has adopted IFRIC 23 using the retrospective approach with no impact to opening retained earnings of comparative periods.

The Company has added the following description of its accounting policy for income taxes to reflect the new standard:

When there is uncertainty over income tax treatments, the Company considers the treatments either separately or as a group based on which provides better predictions of the resolution. The Company also considers if it is probable that the tax authorities will accept the uncertain tax treatment. If it is not probable, the Company measures the tax uncertainty based on the most likely amount or expected value, depending on which method better predicts the resolution of the uncertainty.

### **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 September 30, 2020. Although the Company's disclosure controls and procedures were operating effectively as of September 30, 2020, 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 September 30, 2020 and whether any material weaknesses relating to the design of the Company's ICFR were existing as at September 30, 2020. 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 year ended September 30, 2020 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, 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).