



INTRINSYC TECHNOLOGIES CORPORATION

QUARTERLY REPORT

THIRD QUARTER FISCAL 2019

For the Three and Nine Months ended September 30, 2019 and 2018

Chief Executive Officer Letter

Dear Fellow Shareholder:

Intrinsyc reported Revenue of US \$6.2 million (CDN \$8.2 million) with EBITDA of US \$473,865 (CDN \$625,691) Revenue was up 13% from the previous quarter and 1% over the same period in the prior year.

In addition to the achievement of excellent financial results in the quarter, the Company continued our strong operational productivity, including:

- A significant increase in clients that completed product development and are now ordering Intrinsyc's edge AI computing modules for commercial product shipments. The Company achieved its highest ever number of new production wins with 8 in the quarter, bringing the total to 36 net active production wins. With these recent results, the number of production wins has nearly doubled in the past year. Our production clients have excellent potential to provide future multi-year repeat revenue.
- Intrinsyc is currently developing a variety of next-generation intelligent IoT products, including robotics, drones, medical devices, video conferencing, intelligent cameras, in-flight entertainment, and more. We increased net design wins from companies developing their products or shipping commercial devices using the Company's computing modules, from 71 to 73. With 36 net production wins, there are another 37 design wins with potential to enter future production which will significantly expand and diversify Intrinsyc's repeatable revenue client base. The expanding client base is the foundation for future hardware product revenue growth.
- Increased hardware gross margin due to the introduction of new higher margin products and increased economies of scale.
- Intrinsyc develops and sells development kits which contribute to our overall revenue and they are also lead generators for our product development services and production-ready edge AI computing modules. We ship these products to over 500 customers in more than 50 countries on an annual basis. The Company began shipment of the third-generation Snapdragon™ Automotive Development Platform ("ADP") based on the Qualcomm® Snapdragon™ SA8155P processor from Qualcomm® Technologies, Inc. ("QTI"). This platform provides OEMs and ecosystem partners with access to QTI's high-performance automotive infotainment, advanced driver assist platform for developing, testing, optimizing and showcasing next-generation in-vehicle infotainment solutions. The launch of the Snapdragon 8155 Automotive Development kit during the quarter was a key contributor to our overall revenue and improved hardware margin in the quarter.
- One of Intrinsyc's clients was highlighted by Qualcomm and Digital Trends as part of their "Tech for Change" initiative. Intrinsyc helped to develop life-changing electronic glasses designed for virtually impaired users to see the world around them, and for some, for the very first time. These devices are power by Intrinsyc's edge AI computing modules.
- Increased hardware gross margin due to the introduction of new higher margin products and increased economies of scale.

With the announcement of several hardware orders during the quarter, we increased our hardware backlog by 42% to US\$7.5 million, at the end of the third quarter. The following were announcements regarding orders made during the quarter:

- Orders for the Company's Open-Q™ embedded computing modules are valued at US \$384,240 and include an initial stocking order for a new production client building medical devices. The Company also received orders from existing and new clients for product development services valued in aggregate at US \$433,936.

- Received an order, that is valued at US \$1,195,000. This initial stocking order is for the purchase of the Company's Open-Q™ 835 edge AI computing modules to be used in a next-generation video collaboration product. Delivery is expected to occur in the fourth quarter of 2019.
- Received an order that is valued at US \$513,000. This initial stocking order is for the purchase of the Company's Open-Q™ 820 edge AI computing modules that will be used to enable commercial vehicle connectivity services provided by a Fortune 500 company. Delivery occurred in the third quarter of 2019.
- Received and order, that is valued at US \$1,120,000. This follow-on order is for the purchase of the Company's Open-Q™ 835 edge AI computing modules to be used in a next-generation video collaboration product. Delivery is expected to occur in the first quarter of 2020.
- Received orders from multiple clients, that in aggregate are valued at US \$1,263,000. These orders consist of US \$1,002,000 for hardware and US \$261,000 for product development services. Hardware and services will be delivered in the third quarter, ending September 30, 2019 and fourth quarter, ending December 31, 2019.

Financial Highlights

Three Month Comparative Results

The Company reported third quarter revenue of US 6.2 million (CDN \$8.2 million), up 13% over the prior period of US \$5.5 million (CDN \$7.2 million) and 1% over the same period in the prior year of US \$6.1 million (CDN \$8.0 million).

Gross margin for the three months ended September 30, 2019 was 35%, which slightly higher than the gross margin in the prior period but lower higher than the same period in the prior year. EBITDA was as follows:

	Three months ended September 30, 2019		Three months ended June 30, 2019		Three months ended September 30, 2018 (Restated)	
	US\$	CDN\$	US\$	CDN\$	US\$	CDN\$
Operating income (loss)	\$292,072	\$385,651	(\$47,412)	(\$63,423)	\$382,522	\$499,957
Add back: Other operating expenses	181,793	240,040	216,841	290,067	171,351	223,956
EBITDA	\$473,865	\$625,691	\$169,429	\$226,644	\$553,873	\$723,913

The Company had net income of US \$332,386 (CDN \$359,844), and earnings per share of US \$0.02 (CDN \$0.02) during the current quarter compared to net income of US \$66,247 (CDN \$83,377), or US \$0.00 (CDN \$0.00) earnings per share in the prior quarter and net income of US \$314,046 (CDN \$405,838) or US \$0,01 (CDN \$0.02) earnings per share in the same period in the prior year.

Nine Month Comparative Results

The Company reported revenue of US \$17.8 million (CDN \$23.6 million), down 4% over the same period in the prior year of US\$18.6 million (CDN\$24.0 million). The decrease in revenue over the comparative periods was due primarily to decreased revenue from the sale of services.

Gross margin for the nine months ended September 30, 2019 was 34%, which was slightly lower than the 35% gross margin in the same period in the prior year. EBITDA was as follows:

	Nine months ended September 30, 2019		Nine months ended September 30, 2018 (Restated)	
	US\$	CDN\$	US\$	CDN\$
Operating income	\$ 212,482	\$ 279,448	\$ 803,788	\$ 1,039,816
Add back: Other operating expenses	586,371	779,704	591,271	760,921
EBITDA	\$ 798,853	\$ 1,059,152	\$ 1,395,059	\$ 1,800,737

The Company had net income of US \$226,778 (CDN \$300,320) or US \$0.01 (CDN \$0.01) earnings per share during the nine months ended September 30, 2019, compared to net income of US \$582,601 (CDN \$746,413) or US \$0.03 (CDN \$0.04) during the same period in the prior year.

Financial Position as at September 30, 2019

Working capital as of September 30, 2019 was US \$10.4 million (CDN \$13.1 million) inclusive of cash and short-term investments of US \$3.6 million (CDN \$5.0 million). This is compared to net working capital of US \$10.3 million (CDN \$14.1 million) as at December 31, 2018 inclusive of cash and short-term investments of US \$6.0 million (CDN \$8.1 million).

Looking Forward

On October 31, the Company announced it entered into an agreement with Lantronix, Inc. (NASDAQ: LTRX) (“Lantronix”), a global provider of secure data access and management solutions for IoT assets, pursuant to which Lantronix will acquire 100% of Intrinsic’s issued and outstanding common shares in a cash and share transaction valued at approximately US\$27 million. I believe we are well positioned to add value as part of a combined entity with Lantronix and that the combination has significant potential to unlock shareholder value through continued business momentum, with improvement in operational scale and other synergies.

Based on existing order backlog, we expect to achieve significantly higher revenue in the fourth quarter. Among the new orders received in the third quarter were orders from a video collaboration client that will begin commercial shipment of their new system in this quarter. We expect to ship over US\$2M in computing modules to this client over the next 90 days.

Expenses will be higher in the fourth quarter due to strategic activities, but otherwise we will continue to enjoy the benefits of cost reductions taken earlier this year resulting in significant EBITDA also being achieved due to the anticipated strong revenue during the end of fiscal 2019.

The Company continues to have a strong technical partnership with Qualcomm Technologies, Inc. We expect to announce the availability of a new hardware development kit in the month of December. This development kit will be based on Qualcomm’s latest flagship processor and is expected to be a popular processor for advanced IoT products.

In closing, when I became interim CEO in 2008 the company had a very uncertain future. Since my first day, my focus has always been to maximize long-term shareholder value. While I haven’t been able to accomplish everything I had hoped for, we are now a much stronger company. We have a valuable strategic technology partnership with Qualcomm, an industry leading product portfolio, with an ever-expanding client base, and business model that has substantial potential for continued revenue and EBITDA growth. I believe that the combination with Lantronix will continue our momentum and enhance value for our shareholders.

I want to thank current and former employees that have worked loyally and persistently through challenges to build a great company. It has been a blessing to work with such a dedicated and capable team. Everyday our spectacularly talented engineers are working to create amazing products that will impact people’s lives in profoundly meaningful ways.

Finally, as this may be my last letter to Intrinsic shareholders, I want to express my gratitude for the privilege to lead Intrinsic, and my sincere appreciation for your support. I've been able to speak to many of our shareholders over the years and benefitted from your perspectives and advice.

Yours sincerely,

"Tracy Rees"

President and Chief Executive Officer

November 14, 2019

INTRINSYC TECHNOLOGIES CORPORATION

For the Three and Nine Months ended September 30, 2019

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INTRINSYC TECHNOLOGIES CORPORATION
Interim Condensed Consolidated Statements of Financial Position
(Unaudited and Expressed in U.S. Dollars)

As at	September 30, 2019	December 31, 2018 (Restated – see Note 3)	January 1, 2018 (Restated - see Note 3)
ASSETS			
Current assets			
Cash and cash equivalents (note 19)	\$ 2,597,855	\$ 3,939,763	\$ 4,989,154
Short-term investments (note 19)	983,023	2,027,579	2,260,089
Trade and other receivables (notes 4, 14 and 19(b)(i))	4,730,371	5,265,076	4,799,625
Loan to customer (note 5)	-	-	1,799,250
Inventory (note 6)	5,481,543	4,631,387	4,257,027
Prepaid expenses	168,936	313,952	159,784
	13,961,728	16,177,757	18,264,929
Non-Current Assets			
Prepaid expenses	42,406	22,623	27,417
Investment in customer (note 5)	653,019	653,019	-
Equipment (note 7)	429,392	407,706	362,700
Intangible assets (note 8)	230,813	241,288	118,591
Right-of-use asset (note 9)	1,062,260	966,770	1,095,020
Total assets	\$ 16,379,618	\$ 18,469,163	\$ 19,868,657
LIABILITIES AND SHAREHOLDERS' EQUITY			
Current liabilities			
Trade and other payables (note 19(b)(ii))	\$ 2,866,601	\$ 5,415,376	\$ 4,938,065
Deferred revenue	462,184	313,164	694,088
Lease liability – current (note 12)	170,596	87,748	81,210
	3,499,381	5,816,288	5,713,363
Non-Current Liabilities			
Lease liability (note 12)	1,140,701	1,055,730	1,281,554
Total liabilities	4,640,082	6,872,018	6,994,917
Shareholders' equity			
Share capital (note 11)	107,079,745	107,367,137	108,899,883
Other capital reserves – share based payments	10,882,739	10,679,723	10,330,897
Deficit	(106,315,384)	(106,542,151)	(106,449,476)
Translation of operations reserve	92,436	92,436	92,436
Total shareholders' equity	11,739,536	11,597,145	12,873,740
Total liabilities and shareholders' equity	\$ 16,379,618	\$ 18,469,163	\$ 19,868,657

Commitments and contingencies (note 13)

See accompanying notes to the interim condensed consolidated financial statements

Approved on behalf of the Board:

“George Duguay”
Director

“Michael Bird”
Director

INTRINSYC TECHNOLOGIES CORPORATION
Interim Condensed Consolidated Statements of Operations

(Unaudited and Expressed in U.S. dollars)

For the	Three Months ended September 30, 2019	Three Months ended September 30, 2018 (Restated – See Note 3)	Nine Months ended September 30, 2019	Nine Months ended September 30, 2018 (Restated – See Note 3)
Revenues <i>(note 15)</i>	\$ 6,173,842	\$ 6,089,417	\$ 17,786,209	\$ 18,583,659
Cost of sales <i>(note 15)</i>	4,002,393	3,747,429	11,779,601	12,068,621
	2,171,449	2,341,988	6,006,608	6,515,038
Expenses				
Sales and marketing	580,950	647,674	1,792,929	1,944,048
Research and development	278,793	315,125	1,036,545	1,088,218
Administration	837,841	825,316	2,378,281	2,087,713
Other operating expenses <i>(note 17)</i>	181,793	171,351	586,371	591,271
	1,879,377	1,959,466	5,794,126	5,711,250
Operating income	292,072	382,522	212,482	803,788
Other expenses (earnings)				
Foreign exchange loss (gain)	(138,451)	86,417	38,759	240,236
Interest and other expense (income)	80,349	(25,443)	(101,117)	(56,797)
	(58,102)	60,974	(62,358)	183,439
Income before income taxes	350,174	321,548	274,840	620,349
Income tax expense	17,788	7,502	48,062	37,748
Net income and comprehensive income for the period	332,386	314,046	226,778	582,601
Income per share (basic) <i>(note 11(f))</i>	\$0.02	\$0.02	\$0.01	\$0.03
Income per share (fully diluted) <i>(note 11(f))</i>	\$0.02	\$0.02	\$0.01	\$0.03
Weighted average number of shares outstanding – basic <i>(note 11(f))</i>	20,026,557	20,862,904	20,017,926	20,931,309
Weighted average number of shares outstanding – fully diluted <i>(note 11(f))</i>	20,240,610	21,430,756	20,173,549	21,439,191

See accompanying notes to the interim condensed consolidated financial statements

INTRINSYC TECHNOLOGIES CORPORATION
Interim Condensed Consolidated Statements of Changes in Shareholders' Equity

(Unaudited and Expressed in U.S. Dollars)

	Share Capital	Other Capital Reserves – Share Based Payments	Deficit (Restated – See Note 3)	Translation of Operations Reserve	Total Shareholders' Equity
Balance, January 1, 2019	\$107,367,137	\$ 10,679,723	(\$ 106,542,151)	\$ 92,436	\$ 11,597,145
Net income for the period	-	-	226,778	-	226,778
Issued upon exercise of stock options	136,394	-	-	-	136,394
Reclassification upon exercise of stock options	101,824	(101,824)	-	-	-
Issued for RSU settlement	25,572	(25,572)	-	-	-
Shares repurchased and cancelled under Normal Course Issuer Bid	(551,193)	-	-	-	(551,193)
Share-based compensation	-	221,162	-	-	221,162
Issue of RSUs for settlement of past performance (<i>note 20</i>)	-	109,250	-	-	109,250
Balance, September 30, 2019	\$107,079,734	\$ 10,882,739	(\$106,315,373)	\$ 92,436	\$ 11,739,536
Balance, January 1, 2018	\$108,899,883	\$ 10,330,897	(\$106,287,119)	\$ 92,436	\$ 13,036,097
Impact of IFRS 16	-	-	(162,357)	-	(162,357)
Balance, January 1, 2018 (Restated)	\$108,899,883	\$ 10,330,897	(\$ 106,449,476)	\$ 92,436	\$ 12,873,740
Net income for the period	-	-	582,601	-	582,601
Issued upon exercise of stock options	81,622	-	-	-	81,622
Reclassification upon exercise of stock options	62,201	(62,201)	-	-	-
Shares repurchased and cancelled under Normal Course Issuer Bid	(497,864)	-	-	-	(497,864)
Share-based compensation	-	332,830	-	-	332,830
Balance, September 30, 2018	\$108,545,842	\$ 10,601,526	(\$105,866,875)	\$ 92,436	\$ 13,372,929

See accompanying notes to the interim condensed consolidated financial statements

INTRINSYC TECHNOLOGIES CORPORATION

Interim Condensed Consolidated Statements of Cash Flows

(Unaudited and Expressed in U.S. Dollars)

For the	Three months ended September 30, 2019	Three months ended September 30, 2018 (Restated – See Note 3)	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated – See Note 3)
Cash provided by (used in):				
Operating Activities				
Net income for the period	\$ 332,386	\$ 314,046	\$ 226,778	\$ 582,601
Adjustments to reconcile net loss to net cash flows:				
Depreciation of equipment (note 7)	34,610	23,853	85,946	67,116
Amortization of intangible assets (note 8)	36,084	23,140	112,847	68,193
Amortization of right-of-use asset (notes 9)	59,594	41,044	166,416	123,132
Share-based compensation	51,505	83,314	221,162	332,830
Accrued interest on customer loan	-	-	-	(15,134)
Finance charge on lease payments (note 12)	10,557	10,302	31,174	32,020
Decommissioning costs (note 9)	-	-	(12,305)	-
Unrealized foreign exchange	(134,177)	(46,476)	52,143	(139,815)
	390,559	449,223	884,161	1,050,943
Working capital adjustments:				
Trade and other receivables	(1,986,544)	73,565	535,857	962,222
Inventory	1,421,782	(628,249)	(850,156)	(296,600)
Prepaid expenses	27,955	10,777	125,233	69,306
Trade and other payables	(221,015)	278,618	(2,514,390)	(665,822)
Deferred revenue	118,663	(69,507)	149,020	(187,273)
	(639,159)	(334,796)	(2,554,436)	(118,167)
Cash provided by (used in) operating activities	(248,600)	114,427	(1,670,275)	932,776
Investing Activities				
Redemption (purchase) of short-term investments	58,982	(36,051)	1,083,941	233,882
Purchase of equipment (note 7)	(9,454)	(25,247)	(107,632)	(53,618)
Purchase of intangible assets (note 8)	(7,846)	-	(102,372)	(86,119)
Cash provided by (used in) investing activities	41,682	(61,298)	873,937	94,145
Financing Activities				
Issuance of common shares	1,812	70,851	136,405	81,622
Repurchase and cancellation of shares (note 11(e))	-	(102,994)	(551,193)	(497,864)
Lease payments (note 12)	(63,246)	(41,378)	(155,469)	(126,028)
Cash used in financing activities	(61,434)	(73,521)	(570,257)	(542,270)
Increase (decrease) in cash and cash equivalents	(268,352)	(20,392)	(1,366,595)	484,651
Foreign exchange effect on cash and cash equivalents	71,569	(11,816)	24,687	(60,447)
Cash and cash equivalents, beginning of the period	2,794,638	5,445,566	3,939,763	4,989,154
Cash and cash equivalents, end of the period	\$ 2,597,855	\$ 5,413,358	\$ 2,597,855	\$ 5,413,358
Supplementary information				
Interest received	\$ 34,790	\$ 21,778	\$ 87,806	\$ 56,053
Income taxes paid	\$ 17,886	\$ 3,484	\$ 53,090	\$ 37,505

See accompanying notes to the interim condensed consolidated financial statements

INTRINSYC TECHNOLOGIES CORPORATION
Notes to Interim Condensed Consolidated Financial Statements
(Unaudited and Expressed in U.S. Dollars)

1. REPORTING ENTITY

Intrinsyc Technologies Corporation (formerly Intrinsyc Software International, Inc.) (“Intrinsyc” or the “Company”) is a public company domiciled in Canada and incorporated on August 31, 1992 under the laws of Alberta and continued under the Company Act (British Columbia) on July 19, 1995. Articles of Continuance were filed under the Canada Business Corporations Act on May 1, 2003 to continue the Company federally and change the name of the Company from Intrinsyc Software, Inc. to Intrinsyc Software International, Inc. Articles of Amendment were filed under the Canada Business Corporations Act on June 17, 2014 to change the name of the Company to Intrinsyc Technologies Corporation. The Company’s principal business office is Suite 300, 885 Dunsmuir Street, Vancouver, British Columbia, V6C 1N5 and its registered office is Suite 1700, 1055 West Hastings Street, Vancouver, British Columbia, V6E 2E9.

The Company is an Internet of Things (“IoT”) product development company, offering hardware development kits, computing modules, proprietary software products, and engineering design and development services. These solutions are focused on the fast growing high-performance IoT product market; including; augmented and virtual reality, drones, robotics, digital signage, automotive, IP cameras, medical systems, wearable technology, and many others. The Company provides value by enabling device makers and technology suppliers to deliver compelling, next generation mobile and embedded wireless devices with faster time to market, higher quality, and differentiating innovation.

The interim condensed consolidated financial statements of the Company, as at, and for the three and nine months ended September 30, 2019 and September 30, 2018 comprise the Company and its subsidiaries (together referred to as the “Company” and individually as “Company entities”).

2. BASIS OF PRESENTATION

Statement of Compliance

These interim condensed consolidated financial statements, which have been approved by the Board of Directors on November 12, 2019, have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting* (“IAS 34”). These interim condensed consolidated financial statements have been prepared using the historical cost basis and the same accounting policies as those disclosed in the Company’s annual financial statements as at and for the year ended December 31, 2018 (except for the adoption of new accounting standards effective January 1, 2019 – see below). Accordingly, these interim condensed consolidated financial statements do not include all disclosures required for annual financial statements and should be read in conjunction with the Company’s annual financial statements as at and for the year ended December 31, 2018 (which were prepared in accordance with International Financial Reporting Standards, or “IFRS”).

3. SIGNIFICANT ACCOUNTING POLICIES

New Standards and Interpretations Adopted

The Company applied, for the first time, IFRS 16 - *Leases* which require restatement of previous financial statements. The nature and effect of these changes are disclosed below. In addition, the Company also adopted IFRIC 23 – *Uncertainty over Income Tax Treatments*.

IFRS 16 - Leases

The standard supersedes the current IAS 17, *Leases* (IAS 17) standard. IFRS 16 introduces a single accounting model for lessees and for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee will be 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.

INTRINSYC TECHNOLOGIES CORPORATION
Notes to Interim Condensed Consolidated Financial Statements
(Unaudited and Expressed in U.S. Dollars)

3. SIGNIFICANT ACCOUNTING POLICIES (continued)

The Company applied IFRS 16 with a date of initial application of January 1, 2019. As a result, the Company has changed its accounting policy for lease contracts as detailed below.

The Company applied IFRS 16 using the full retrospective approach. Consequently, it has restated the comparative information and a third statement of financial position as at the beginning of the earliest comparative period is presented. As a result of adopting IFRS 16, the Company has recognized a significant increase to both assets and liabilities on the Consolidated Statements of Financial Position, as well as a decrease to operating costs (for the removal of rent expense for leases), an increase to depreciation (due to depreciation of the right-of-use asset), and an increase to finance costs (due to accretion of the lease liability). The details of the changes in accounting policies are disclosed below.

Definition of a Lease

Previously, the Company determined at contract inception whether an arrangement is or contains a lease under IFRIC 4. Under IFRS 16, the Company assesses whether a contract is or contains a lease based on the definition of a lease. Under IFRIC 4, the Company assessed a lease based on the assessment of whether:

- fulfilment of the arrangement was dependent on the use of a specific asset or assets; and
- the arrangement had conveyed a right to use the asset. An arrangement conveyed the right to use the asset if one of the following was met:
 - the purchaser had the ability or right to operate the asset while obtaining or controlling more than an insignificant amount of the output;
 - the purchaser had the ability or right to control physical access to the asset while obtaining or controlling more than an insignificant amount of the output; or
 - facts and circumstances indicated that it was remote that other parties would take more than an insignificant amount of the output, and the price per unit was neither fixed per unit of output nor equal to the current market price per unit of output.

The Company applied the definition of a lease under IFRS 16 to contracts entered into or changed on or after January 1, 2019.

As a Lessee

As a lessee, the Company previously classified leases as operating or finance leases based on its assessment of whether the lease transferred significantly all of the risks and rewards incidental to ownership of the underlying asset to the Company. Under IFRS 16, the Company recognizes right-of-use assets and lease liabilities for most leases.

The Company decided to apply recognition exemptions to short-term leases of office space India and the storage facility in Vancouver, BC. The Company applied IFRS 16 to leased office space it formerly leased in Boulder, CO (lease expired February 28, 2018), Vancouver BC and the original leased office space in Taiwan (expired December 31, 2017) as at January 1, 2018 (its earliest comparative period) as they met the criteria given that the leases had terms that were greater than twelve (12) months.

The cumulative impact on amounts recognized in the Company's interim condensed consolidated statements of financial position as at January 1, and December 31, 2018, is shown below:

INTRINSYC TECHNOLOGIES CORPORATION
Notes to Interim Condensed Consolidated Financial Statements
(Unaudited and Expressed in U.S. Dollars)

3. SIGNIFICANT ACCOUNTING POLICIES (continued)

Interim Condensed Consolidated Statement of Financial Position	January 1, 2018– As reported prior to IFRS 16 transition	Adjustments	January 1, 2018 – As restated after IFRS 16 transition
Equipment	\$ 345,618	\$ 17,082	\$ 362,700
Right-of-Use asset	\$ -	\$ 1,095,020	\$ 1,095,020
Trade and other payables	\$ 5,026,370	(\$ 88,305)	\$ 4,938,065
Lease liability – current portion	\$ -	\$ 81,210	\$ 81,210
Lease liability	\$ -	\$ 1,281,554	\$ 1,281,554
Deficit	(\$ 106,287,119)	(\$ 162,357)	(\$ 106,449,476)

Interim Condensed Consolidated Statement of Financial Position	December 31, 2018– As reported prior to IFRS 16 transition	Adjustments	December 31, 2018 – As restated after IFRS 16 transition
Equipment	\$ 379,010	\$ 28,696	\$ 407,706
Right-of-Use asset	\$ -	\$ 966,770	\$ 966,770
Trade and other payables	\$ 5,492,892	(\$ 77,516)	\$ 5,415,376
Lease liability – current portion	\$ -	\$ 87,748	\$ 87,748
Lease liability	\$ -	\$1,055,730	\$ 1,055,730
Deficit	(\$ 106,471,655)	(\$ 70,496)	(\$106,542,151)

The cumulative impact on amounts recognized in the Company's interim condensed consolidated statement of changes in shareholders equity as at January 1, and December 31, 2018, is shown below:

Interim Condensed Consolidated Statement of Changes in Shareholders' Equity	As reported prior to IFRS 16 transition	Adjustments	As restated after IFRS 16 transition
Deficit – January 1, 2018	(\$ 106,287,119)	(\$ 162,357)	(\$ 106,449,476)
Deficit – December 31, 2018	(\$ 106,471,655)	(\$ 70,496)	(\$ 106,542,151)

The impact on amounts recognized in the Company's interim condensed consolidated statement of operations for the three and nine months ended September 30, 2018, is shown below:

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3. SIGNIFICANT ACCOUNTING POLICIES (continued)

Interim Condensed Consolidated Statement of Operations	Three months ended September 30, 2018– As reported prior to IFRS 16 transition		Adjustments	Three months ended September 30, 2018 – As restated after IFRS 16 transition
	Cost of sales	\$ 3,775,411		(\$ 27,982)
Sales and marketing	\$ 650,237		(\$ 2,563)	\$ 647,674
Research & development	\$ 315,766		(\$ 641)	\$ 315,125
Administration	\$ 834,929		(\$ 9,613)	\$ 825,316
Other operating expenses	\$ 133,209		\$ 38,142	\$ 171,351
Operating income	\$ 379,865		\$ 2,657	\$ 382,522
Foreign exchange loss (gain)	\$ 61,631		\$ 24,786	\$ 86,417
Interest and other expense (income)	(\$ 35,745)		\$ 10,302	(\$ 25,443)
Income before income taxes	\$ 353,979		(\$ 32,431)	\$ 321,548
Net income and comprehensive income for the period	\$ 346,477		(\$ 32,431)	\$ 314,046

Interim Condensed Consolidated Statement of Operations	Nine months ended September 30, 2018– As reported prior to IFRS 16 transition		Adjustments	Nine months ended September 30, 2018 – As restated after IFRS 16 transition
	Cost of sales	\$ 12,156,493		(\$ 87,872)
Sales and marketing	\$ 1,952,719		(\$ 8,671)	\$ 1,944,048
Research & development	\$ 1,090,221		(\$ 2,003)	\$ 1,088,218
Administration	\$ 2,113,430		(\$ 25,717)	\$ 2,087,713
Other operating expenses	\$ 476,847		\$ 114,424	\$ 591,271
Operating income	\$ 793,949		\$ 9,839	\$ 803,788
Foreign exchange loss (gain)	\$ 288,899		(\$ 48,663)	\$ 240,236
Interest and other expense (income)	(\$ 88,816)		\$ 32,019	(\$ 56,797)
Income before income taxes	\$ 593,866		\$ 26,483	\$ 620,349
Net income and comprehensive income for the period	\$ 556,118		\$ 26,483	\$ 582,601

There is no impact to basic and fully diluted earnings per share.

The impact on amounts recognized in the Company's interim condensed consolidated statement of cashflows for the three and nine months ended September 30, 2018, is shown below:

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3. SIGNIFICANT ACCOUNTING POLICIES (continued)

Interim Condensed Consolidated Statement of Cash Flows	Three months ended September 30, 2018– As reported prior to IFRS 16 transition	Adjustments	Three months ended September 30, 2018 – As restated after IFRS 16 transition
Net income for the period	\$ 346,477	(\$ 32,431)	\$ 314,046
Depreciation of equipment	\$ 26,755	(\$ 2,902)	\$ 23,853
Amortization of right-of-use asset	\$ -	\$ 41,044	\$ 41,044
Finance charge on lease payments	\$ -	\$ 10,302	\$ 10,302
Unrealized foreign exchange	(\$ 72,686)	\$ 26,210	(\$ 46,476)
Trade and other payables	\$ 279,463	\$ 845	\$ 278,618
Lease payments	\$ -	(\$ 41,378)	(\$ 41,388)

Interim Condensed Consolidated Statement of Cash Flows	Nine months ended September 30, 2018– As reported prior to IFRS 16 transition	Adjustments	Nine months ended September 30, 2018 – As restated after IFRS 16 transition
Net income for the period	\$ 556,118	\$ 26,843	\$ 582,601
Depreciation of equipment	\$ 75,824	(\$ 8,708)	\$ 67,116
Amortization of right-of-use asset	\$ -	\$ 123,132	\$ 123,132
Finance charge on lease payments	\$ -	\$ 32,020	\$ 32,020
Unrealized foreign exchange	(\$ 88,434)	(\$ 51,381)	(\$ 139,815)
Trade and other payables	(\$ 670,304)	\$ 4,482	(\$ 665,822)
Lease payments	\$ -	(\$ 126,028)	(\$ 126,028)

Prior to adopting IFRS 16, the total minimum operating lease commitments as at December 31, 2018 were \$1,320,328. The weighted average discount rate applied to the total lease liabilities recognized on transition was 7.00%. The difference between the total of the minimum lease payments set out in Note 12(a) to the Company's 2018 Annual Financial Statements and the total lease liabilities recognized on transition was a result of:

- the inclusion of lease payments beyond minimum commitments relating to reasonably certain renewal periods or extension options that had not yet been exercised as at December 31, 2018; partially offset by
- the effect of discounting on the minimum lease payments; and
- certain costs to which we are contractually committed under lease contracts but which do not qualify to be accounted for as a lease liability

Right-of-use assets and lease liabilities

The Company has recorded a right-of-use asset and a lease liability for all existing leases at the lease commencement date, which is January 1, 2018 for the purposes of the Company's adoption. The lease liability has been initially measured at the present value of all lease payments that remain to be paid at the commencement date. Lease payments included in the measurement of the lease liability only include fixed payments.

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3. SIGNIFICANT ACCOUNTING POLICIES (continued)

After transition, the right-of-use asset will initially be measured at cost, consisting of:

- the initial amount of the lease liability, adjusted for any lease payments made at or before the commencement date; plus
- any initial direct costs incurred; and
- an estimate of costs to dismantle and remove the underlying asset or restore the site on which it is located; less
- any lease incentives received.

The right-of-use asset will typically be depreciated on a straight-line basis over the lease term, unless the Company expects to obtain ownership of the leased asset at the end of the lease. The lease term will consist of:

- the non-cancellable period of the lease;
- periods covered by options to extend the lease, where we are reasonably certain to exercise the option; and
- periods covered by options to terminate the lease, where we are reasonably certain not to exercise the option.

IFRIC 23 – Uncertainty over Income Tax Treatments

New standard to clarify the accounting for uncertainties in income taxes. The interpretation provides guidance and clarifies the application of the recognition and measurement criteria in IAS 12 - *Income Taxes* when there is uncertainty over income tax treatments. The interpretation is effective for annual periods beginning on January 1, 2019, with early adoption permitted. The adoption of this standard did not have an impact on its financial statements.

4. TRADE AND OTHER RECEIVABLES

	September 30, 2019	December 31, 2018	January 1, 2018
Trade and other receivables	\$ 4,296,842	\$ 4,980,813	\$ 4,640,131
Less: Allowance for doubtful accounts	-	-	(128,197)
Unbilled revenue	433,529	284,263	287,691
	\$ 4,730,371	\$ 5,265,076	\$ 4,799,625

Included in trade and other receivables balance as at January 1, 2018 was an amount of \$60,000 which was payable by a customer that had not been fully insured with Export Development Canada (“EDC” – see Note 14) by the Company. An allowance for the full amount had been taken and was included in Allowance for Doubtful Accounts as at January 1, 2018. During 2018, the Company only received one (1) of the agreed upon payments and reduced Trade and Other Receivables and Allowance for Doubtful Accounts by \$45,000 as the customer went out of business.

At September 30, 2019, unbilled revenue on open contracts accounted for using the percentage of completion method amounted to \$433,529 (December 31, 2018 - \$284,263; January 1, 2018 - \$287,691). In addition, the remaining contractual amounts on fixed price contracts were \$419,724 as at September 30, 2019 (December 31, 2018 - \$1,991,051; January 1, 2018 - \$1,599,799). The Company will recognize this revenue as the contracts are completed, which is expected to occur over the next 8-12 months.

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5. INVESTMENT IN CUSTOMER

On October 1, 2014, the Company announced that it invested in Stream TV Networks, Inc. (“Stream TV”), a current customer of Intrinsic, an amount of \$1,500,000 in the form of a subordinated, secured convertible promissory note bearing interest at three percent (3%) per annum with a maturity date of December 31, 2015 (the “Note”). Interest is payable on the earlier of (i) December 31, 2015 or (ii) when converted to Stream TV shares. Stream TV committed to acquire a minimum of \$3,000,000 in Intrinsic products and services over the next twelve months.

The Note was initially convertible into the securities of Stream TV, at the sole option of Stream TV, subject to the execution of an equity financing of a minimum of \$15 million by Stream TV (the “Qualified Financing”). The Note was convertible into the class of securities sold in the Qualifying Financing at the share price issued in the Qualifying Financing.

The Company had determined that a reasonable market interest rate for a loan with the features of the Stream TV convertible loan and for pre-commercial entities in the emerging technology sector would be 12%. The Company recognized the difference as a deferred discount.

On December 10, 2015, the Company announced that the arrangements were amended to increase the purchase commitment by Stream TV to \$4,500,000 in Intrinsic product, services and royalties to be generated on or before March 31, 2016, which Stream TV met. In addition, the subordinated, secured convertible promissory note was amended to remove the conversion feature and to extend the maturity date from December 31, 2015 to June 30, 2016.

On June 28, 2016, the Company announced that the arrangements were further amended, to increase the purchase commitment to \$6,000,000 in Intrinsic products, services and royalties to be generated on or before December 30, 2016, which Stream TV has met. In addition, the subordinated, secured promissory note, valued at \$1.5 million, has been further amended to extend the maturity date from June 30, 2016 to December 30, 2016.

On December 29, 2016, the Company announced that the subordinated, secured promissory note, with a principal amount of \$1.5 million, has been further amended to extend the maturity date from December 30, 2016 to March 30, 2017. In consideration for the extension Intrinsic received 30,000 warrants convertible into Class A common shares in Stream TV, at a strike price of \$5 per share, on a 1 for 1 basis for a period of up to 5 years. The warrants may only be exercised if Stream TV becomes subject to a liquidity event defined in the warrant agreement as liquidation, dissolution, or winding up of Stream TV, whether voluntary or involuntary, or an Initial Public Offering (“IPO”) or sale of the Stream TV by either stock or assets that is at least a change of control transaction. To date, none of these warrants have been exercised.

On February 2, 2017, the Company announced that the subordinated, secured promissory note, valued at \$1.5 million, has been further amended to extend the maturity date from March 30, 2017 to February 1, 2018. In consideration for the extension Intrinsic received 120,000 warrants convertible into Class A common shares in Stream TV at a strike price of \$5, on a 1 for 1 basis for a period of up to 5 years. The exercise of these warrants is also subject to the same terms as the warrants received December 29, 2016. To date, none of these warrants have been exercised. In addition, Stream TV committed to acquire a minimum of \$2,000,000 in Intrinsic products, services, and royalties to be purchased or generated between February 1, 2017 and February 1, 2018 (which Stream TV has only committed to approximately \$700,000).

On February 1, 2018, the Company announced that the subordinated, secured promissory note, valued at \$1.5 million, has been further amended to extend the maturity date from February 1, 2018 to April 2, 2018.

On April 2, 2018, the Company announced that the subordinated, secured promissory note, valued at \$1.5 million, had been further amended to extend the maturity date from April 2, 2018 to May 2, 2018.

On May 2, 2018, the Company announced that it made a strategic equity investment in Stream TV Networks through the conversion of the subordinated, secured promissory note and interest accrued for a total amount of \$1,661,384 into

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5. INVESTMENT IN CUSTOMER (continued)

415,346 common shares (which is less than 1% ownership in Stream TV). The amount was reclassified as Investment in Customer. In addition, the parties also signed an amendment to the Master Services Agreement in which Stream TV agrees to provide a commitment of \$1,500,000 in services to be purchased directly or through connected party referrals during the eighteen (18) month period beginning May 1, 2018. To date, no services have been provided against the \$1,500,000 commitment.

The Company revalued the investment as at December 31, 2018, with the decline in the fair value being recorded as Interest and Other Expenses (Income) in the Company's Statements of Operations for the year ended December 31, 2018. In the event that Stream TV does not raise a minimum of \$25 million within the two-year period subsequent to the Equity Investment conversion date of May 2, 2018, the Equity Investment will revert back to become a Note Payable to Intrinsic. In the event that Stream TV raises a minimum of \$25 million within the two year period subsequent to the Equity Investment conversion date of May 2, 2018 at a lower valuation than the conversion of the Note into the Equity Investment by Intrinsic on May 2, 2018 and Stream TV's two primary debtors also convert their loans into equity at this time, Stream TV will issue additional shares to Intrinsic based upon lower valuation of the equity valuation completed by Stream TV.

The Company fair valued the Warrants using a modified Black Scholes calculation with the fair value on the date of inception being \$30,000 as at December 31, 2018 and \$153,000 as at December 31, 2017. The value of the Warrants was included in the Investment in Customer (formerly Loan to Customer) on the Statement of Financial Position with the decline in the fair value being recorded as Interest and Other Expenses (Income) on the Company's Statements of Operations for the year ended December 31, 2018.

The Company has assessed the investment for impairment at the end of the current reporting period and concluded that no indicators to warrant a change in the value of the Company's equity investment as at September 30, 2019 from the prior reporting period. However, the Company acknowledges that there is uncertainty regarding the valuation of the equity investment due to the uncertainty inherent to the fact that Stream TV is a pre-commercial entity in an emerging technology sector. Further, the Company assessed that there was no change in the value of the investment as at September 30, 2019. The Company assessed the value of the Warrants as at September 30, 2019 and determined that the change in value was insignificant resulting in no change in value of the Warrants as at September 30, 2019.

6. INVENTORY

	September 30, 2019	December 31, 2018	January 1, 2018
Parts	\$ 2,682,788	\$ 1,955,270	\$ 2,436,372
Finished goods	2,798,755	2,676,117	1,820,655
	\$ 5,481,543	\$ 4,631,387	\$ 4,257,027

During the three and nine months ended September 30, 2019, the Company charged \$3,194,930 and \$9,044,589 (three and nine months ended September 30, 2018: \$2,773,087 and \$9,136,751) of inventory related amounts to cost of sales.

7. EQUIPMENT

The following table presents details of movement in the carrying value of equipment by type:

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7. EQUIPMENT (continued)

Cost

	Computers and Equipment	Furniture and Fixtures	Leasehold Improvements	Total
Balance, January 1, 2018	\$ 1,923,381	\$ 923,213	\$ 911,182	\$ 3,757,776
Additions	42,597	98,413	-	141,010
Balance, December 31, 2018	\$ 1,965,978	\$ 1,021,626	\$ 911,182	\$ 3,898,786
Additions	16,192	9,329	82,111	107,632
Balance, September 30, 2019	\$ 1,982,170	\$ 1,030,955	\$ 993,293	\$ 4,006,418

Accumulated Depreciation

	Computers and Equipment	Furniture and Fixtures	Leasehold Improvements (Restated – see Note 3)	Total
Balance, January 1, 2018	(\$ 1,792,928)	(\$ 834,960)	(\$ 767,188)	(\$ 3,395,076)
Depreciation	(46,093)	(35,267)	(14,644)	(96,004)
Balance, December 31, 2018	(\$ 1,839,021)	(\$ 870,227)	(\$ 781,832)	(\$ 3,491,080)
Depreciation	(31,402)	(36,347)	(18,197)	(85,946)
Balance, September 30, 2019	(\$ 1,870,423)	(\$ 906,574)	(\$ 800,029)	(\$ 3,577,026)

Net Book Value

	Computers and Equipment	Furniture and Fixtures	Leasehold Improvements	Total
Balance, January 1, 2018 (Restated – see Note 3)	\$ 130,453	\$ 88,253	\$ 143,994	\$ 362,700
Balance, December 31, 2018 (Restated – see Note 3)	\$ 126,957	\$ 151,399	\$ 129,350	\$ 407,706
Balance, September 30, 2019	\$ 111,747	\$ 124,381	\$ 193,264	\$ 429,392

8. INTANGIBLE ASSETS

The following table presents details of movement in the carrying value of the intangible assets which only consists of acquired software technology:

	September 30, 2019	December 31, 2018	January 1, 2018
Beginning Balance	\$ 241,288	\$ 118,591	\$ 111,851
Purchases	102,372	217,419	87,964
Amortization	(112,847)	(94,722)	(81,224)
Ending Balance	\$ 230,813	\$ 241,288	\$ 118,591

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9. RIGHT-OF-USE ASSET

The following table presents details of movement in the carrying value of the right-of-use asset:

	September 30, 2019	December 31, 2018	January 1, 2018
Beginning Balance	\$ 966,770	\$ 1,095,020	\$ 1,223,270
Additions	261,906	-	-
Amortization	(166,416)	(128,250)	(128,250)
Ending Balance	\$ 1,062,260	\$ 966,770	\$ 1,095,020

Included are \$12,305 of decommissioning costs which have been capitalized and accrued for. This obligation represents the cost the Company would incur to restore the leased office space in Taiwan to its original condition (see Note 12 – Leases for more information regarding the Taiwan lease that was entered into during 2019).

10. LINE OF CREDIT

On March 6, 2018, the Company entered into a line of credit agreement with its bank for up to CDN\$4.4 million (this was increased to CDN\$4.7 million during 2019). The line bears interest at chartered bank's prime lending rate +1.11% with no standby charge and does not include any covenants for the Company. Borrowings under this facility must not exceed the aggregate of the following, less Potential Prior-Ranking Claims:

- a) 75% of Eligible Canadian/US Accounts Receivable;
- b) 90% of Eligible EDC Accounts Receivable;
- c) 65% of Eligible Foreign Accounts Receivable; and
- d) to a maximum of \$750,000.00, 50% of the lesser of cost or net realizable value of Unencumbered Inventory.

As of September 30, 2019, outstanding borrowings were CDN \$nil.

11. SHARE CAPITAL

Authorized

Unlimited number of preference shares without par value; and
Unlimited number of common shares without par value.

Issued and outstanding

[a] Preference Shares

There are no preference shares outstanding as at September 30, 2019.

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11. SHARE CAPITAL (continued)

[b] Common Shares

	Number of common shares	Amount
Outstanding, January 1, 2018	21,060,988	\$108,899,883
Issued upon exercise of stock options	195,088	88,196
Reclassification upon exercise of stock options	-	67,241
Repurchase and cancellation of shares under Normal Course Issuer Bid	(969,200)	(1,688,183)
Outstanding, December 31, 2018	20,286,876	\$107,367,137
Issued upon exercise of stock options	226,470	136,394
Reclassification upon exercise of stock options	-	101,824
Issued for RSU settlement	16,667	25,572
Repurchase and cancellation of shares under Normal Course Issuer Bid	(489,800)	(551,193)
Outstanding, September 30, 2019	20,040,213	\$107,079,734

[c] Stock options

The Company has a rolling incentive stock option plan. Under the terms of the Company's stock option plan, the Board of Directors may grant options to directors, officers, employees, consultants and service providers equal to the lower of: (i) up to 10% of issued and outstanding common shares of the Company from time to time less one share; and, (ii) 3,750,000 common shares. The plan provides for the granting of options at the closing price of the Company's stock on the day prior to the grant date. Options granted generally vest over three years with the first one-third vesting at the first anniversary date of the grant and the balance vesting in equal amounts at the end of each quarter thereafter. There are no cash settlement alternatives. The Company does not have a past practice of cash settlement for these share options.

The Company determines the term of each option at the time it is granted, with options generally having a five-year term. As of September 30, 2019, the Company was entitled to grant 2,004,020 incentive stock options under the plan of which 1,311,171 have been granted.

A summary of the Company's share option activity for the nine months ended September 30, 2019 is as follows:

	Outstanding options	
	Number of options	Weighted average exercise price (in Canadian dollars)
Outstanding, January 1, 2018	1,317,229	\$ 1.22
Options granted	458,950	1.36
Options exercised	(195,088)	0.59
Options forfeited	(57,775)	1.80
Outstanding, December 31, 2018	1,523,316	\$ 1.32
Options granted	226,500	1.48
Options exercised	(226,470)	0.81
Options forfeited	(206,550)	1.31
Expired	(5,625)	0.80
Outstanding, September 30, 2019	1,311,171	\$ 1.44

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11. SHARE CAPITAL (continued)

The following table summarizes the share options outstanding as at September 30, 2019:

Options outstanding				Options exercisable	
Range of exercise price (in Canadian dollars)	# of common shares	Weighted average remaining contractual life	Weighted average exercise price (in Canadian dollars)	# of options exercisable	Weighted average exercise price (in Canadian dollars)
\$ 0.72 - \$ 0.91	331,837	0.68	\$ 0.89	331,837	\$ 0.89
\$ 0.92 - \$ 1.34	366,134	3.39	\$ 1.32	224,008	\$ 1.32
\$ 1.35 - \$ 2.03	269,000	4.21	\$ 1.49	60,998	\$ 1.51
\$ 2.04 - \$ 2.29	344,200	2.68	\$ 2.05	280,963	\$ 2.06
	1,311,171	2.68	\$ 1.44	897,806	\$ 1.40

There were no stock options granted during the three months ended September 30, 2019. The weighted average fair value of stock options granted during the nine months ended September 30, 2019 was CDN \$0.69 per share (three and nine months ended September 30, 2019 – CDN \$0.82 and CDN \$0.72 per share).

The total stock-based compensation related to stock options for the three and nine months ended September 30, 2019 was \$34,291 and \$139,244 (three and nine months ended September 30, 2018 - \$87,733 and \$150,287 respectively).

The fair value of each option granted was estimated on the date of grant using the Black-Scholes Option Pricing Model with the following weighted average assumptions:

	Three months ended September 30, 2019	Three months ended September 30, 2018	Nine months ended September 30, 2019	Nine months ended September 30, 2018
Expected life (in years)	N/A	4.2	3.9	4.0
Risk-free interest rate	N/A	2.02%	1.58%	1.97%
Volatility	N/A	67.90%	59.44%	69.64%
Dividend yield	N/A	0.00%	0.00%	0.00%

The expected life of the share options is based on historical data and current expectations and is not necessarily indicative of exercise patterns that may occur. The expected volatility reflects the assumption that the historical volatility over a period similar to the life of the options is indicative of future trends, which may not necessarily be the actual outcome either.

[d] Restricted Share Units (“RSUs”)

The Company adopted a restricted share unit plan (the “RSU Plan”) which was approved by its shareholders on May 16, 2017. The aggregate maximum number of shares available for issuance from treasury under the RSU Plan shall not exceed 500,000 shares. The 500,000 RSUs are a separate pool from the Company’s incentive stock option plan. The grant-date fair value of the restricted share units equals the fair market value of the corresponding shares at the grant date. The fair value of these equity-settled awards is recognized as compensation expense over the period that related services are rendered with a corresponding increase in equity. The total amount expensed is recognized over the vesting period on a tranche basis, which is the period over which all the specified vesting conditions should be satisfied.

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11. SHARE CAPITAL (continued)

A summary of the Company's RSU activity for the nine months ended September 30, 2019 is as follows:

	Number of RSUs
Outstanding, January 1, 2018	219,000
RSUs granted	-
RSUs settled for shares	-
RSUs forfeited	-
Outstanding, December 31, 2018	219,000
RSUs granted	97,895
RSUs settle for shares	(16,667)
RSUs forfeited	(8,333)
Outstanding, September 30, 2019	291,895

The outstanding RSUs vest over three years as to one third on each anniversary of the grant date. Compensation for the three months and nine months ended September 30, 2019 was \$22,730 and \$87,434 (\$23,664 and \$122,893 for the three and nine months ended September 30, 2018). As of September 30, 2019, there were 129,333 vested RSUs.

The weighted average fair value of RSUs granted during the three months and nine months ended September 30, 2019 was CDN \$1.50 per share. There were no RSUs granted during the three and nine months ended September 30, 2018.

[e] Normal Course Issuer Bid ("NCIB")

On September 29, 2017, the Company received approval from the TSX regarding the notice filed by the Company to establish a normal course issuer bid ("NCIB") program to purchase, for cancellation, up to 500,000 common shares or approximately 2.4% of Intrinsic's issued and outstanding common shares, as at September 21, 2017. The NCIB program commenced on October 4, 2017 and terminated on October 3, 2018.

On September 27, 2018, the Company received approval from the TSX regarding the notice filed by the Company to extend its normal course issuer bid ("NCIB") program to purchase, for cancellation, up to 1,793,294 common shares or approximately 8.6% of Intrinsic's issued and outstanding common shares, as at September 25, 2018. The NCIB program extension commenced on October 4, 2018 and will terminate on October 3, 2019, or on such earlier date as the Company may complete its purchases pursuant to a Notice of Intention filed with the TSX. As of October 3, 2019, the NCIB program was terminated.

In connection with the NCIB program, the Company established an automatic repurchase plan (the "Plan") with its designated broker to allow for purchases of its common shares during certain pre-determined black-out periods, subject to certain parameters as to price and number of shares. Outside of these pre-determined black-out periods, common shares will be repurchased in accordance with management's discretion, subject to applicable law. Intrinsic may vary, suspend or terminate the Plan only if it does not have material non-public information and the decision to vary, suspend or terminate the Plan is not taken during a pre-determined blackout period. The Plan constitutes an "automatic plan" for purposes of applicable Canadian securities legislation and has been reviewed by the TSX. This Plan was terminated on October 3, 2019, in conjunction with the NCIB program being terminated.

As a result of entering into the Plan, the Company has recorded a corresponding liability. As at September 30, 2019, the liability was up to a maximum of \$597,026 (CDN\$790,641) as compared to \$659,566 (CDN \$899,780)

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11. SHARE CAPITAL (continued)

as at December 31, 2018 and \$18,296 (CDN \$22,952) as at January 1, 2018. This liability was reversed subsequent to September 30, 2019 as a result of the Plan being terminated.

During the three months ended September 30, 2019, no shares were purchased and cancelled by the Company. During the nine months ended September 30, 2019, the Company had purchased and cancelled 489,800 common shares for \$554,382 (CDN\$ 739,638).

[f] Income per share

	Three months ended September 30, 2019	Three months ended September 30, 2018	Nine months ended September 30, 2019	Nine months ended September 30, 2018
Weighted average number of shares outstanding – basic	20,026,557	20,862,904	20,017,926	20,931,309
Dilutive effects of exercisable options	214,053	567,852	155,623	507,882
Weighted average number of shares outstanding – fully diluted	20,240,610	21,430,756	20,173,549	21,439,191

12. LEASES

Currently, the Company leases its Vancouver, BC facility (of approximately 12,000 square feet of office space) until October 31, 2022. In addition, it leases space of approximately 2,400 square feet until April 30, 2022 in Taipei, Taiwan. The Company also rents office space in Bangalore, India on a month to month basis. Lease payments of the Indian office as well as variable operating costs of the long term leases are expensed (see Note 13 – Commitments and Contingencies). Below is a summary of the activity related to the Company's lease liabilities

	September 30, 2019	December 31, 2018	January 1, 2018
Maturity Analysis – contractual undiscounted cash flows			
Less than one year	\$ 251,921	\$ 167,382	\$ 174,035
One to five years	1,474,261	1,434,490	1,741,947
Total undiscounted lease liabilities	\$1,726,182	\$1,601,872	\$1,915,982
Lease liabilities included in Consolidated Statements of Financial Position			
Current	\$ 170,596	\$ 87,748	\$ 81,210
Non-current	\$1,140,701	\$1,055,730	\$1,281,554

INTRINSYC TECHNOLOGIES CORPORATION
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12. LEASES (continued)

Amounts Recognized in Statements of Operations	Three months ended September 30, 2019	Three months ended September 30, 2018	Nine months ended September 30, 2019	Nine months ended September 30, 2018
Finance charge on lease payments	\$ 10,557	\$10,302	\$ 31,174	\$ 32,020
Variable lease payments expensed	40,751	38,107	117,358	124,025
Short-term lease payments expensed	6,138	20,832	73,904	53,637
Total amounts recognized in Statements of Operations	\$ 57,446	\$69,241	\$222,436	\$209,682

Total lease payments made during the three and nine months ended September 30, 2019 were \$63,246 and \$155,469 (three and nine months ended September 30, 2018 - \$41,378 and \$126,028).

13. COMMITMENTS AND CONTINGENCIES

[a] The aggregate lease payments as at September 30, 2019 for the remainder of 2019 and subsequent years is as follows and only reflects the payments of the variable operating costs of the long-term leases in Vancouver and Taiwan.

2019	\$ 41,616
2020	166,462
2021	166,642
2022	135,141
	\$ 509,681

[b] The Company warrants that its software and hardware products will operate substantially in conformity with product documentation and that the physical media will be free from defect. The specific terms and conditions of the warranties are generally ninety days. The Company accrues for known warranty issues if a loss is probable and can be reasonably estimated, and accrues for estimated incurred but unidentified warranty issues based on historical activity. To date, the Company has had no material warranty claims.

[c] The Company may be subject to a variety of claims and suits that arise from time to time in the ordinary course of business. Although management currently believes that resolving claims against the Company, individually or in aggregate, will not have a material adverse impact on the Company's financial position, results of operations, or cash flows, these matters are subject to inherent uncertainties and management's view of these matters may change in the future. To date, there are no claims or suits outstanding against the Company.

14. EXPORT DEVELOPMENT CANADA

On July 31, 2009, the Company entered into an agreement with EDC whereby EDC agreed to provide 90% insurance coverage for the Company's invoiced sales for a premium of between CDN\$0.76 to CDN\$1.41 per CDN\$100 of monthly invoiced sales (certain customers are excluded from this coverage). The initial policy period was from July 1, 2009 to June 30, 2010 with an automatic yearly renewal unless the policy is terminated by the Company (the policy has been renewed until June 30, 2020). The maximum liability coverage at any one time is CDN\$185,000 for domestic sales and CDN\$7,000,000 for sales outside of Canada. As of September 30, 2019, 81% of trade receivables were covered by EDC insurance (December 31, 2018 - 85% and January 1, 2018 - 74%).

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14. EXPORT DEVELOPMENT CANADA (continued)

During the three and nine months ended September 30, 2019, the Company recorded total premiums of \$51,856(CDN\$68,471) and \$145,224 (CDN\$192,947) in sales and marketing as compared to total premiums of \$48,515 (CDN\$63,410) and \$146,705 (CDN\$188,960) for the three and nine months ended September 30, 2018.

15. SEGMENTED INFORMATION

Operating segments

The Company currently has the following two operating segments:

1. Embedded Computing Hardware segment includes the sales of the Company's proprietary computer modules and development kits. The Company offers original equipment manufacturers ("OEMs") off-the-shelf and customized embedded computing modules; and
2. Services and Software segment includes turnkey product design and development services, as well as other engineering services and device software, including royalties. As well, it includes revenue generated from software products including: J-Integra® Enterprise Interoperability Software ("EIS"), and RapidRIL Telephony Software, including maintenance and support agreements for these products. These products and services are sold to OEMs, original device manufacturers ("ODMs"), technology providers, and other companies.

Corporate includes all operating expenses of the Company.

Information regarding the operations of each operating segment is included below. Performance is based on revenue less cost of sales.

A breakdown of revenues and cost of sales for each operating segment for the three and nine months ended September 30, 2019 and September 30, 2018 is as follows:

Three months ended September 30, 2019	Embedded Computing Hardware	Services and Software	Corporate	Total
Revenue	\$ 4,428,812	\$ 1,745,030	\$ -	\$ 6,173,842
Cost of sales	3,258,345	744,048	-	4,002,393
	1,170,467	1,000,982	-	2,171,449
Operating expenses	-	-	1,879,377	1,879,377
Operating profit (loss)	\$ 1,170,467	\$ 1,000,982	(\$1,879,377)	\$ 292,072

Nine months ended September 30, 2019	Embedded Computing Hardware	Services and Software	Corporate	Total
Revenue	\$ 12,025,844	\$ 5,760,365	\$ -	\$ 17,786,209
Cost of sales	9,229,799	2,549,802	-	11,779,601
	2,796,045	3,210,563	-	6,006,608
Operating expenses	-	-	5,794,136	5,794,136
Operating profit (loss)	\$ 2,796,045	\$ 3,210,563	(\$5,794,136)	\$ 212,472

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15. SEGMENTED INFORMATION (continued)

Three months ended September 30, 2018 (Restated – see Note 3)	Embedded Computing Hardware	Services and Software	Corporate	Total
Revenue	\$ 3,621,884	\$ 2,467,533	\$ -	\$ 6,089,417
Cost of sales	2,810,453	936,976	-	3,747,429
	811,431	1,530,557	-	2,341,988
Operating expenses	-	-	1,959,466	1,959,466
Operating income (loss)	\$ 811,431	\$ 1,530,557	(\$1,959,466)	\$ 382,522

Nine months ended September 30, 2018 (Restated – see Note 3)	Embedded Computing Hardware	Services and Software	Corporate	Total
Revenue	\$ 11,941,655	\$ 6,642,004	\$ -	\$ 18,583,659
Cost of sales	9,349,294	2,719,327	-	12,068,621
	2,592,361	2,392,120	-	6,515,038
Operating expenses	-	-	5,711,250	5,711,250
Operating income (loss)	\$ 2,592,361	\$ 2,392,120	(\$ 5,711,250)	\$ 803,788

Geographic information

The Company's equipment is located as follows:

	September 30, 2019	December 31, 2018 (Restated – see Note 3)	January 1, 2018 (Restated – see Note 3)
Canada	\$ 337,540	\$ 387,864	\$ 340,173
Taiwan	86,967	13,282	15,569
India	4,885	6,560	-
United States	-	-	6,959
Total	\$ 429,392	\$ 407,706	\$ 362,700

The Company earned revenues attributed to the following geographic regions based on the location of the customer:

	Three Months ended September 30, 2019	Three Months ended September 30, 2018	Nine Months ended September 30, 2019	Nine Months ended September 30, 2018
United States	\$ 3,443,647	\$ 3,919,730	\$ 11,120,976	\$ 12,476,336
Asia Pacific	1,594,017	1,039,556	3,506,058	3,164,624
Canada	713,256	487,018	1,675,590	1,491,917
Europe	420,566	625,274	1,479,603	1,432,076
Other	2,356	17,839	3,982	18,706
	\$ 6,173,842	\$ 6,089,417	\$ 17,786,209	\$ 18,583,659

INTRINSYC TECHNOLOGIES CORPORATION
Notes to Interim Condensed Consolidated Financial Statements
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15. SEGMENTED INFORMATION (continued)

Significant customers

In each respective period, revenues from customers which amounted to 10% of more of the Company's revenues accounted for the following percentage of the Company's total revenues and accounts receivable, as indicated below:

	% Revenues for the Three Months ended September 30, 2019	% Revenues for the Nine Months ended September 30, 2019	% of Accounts Receivable at September 30, 2019	% Revenues for the Three Months ended September 30, 2018	% Revenues for the Nine Months ended September 30, 2018	% of Accounts Receivable at September 30, 2018
Customer 1	15%	31%	15%	15%	25%	18%

Receivables owing from Customer 1 are fully covered by EDC insurance in the event of payment default.

16. EXPENSES BY NATURE

Total salaries and wages as well as other personnel related expenses included in Cost of Sales and Expenses for the three and nine months ended September 30, 2019 were \$1,896,365 and \$6,174,496 compared to \$2,102,836 and \$6,113,909 during the three and nine months ended September 30, 2018.

17. OTHER OPERATING EXPENSES

Other operating expenses consist of the following:

	Three months ended September 30, 2019	Three months ended September 30, 2018 (Restated – see Note 3)	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated – see Note 3)
Depreciation of equipment (<i>note 7</i>)	\$ 34,610	\$ 23,853	\$ 85,946	\$ 67,116
Amortization of intangible assets (<i>note 8</i>)	36,084	23,140	112,847	68,193
Amortization of right-of-use asset (<i>note 9</i>)	59,594	41,044	166,416	123,132
Share-based compensation – options (<i>note 10(c)</i>)	34,291	59,650	139,244	209,937
Share-based compensation – RSUs (<i>note 10(d)</i>)	17,214	23,664	81,918	122,893
	\$ 181,793	\$ 171,351	\$ 586,371	\$ 591,271

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18. CAPITAL DISCLOSURES

The Company's objectives for managing capital are:

- To safeguard the Company's ability to continue as a going concern, so that it can provide adequate returns for shareholders and benefits for other stakeholders.
- To maintain a capital base so as to maintain investor, creditor, customer and market confidence.

The Company considers the items included in equity as capital. The Company manages the capital structure and makes adjustments to it (by either issuing new shares or buying back shares) in the light of changes in economic conditions and the risk characteristics of the underlying assets.

19. FINANCIAL INSTRUMENTS

[a] Financial assets and liabilities

Financial instruments are measured at amortized cost or fair value. Fair value represents the estimated amounts at which financial instruments could be exchanged between knowledgeable and willing parties in an arm's length transaction. Determining fair value requires management judgment. The following financial instruments are all measured at amortized cost. The fair value of each (with the exception of the investment in customer) approximates its carrying value due to their short-term nature. The fair value of the investment in customer is determined using implied valuations from financing rounds. Therefore, it is treated as a Level 1 financial asset with the fair value equating its carrying value.

The carrying values and fair values of financial assets (liabilities) are summarized as follows:

	<u>September 30, 2019</u>		<u>December 31, 2018</u> <u>(Restated)</u>		<u>January 1, 2018</u> <u>(Restated)</u>	
	<u>Carrying Value</u>	<u>Fair Value</u>	<u>Carrying Value</u>	<u>Fair Value</u>	<u>Carrying Value</u>	<u>Fair Value</u>
<u>Financial Assets</u>						
Cash and cash equivalents	\$ 2,597,855	\$ 2,597,855	\$ 3,939,763	\$ 3,939,763	\$ 4,989,154	\$ 4,989,154
Short-term investments	\$ 983,023	\$ 983,023	\$ 2,027,579	\$ 2,027,579	\$ 2,260,089	\$ 2,260,089
Trade and other receivables	\$ 4,730,371	\$ 4,730,371	\$ 5,265,076	\$ 5,265,076	\$ 4,799,625	\$ 4,799,625
Loan to customer	\$ -	\$ -	\$ -	\$ -	\$ 1,646,250	\$ 1,646,250
Investment in customer	\$ 623,019	\$ 623,019	\$ 623,019	\$ 623,019	\$ -	\$ -
Warrants	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 153,000	\$ 153,000
<u>Financial Liabilities</u>						
Trade and other payables	(\$2,866,601)	(\$2,866,601)	(\$5,415,376)	(\$5,415,376)	(\$4,938,065)	(\$4,938,065)
Lease liability – current	(\$ 170,596)	(\$ 170,596)	(\$ 87,748)	(\$ 87,748)	(\$ 81,210)	(\$ 81,210)
Lease liability	(\$1,140,701)	(\$1,140,701)	(\$1,055,730)	(\$1,055,730)	(\$1,281,554)	(\$1,281,554)

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19. FINANCIAL INSTRUMENTS (continued)

[b] Risk Management

Disclosures relating to exposure to risks, in particular credit risk, liquidity risk, foreign currency risk, and interest rate risk are provided below.

[i] Credit Risk

Credit risk is the risk of an unexpected loss if a customer or counterparty to a financial instrument fails to meet its contractual obligations. The Company's financial instruments that are exposed to concentrations of credit risk are primarily cash and cash equivalents, short-term investments and trade and other receivables. The Company limits its exposure to credit risk with respect to cash and cash equivalents by investing available cash, from time to time, in short-term deposits with Canadian financial institutions. With respect to trade and other receivables, the Company engages EDC to perform ongoing credit evaluations of Intrinsic's customers' financial condition and requires letters of credit or other guarantees whenever deemed necessary.

Trade and other receivables were aged as follows:

	September 30, 2019	December 31, 2018	January 1, 2018
Current	\$ 4,344,465	\$ 4,864,701	\$ 3,913,053
31-60 days	97,160	173,195	94,977
Over 60 days	288,746	227,180	791,595
	\$ 4,730,371	\$ 5,265,076	\$ 4,799,625

[ii] Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity to meet liabilities when due. The contractual maturity of the majority of accounts payable is within one month.

Trade and other payables were aged as follows:

	September 30, 2019	December 31, 2018 (Restated – see Note 3)	January 1, 2018 (Restated – see Note 3)
Current	\$ 2,582,041	\$ 4,649,784	\$ 4,234,247
31-60 days	262,777	755,946	401,523
Over 60 days	21,783	9,646	302,295
	\$ 2,866,601	\$ 5,415,376	\$ 4,938,065

[iii] Foreign Currency Risk

Although substantially all of the Company's revenues are received in U.S. dollars, the Company incurs operating costs primarily attributable to its services business and has outstanding trade and other payables denominated in Canadian dollars and other foreign currencies. Fluctuations in the exchange rates between these currencies could have a material effect on the business, financial condition and results of operations. The

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19. FINANCIAL INSTRUMENTS (continued)

Company maintains certain assets, inclusive of a portion of its treasury investments, in Canadian dollars which are translated to its U.S. dollar functional currency resulting in an unrealized foreign exchange gain or loss. With all other variables remaining constant, assuming a 10% weakening of the Canadian dollar versus the U.S. dollar would have had the following impact on net loss as follows in the table below. An assumed 10% strengthening of the Canadian dollar versus the U.S. dollar would have had an equal but opposite effect on the amounts shown below:

<i>Source of net earnings/loss variability from changes in foreign exchange rates</i>	Three Months ended September 30, 2019	Three Months ended September 30, 2018 (Restated – see Note 3)	Nine Months ended September 30, 2019	Nine Months ended September 30, 2018 (Restated – see Note 3)
Statement of Financial Position				
exposure	(\$ 29,414)	(\$ 227,328)	(\$ 29,414)	(\$ 227,328)
Net Cost of Sales/Operating Expenses (net exposure)	182,082	213,709	563,460	616,751
Net exposure	\$ 152,668	(\$ 13,619)	\$ 534,046	\$ 389,423

A 10% change in the New Taiwanese dollar to U.S. dollar exchange rate would have an approximate \$7,700 impact on net income for the three and nine months ended September 30, 2019 (three and nine months ended September 30, 2018 – \$8,300).

A 10% change in the rupee to U.S. dollar exchange rate would have no material impact on net income for the three and nine months ended September 30, 2019 (three and nine months ended September 30, 2018 - \$nil).

[iv] Interest Rate Risk

The Company's exposure to interest rate fluctuations is primarily interest earned on its cash and cash equivalents as well as its short-term investments. During the three months ended September 30, 2019, the Company earned \$13,710 of interest income on its cash and cash equivalents as well as its short-term investments. An increase or decrease of 100 basis points in the average interest rate earned during the period would have adjusted net earnings by approximately \$37,000. This analysis assumes that all other variables, in particular foreign currency rates, remain constant.

20. RELATED PARTY TRANSACTIONS

Related parties include key management, the Board of Directors, close family members and enterprises which are controlled by these individuals as well as certain persons performing similar functions.

The remuneration of directors and key management of the Company for the three months and nine months ended September 30, 2019 and 2018 are as follows:

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(Unaudited and Expressed in U.S. Dollars)

20. RELATED PARTY TRANSACTIONS (continued)

	Three months ended September 30, 2019	Three months ended September 30, 2018	Nine months ended September 30, 2019	Nine months ended September 30, 2018
Short-term compensation	\$ 281,281	\$ 252,982	\$ 1,205,970	\$ 861,672
Share-based payments	\$ -	\$ -	\$ 191,341	\$ 103,716
	\$ 281,281	\$ 252,982	\$ 1,397,311	\$ 965,388

Short-term compensation for the nine months ended September 30, 2019 included the Company's annual performance corporate bonus totalling an amount of \$437,000 to its management, of which 75% was paid in cash with the remaining 25% being paid out through the granting of 97,895 RSUs. The amount of \$437,000 had been previously accrued for as operating expense during the year ended December 31, 2018.

Short-term compensation for the nine months ended September 30, 2018 included the Company's annual performance corporate bonus totalling an amount of \$90,000 which was paid in cash to its management during the three months ended March 31, 2018 which had been previously accrued for as operating expense during the year ended December 31, 2017.

There were no amounts owing to related parties as at September 30, 2019, December 31, 2018 and January 1, 2018.

There were no options or RSUs awarded during the three months ended September 30, 2019 and 2018.

The directors and key management were awarded 157,000 options under the Company's stock option plan during the nine months ended September 30, 2019.

The directors and key management were awarded 185,000 stock options under the Company's stock option plan during the nine months ended September 30, 2018. There were no RSUs granted during the nine months ended September 30, 2018.

21. EMPLOYEE RETIREMENT SAVINGS CONTRIBUTIONS

	Three months ended September 30, 2019	Three months ended September 30, 2018	Nine months ended September 30, 2019	Nine months ended September 30, 2018
Benefit costs	\$ 38,884	\$ 45,644	\$ 148,870	\$ 149,295

The Company matches employees' retirement savings contributions to retirement plans as part of the employee benefits plan. Employees have the option of having the funds transferred to their individual retirement savings plans on a semi-monthly basis or on a periodic basis (most employees have the funds transferred on a semi-monthly basis).

22. SUBSEQUENT EVENT

On October 31, 2019, the Company announced it had entered into an agreement (the "Arrangement Agreement") with Lantronix, Inc. (NASDAQ: LTRX) ("Lantronix"), a global provider of secure data access and management solutions for IoT assets, pursuant to which Lantronix will acquire 100% of Intrinsic's issued and outstanding common shares in a cash and share transaction valued at approximately US\$27 million (collectively, the "Transaction"). Under the terms of the Transaction, Intrinsic shareholders ("Intrinsic Shareholders") will receive US\$0.55 in cash plus 0.2135 of a

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22. SUBSEQUENT EVENT (continued)

Lantronix share for every common share of Intrinsic (a “Common Share”) held (collectively, the “Consideration”). Based on the Lantronix closing price of US\$3.38 on October 30, 2019 and an exchange rate of 0.75868, the Consideration is equal to Cdn\$1.68 per Common Share.

The Transaction will continue to provide Intrinsic Shareholders with direct exposure to the growth potential in IoT markets as Intrinsic Shareholders will own approximately 16% of the stock of Lantronix post-Transaction.

The Transaction will be carried out pursuant to the Arrangement Agreement under a court-approved statutory plan of arrangement (the “Arrangement”) governed by the Canada Business Corporations Act. Under the Arrangement Agreement, Lantronix will acquire all of the issued and outstanding Common Shares of Intrinsic.

Intrinsic Shareholders will receive a management information circular for a special meeting to be held to approve the Transaction, which will include further details about the Transaction, Lantronix and the combined company.

The Transaction is subject to the approval of: (i) 66^{2/3}% of the votes cast by the holders of Intrinsic’s common shares present in person or represented by proxy, and (ii) if applicable, a simple majority of the votes cast by the holders of Common Shares after excluding any votes that are required to be excluded under Canadian Multilateral Instrument 61-101 - Protection of Minority Security Holders in Special Transactions, all at a special meeting of the Intrinsic Shareholders expected to be held in December 2019. In addition, the Transaction is subject to receipt of all shareholder, court, certain third-party and stock exchange approvals.

INTRINSYC TECHNOLOGIES CORPORATION

Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Ended September 30, 2019

MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis has been prepared by management as of November 12, 2019 and should be read in conjunction with the audited consolidated financial statements of Intrinsic Technologies Corporation (the "Company" or "Intrinsic") and related notes thereto for the year ended December 31, 2018 (prepared in accordance with International Financial Reporting Standards or "IFRS"). All amounts are presented in United States (U.S.) dollars unless otherwise noted. Additional information about the Company, including the Company's Annual Information Form ("AIF"), is available on SEDAR at www.sedar.com.

DISCLAIMER FOR FORWARD-LOOKING STATEMENTS

The following Management's Discussion and Analysis contains statements which, to the extent that they are not recitations of historical fact, may constitute forward-looking information under applicable Canadian securities legislation. Such forward-looking statements or information includes financial and other projections as well as statements regarding the Company's future plans, objectives, performance, revenues, growth, profits, operating expenses or the Company's underlying assumptions. The words "may", "would", "could", "will", "likely", "expect", "anticipate", "intend", "plan", "forecast", "project", "estimate" and "believe" or other similar words and phrases may identify forward-looking statements or information. Persons reading this Management's Discussion and Analysis are cautioned that such statements or information are only predictions, and that the Company's actual future results or performance may be materially different. Factors that could cause actual events or results to differ materially from those suggested by these forward-looking statements include, but are not limited to: the need to develop, integrate and deploy software solutions to meet its customers' requirements; the possibility of development or deployment difficulties or delays; the dependence on its customers' satisfaction; the timing of entering into significant contracts; its customers' continued commitment to the deployment of the Company's solutions; the risks involved in developing integrated software solutions and integrating them with third-party products and services; reliance on products manufactured by other companies for resale or distribution and reliance on third-party suppliers; the performance of the global economy and growth in software industry sales; market acceptance of the Company's products and services; customer and industry analyst perception of the Company and its technology vision and future prospects; the success of certain business combinations engaged in by the Company or by its competitors; possible disruptive effects of organizational or personnel changes; technological change; new products and standards; risks related to acquisitions and international expansion; reliance on large customers; concentration of sales; international operations and sales; management of growth and expansion; dependence upon key personnel and hiring; reliance on a limited number of suppliers; risks related to the Company's competition; the Company's not adequately protecting its intellectual property; risks related to product defects and product liability; currency exchange rate risk; and including, but not limited to, other factors described in the Company's reports filed on SEDAR, including its financial statements and management's discussion and analysis for the year ended December 31, 2018, and those referred to under the heading "Risk Factors". In drawing a conclusion or making a forecast or projection set out in the forward-looking information, the Company takes into account the following material factors and assumptions in addition to the above factors: the Company's ability to execute on its business plan; the acceptance of the Company's products and services by its customers; the timing of execution of outstanding or potential customer contracts by the Company; the sales opportunities available to the Company; the Company's subjective assessment of the likelihood of success of a sales lead or opportunity; the Company's historic ability to generate sales leads or opportunities; and that sales will be completed at or above the Company's estimated margins. This list is not exhaustive of the factors that may affect the Company's forward-looking information. These and other factors should be considered carefully, and readers should not place undue reliance on such forward-looking information. All forward-looking statements made in this Management's Discussion and Analysis are qualified by this cautionary statement and there can be no assurance that actual results or developments anticipated by the Company will be realized. The Company disclaims any intention or obligation to update or revise

forward-looking information, whether as a result of new information, future events or otherwise, except as required by law.

OVERVIEW

The Company was incorporated under the laws of Alberta on August 31, 1992 under the name I.T.C. Microcomponents Inc. and continued under the laws of British Columbia on July 19, 1995. The Company changed its name to Intrinsic Software, Inc. on June 16, 1997. Articles of Continuance were filed under the Canada Business Corporations Act on May 1, 2003 to continue the Company federally and change the name of the Company from Intrinsic Software, Inc. to Intrinsic Software International, Inc. On June 17, 2014, the Company changed its name to Intrinsic Technologies Corporation. The Company's principal business office is Suite 300, 885 Dunsmuir Street, Vancouver, British Columbia, V6C 1N5 and its registered office is Suite 1700, 1055 West Hastings Street, Vancouver, British Columbia, V6E 2E9. The Company is listed on the Toronto Stock Exchange ("TSX") under the trading symbol ITC.

The Company is a product developer and provides software, engineering services, and integrated solutions that enable high-performance Internet of Things products. Solutions span the development life cycle from concept to production and help device makers create compelling products with faster time-to-market.

CORPORATE SUMMARY

The Company provides solutions for the development and production of Internet of Things ("IoT") devices. The Company's embedded computing products include embedded development kits, vertical market reference designs and development platforms, mobile application development platforms, and production-ready embedded computers.

These products, combined with Intrinsic's engineering services, help device makers and silicon vendors deliver IoT products with faster time-to-market, as well as improved innovation and quality. Additionally, the Company has legacy proprietary software that provides a bridge between Java and COM based computing platforms under the brand, J-Integra®.

The Company began selling its embedded computing modules based on Snapdragon technology from Qualcomm Technologies Inc., in 2013. Since that time, we expanded our client base with new design wins for these computing modules and they are now a substantial percentage of the Company's revenue.

The Company's business segments are described below.

Embedded Computing Hardware

The Embedded Computing Hardware segment includes the sales of the Company's proprietary computer modules, development kits, and related hardware technology.

- Production-ready embedded computing products include the Open-Q™ line of System on Modules ("SOM") and Single Board Computers ("SBC"); including the Open-Q™ 805, Open-Q™ 212A, Open-Q™ 410, Open-Q™ 820, Open-Q™ 835, Open-Q™ 835 μSOM, Open-Q™ 624A, Open-Q™ 626, Open-Q™ 2100 SOM, Open-Q™ 2500 SOM, Open-Q™ 600 SBC, Open-Q™ 660 μSOM, Open-Q™ 605 SBC, Open-Q™ 212A SOM and Home Hub Development Kit as well as the Open-Q™ 820Pro μSOM and Development Kit.
- The Open-Q™ family of products are based on Snapdragon™ technology from Qualcomm® Technologies Inc. The Company recently introduced the Open-X™ 8M SOM. The Open-X™ product line is based on i.MX processors from NXP Semiconductor, BV. The Company sells these solutions as production-ready computing products and also makes custom variants of these products that are tailored specifically to client requirements.

- Embedded hardware development kits (“HDK”) include the, Open-Q™ 805 HDK, DragonBoard 810™, Open-Q™ 820 HDK, Open-Q™ 2100, Open-Q™ 626 HDK, Open-Q™ 660 HDK, Open-Q 835 HDK, and Open-Q™ 845 HDK, Open-Q™ 670 HDK, and Snapdragon™ 855 HDK.
- Vertical market reference designs and development kits include the Snapdragon™ 820 Automotive Development Platform (“ADP”), Snapdragon™ Flight, Qualcomm Flight™ Pro reference platform, Open-Q™ 410 Wearable Computing Reference Design, and two that are targeted for smart home applications, the Open-Q™ 212A and Open-Q™ 624A development kits.
- In addition, the Company frequently designs, develops, and manufactures complementary peripheral boards that add additional functionality to Open-Q™ and Open-X SOMs and development kits.

The Company is building an expanding base of customers and prospects for the Open-Q™ and Open-X™ family of SOMs and custom embedded computing modules. Intrinsic’s customers build a diverse set of intelligent connected products, including many new and exciting emerging categories such as: smart glasses and other wearable technology, robotics, digital signage, and more. As these customers increase sales of their products, Intrinsic will benefit from repeat sales of our computing modules and/or design royalties. By working with a range of customers, from startups to well established entities, Intrinsic can take advantage of the growth opportunities in these emerging device sectors, while limiting its exposure to any single new consumer or industrial product. The shared success business model being employed allows Intrinsic to better align with our customers’ business and product initiatives, while enjoying the potential for greater revenue and margin upside. The Company’s revenue could vary significantly from one quarter to the next due to the timing of customer production requirements.

Intrinsic’s computing modules are manufactured by two strategic manufacturing partners: one is based in North America to support quicker production lead times and smaller volume requirements, and the other based in China to support higher volume, lower cost, requirements. Computing modules are shipped to Intrinsic or directly to the customer based on order size and customer requirements. Typically, larger volume orders would be shipped fully manufactured and tested from Intrinsic’s contract manufacturer in China. The Company’s strategic manufacturing partners allow Intrinsic to respond quickly to customer requirements and scale revenue without additional investment in facilities or personnel resources. Scaling revenue without a commensurate increase in operating expenses should allow the Company to generate greater profit growth.

Services and Software

The Company provides design and development services to silicon vendors, OEMs and ODMs building embedded and IoT devices. The Company’s capabilities in these areas are a product of over 20 years of embedded device development experience. As a result, the Company has developed core competencies in the areas of Board Support Package (“BSP”) and device driver development, power management, electrical, mechanical, and Radio Frequency (“RF”) design, testing and certification; all of which are complex and essential elements required to design and develop embedded and IoT devices.

The Company has cross platform capabilities on the key operating systems currently in the market for embedded and IoT devices: Microsoft Windows, QNX, Linux and Android operating systems.

The Company employs both a fixed fee pricing model and a time and materials pricing model for engineering services. Additionally, the Company may defer fees for product design or development services and collect fees in the form of per unit royalties.

Services and Software provided by the Company are as follows:

- Turnkey product development from concept through production, including development of product specifications, electrical, mechanical and RF design, BSP and driver development, and product test and certification services for OEMs developing embedded and IoT devices;

- Conducting feasibility studies, requirements analyses and architecture designs;
- Providing detailed technical training and support programs to OEMs;
- BSP and driver development;
- Electrical, Mechanical and RF Design;
- Field Programmable Gate Array (“FPGA”) Design and Development;
- Camera Driver Development and Tuning;
- Power management services for OEMs designing small form factor products which are needed to improve battery life while simultaneously increasing applications and features that drive growth in power utilization;
- Embedded and IoT application development;
- RapidRIL™ Telephony Software and wireless integration services;
- J-Integra, a scalable, high-performance middleware solution for connecting Java directly to .NET, COM, and Exchange objects.

SIGNIFICANT EVENTS FOR THE THIRD QUARTER 2019

Financial Events

- Revenue increased by 13% from the three months ended June 30, 2019 and by 1% from the three months ended September 30, 2018. The increase over the prior periods was due to increased revenues attributable to the Company’s Embedded Computing Hardware business segment offset by a decrease in the Company’s Services and Software business segment.
- Expenses (excluding other operating expenses)¹ was consistent with the three months ended September 30, 2019 but decreased by 5% compared to three months ended September 30, 2018.
- Net income for the three months ended September 30, 2019 was \$332,386 compared to net income of \$66,247 during the three months ended June 30, 2019 and net income of \$314,046 for the three months ended September 30, 2018.
- Cash used in operations was \$248,600 during the three months ended September 30, 2019 compared to cash used by operations of \$85,283 for the three months ended June 30, 2019 and cash provided by operations of \$114,427 for the three months ended September 30, 2018.

¹ Expenses (excluding other operating expenses) is a non-IFRS measure that does not have a standard meaning and may not be comparable to a similar measure disclosed by other issuers (it includes Sales and Marketing, Research and Development, and Administration expenses but excludes Other Operating Expenses). This measure does not have a comparable IFRS measure and is used by the Company to manage and evaluate its cash operating expenses.

Business Events

- Announced the receipt of the following orders:
 - Orders for the Company's Open-Q™ embedded computing modules are valued at \$384,240 and include an initial stocking order for a new production client building medical devices. The Company also received orders from existing and new clients for product development services valued in aggregate at \$433,936.
 - Received an order, that is valued at \$1,195,000. This initial stocking order is for the purchase of the Company's Open-Q™ 835 edge AI computing modules to be used in a next-generation video collaboration product. Delivery is expected to occur in the fourth quarter of 2019.
 - Received an order that is valued at \$513,000. This initial stocking order is for the purchase of the Company's Open-Q™ 820 edge AI computing modules that will be used to enable commercial vehicle connectivity services provided by a Fortune 500 company. Delivery occurred in the third quarter of 2019.
 - Received and order, that is valued at \$1,120,000. This follow-on order is for the purchase of the Company's Open-Q™ 835 edge AI computing modules to be used in a next-generation video collaboration product. Delivery is expected to occur in the first quarter of 2020.
 - Received orders from multiple clients, that in aggregate are valued at \$1,263,000. These orders consist of \$1,002,000 for hardware and \$261,000 for product development services. Hardware and services were delivered, starting in the third quarter ending September 30, 2019 and continuing in to the fourth quarter, ending December 31, 2019.
- Increased design wins of companies developing their products or shipping commercial devices using the Company's computing modules, from 71 to 73. Clients shipping products powered by Intrinsyc's edge AI computing modules increased from 28 to 36.

SELECTED QUARTERLY INFORMATION

The information in the tables below has been derived from the Company's unaudited interim condensed consolidated financial statements (excluding EBITDA²). The Company's quarterly operating results have varied substantially in the past and may vary substantially in the future. Accordingly, the information below is not necessarily indicative of results for any future quarter. Prior reported numbers have been restated to account for the impact of IFRS 15 and 16 (additional details on IFRS 15 and 16 are discussed in Critical Accounting Policies and Estimates section in this MD&A).

Consolidated Statements of Financial Position

	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018 (Restated)	September 30, 2018 (Restated)	June 30, 2018 (Restated)	March 31, 2018 (Restated)	December 31, 2017 (Restated)
<i>(in US\$ '000's)</i>								
Cash and cash equivalents	\$2,598	\$2,795	\$3,144	\$3,940	\$5,413	\$5,446	\$4,841	\$4,989
Short-term investments	\$983	\$1,022	\$1,016	\$2,028	\$2,015	\$2,019	\$2,010	\$2,260
Working capital	\$10,462	\$10,037	\$10,105	\$10,361	\$11,203	\$10,786	\$12,505	\$12,550
Total assets	\$16,380	\$16,184	\$16,965	\$18,469	\$19,237	\$18,782	\$17,186	\$19,869
Shareholders' equity	\$11,740	\$11,354	\$11,435	\$11,597	\$13,373	\$13,008	\$12,910	\$12,874

² EBITDA or Earnings before Interest, Taxes, Depreciation and Amortization is a non-IFRS measure that does not have a standardized meaning and may not be comparable to a similar measure disclosed by other issuers. EBITDA referenced here relates to operating income (loss) inclusive of revenue reclassified as interest income (as per IFRS) less other operating expenses. The closest comparable IFRS financial measure is Operating Income (Loss). This measure is used by the Company to manage and evaluate the cash operating income (loss) of the business. Please refer to section on EBITDA for reconciliation.

Consolidated Statements of Operations

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended March 31, 2019	Three months ended December 31, 2018 (Restated)	Three months ended September 30, 2018 (Restated)	Three months ended June 30, 2018 (Restated)	Three months ended March 31, 2018 (Restated)	Three months ended December 31, 2017 (Restated)
<i>(in US\$ '000's, except earnings per share)</i>								
Revenue	\$6,174	\$5,478	\$6,134	\$7,098	\$6,089	\$6,432	\$6,062	\$6,782
Cost of sales	4,002	3,614	4,163	4,590	3,747	4,247	4,075	4,411
Gross margin	2,172	1,864	1,971	2,508	2,342	2,185	1,987	2,371
<i>Expenses:</i>								
Sales and marketing expenses	581	610	602	553	648	656	640	668
Research and development expenses	279	331	427	419	315	376	397	375
Administration expenses	838	754	786	871	825	661	601	715
EBITDA	474	169	156	665	554	492	349	613
Other expenses (earnings)	124	87	314	1,329	232	375	167	158
Income tax expense	18	16	14	11	8	8	23	-
Net income (loss)	\$332	\$66	(\$172)	(\$675)	\$314	\$109	\$159	\$455
Net income (loss) per share (basic and fully diluted)	\$0.02	\$0.00	(\$0.01)	(\$0.04)	\$0.02	\$0.00	\$0.01	\$0.02

FINANCIAL RESULTS FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2019

The following analysis of the results of operations for the three months ended September 30, 2019 includes comparisons to the three months ended June 30, 2019 and September 30, 2018 (which has been restated to account for the impact of IFRS 16).

Revenue

The Company currently segregates revenue into two segments:

- Embedded Computing Hardware segment includes the sales of the Company's proprietary computer modules and development kits. The Company offers OEMs off-the-shelf and customized embedded computing modules.
- Services and Software segment includes turnkey product design and development services, as well as other engineering services and device software, including royalties. As well, it includes revenue generated from software products including: J-Integra® Enterprise Interoperability Software ("EIS"), and RapidRIL Telephony Software, including maintenance and support agreements for these products. These products and services are sold to OEMs, original device manufacturers ("ODMs"), technology providers, and other companies.

<i>Revenue by Source</i>	Three months ended September 30, 2019		Three months ended June 30, 2019		Three months ended September 30, 2018	
	\$	%	\$	%	\$	%
Services and Software	\$ 1,745,030	29%	\$ 1,945,571	36%	\$ 2,467,533	40%
Embedded Computing Hardware	4,428,812	71%	3,532,585	64%	3,621,884	60%
Total revenue	\$ 6,173,842	100%	\$ 5,478,156	100%	\$ 6,089,417	100%

Revenue increased by 13% from the three months ended June 30, 2019 and by 1% from the three months ended September 30, 2018. The increase over the prior periods was due to increased revenues attributable to the Company's Embedded Computing Hardware business segment offset by a decrease in the Company's Services and Software business segment.

Services and Software revenue was approximately \$1.7 million during the three months ended September 30, 2019 as compared to approximately \$1.9 million for the three months ended June 30, 2019 and approximately \$2.5 million for the three months ended September 30, 2018. This decrease over the prior periods was due to lower service revenue related to the development of customer products based on the Company's Embedded Computing products. Total revenues attributable to the Company's Embedded Computing Hardware increased by 25% during the three months ended September 30, 2019 compared to the three months ended June 30, 2019 and increased by 22% compared

to the three months ended September 30, 2018. The decrease over the comparable periods was due to decreased sales of Development Kits and embedded computing modules.

To date, the Company has had a significant portion of its revenue derived from its largest customer. In each respective period, revenues from customers which amounted to 10% or more of the Company's revenues accounted for the following percentages of the Company's total revenues:

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018
Revenue	\$ 950,629	\$ 2,241,551	\$942,879
Percentage of total revenue	15%	41%	15%

There was one (1) customer that accounted for 15% of the total revenue for the three months ended September 30, 2019 as compared to one (1) customer that accounted for 41% of the total revenues for the three months ended June 30, 2019 and one (1) customer that accounted for 15% of the total revenues for the three months ended September 30, 2018.

The Company earned revenues attributed to the following geographical regions based on the location of the customer:

	Three months ended September 30, 2019		Three months ended June 30, 2019		Three months ended September 30, 2018	
		%		%		%
United States	\$ 3,443,647	56%	\$ 3,774,993	69%	\$ 3,919,730	64%
Asia Pacific	1,594,017	26%	709,930	13%	1,039,556	17%
Canada	713,256	12%	452,074	8%	487,018	8%
Europe	420,566	6%	540,395	10%	625,274	10%
Other	2,356	<1%	764	<1%	17,839	<1%
	\$ 6,173,842	100%	\$ 5,478,156	100%	\$ 6,089,417	100%

The Company continues to generate the majority of its revenue from the United States market.

Gross Margin³

Gross margins vary by revenue segment, with aggregate gross margin being typically in the range of 35% to 55% for Services and Software segment and 15% to 25% for Embedded Computing segment. As a result, the overall gross margin is a blend of the margins attributable to each respective business segment.

	Three months ended September 30, 2019		Three months ended June 30, 2019		Three months ended September 30, 2018 (Restated)	
		%		%		%
Revenues	\$ 6,173,842	100%	\$ 5,478,156	100%	\$ 6,089,417	100%
Cost of sales	4,002,393	65%	3,613,965	66%	3,747,429	61%
Gross margin	\$ 2,171,449	35%	\$ 1,864,191	34%	\$ 2,341,988	39%

The Company's cost of sales includes Canadian and New Taiwan Dollar as well as Indian Rupee denominated costs which are translated into the Company's U.S. functional currency. Gross margin for the three months ended September 30, 2019 was 35%, which was higher than the 34% gross margin for the three months ended June 30, 2019

³ Gross Margin is a non-IFRS measure that does not have a standard meaning and may not be comparable to a similar measure disclosed by other issuers. Gross Margin referenced here relates to revenues less cost of sales. This measure does not have a comparable IFRS measure and is used by the Company to manage and evaluate the operating performance of the Company.

but lower than the 39% gross margin for the three months ended September 30, 2018. This was due to a change in the revenue mix in which revenue from the Embedded Computing Hardware line of business increased resulting in a lower gross margin.

Expenses

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Sales and marketing	\$ 580,950	\$ 609,993	\$ 647,674
Research and development	278,793	330,747	315,125
Administration	837,841	754,022	825,316
Other operating expenses	181,793	216,841	171,351
Total expenses	\$ 1,879,377	\$ 1,911,603	\$ 1,959,466
As a percentage of total revenue	30%	35%	32%

Expenses during the three months ended September 30, 2019 were lower than the three months ended June 30, 2019 and September 30, 2018. This was due to a decrease in commissions, travel, marketing and promotion activities as well as personnel costs offset by an increase in professional fees.

Sales and Marketing

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Sales and marketing	\$ 580,950	\$ 609,993	\$ 647,674
As a percentage of total revenue	9%	11%	11%

The Company had a total of eleven (10) employees and independent sales agents in Sales and Marketing as at September 30, 2019 which is consistent with the number of employees and independent sales agents as at September 30, 2018. Sales and marketing expense consists primarily of salaries and related personnel costs, sales commissions, consulting fees, trade show expenses, marketing collateral, advertising costs and facilities.

The decrease in sales and marketing expense over the previous three months ended June 30, 2019 and September 30, 2018 was due to a decrease in travel and marketing and promotional activities.

Research and Development

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Research and development	\$ 278,793	\$ 330,747	\$ 315,125
As a percentage of total revenue	5%	6%	5%

Research and development expenses relate primarily to salaries and related benefit costs, and also include materials related to the development of the Company's embedded computing products. Research and development costs for the three months ended September 30, 2019 were lower than the prior periods due to decreased product development costs.

Administration

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Administration	\$ 837,841	\$ 754,022	\$ 825,316
As a percentage of total revenue	14%	14%	14%

Administration expenses include executive and administrative staff, facilities, public company costs, insurance, corporate variable compensation accruals, accounting, legal and strategic consulting fees as well as various general administrative costs.

The increase over the periods ended June 30, 2019 and September 30, 2018 was primarily due to an increase in employee related costs (inclusive of an increase to the current year performance bonus) as well as an increase in professional fees.

Other Operating Expenses

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Depreciation of equipment	\$ 34,610	\$ 25,694	\$ 23,853
Amortization of intangible assets	36,084	36,884	23,140
Amortization of right-of-use asset	59,594	60,696	41,044
Share-based compensation	51,505	93,567	83,314
Total other operating expenses	\$ 181,793	\$ 216,841	\$ 171,351

EBITDA

EBITDA was \$473,865 for the three months ended September 30, 2019 compared to \$169,429 for the three months ended June 30, 2019 and \$553,873 for the three months ended September 30, 2018.

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Operating income (loss)	\$ 292,072	(\$ 47,412)	\$ 382,522
Add back: Other operating expenses	181,793	216,841	171,351
EBITDA	\$ 473,865	\$ 169,429	\$ 553,873

Other Expenses (Earnings)

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Foreign exchange loss (gain)	(\$ 138,451)	\$ 109,507	\$ 86,417
Interest and other expenses (income)	80,349	(239,075)	(25,443)
Total other expenses (earnings)	(\$ 58,102)	(\$ 129,568)	\$ 60,974

Other earnings for the three months ended September 30, 2019 were attributable to a foreign exchange gain of \$138,451 offset by interest and other income of \$80,349. Other earnings for the three months ended June 30, 2019 were attributable to a foreign exchange loss of \$109,507 offset by interest and other income of \$239,075. Other expenses for the three months ended September 30, 2018 were attributable to a foreign exchange loss of \$86,417 offset by interest and other income of \$25,443. The Company maintains certain assets, inclusive of a portion of its treasury

investments, in Canadian dollars which are translated into its U.S. dollar functional currency which accounted for the majority of the foreign exchange loss reported above due to the weakening of the Canadian dollar as at September 30, 2019 over the prior periods.

Net Income

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended September 30, 2018 (Restated)
Operating income (loss)	\$ 292,072	(\$ 47,712)	\$ 382,522
Total other expenses (earnings)	(58,102)	(129,568)	60,974
Income tax expense	17,788	15,909	7,502
Net income	\$ 332,386	\$ 66,247	\$ 314,046
Earnings per share (basic and fully diluted)	\$0.02	\$0.00	\$0.02

Net income for the three months ended September 30, 2019 was \$332,386 or \$0.02 earnings per share compared to net income for the three months ended June 30, 2019 of \$66,247 or \$0.00 earnings per share and to net income for the three months ended September 30, 2018 of \$314,048 or \$0.02 earnings per share.

FINANCIAL RESULTS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019

The following analysis of the results of operations for the nine months ended September 30, 2019 includes comparisons to the nine-month period ended September 30, 2018.

Revenue

<i>Revenue by Source</i>	Nine months ended September 30, 2019	%	Nine months ended September 30, 2018	%	Change
Services and Software	\$ 5,760,365	32%	\$ 6,642,005	36%	(13%)
Embedded Computing Hardware	12,025,844	68%	11,941,654	64%	1%
		100			
Total revenue	\$17,786,209	%	\$18,583,659	100%	(4%)

The increase in revenue is attributable to increased revenues attributable to the Company's Embedded Computing business.

In each respective period, revenues from customers which amounted to 10% or more of the Company's revenues accounted for the following percentages of the Company's total revenues:

	Nine months ended September 30, 2019	Nine months ended September 30, 2018	Change
Revenue	\$ 5,503,618	\$ 4,724,511	16%
Percentage of total revenue	31%	25%	

During the nine months ended September 30, 2019, one (1) customer accounted for 31% of the total revenue while one (1) customer accounted for 25% of the total revenue for the nine months ended September 30, 2018.

The Company earned revenues attributed to the following geographical regions based on the location of the customer:

	Nine months ended September 30, 2019		Nine months ended September 30, 2018		Change
		%		%	
United States	\$ 11,120,976	63%	\$ 12,476,336	67%	(11%)
Asia Pacific	3,506,058	20%	3,164,624	17%	11%
Canada	1,675,590	9%	1,491,917	8%	12%
Europe	1,479,603	8%	1,432,076	8%	3%
Latin America	3,982	<1%	18,706	<1%	(79%)
Total revenue	\$ 17,786,209	100%	\$ 18,583,659	100%	(4%)

The Company generates the majority of its revenue from the United States market.

Gross Margin

Gross margins vary by revenue segment, with aggregate gross margin being typically in the range of 35% to 55% for Services and Software segment and 15% to 25% for Embedded Computing segment. As a result, the overall gross margin is a blend of the margins attributable to each respective business segment.

	Nine months ended September 30, 2019		Nine months ended September 30, 2018 (Restated)		Change
		%		%	
Revenues	\$17,786,209	100%	\$18,583,659	100%	(4%)
Cost of sales	11,779,601	66%	12,068,621	65%	(2%)
Gross margin	\$ 6,006,608	34%	\$ 6,518,038	35%	(8%)

The gross margin percentage for the nine months ended September 30, 2019 was slightly lower compared to the nine months ended September 30, 2018 due to a change in the revenue mix in which revenue from the Embedded Computing Hardware line of business increased resulting in a lower gross margin.

Expenses

	Nine months ended September 30, 2019		Nine months ended September 30, 2018 (Restated)		Change
Sales and marketing	\$ 1,792,939		\$ 1,944,048		(8%)
Research and development	1,036,545		1,088,218		(5%)
Administration	2,378,281		2,087,713		14%
Other operating expenses	586,371		591,271		(1%)
Total expenses	\$ 5,794,136		\$ 5,711,250		1%
As a percentage of total revenue		33%		31%	

The increase in total operating expenses was due primarily to an increase in sales and marketing expenses, employee related costs, professional fees and costs related to the development of new products.

Sales and Marketing

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)	Change
Sales and marketing	\$ 1,792,939	\$ 1,944,048	(8%)
As a percentage of total revenue	10%	10%	

Total sales and marketing expenses for nine months ended September 30, 2019 decreased when compared to the nine months ended September 30, 2018 due to a decrease in employee related costs, and travel and entertainment as well as advertising and promotion.

Research and Development

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)	Change
Research and development	\$ 1,036,545	\$ 1,088,218	(5%)
As a percentage of total revenue	6%	6%	

Research and development costs for the nine months ended September 30, 2019 decreased over the nine months ended September 30, 2018 due to lower employee related costs as a result of the decreased investment in the development of new products.

Administration

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)	Change
Administration	\$ 2,378,281	\$ 2,087,713	14%
As a percentage of total revenue	13%	11%	

Administration costs for the nine months ended September 30, 2019 increased over the nine months ended September 30, 2018 due to an increase in travel expense, employee related costs and professional fees. There was a reversal of a prior year accrued bonus which occurred in the comparable period.

Other Operating Expenses

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)	Change
Depreciation of equipment	\$ 85,946	\$ 67,116	28%
Amortization of intangible assets	112,847	68,193	66%
Amortization of right-of-use asset	166,416	123,132	35%
Share-based compensation	221,162	332,830	(34%)
Total other operating expenses	\$ 586,371	\$ 591,271	(1%)

EBITDA

EBITDA was \$798,843 for the nine months ended September 30, 2019 compared to \$1,395,059 for the nine months ended September 30, 2018.

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)
Operating income	\$ 212,472	\$ 803,788
Add back: Other operating expenses	586,371	591,271
EBITDA	\$ 798,843	\$ 1,395,059

Other Expenses (Earnings)

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)
Foreign exchange loss (gain)	\$ 38,759	\$ 240,236
Interest and other expenses (income)	(101,117)	(56,797)
Total other expenses (earnings)	(\$ 62,358)	\$ 183,439

Other earnings for the nine months ended September 30, 2019 was attributable to a foreign exchange loss of \$38,759 offset by interest and other income of \$101,117. Other earnings for the nine months ended September 30, 2018 was attributable to a foreign exchange loss of \$240,236 offset by interest and other income of \$56,797.

Net Income

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)
Operating income	\$ 212,482	\$ 803,788
Total other expenses (earnings)	(62,358)	183,439
Income tax expense	48,062	37,748
Net income	\$ 226,778	\$ 582,601
Earnings per share (basic and fully diluted)	\$0.01	\$0.03

Net income for the nine months ended September 30, 2019 was \$226,778 or \$0.01 earnings per share compared to net income for the nine months ended September 30, 2018 which was \$582,601 or \$0.03 earnings per share.

LIQUIDITY AND CAPITAL RESOURCES

The Company's near-term cash requirements relate primarily to operations, working capital and general corporate purposes. Based on the current business plan, the Company believes cash and cash equivalents, along with its short-term investments will be sufficient to fund the Company's operating requirements for the next twelve months. The Company updates its forecasts on a regular basis and will consider additional financing sources as appropriate.

As at September 30, 2019, the Company had cash and cash equivalents totalling approximately \$2.6 million and short-term investments totalling approximately \$1.0 million with working capital⁴ of approximately \$10.4 million, as compared to cash and cash equivalents of approximately \$3.9 million and short-term investments totalling approximately \$2.0 million with working capital of approximately \$10.3 million as at December 31, 2018.

⁴ Working Capital is a non-IFRS measure that does not have a standardized meaning and may not be comparable to a similar measure disclosed by other issuers. This measure does not have a comparable IFRS measure. Working capital as referenced herein is defined as current assets less current liabilities. The Company believes that the inclusion of this non-IFRS financial measure provides investors with an alternative presentation useful to investors' understanding of the Company's core operating results and trends.

Three Months ended September 30, 2019

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended June 30, 2018 (Restated)
Cash provided by (used in):			
Operating activities	(\$ 248,600)	\$ 85,283	\$ 114,427
Investing activities	41,682	(111,683)	(61,298)
Financing activities	(61,434)	(290,672)	(73,521)
Foreign exchange effect on cash and cash equivalents	71,569	(32,533)	(11,816)
Increase (decrease) in cash and cash equivalents	\$ 196,783	(\$ 349,605)	(\$ 32,208)

Cash provided by (used in) operating activities for comparable periods was attributable to the Company's financial performance.

During the three months ended September 30, 2019, cash provided by investing activities was related the redemption and subsequent purchase of short-term investments that had matured offset by the purchase of equipment and intangible assets. During the three months ended June 30, 2019, cash used in investing activities was related to the purchase of short-term investments, equipment and intangible assets. During the three months ended September 30, 2018, cash used in investing activities was related to the redemption and subsequent repurchase of short-term investments offset by the purchase of equipment and intangible assets.

Cash used in financing during the three months ended September 30, 2019 was due to of the exercise of employee stock options offset by principal lease payments. Cash used in financing activities for the three months ended June 30, 2019 and September 30, 2018 consisted of the exercise of employee stock options offset by the repurchase and cancellation of shares under the Company's Normal Course Issuer Bid ("NCIB") as well as principal lease payments.

Nine Months ended September 30, 2019

	Nine months ended September 30, 2019	Nine months ended September 30, 2018 (Restated)
Cash provided by (used in):		
Operating activities	(\$ 1,670,275)	\$ 932,776
Investing activities	873,937	94,145
Financing activities	(570,257)	(542,270)
Foreign exchange effect on cash and cash equivalents	24,687	(60,447)
Increase (decrease) in cash and cash equivalents	(\$ 1,341,908)	\$ 424,204

Cash provided by (used in) operating activities for comparable periods was attributable the Company's financial performance.

Cash provided by investing activities during the nine months ended September 30, 2019 was related to the redemption of short-term investments that had matured offset by the purchase of equipment and intangible assets. Cash provided by investing activities during the nine months ended September 30, 2018 was related to the redemption and subsequent purchase of short-term investments that had matured offset by the purchase of equipment and intangible assets.

Cash used in financing activities in all periods of the exercise of employee stock options offset by the repurchase and cancellation of shares under the Company's Normal Course Issuer Bid ("NCIB") and principal lease payments.

STAFFING LEVELS

The following table summarizes the Company's headcount, consisting of employees and contractors, by functional group:

	As at September 30, 2019	As at June 30, 2019	As at September 30, 2018
Service engineers	29	25	43
Sales and marketing	10	11	10
Research and development	23	27	20
Administration	17	17	16
Total	79	80	89

Effort spent to develop new proprietary products was classified as research and development.

COMMITMENTS

The aggregate lease payments as at September 30, 2019 for the remainder of 2019 and subsequent years is as follows and only reflects the payments of the variable operating costs of the long-term leases in Vancouver and Taiwan.

2019	\$ 41,616
2020	166,462
2021	166,642
2022	135,141
	\$ 509,681

Currently, the Company leases its Vancouver, BC facility (of approximately 12,000 square feet of office space) until October 31, 2022 as well as space of approximately 2,400 square feet until April 30, 2022 in Taipei, Taiwan. The above commitments reflect the payments of the long-term leases in Vancouver and Taiwan (See Note 3 of the Condensed Consolidated Financial Statements regarding accounting treatment of lease payments under IFRS 16).

ACCOUNTS RECEIVABLE INSURANCE

On July 31, 2009, the Company entered into an agreement with Export Development Canada ("EDC") whereby EDC agreed to provide 90% insurance coverage for the Company's invoiced sales for a premium of between CDN\$0.76 to CDN\$1.41 per CDN\$100 of monthly invoiced sales (certain customers are excluded from this coverage). The initial policy period was from July 1, 2009 to June 30, 2010 with an automatic yearly renewal unless the policy is terminated by the Company (the policy has been renewed until June 30, 2020). The maximum liability coverage at any one time is CDN\$185,000 for domestic sales and CDN\$7,000,000 for sales outside of Canada. As of September 30, 2019, 81% of trade receivables were covered by EDC insurance (December 31, 2018 - 85% and January 1, 2018 - 74%).

During the three and nine months ended September 30, 2019, the Company recorded total premiums of \$51,856 (CDN\$68,471) and \$145,224 (CDN\$192,947) in sales and marketing as compared to total premiums of \$48,515 (CDN\$63,410) and \$146,705 (CDN\$188,960) for the three and nine months ended September 30, 2018.

TRANSACTIONS WITH RELATED PARTIES

Related parties include key management, the Board of Directors, close family members and enterprises which are controlled by these individuals as well as certain persons performing similar functions.

The remuneration of directors and key management of the Company for the three months and nine months ended September 30, 2019 and 2018 are as follows:

	Three months ended September 30, 2019	Three months ended September 30, 2018	Nine months ended September 30, 2019	Nine months ended September 30, 2018
Short-term compensation	\$ 281,281	\$ 252,982	\$ 1,205,970	\$ 861,672
Share-based payments	\$ -	\$ -	\$ 191,341	\$ 103,716
	\$ 281,281	\$ 252,982	\$ 1,116,030	\$ 965,388

Short-term compensation for the nine months ended September 30, 2019 included the Company's annual performance corporate bonus totalling an amount of \$437,000 to its management, of which 75% was paid in cash with the remaining 25% being paid out through the granting of 97,895 RSUs. The amount of \$437,000 had been previously accrued for as operating expense during the year ended December 31, 2018.

Short-term compensation for the nine months ended June 30, 2018 included the Company's annual performance corporate bonus totalling an amount of \$90,000 which was paid in cash to its management during the three months ended March 31, 2018 which had been previously accrued for as operating expense during the year ended December 31, 2017.

There were no amounts owing to related parties as at September 30, 2019, December 31, 2018 or January 1, 2018.

The directors and key management were awarded 157,000 options under the Company's stock option plan during the nine months ended September 30, 2019.

The directors and key management were awarded 185,000 stock options under the Company's stock option plan during the nine months ended September 30, 2018. There were no RSUs granted during the nine months ended September 30, 2018.

INVESTMENT IN CUSTOMER

On October 1, 2014, the Company announced that it invested in Stream TV Networks, Inc. ("Stream TV"), a current customer of Intrinsic, an amount of \$1,500,000 in the form of a subordinated, secured convertible promissory note bearing interest at three percent (3%) per annum with a maturity date of December 31, 2015 (the "Note"). Interest is payable on the earlier of (i) December 31, 2015 or (ii) when converted to Stream TV shares. Stream TV committed to acquire a minimum of \$3,000,000 in Intrinsic products and services over the next twelve months. This loan was classified as Loan to Customer.

The Note was initially convertible into the securities of Stream TV, at the sole option of Stream TV, subject to the execution of an equity financing of a minimum of \$15 million by Stream TV (the "Qualified Financing"). The Note was convertible into the class of securities sold in the Qualifying Financing at the share price issued in the Qualifying Financing.

The Company had determined that a reasonable market interest rate for a loan with the features of the Stream TV convertible loan and for pre-commercial entities in the emerging technology sector would be 12%. The Company recognized the difference as a deferred discount.

On December 10, 2015, the Company announced that the arrangements were amended to increase the purchase commitment by Stream TV to \$4,500,000 in Intrinsic product, services and royalties to be generated on or before March 31, 2016, which Stream TV met. In addition, the subordinated, secured convertible promissory note was amended to remove the conversion feature and to extend the maturity date from December 31, 2015 to June 30, 2016.

On June 28, 2016, the Company announced that the arrangements were further amended, to increase the purchase commitment to \$6,000,000 in Intrinsic products, services and royalties to be generated on or before December 30,

2016, which Stream TV has met. In addition, the subordinated, secured promissory note, valued at \$1.5 million, has been further amended to extend the maturity date from June 30, 2016 to December 30, 2016.

On December 29, 2016, the Company announced that the subordinated, secured promissory note, with a principal amount of \$1.5 million, has been further amended to extend the maturity date from December 30, 2016 to March 30, 2017. In consideration for the extension, Intrinsyc received 30,000 warrants convertible into Class A common shares in Stream TV. at a strike price of \$5 per share, on a 1 for 1 basis for a period of up to 5 years. The warrants may only be exercised if Stream TV becomes subject to a liquidity event defined in the warrant agreement as liquidation, dissolution, or winding up of Stream TV, whether voluntary or involuntary, or an Initial Public Offering (“IPO”) or sale of Stream TV by either stock or assets that is at least a change of control transaction. To date, none of these warrants have been exercised.

On February 2, 2017, the Company announced that the subordinated, secured promissory note, valued at \$1.5 million, has been further amended to extend the maturity date from March 30, 2017 to February 1, 2018. In consideration for the extension, Intrinsyc received 120,000 warrants convertible into Class A common shares in Stream TV at a strike price of \$5, on a 1 for 1 basis for a period of up to 5 years. The exercise of these warrants is also subject to the same terms as the warrants received on December 29, 2016. To date, none of these warrants have been exercised. In addition, Stream TV committed to acquire a minimum of \$2,000,000 in Intrinsyc products, services, and royalties to be purchased or generated between February 1, 2017 and February 1, 2018 (which Stream TV has only committed to approximately \$700,000).

On February 1, 2018, the Company announced that the subordinated, secured promissory note, valued at \$1.5 million, has been further amended to extend the maturity date from February 1, 2018 to April 2, 2018.

On April 2, 2018, the Company announced that the subordinated, secured promissory note, valued at \$1.5 million, had been further amended to extend the maturity date from April 2, 2018 to May 2, 2018.

On May 2, 2018, the Company announced that it made a strategic equity investment in Stream TV Networks through the conversion of the subordinated, secured promissory note and interest accrued for a total amount of \$1,661,384 into 415,346 common shares (which is less than 1% ownership in Stream TV). The amount was reclassified as Investment in Customer. In addition, the parties also signed an amendment to the Master Services Agreement in which Stream TV agreed to provide a commitment of \$1,500,000 in services to be purchased directly or through connected party referrals during the eighteen (18) month period beginning May 1, 2018.

The Company revalued the investment as at December 31, 2018, with the decline in the fair value being recorded as Interest and Other Expenses (Income) in the Company’s Statements of Operations for the year ended December 31, 2018. In the event that Stream TV does not raise a minimum of \$25 million within the two-year period subsequent to the Equity Investment conversion date of May 2, 2018, the Equity Investment will revert back to become a Note Payable to Intrinsyc. In the event that Stream TV raises a minimum of \$25 million within the two year period subsequent to the Equity Investment conversion date of May 2, 2018 at a lower valuation than the conversion of the Note into the Equity Investment by Intrinsyc on May 2, 2018 and Stream TV’s two primary debtors also convert their loans into equity at this time, Stream TV will issue additional shares to Intrinsyc based upon lower valuation of the equity valuation completed by Stream TV.

The Company fair valued the Warrants using a modified Black Scholes calculation with the fair value on the date of inception being \$30,000 as at December 31, 2018 and \$153,000 as at December 31, 2017. The value of the Warrants was included in the Investment in Customer (formerly Loan to Customer) on the Statement of Financial Position with the decline in the fair value being recorded as Interest and Other Expenses (Income) on the Company’s Statements of Operations for the year ended December 31, 2018.

The Company has assessed the investment for impairment at the end of the current reporting period and concluded that no indicators to warrant a change in the value of the Company’s equity investment as at September 30, 2019 from the prior reporting period. However, the Company acknowledges that there is uncertainty regarding the valuation of the equity investment due to the uncertainty inherent to the fact that Stream TV is a pre-commercial entity in an emerging technology sector. Further, the Company assessed that there was no change in the value of the investment as at

September 30, 2019. The Company assessed the value of the Warrants as at September 30, 2019 and determined that the change in value was insignificant resulting in no change in value of the Warrants as at September 30, 2019.

SUBSEQUENT EVENTS

The Company's Normal Course Issuer Bid was terminated October 3, 2019.

On October 31, 2019, the Company announced it had entered into an agreement (the "Arrangement Agreement") with Lantronix, Inc. (NASDAQ: LTRX) ("Lantronix"), a global provider of secure data access and management solutions for IoT assets, pursuant to which Lantronix will acquire 100% of Intrinsic's issued and outstanding common shares in a cash and share transaction valued at approximately US\$27 million (collectively, the "Transaction"). Under the terms of the Transaction, Intrinsic shareholders ("Intrinsic Shareholders") will receive US\$0.55 in cash plus 0.2135 of a Lantronix share for every common share of Intrinsic (a "Common Share") held (collectively, the "Consideration"). Based on the Lantronix closing price of US\$3.38 on October 30, 2019 and an exchange rate of 0.75868, the Consideration is equal to Cdn\$1.68 per Common Share.

The Transaction will continue to provide Intrinsic Shareholders with direct exposure to the growth potential in IoT markets as Intrinsic Shareholders will own approximately 16% of the stock of Lantronix post-Transaction.

The Transaction will be carried out pursuant to the Arrangement Agreement under a court-approved statutory plan of arrangement (the "Arrangement") governed by the Canada Business Corporations Act. Under the Arrangement Agreement, Lantronix will acquire all of the issued and outstanding Common Shares of Intrinsic.

Intrinsic Shareholders will receive a management information circular for a special meeting to be held to approve the Transaction, which will include further details about the Transaction, Lantronix and the combined company.

The Transaction is subject to the approval of: (i) 662/3% of the votes cast by the holders of Intrinsic's common shares present in person or represented by proxy, and (ii) if applicable, a simple majority of the votes cast by the holders of Common Shares after excluding any votes that are required to be excluded under Canadian Multilateral Instrument 61-101 - Protection of Minority Security Holders in Special Transactions, all at a special meeting of the Intrinsic Shareholders expected to be held in December 2019. In addition, the Transaction is subject to receipt of all shareholder, court, certain third-party and stock exchange approvals.

CRITICAL ACCOUNTING POLICIES AND ESTIMATES

These interim condensed consolidated financial statements of the Company, approved by the Board of Directors on November 12, 2019, have been prepared in accordance with International Financial Reporting Standards ("IFRS") and their interpretations adopted by the International Accounting Standards Board ("IASB").

Revenue Recognition

Revenue from contracts with customers, is recognized when control of the goods or services are transferred to the customer at an amount that reflects the consideration to which the Company expects to be entitled in exchange for those goods or services. To recognize revenue, a company would apply the following five steps:

- Identify the contract(s) with the customer.
- Identify the performance obligations in the contract(s).
- Determine the transaction price.
- Allocate the transaction price.
- Recognize revenue when a performance obligation is satisfied

The Company currently has two (2) business segments: Embedded Computing Hardware segment and Services and Software segment. The Company does not incur any costs to obtain a contract or costs to fulfil a contract that are eligible for capitalization.

Embedded Computing Hardware Segment

The Company sells embedded computing hardware (which includes both product development kits and production hardware products). Revenue is recognized when control of the hardware is transferred to the customer. This usually occurs when the hardware has been delivered to the customer. The transaction price is documented on the contract or purchase order and agreed to by the customer. Payment is either made before shipment is made or due at the time of shipment, as such a receivable is recognized as the consideration is unconditional (if payment is received after shipment). If payment received before shipment, advance payment is booked to deferred revenue and recognized once control of the hardware is transferred to the customer. Only the passage of time is required before payment is due (usually payment terms or Net 30-45 days).

The Company generally provides warranties for general repairs of defects that existed at the time of sale, as required by law, for production hardware products. As such, most warranties are assurance-type warranties which the Company continues to account for under IAS 37- Provisions, Contingent Liabilities and Contingent Assets..

Services and Software Segment

Services

The Company enters into contracts to provide services on the following basis:

- Time & Materials - services consist of revenues from software modification, consulting, implementation, training and integration services. These services are set forth separately in the contractual arrangements such that the total price of the customer arrangement is expected to vary depending on the actual time and materials incurred based on the customer's needs.
- Fixed Price - arrangements to render specific consulting and software modification services which tend to be more complex.

The Company will continue to recognize service revenue over time, using an input method to measure progress towards complete satisfaction of the service similar to the previous accounting policy, because the customer simultaneously receives and consumes the benefits provided by the Company. The Company uses labour hours expended which it believes is appropriate for the nature of the contract and the pattern of delivery of the performance obligation. The transaction price is documented on the contract or purchase order and agreed to by the customer. Payment is due at the time services are rendered and as such a receivable is recognized as the consideration is unconditional and only the passage of time is required before payment is due (usually payment terms or Net 30-60 days).

Software

The Company currently sells software licenses of its legacy software solution, enterprise interoperability software ("EIS") either on a perpetual basis or on a term-based basis as well as post contract customer support ("PCS"). It currently recognizes revenue from the sale of term-based or perpetual licenses at the time the software when control of the software has been transferred to customer. This usually occurs when the software licenses have been emailed to the customer. The transaction price is documented on the sales invoice and agreed to by the customer. Payment is generally due at the time of shipment, as such a receivable is recognized as the consideration is unconditional and only the passage of time is required before payment is due (payment terms are generally Net 30 days). Standalone selling price is observable in transactions without multiple performance obligations.

Post Contract Support (“PCS”)

PCS revenue associated with software licenses is recognized rateably over the term of the PCS period, which typically is one year. Any unrecognized revenue is recorded in deferred revenue. PCS revenue includes software license updates that provide customers with rights to unspecified software product upgrades, maintenance releases and patches released during the term of the PCS period. Payment is generally due at the beginning of the contract period as such a receivable is recognized as the consideration is unconditional and only the passage of time is required before payment is due (payment terms are generally Net 30 days). Standalone selling price is observable in renewal transactions for PCS renewals and current standalone pricing for initial PCS contracts.

The Company’s multiple-element sales arrangements include arrangements where software licenses and the associated post contract customer support (“PCS”) are sold together. The total transaction price is allocated to each performance obligation on the basis of the relative stand-alone selling price of each distinct good or service with revenue being recognized based on the type of revenue (software license or PCS). Standalone selling price is observable in transactions without multiple performance obligations.

Impact of Previously Adopted Standards

The impact on the quarterly financial results as a result of adopting IFRS 15 – *Revenue from Contracts with Customers*:

Consolidated Statements of Financial Position

(in US\$ '000's)	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
Cash and cash equivalents	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Short-term investments	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Working capital	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$35
Total assets	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Shareholders' equity	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$35

Consolidated Statements of Operations

(in US\$ '000's, except earnings per share)	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended March 31, 2019	Three months ended December 31, 2018	Three months ended September 30, 2018	Three months ended June 30, 2018	Three months ended March 31, 2018	Three months ended December 31, 2017
Revenue	-	-	-	\$-	\$-	\$-	\$-	(\$32)
Cost of sales	-	-	-	-	-	-	-	-
Gross margin	-	-	-	-	-	-	-	(32)
Expenses:								
Sales and marketing expenses	-	-	-	-	-	-	-	-
Research and development expenses	-	-	-	-	-	-	-	-
Administration expenses	-	-	-	-	-	-	-	-
EBITDA	-	-	-	-	-	-	-	(32)
Other expenses (earnings)	-	-	-	-	-	-	-	-
Income tax expense	-	-	-	-	-	-	-	-
Net income (loss)	-	-	-	\$-	\$-	\$-	\$-	(\$32)
Net income (loss) per share (basic and fully diluted)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

New Standards Adopted in 2019

The Group applies, for the first time, IFRS 16 - *Leases* that require restatement of previous financial statements. The nature and effect of these changes are disclosed below.

Several other amendments and interpretations apply for the first time in 2019, but do not have an impact on the interim condensed consolidated financial statements of the Company

IFRS 16 - Leases

IFRS 16 – *Leases* supersedes the current IAS 17, *Leases* (IAS 17) standard. IFRS 16 introduces a single accounting model for lessees and for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee will be 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. The accounting treatment for lessors will remain largely the same as under IAS 17. The standard is effective for annual periods beginning on or after January 1, 2019. The Company has applied the full retrospective transition method. Additional information regarding the impact of the adoption of IFRS 16 (which the Company concluded is material) is presented in Note 3 of the interim condensed consolidated financial statements. The impact on the quarterly financial results are as follows:

(in US\$ '000's)	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018	March 31, 2018	December 31, 2017
Cash and cash equivalents	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Short-term investments	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Working capital	\$-	\$-	\$-	(\$10)	(\$7)	(\$2)	\$2	\$8
Total assets	\$-	\$-	\$-	\$995	\$998	\$1,036	\$1,073	\$1,112
Shareholders' equity	\$-	\$-	\$-	(\$71)	(\$136)	(\$103)	(\$127)	(\$162)

Consolidated Statements of Operations

	Three months ended September 30, 2019	Three months ended June 30, 2019	Three months ended March 31, 2019	Three months ended December 31, 2018	Three months ended September 30, 2018	Three months ended June 30, 2018	Three months ended March 31, 2018	Three months ended December 31, 2017
(in US\$ '000's, except earnings per share)								
Revenue	-	-	-	-	-	-	-	-
Cost of sales	-	-	-	(28)	(28)	(29)	(30)	(30)
Gross margin	-	-	-	28	28	29	30	30
Expenses:								
Sales and marketing expenses	-	-	-	(2)	(2)	(3)	(3)	(3)
Research and development expenses	-	-	-	(1)	(1)	(1)	0	(1)
Administration expenses	-	-	-	(9)	(10)	(8)	(8)	(8)
EBITDA	-	-	-	40	41	41	41	42
Other expenses (earnings)	-	-	-	(25)	73	18	6	41
Income tax expense	-	-	-	-	-	-	-	-
Net income (loss)	-	-	-	\$65	(\$32)	\$23	\$35	\$1
Net income (loss) per share (basic and fully diluted)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

IFRIC 23 – Uncertainty over Income Tax Treatments

New standard to clarify the accounting for uncertainties in income taxes. The interpretation provides guidance and clarifies the application of the recognition and measurement criteria in IAS 12 - *Income Taxes* when there is uncertainty over income tax treatments. The interpretation is effective for annual periods beginning on January 1, 2019, with early adoption permitted. The adoption of this standard did not have an impact on its financial statements.

FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS

Financial instruments are measured at amortized cost or fair value. Fair value represents the estimated amounts at which financial instruments could be exchanged between knowledgeable and willing parties in an arm's length transaction. Determining fair value requires management judgment. The following financial instruments are all measured at amortized cost. The fair value of each (with the exception of the investment in customer) approximates its carrying value due to their short-term nature. The fair value of the investment in customer is determined using implied valuations from financing rounds. Therefore, it is treated as a Level 1 financial asset with the fair value equating its carrying value.

The carrying values and fair values of financial assets (liabilities) are summarized as follows:

	<u>September 30, 2019</u>		<u>December 31, 2018</u> <u>(Restated)</u>		<u>January 1, 2018</u> <u>(Restated)</u>	
	Carrying Value	Fair Value	Carrying Value	Fair Value	Carrying Value	Fair Value
Financial Assets						
Cash and cash equivalents	\$ 2,597,855	\$ 2,597,855	\$ 3,939,763	\$ 3,939,763	\$ 4,989,154	\$ 4,989,154
Short-term investments	\$ 983,023	\$ 983,023	\$ 2,027,579	\$ 2,027,579	\$ 2,260,089	\$ 2,260,089
Trade and other receivables	\$ 4,730,371	\$ 4,730,371	\$ 5,265,076	\$ 5,265,076	\$ 4,799,625	\$ 4,799,625
Loan to customer	\$ -	\$ -	\$ -	\$ -	\$ 1,646,250	\$ 1,646,250
Investment in customer	\$ 623,019	\$ 623,019	\$ 623,019	\$ 623,019	\$ -	\$ -
Warrants	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 153,000	\$ 153,000

Financial Liabilities

Trade and other payables	(\$2,866,601)	(\$2,866,601)	(\$5,415,376)	(\$5,415,376)	(\$4,938,065)	(\$4,938,065)
Lease liability – current	(\$ 170,596)	(\$ 170,596)	(\$ 87,748)	(\$ 87,748)	(\$ 81,210)	(\$ 81,210)
Lease liability	(\$1,140,701)	(\$1,140,701)	(\$1,055,730)	(\$1,055,730)	(\$1,281,554)	(\$1,281,554)

Disclosures relating to exposure to risks, in particular credit risk, liquidity risk, foreign currency risk, and interest rate risk are provided below.

Credit Risk

Credit risk is the risk of an unexpected loss if a customer or counterparty to a financial instrument fails to meet its contractual obligations. The Company's financial instruments that are exposed to concentrations of credit risk are primarily cash and cash equivalents, short-term investments and trade and other receivables. The Company limits its exposure to credit risk with respect to cash and cash equivalents by investing available cash, from time to time, in short-term deposits with Canadian financial institutions and commercial paper with a rating not less than R1. With respect to trade and other receivables, the Company engages EDC to perform ongoing credit evaluations of Intrinsic's customers' financial condition and requires letters of credit or other guarantees whenever deemed necessary.

Trade and other receivables were aged as follows:

	September 30, 2019	December 31, 2018	January 1, 2018
Current	\$ 4,344,465	\$ 4,864,701	\$ 3,913,053
31-60 days	97,160	173,195	94,977
Over 60 days	288,746	227,180	791,595
	\$ 4,730,371	\$ 5,265,076	\$ 4,799,625

Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity to meet liabilities when due. The contractual maturity of the majority of accounts payable is within one month.

Trade and other payables were aged as follows:

	September 30, 2019	December 31, 2018 (Restated)	January 1, 2018 (Restated)
Current	\$ 2,582,041	\$ 4,649,784	\$ 4,234,247
31-60 days	262,777	755,946	401,523
Over 60 days	21,783	9,646	302,295
	\$ 2,866,601	\$ 5,415,376	\$ 4,938,065

Foreign Currency Risk

Although substantially all of the Company's revenues are received in U.S. dollars, the Company incurs operating costs primarily attributable to its services business and has outstanding trade and other payables denominated in Canadian dollars and other foreign currencies. Fluctuations in the exchange rates between these currencies could have a material effect on the business, financial condition and results of operations. The Company maintains certain assets, inclusive of a portion of its treasury investments, in Canadian dollars which are translated to its U.S. dollar functional currency resulting in an unrealized foreign exchange gain or loss. With all other variables remaining constant, assuming a 10% weakening of the Canadian dollar versus the U.S. dollar would have had the following impact on net loss as follows in the table below. An assumed 10% strengthening of the Canadian dollar versus the U.S. dollar would have had an equal but opposite effect on the amounts shown below:

<i>Source of net earnings/loss variability from changes in foreign exchange rates</i>	Three Months ended September 30, 2019	Three Months ended September 30, 2018 (Restated)	Nine Months ended September 30, 2019	Nine Months ended September 30, 2018 (Restated)
Statement of Financial Position				
exposure	(\$ 29,414)	(\$ 227,328)	(\$ 29,414)	(\$ 227,328)
Net Cost of Sales/Operating Expenses (net exposure)	182,082	213,709	563,460	616,751
Net exposure	\$ 152,668	(\$ 13,619)	\$ 534,046	\$ 389,423

A 10% change in the New Taiwanese dollar to U.S. dollar exchange rate would have an approximate \$7,700 impact on net income for the three and nine months ended September 30, 2019 (three and nine months ended September 30, 2018 – \$8,300).

A 10% change in the rupee to U.S. dollar exchange rate would have no material impact on net income for the three and nine months ended September 30, 2019 (three months ended June 30, 2018 - \$nil).

Interest Rate Risk

The Company's exposure to interest rate fluctuations is primarily interest earned on its cash and cash equivalents as well as its short-term investments. During the three months ended September 30, 2019, the Company earned \$13,710 of interest income on its cash and cash equivalents as well as its short-term investments. An increase or decrease of 100 basis points in the average interest rate earned during the period would have adjusted net earnings by approximately \$37,000. This analysis assumes that all other variables, in particular foreign currency rates, remain constant.

DISCLOSURE OF OUTSTANDING SHARE DATA

The Company is authorized to issue an unlimited number of common shares and an unlimited number of preference shares. As of November 12, 2019, the Company has 20,040,213 common shares issued and outstanding and no preference shares issued and outstanding.

The Company has instituted a rolling incentive stock option plan whereby shares reserved for issuance under the plan shall reflect the lesser of (i) 10% less 1 share of the issued and outstanding common shares of the Company from time to time; and (ii) 3,750,000 common shares. As of November 12, 2019, the Company is entitled to grant incentive stock options for 2,004,020 common shares under the Company's stock option plan, of which 1,311,171 have been granted.

The Company has adopted a restricted share unit plan (the "RSU Plan") which was approved by its shareholders on May 16, 2017. The aggregate maximum number of shares available for issuance from treasury under the RSU Plan shall not exceed 500,000 shares. The fair value of these equity-settled awards is recognized as compensation expense over the period that related services are rendered with a corresponding increase in equity. The total amount expensed is recognized over the vesting period on a tranche basis, which is the period over which all the specified vesting conditions should be satisfied. As of November 12, 2019, the Company has granted 316,895 RSU of which 16,667 were settled with common shares and 8,333 were forfeited leaving a balance of 291,895.

On September 29, 2017, the Company received approval from the TSX regarding the notice filed by the Company to establish a normal course issuer bid ("NCIB") program to purchase, for cancellation, up to 500,000 common shares or approximately 2.4% of Intrinsic's issued and outstanding common shares, as at September 21, 2017. The NCIB program commenced on October 4, 2017 and terminated on October 3, 2018 with 495,100 common shares being purchased and cancelled by the Company.

On September 27, 2018, the Company received approval from the TSX regarding the notice filed by the Company to extend its NCIB program to purchase, for cancellation, up to 1,793,294 common shares or approximately 8.6% of Intrinsic's issued and outstanding common shares, as at September 25, 2018. The NCIB program extension commenced on October 4, 2018 and terminated on October 3, 2019 with 1,075,500 common shares being cancelled under the NCIB extension.

In connection with the NCIB program, the Company established an automatic repurchase plan (the "Plan") with its designated broker to allow for purchases of its common shares during certain pre-determined black-out periods, subject to certain parameters as to price and number of shares. Outside of these pre-determined black-out periods, common shares will be repurchased in accordance with management's discretion, subject to applicable law. Intrinsic may vary, suspend or terminate the Plan only if it does not have material non-public information and the decision to vary, suspend or terminate the Plan is not taken during a pre-determined blackout period. The Plan constitutes an "automatic plan" for purposes of applicable Canadian securities legislation and has been reviewed by the TSX.

RISKS AND UNCERTAINTIES

An investment in the securities of the Company may be regarded as speculative due to the Company's stage of development. Risk factors relating to the Company could materially affect the Company's future results and could cause them to differ materially from those described in forward-looking statements relating to the Company. Prospective investors should carefully consider these risks.

The following are some of the risks that are associated with the Company's business and operations and should be carefully considered by any potential investor in the Company's shares:

General Economic Conditions May Weaken

Global economic conditions are currently relatively positive. However economic conditions may weaken at some time in the future. The Company sells its products primarily in North America and is most keenly impacted by

fluctuations in market conditions in this region. However, it also sells products to customers in more than 60 countries. Deteriorating economic conditions in Europe or Asia could negatively impact revenue and operating results.

Additional Financing

Even though the Company has been profitable since 2015, it has a history of operating losses and uses cash raised in equity markets to partially fund working capital. If adequate funds are not available when required or on acceptable terms, the Company may be required to delay, scale back or terminate its sales and marketing efforts, and may be unable to continue operations. There can be no assurance that the Company will be able to obtain the additional financial resources required to compete in its markets on favorable commercial terms or at all. Any equity offering may result in dilution to the ownership interests of shareholders and may result in dilution of the value of such interests.

Research and Development

The research and development activities of the Company may be funded by its customers through engineering services provided in addition to the Company's investment in research and development activities. If the Company fails to develop new products, incurs delays in developing new products, or if the product the Company develops are not successful, the Company's business could be harmed. Even if the Company does develop new products which are accepted by its target markets, the Company cannot assure that the revenue from these products will be sufficient to justify the Company's investment in research and development. The Company is highly dependent on a strategic partner and some customers to subsidize development of new products. There can be no assurance that its strategic partners or customers will continue to support the Company's product development initiatives.

Dependence on Suppliers

There are a limited number of suppliers, or in some cases, only one supplier, for some of the components that our contract manufacturers use in the Company's products, and any disruption or delay in supply could adversely impact its financial performance. Because its suppliers have other customers, they may not have sufficient capacity to meet all of the Company's needs during periods of excess demand. The recent global economic contraction has caused many of Intrinsic's suppliers to reduce their manufacturing capacity. As the global economy improves, suppliers are experiencing and may continue to experience supply constraints until they expand capacity to meet increased levels of demand. These supply constraints may adversely affect the availability and lead times of components for Intrinsic's products. Increased lead times mean that we may have to order materials earlier and in larger quantities. Further, supply constraints will likely result in increased expediting and overall procurement costs as the Company attempts to meet customer demand requirements. In addition, these supply constraints may affect the Company's ability, as well as our contract manufacturers' ability, to meet customer demand and thus result in missed sales opportunities and a loss of market share, negatively impacting revenue and the Company's overall operating results.

History of Losses

Even though the Company has been profitable since 2015, it has a history of operating losses, and there can be no assurance that the Company will be profitable in the future. As at September 30, 2019, the Company had an accumulated deficit of approximately \$106.3 million. The Company's prospects must be considered in the context of the implementation stage of its current strategy, the risks and uncertainties it faces, and the inability of the Company to accurately predict its results of sales and marketing initiatives. There can be no assurances that implementation of the Company's strategy will result in the Company sustaining profitable operations.

Stock Price Volatility

The market price for the common shares of the Company fluctuates significantly, and these fluctuations tend to be exaggerated if the trading volume is low. The market price of the common shares may rise or fall in response to announcements of technological or competitive developments, acquisitions or strategic alliances by the Company or its competitors, the gain or loss by the Company of significant orders or broad market fluctuations

Product Development and Technological Change

The market for the Company's products and services is characterized by rapidly changing technology, evolving industry standards and frequent new product introductions. To be successful, the Company will need to enhance existing products and to introduce new products and features in response to changing standards, customer requirements, and technological innovations by others.

The process of developing new products and solutions and enhancing existing products and solutions is complex, lengthy, costly and uncertain. If the Company fails to anticipate our customers' changing needs or emerging technological trends, its market share and results of operations could materially suffer. The Company must make long-term investments, develop or obtain appropriate know-how and intellectual property and commit significant resources before knowing whether its predictions will accurately reflect customer demand for its products and solutions. If the Company is unable to adapt its products to new technological industry standards, to extend its core technologies into new applications or new platforms or to anticipate or respond to technological changes, the market's acceptance of its products and solutions could decline and the Company's results could suffer. Additionally, any delay in the development, production, marketing or offering of a new product or application or an enhancement to an existing product or application could result in customer attrition or impede Intrinsyc's ability to attract new customers, causing a decline in the Company's revenue or earnings and weakening its competitive position.

Sales and Marketing and Strategic Alliances

The Company's strategic alliances with operating system vendors, semiconductor manufacturers, and independent software vendors are a key part of the Company's overall business strategy. The Company cannot, however, be certain that it will be successful in developing new strategic relationships or that the Company's strategic partners will view such relationships as significant to their own business or that they will continue their commitment to the Company in the future. The Company's business, results of operation, financial condition and stock price may be materially adversely affected if any strategic partner discontinues its relationship with the Company for any reason. Additionally, the Company at times relies on the voluntary efforts of its strategic partners rather than compliance with contractual obligations, and there are at times no minimum performance requirements. Therefore, the Company cannot be certain that these relationships will be successful.

Dependence on a Small Number of Customers

The Company's revenue is dependent, in large part, on significant contracts from a limited number of customers. During the three and nine months ended September 30, 2019, 15% and 31% of the Company's consolidated revenue was attributable to its largest customer. Revenue derived from current and future large customers may continue to represent a significant portion of total revenue. The inability to continue to secure and maintain a sufficient number of large contracts would have a material adverse effect on the business, financial condition, operating results and cash flows of the Company. Moreover, the success of the Company will depend in part upon its ability to obtain orders from new customers, as well as the financial condition and success of its customers and general economic conditions.

Length of Sales Cycle

The typical sales cycle of the Company's products and services is lengthy and unpredictable, and involves significant investment decisions by prospective customers, as well as education of those customers regarding the use and the benefits of the Company's products and services. A design win, which is defined as tangible evidence of a client beginning the process of developing their product utilizing one of the Company's standard or custom computing modules, often takes between six and twelve months.

Not all new design wins lead to production, and even if they do, the timing of such production may not occur as the Company or its customers had estimated, or the volumes derived from such projects may not be as significant as the Company had estimated, which could have a substantial negative impact on its anticipated revenue and profitability. The Company's product revenue expectations are highly dependent upon achieving successful design wins, moving those design wins to volume production as well as the market success of our customers' end products. The time between when the Company achieves a design win with a customer and when it begins shipping to that customer at

production levels generally has been shortened with the Company's standards-based model. However, with many new design wins, customers require Intrinsyc to assist them with the design process. In addition, customers may require significant time to integrate Intrinsyc's products into their applications. The design process and the integration of customer specific applications can take six to eighteen months, and in some circumstances can take as long as 36 months. After that, there is an additional time lag from the start of production to achieving peak revenue. Not all design wins lead to production, and the Company may incur costs for designs that do not enter production. Even if a design win does lead to production, the volumes derived from such projects may be less than the Company had originally estimated. Customer projects related to design wins are sometimes canceled or delayed or can perform below original expectations, which can adversely impact anticipated revenue and profitability. In particular, the volumes and time to production associated with new design wins depend on the adoption rate of new technologies among end users. Program delays or cancellations could be more frequent during times of meaningful economic downturn.

Customer Credit Risk

Historically, the Company has offered very limited credit terms to our customers. As its customer base expands, as orders increase in size, the Company expects to offer increased credit terms and flexible payment programs to its customers. Doing so may subject the Company to increased credit risk, higher accounts receivable with longer days outstanding, and increases in charges or reserves, which could have a material adverse effect on its business, results of operations and financial condition.

Visibility of Future Customer Demand

The Company generally does not obtain firm, long-term purchase commitments from its customers, and frequently does not have visibility as to their future demand. Customers also cancel requirements, change engineering or other service requirements, change production quantities, delay production or revise their forecasts for future orders for a number of reasons that are beyond the Company's control. Cancellations, reductions or delays by a significant customer, or by a group of customers, could seriously harm the Company's operating results and negatively affect its working capital levels. Such cancellations, reductions or delays have occurred from time to time and may continue to occur.

Selling Price Erosion

Average selling prices of computing products typically are higher at the time of introduction of new products, which utilize the latest technology and tend to decrease over time as such products become commoditized and are ultimately replaced by even newer generation products. The Company cannot predict the timing or amount of any decline in the average selling prices of its products that it may experience in the future. In some instances, its agreements with distributors limit the ability to reduce prices unless it can make such price reductions available to them, or price protect their inventory. If the Company is unable to decrease per unit manufacturing costs faster than the rate at which average selling prices continue to decline, its business, financial condition and results of operations will be harmed.

Intellectual Property Protection

The Company's ability to compete may be affected by its ability to protect its intellectual property. It relies primarily on a combination of copyright, trademark, patent and trade secret laws, confidentiality procedures and contractual provisions to protect its intellectual property. While the Company believes that its products and technologies are adequately protected against infringement, there can be no assurance of effective protection. Monitoring and identifying unauthorized use of the Company's technology is difficult, and the prohibitive cost of litigation may impair the Company's ability to prosecute any infringement. The commercial success of the Company will also depend upon its products not infringing any intellectual property rights of others and upon no claims for infringement being made against the Company. The Company believes that it is not infringing any intellectual property rights of third parties, but there can be no assurance that such infringement will not occur. An infringement claim against the Company by a third party, even if it is invalid, could have a material adverse effect on the Company because of the costs of defending against such a claim.

Competition

Because of intense market competition, the Company may not be able to grow or maintain current revenue to succeed. The Company faces competition in the design of embedded computing solutions from a number of sources globally, including its own customers, many of whom have the ability to design embedded computing solutions by utilizing their own internal resources. Intrinsyc could also lose market share if customers who currently outsource to Intrinsyc elect to in-source all or a portion of the design process in the future. The markets in which the Company operates are fragmented, with a few large, international companies competing both against each other and a large number of small and medium-sized companies that focus on a more select group of products and customers. Some of the current and potential competitors have a number of significant advantages over Intrinsyc, including:

- a longer operating history;
- greater name recognition and marketing power;
- preferred vendor status with our existing and potential customers;
- significantly greater financial, technical, personnel, sales and marketing and other resources, which allow them to respond more quickly to new or changing opportunities, technologies and customer requirements;
- broader product and services offerings to provide more complete solutions; and
- lower cost structures.

Consolidation among Intrinsyc's competitors could also result in the formation of larger competitors with greater market share and greater financial and technological resources than Intrinsyc and further increase competition in the markets it serves. Some of the Company's products are built upon processor technology acquired from Qualcomm Technologies, Inc. This technology is becoming more broadly available to Intrinsyc's competitors and there are an increasing number of competitive products being introduced to the market.

International Business Operations

The Company continues to operate internationally. International sales and the related infrastructure support operations carry certain risks and costs such as the administrative complexities and expenses of administering a business abroad; complications in both compliance with and also unexpected changes in regulatory requirements, foreign laws, international import and export legislation, trading policies, tariffs and other barriers; potentially adverse tax consequences; and uncertainties of law and enforcement relating to the protection of intellectual property and unauthorized duplication of software. There can be no assurance that these factors will not be experienced in the future by the Company or that they will not have a material adverse impact on the Company's business, results of operations and financial conditions.

Foreign Exchange Risk

Although substantially all of the Company's revenues are received in U.S. dollars, the Company incurs operating costs primarily attributable to its services business and has outstanding trade and other payables denominated in Canadian dollars and other foreign currencies. The Company attempts to mitigate this risk by denominating many of its payment obligations in U.S. dollars. The Company maintains certain assets, inclusive of a portion of its treasury investments, in Canadian dollars. Fluctuations in the exchange rates between these currencies could have a material effect on the business, financial condition and results of operations of the Company.

Insufficient, Excess or Obsolete Inventory

As a result of the Company's strategy to provide greater choice and customization of our products to its customers, it is required to maintain a high level of inventory of components. If the Company fails to maintain sufficient inventory, it may not be able to meet demand for its products on a timely basis, and sales may suffer. If the Company overestimates customer demand, the Company could experience excess inventory of its products and be unable to sell those products at a reasonable price, or at all. As a result, the Company may need to record higher inventory reserves. In addition, from time to time the Company assumes greater inventory risk in connection with the purchase or manufacture of more specialized components in connection with higher volume sales opportunities. The Company expects that it will experience write-downs from time to time in the future related to existing and future commitments.

If the Company is later able to sell inventory with respect to which it has taken a reserve at a profit, it may increase the quarterly variances in operating results. Historically, the Company has written off obsolete inventory. Excess or obsolete inventory levels for these or other reasons could result in unexpected expenses or increases in reserves against potential future charges which would adversely affect the Company's business and financial results.

Potential Fluctuations in Quarterly Results

The Company's quarterly operating results may vary significantly depending on factors such as the timing of new product introductions and changes in pricing policies by the Company and its competitors, market acceptance of new and enhanced versions of the Company's products and the timing of orders from its hardware customers. Because the Company's operating expenses are based on anticipated revenues and a high percentage of the Company's expenses are relatively fixed in the short term, variations in the timing of recognition of revenues can cause significant fluctuations in operating results from quarter to quarter and may result in unanticipated quarterly earnings shortfalls or losses. The Company may in the future experience lower profit margins as a result of an increased focus on a hardware-based business model to the extent that revenue from the sales of machine to machine and embedded computing modules may account for a greater percentage of the Company's revenues in future quarters. The market price of the Company's common shares may be highly volatile in response to such quarterly fluctuations.

Dependence on Key Personnel

The Company's future success depends largely on its ability to attract and retain talented employees. The Company is highly dependent on a limited number of key personnel to maintain customer and strategic relationships. Loss of key personnel could have an adverse effect on these relationships and negatively impact the Company's financial performance. The Company's future results of operations will depend in part on the ability of its officers, management and other key employees to implement and expand operational, customer support and financial control systems and to expand, train and manage its employee base. The Company's future performance will also depend to a significant extent on its ability to identify, attract, train and retain highly skilled sales, technical, marketing and management personnel. If the Company were to lose the services of any key personnel, the Company may encounter difficulties finding qualified replacement personnel.

Acquisitions

The Company has, and from time to time in the future may, acquire businesses, products or technologies that it believes complement or expand its existing business. Acquisitions of this type involve a number of risks, including the possibility that the operations of the acquired business will not be profitable or that the attention of the Company's management will be diverted from the day-to-day operation of its business. An unsuccessful acquisition could reduce the Company's margins or otherwise harm its financial condition. Any acquisition could result in a dilutive issuance of equity securities, the incurrence of debt and the loss of key employees. The Company cannot ensure that any acquisitions will be successfully completed or that, if one or more acquisitions are completed, the acquired businesses, products or technologies will generate sufficient revenues to offset the associated costs of the acquisitions or other adverse effects.

Product Liability

The Company's license agreements with its customers typically contain provisions designed to limit the Company's exposure to potential product liability claims. There can be no assurance that such provisions will protect the Company from such claims. The Company does not maintain product liability insurance. A successful product liability claim brought against the Company could have a material adverse effect upon the Company's business, results of operations and prospects.

Investment in Customer

The Company acknowledges that there is uncertainty regarding the valuation of the equity investment in Stream TV due to the uncertainty inherent to the fact that Stream TV is a pre-commercial entity in an emerging technology sector.

Shareholder Rights Plan

The Company has implemented a Shareholder Rights Plan (the “SRP”). The SRP provides for substantial dilution to an acquirer making a take-over bid for the common shares of the Company unless the bid meets the requirements described in the SRP. This could discourage a potential acquirer from making a take-over bid and make it more difficult for a third party to acquire control of the Company, even if such acquisition or bid would be beneficial to the Company’s shareholders.

Management of Growth

The Company’s future results of operations will depend in part on the ability of its officers and other key employees to implement and expand operational, customer support and financial control systems and to expand, train and manage its employee base. The Company’s future performance will also depend to a significant extent on its ability to identify, attract, train and retain highly skilled sales, technical, marketing and management personnel. Substantial growth in the Company’s hardware initiatives may require the Company to raise additional capital through the issuance of additional shares or securing financing. There can be no assurance that the Company would be able to secure additional funding through these activities.

EVALUATION OF DISCLOSURE CONTROLS AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

The Chief Executive Officer and Chief Financial Officer have designed disclosure controls and procedures to provide reasonable assurance that material information relating to the Company is made known to them by others within the Company. The Chief Executive Officer and Chief Financial Officer have also designed internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and preparation of the financial statements in accordance with IFRS.

The Chief Executive Officer and Chief Financial Officer have evaluated the effectiveness of the Company’s disclosure controls and procedures and assessed the design of the Company’s internal controls over financial reporting in accordance with *Internal Control - Integrated Framework 2013*, issued by the Committee of Sponsoring Organizations of the Treadway Commission (“COSO”). This evaluation identified no instances in which internal controls did not operate in an effective manner. Nonetheless, the Company has further strengthened its internal control processes to mitigate future potential material financial statement misstatements and other potential internal control violations during the three months ended September 30, 2019.

Because of the inherent limitations in a control system, any control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that it will prevent or detect all misstatements, due to error or fraud, from occurring in the financial statements. As the Company has a limited number of personnel even with the additional resources added during fiscal 2019, management has concluded that an inherent weakness may still exist in the design of internal controls over financial reporting caused by a lack of adequate segregation of duties. This weakness has the potential to result in material misstatements in the Company’s financial statements and should also be considered a weakness in its disclosure controls and procedures. Management has concluded that taking into account the present stage of the Company’s development and the best interests of its shareholders; the Company does not have sufficient size and scale to warrant the hiring of additional personnel to correct this weakness at this time. To help mitigate the impact of this inherent weakness and to ensure quality financial reporting, supervisory controls are exercised by management and the Audit Committee is vigilant in its’ oversight. Management believes that with these review procedures in place, the Company’s internal controls over financial reporting and disclosures are operating effectively.

The Chief Executive Officer and Chief Financial Officer of the Company conducted an evaluation of the disclosure controls and procedures as required by National Instrument 52-109, “Certification of Disclosure in Issuers’ Annual and Interim Filings” issued by the Canadian Securities Administrators. They concluded that as at September 30, 2019, the Company’s disclosure controls and procedures were effective to provide reasonable assurance that material information regarding required disclosures was made known to them on a timely basis.

FORM 52-109F2
CERTIFICATION OF INTERIM FILINGS

I, Tracy Rees, Chief Executive Officer of Intrinsic Technologies Corporation certify the following:

1. **Review:** I have reviewed the interim financial report and interim MD&A (together, the “interim filings”) of Intrinsic Technologies Corporation (the “issuer”) for the interim period ended September 30, 2019.

2. **No misrepresentations:** Based on my knowledge, having exercised reasonable diligence, the interim filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings.

3. **Fair presentation:** Based on my knowledge, having exercised reasonable diligence, the interim financial report together with the other financial information included in the interim filings fairly present in all material respects the financial condition, financial performance and cash flows of the issuer, as of the date of and for the periods presented in the interim filings.

4. **Responsibility:** The issuer’s other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR), as those terms are defined in National Instrument 52-109 *Certification of Disclosure in Issuers’ Annual and Interim Filings*, for the issuer.

5. **Design:** Subject to the limitations, if any, described in paragraphs 5.2 and 5.3, the issuer’s other certifying officer(s) and I have, as at the end of the period covered by the interim filings

a. designed DC&P, or caused it to be designed under our supervision, to provide reasonable assurance that

- i. material information relating to the issuer is made known to us by others, particularly during the period in which the interim filings are being prepared; and
- ii. information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and

b. designed ICFR, or caused it to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the issuer’s GAAP.

5.1 **Control framework:** The control framework the issuer’s other certifying officer(s) and I used to design the issuer’s ICFR is the COSO internal framework (Committee of Sponsoring Organizations of the Treadway Commission).

5.2 **ICFR – material weakness relating to design:** N/A

5.3 **Limitation on scope of design:** N/A.

6. **Reporting changes in ICFR:** The issuer has disclosed in its interim MD&A any change in the issuer’s ICFR that occurred during the period beginning on July 1, 2019 and ended on September 30, 2019 that has materially affected, or is reasonably likely to materially affect, the issuer’s ICFR.

Date: November 14, 2019

“Tracy Rees”

Tracy Rees

Chief Executive Officer

FORM 52-109F2
CERTIFICATION OF INTERIM FILINGS

I, George Reznik, Chief Financial Officer of Intrinsic Technologies Corporation certify the following:

1. **Review:** I have reviewed the interim financial report and interim MD&A (together, the “interim filings”) of Intrinsic Technologies Corporation (the “issuer”) for the interim period ended September 30, 2019.

2. **No misrepresentations:** Based on my knowledge, having exercised reasonable diligence, the interim filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings.

3. **Fair presentation:** Based on my knowledge, having exercised reasonable diligence, the interim financial report together with the other financial information included in the interim filings fairly present in all material respects the financial condition, financial performance and cash flows of the issuer, as of the date of and for the periods presented in the interim filings.

4. **Responsibility:** The issuer’s other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR), as those terms are defined in National Instrument 52-109 *Certification of Disclosure in Issuers’ Annual and Interim Filings*, for the issuer.

5. **Design:** Subject to the limitations, if any, described in paragraphs 5.2 and 5.3, the issuer’s other certifying officer(s) and I have, as at the end of the period covered by the interim filings

- a. designed DC&P, or caused it to be designed under our supervision, to provide reasonable assurance that
 - i. material information relating to the issuer is made known to us by others, particularly during the period in which the interim filings are being prepared; and
 - ii. information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
- b. designed ICFR, or caused it to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the issuer’s GAAP.

5.1 **Control framework:** The control framework the issuer’s other certifying officer(s) and I used to design the issuer’s ICFR is the COSO internal framework (Committee of Sponsoring Organizations of the Treadway Commission).

5.2 **ICFR – material weakness relating to design:** N/A

5.3 **Limitation on scope of design:** N/A.

6. **Reporting changes in ICFR:** The issuer has disclosed in its interim MD&A any change in the issuer’s ICFR that occurred during the period beginning on July 1, 2019 and ended on September 30, 2019 that has materially affected, or is reasonably likely to materially affect, the issuer’s ICFR.

Date: November 14, 2019
“George Reznik”
George Reznik
Chief Financial Officer