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2023

Annual Financial Statements

Katapult Technology Corp.

December 31, 2023

Management Report

These financial statements have been prepared by management in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board ("IASB"). These financial statements also include certain amounts based on estimates and judgements.

Management has determined such amounts on a reasonable basis to ensure that the financial statements are presented fairly in all material respects. All information in this report is the responsibility of management.

Management has established systems of internal control, including disclosure controls and procedures, which are designed to provide reasonable assurance that financial and non-financial information that is disclosed is timely, complete, relevant and accurate. These systems of internal control also serve to safeguard the Corporation's assets.

The Board of Directors is responsible for the governance of the Corporation, including reviewing and approving the financial statements. The Board carries out this responsibility principally through its Audit Committee.

The Audit Committee of the Board of Directors, composed of independent directors, meets with management and the external auditors to satisfy itself that each is properly discharging its responsibilities, and to review the financial statements and management discussion and analysis. The Audit Committee reports its findings to the Board of Directors for its approval of such statements for issuance to the shareholders.

The financial statements have been audited by Ernst & Young LLP, the independent external auditors, in accordance with Canadian generally accepted auditing standards on behalf of the shareholders. The auditor's report outlines the scope of their examination and sets forth their opinion.

Approved by the Board:

"signed" George Reznik
Director

"signed" Gord Breese
Director

INDEPENDENT AUDITOR'S REPORT

To the Shareholders of Katapult Technology Corp.

Opinion

We have audited the financial statements of Katapult Technology Corp. (the "Corporation"), which comprise the statements of financial position as at December 31, 2023 and 2022, and the statements of operations and comprehensive loss, statements of changes in shareholders' deficiency and statements of cash flows for the years then ended, and notes to the financial statements, including material accounting policy information.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Corporation as at December 31, 2023 and 2022, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards ("IFRS").

Basis for Opinion

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

Material Uncertainty Related to Going Concern

We draw attention to Note 2 in the financial statements, which describes events or conditions that indicate the existence of a material uncertainty that may cast significant doubt about the Corporation's ability to continue as a going concern. These events or conditions indicate that a material uncertainty exists that may cast significant doubt on the Corporation's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in the audit of the financial statements of the current period. In addition to the matter described in the *Material Uncertainty Related to Going Concern* section of our report, we have determined the matter described below to be the key audit matter to be communicated in our report. This matter was addressed in the context of the audit of the financial statements as a whole, and in forming the auditor's opinion thereon, and we do not provide a separate opinion on this matter.

For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report, including in relation to this matter. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matter below, provide the basis for our audit opinion on the accompanying financial statements.

Key Audit Matter

How our audit addressed the key audit matter

Estimated fair value of the 2018 Debentures

As disclosed in Notes 2(e), 3 and 6, the Corporation's statement of financial position includes \$3,964 thousand related to its 2018 Debentures, which are hybrid contracts with multiple embedded derivatives. The Corporation measures the hybrid contracts at fair value with adjustments recorded to finance costs in the statements of operations and comprehensive loss.

The estimated fair value of the 2018 Debentures is a key audit matter given the subjective nature of the assumptions used by the Corporation. The significant assumption used in determining the fair value of the 2018 Debentures is the discount rate, which is subject to uncertainty as a result of a lack of observable market data for similar debt instruments.

To test the estimated fair value of the 2018 Debentures, we performed the following audit procedures, amongst others:

- Involved our valuation specialists to evaluate the appropriateness of the valuation methodology and model applied; and to assess the discount rate used for the host liability by comparing against observable rates of return on comparable companies and performing a sensitivity analysis;
- Assessed the adequacy of the Corporation's disclosures included in the notes to the financial statements in relation to this matter.

Other Information

Management is responsible for the other information. The other information comprises Management's Discussion and Analysis.

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

In connection with our audit of the financial statements, our responsibility is to read the other information, and in doing so, consider whether the other information is materially inconsistent with the financial statements, or our knowledge obtained in the audit or otherwise appears to be materially misstated.

We obtained Management's Discussion & Analysis prior to the date of this auditor's report. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact in this auditor's report. We have nothing to report in this regard.

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

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

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

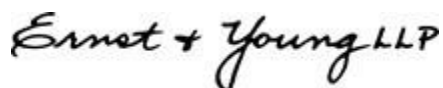
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting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

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

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

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

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

The logo for Ernst & Young LLP, featuring the company name in a stylized, cursive script font.

Chartered Professional Accountants

Calgary, Alberta
April 26, 2024

STATEMENTS OF FINANCIAL POSITION

As at		December 31,	December 31,
(\$ Cdn thousands)	Note	2023	2022
Assets			
Current assets			
Cash and cash equivalents	11	602	1,370
Accounts receivable		181	321
Unbilled revenue	12	106	-
Prepaid expenses		2	2
Total current assets		891	1,693
Total assets		891	1,693
Liabilities			
Current liabilities			
Accounts payable and accrued liabilities		295	285
Deferred revenue	12	393	621
Loan payable	5	60	43
Convertible debentures - current portion	6	3,964	-
Total current liabilities		4,712	949
Convertible debentures	6	1,329	4,186
Total liabilities		6,041	5,135
Shareholders' Deficiency			
Share capital	8	2,532	2,532
Contributed surplus		1,720	1,662
Convertible debentures - equity portion	6	1,292	1,292
Deficit		(10,694)	(8,928)
Total shareholders' deficiency		(5,150)	(3,442)
Total liabilities and shareholders' deficiency		891	1,693

Going concern 2 (d)
Subsequent events 5, 17

(See Notes to the Financial Statements)

Approved on behalf of the Board:

"signed" **George Reznik**
Director

"signed" **Gord Breese**
Director

STATEMENTS OF OPERATIONS AND COMPREHENSIVE LOSS**For the years ended December 31,**

(\$ Cdn thousands, except per share amounts)

	Note	2023	2022
Revenue	12	2,498	1,864
Cost of revenue	13	435	401
Gross profit		2,063	1,463
Expenses			
Selling, general, and administrative	13	2,038	1,823
Research and development	13	906	1,047
Foreign exchange gain		(14)	(35)
Depreciation and amortization		-	17
Other income	14	(222)	(336)
Loss before finance costs, unrealized (gain) loss on convertible debentures		(645)	(1,053)
Finance costs	13	865	678
Unrealized (gain) loss on convertible debentures	6	256	(123)
Net loss and comprehensive loss		(1,766)	(1,608)
Loss per share			
Basic / Diluted	10	(0.02)	(0.02)

(See Notes to the Financial Statements)

STATEMENTS OF CHANGES IN SHAREHOLDERS' DEFICIENCY**For the years ended December 31, 2023 and 2022**

(\$ Cdn thousands, except share amounts)

					Convertible debenture		Total
	Note	Common Shares	Share Capital	Contributed surplus	- equity portion	Deficit	shareholders' deficiency
Balance at December 31, 2022		71,523,066	2,532	1,662	1,292	(8,928)	(3,442)
Net loss and comprehensive loss		-	-	-	-	(1,766)	(1,766)
Share-based payments	8	-	-	58	-	-	58
Balance at December 31, 2023		71,523,066	2,532	1,720	1,292	(10,694)	(5,150)
Balance at December 31, 2021		71,523,066	2,532	1,624	1,292	(7,320)	(1,872)
Net loss and comprehensive loss		-	-	-	-	(1,608)	(1,608)
Share-based payments	8	-	-	38	-	-	38
Balance at December 31, 2022		71,523,066	2,532	1,662	1,292	(8,928)	(3,442)

(See Notes to the Financial Statements)

STATEMENTS OF CASH FLOWS**For the years ended December 31,**

(\$ Cdn thousands)

	Note	2023	2022
Cash flows provided by (used in)			
Operating activities			
Net loss and comprehensive loss		(1,766)	(1,608)
Adjustments for:			
Depreciation and amortization		-	17
Foreign exchange gain		(14)	(35)
Finance costs	13	865	678
Unrealized (gain) loss on convertible debentures	6	256	(123)
Share-based payments	8	58	38
Other		(7)	(10)
Interest - paid		(11)	(12)
Interest - received		7	10
Funds used in operations before change in non-cash working capital		(612)	(1,045)
Change in non-cash working capital	16	(139)	(38)
Total funds provided by (used in) operating activities		(751)	(1,083)
Financing activities			
Repayment of lease obligation		-	(22)
Total funds used in financing activities		-	(22)
Effect of translation of foreign currency cash		(17)	(28)
Net decrease in cash and cash equivalents		(768)	(1,133)
Cash and cash equivalents, beginning of year		1,370	2,503
Cash and cash equivalents, end of year		602	1,370

(See Notes to the Financial Statements)

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

1. STRUCTURE OF CORPORATION

Organization

Katapult Technology Corp. (the “Corporation” or “Katapult”) is a provider of a cloud-based software for powering the exchange of capital in equity and debt markets. The Corporation was originally incorporated under the *Business Corporations Act* (British Columbia). On October 2, 2019, the Corporation filed articles of continuance under the *Business Corporations Act* (Alberta). The registered address of the Corporation is 340, 318 11 Ave SE, Calgary, AB, T2G 0Y2. Katapult is a publicly traded company listed on the TSX Venture Exchange (“TSXV”) under the symbol “FUND”.

Operations

The main business of the Corporation is to operate as a financial technology provider offering cloud-based software that allows firms to design, set up and operate an investment platform (“the Platform”). The Platform includes features and functionality that enables firms to offer debt and real-estate financing, as well as securities on a prospectus-exempt basis, to various types of investors. The Platform automates many components of investor and investment management, including components of financial transactions, investment marketing, and dividend payouts as well as managing regulatory requirements in a variety of geographic jurisdictions.

The Platform includes modules for various user types, including but not limited to investors, issuers, administrators, and auditors. The administrators are selected by clients from their staff and are provided a content management system which allows them the ability to manipulate content on the Platform.

The Corporation provides its proprietary software through a Software as a Service (“SaaS”) business model. In exchange for a monthly subscription, customers benefit from software updates, new features and technical support. The Corporation also earns integration revenue and investment services revenue. Integration revenue is generated through activities including the provision of regulatory consulting, marketing, and the customization services of the Platform, for which one-time charges are made and vary depending on the work involved. Investment services revenue is derived through fees charged to clients on qualifying services and/or transactions processed through Katapult’s Platform.

2. BASIS OF PREPARATION

(a) Statement of compliance:

The financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”). Details of the Corporation’s accounting policies are discussed in note 15; these accounting policies have been consistently applied to all years presented.

The financial statements were authorized for issue by the Board of Directors on April 26, 2024.

(b) Basis of measurement:

The financial statements have been prepared on the historical cost basis, other than the 2018 Convertible Debentures, which are measured at fair value (see note 4).

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

(c) Functional and presentation currency:

The financial statements are presented in Canadian dollars, which is the Corporation's functional currency. All financial information presented in dollars has been rounded to the nearest thousand except for share and per share amounts.

(d) Going concern:

These financial statements have been prepared on the basis that the Corporation will continue as a going concern, which assumes that the Corporation will be able to realize its assets and satisfy its liabilities in the normal course of business.

The Corporation had a negative net working capital position of \$3,821 as at December 31, 2023. It had a net loss for the year ended December 31, 2023 of \$1,766, used cash in operating activities of \$751 for the year ended December 31, 2023, and had a deficit of \$10,694 as at December 31, 2023.

In addition, the Corporation's 2018 Debentures matured on May 30, 2023 and therefore both the principal and accrued interest (\$4,898) can be required to be repaid within six months upon receipt of notification from the holders. There is uncertainty as it relates to whether these will be called in 2024, and if that does happen, the Corporation would require external financing.

The Corporation's ability to continue as a going concern is therefore dependent upon its ability to renegotiate the 2018 Debentures repayment terms [ef-in](#) the event of receipt of notification of required repayment from the holders. The Corporation's 2024 cash flow forecast assumes that it will meet the contractual criteria to invoice for milestone payments under an existing software implementation contract with a major customer, that the Corporation is able to collect receivables from its existing customers on a timely basis, and that additional short-term financing will be made available via a bridge loan from one of the Corporation's directors.

The Corporation has not yet been able to generate the sales volumes required to create positive cash flows from operating activities. The Corporation has incurred operating losses since inception and has historically relied on equity and debt financings to fund its operating losses. While the Corporation has previously been successful in raising external capital to fund its operations, there is no guarantee it will be successful in its efforts to raise additional financing; or if financing is available, that it will be on terms that are acceptable to the Corporation.

Due to these factors, there is material uncertainty that may cast significant doubt on the Corporation's ability to continue as a going concern. These financial statements do not include necessary adjustments to reflect the recoverability and classification of recorded assets and liabilities and related expenses that might be necessary should the Corporation be unable to continue as a going concern. Such adjustments could be material.

(e) Use of estimates and judgements:

The preparation of the financial statements in conformity with IFRS requires management to make judgements, estimates, and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, revenues, and expenses. Actual results may differ from these judgements and estimates. Estimates and judgments are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

- **Going concern.** The appropriateness of the use of the going concern assumption. Management assesses the Corporation's ability to continue as a going concern at each reporting date, using all quantitative and qualitative information available. This assessment, by its nature, relies on estimates of future cash flows and expectations regarding other future events. Subsequent changes to these estimates or expectations could materially impact the validity of such an assessment. The assessment of the Corporation's ability to execute its strategy and fund future operations and working capital requirements involves significant judgment. Estimates and assumptions regarding future operating costs, revenue and profitability levels and general business and customer conditions are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.
- **Allowance for uncollectible accounts receivable.** Management makes use of estimates when making allowances for uncollectible accounts receivable. Management evaluates each receivable at year end using factors such as age of receivable, payment history, and credit risk. The calculation of the allowance is based on the lifetime expected credit loss.
- **Fair value of convertible debentures.** Management makes use of estimates and assumptions in the calculation of the initial fair values of convertible debenture liabilities and for the 2018 Convertible Debentures, subsequent re-measurements are made at fair value at each reporting date using a probability-weighted scenario approach.
- **Share-based payments.** Management makes use of estimates and assumptions in the calculation of the share-based payments of restricted share units and stock options using the Black-Scholes option-pricing model, particularly in the calculation of the volatility and forfeiture rates.

(f) Measurement of fair values:

Fair values have been determined for measurement and/or disclosure purposes based on the following methods. When applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

When measuring the fair value of an asset or liability, management uses market observable data to the extent possible. Fair values are categorized into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date.
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3: unobservable inputs for the asset or liability.

If the inputs used to measure the fair value of an asset or a liability might be categorized in different levels of the fair value hierarchy, then the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

3. MATERIAL ACCOUNTING POLICY INFORMATION

The following are the accounting policies that management considers material to the users of the financial statements. Accounting policy information is considered to be material if its disclosure is needed for users to understand information provided about material transactions, other events or conditions in the financial statements.

Foreign currency

Transactions in foreign currencies are translated into the functional currency of the Corporation at the exchange rate in effect at the time of the transaction. Monetary items are then re-translated into the Corporation's functional currency at each reporting period at the exchange rates in effect at the statements of financial position date. Non-monetary items are not re-translated. Revenues and expenses denominated in foreign currency are translated at rates in effect at the time of the transactions. Gains and losses on foreign currency transactions are included as a separate line item in the statements of operations and comprehensive loss.

Cash and cash equivalents

Cash and cash equivalents are comprised of cash at bank and cash in hand, including offsetting bank overdrafts, short-term investments, and similar instruments that have a maturity of three months or less at the date of acquisition or that have a maturity beyond three months but are cashable and carry insignificant penalties if cashed early. In reporting periods where bank overdrafts exceed cash and cash equivalents, the balance will be referred to as bank indebtedness.

Research and development

Expenditures on research activities, undertaken with the prospect of gaining new scientific or technical knowledge and understanding, are charged to earnings as incurred. Development activities involve a plan or design for the production of new or substantially improved products and processes. Development expenditures are expensed unless specific criteria are met, including the technical feasibility intention to complete, ability to use or sell, probable future economic benefit, availability of necessary resources and ability to measure. The Corporation has not capitalized any development costs up to December 31, 2023.

Earnings per share

The Corporation presents basic and diluted earnings per share ("EPS") data for its common shares. Basic EPS is calculated by dividing the earnings attributable to common shareholders by the weighted average number of common shares outstanding during the period. Diluted EPS is determined by adjusting the earnings attributable to common shareholders and the weighted average number of common shares outstanding for the effects of all dilutive potential common shares.

Revenue recognition

Software is provided to customers via a Software as a Service (SaaS) subscription model which allows customers to use hosted software over a term without taking possession of the software. The parties in the contract are identified in a signed agreement which states each party's rights, performance obligations and payment terms. Revenue is recognized monthly over the life of the contract as the performance obligations are satisfied through the provision

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

of access to the software and from the software functionality being applied to private investments which the customer has uploaded into the software.

Integration revenue consists of three separate performance obligations relating to regulatory consulting, marketing consulting and customization services. Revenue for all three performance obligations is recognized over time as the service is provided to the customer.

The Corporation generally receives payment from its clients monthly in advance for the subscription revenue and after invoicing with normal 30-day commercial terms for integration. Clients may pay the subscription price for the term of the contract in advance of using the services in which case the amount paid is recorded as deferred revenue and recognized as revenue when earned.

Government grants, loans, and investment tax credits (ITCs)

Government grants and credits are initially recorded as a liability when funds are received in advance of the costs to which they relate. Grants and credits are recognized into income or against the assets to which they relate when the Corporation establishes reasonable assurance that the applicable terms have been complied with and the amounts will be realized. Upon recognition, the amounts are recorded as other income within the statement of operations.

Share-based payment transactions

The measurement date of fair value of equity-settled share-based payment awards granted to employees and others providing similar services is recognized as an employee expense, with a corresponding increase in equity, over the period that the employees become entitled to the awards (vesting period). The amount recognized as an expense is adjusted to reflect the number of awards for which the related service vesting conditions are expected to be met, such that the amount ultimately recognized as an expense is based on the number of awards that meet the related service conditions at the vesting date. Share-based payments include stock options and restricted share units.

Income taxes

Income tax expense is comprised of current and future tax. Income tax expense is recognized in the statements of operations and comprehensive loss except to the extent that it relates to items recognized in other comprehensive income or equity on the statements of financial position.

Current tax

Current tax is calculated using tax rates which are enacted or substantively enacted at the end of the reporting period. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulations are subject to interpretation. It establishes provisions where appropriate based on amounts expected to be paid to taxation authorities.

Deferred tax

Deferred income tax is recognized, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax is determined using tax rates which are enacted or substantively enacted at the end of the reporting period and are

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

expected to apply when the related deferred income tax asset is realized, or the deferred income tax liability is settled.

Deferred tax liabilities are generally recognized for all taxable temporary differences, except for temporary differences that arise from goodwill, which is not deductible for tax purposes. Deferred tax liabilities are also recognized for taxable temporary differences arising on investments in subsidiaries except where the reversal of the temporary difference can be controlled, and it is probable that the difference will not reverse in the foreseeable future.

Deferred tax assets are recognized to the extent it is probable that taxable profits will be available against which the deductible balances can be utilized. All deferred tax assets are analyzed at each reporting period and reduced to the extent that it is no longer probable that the asset will be recovered. Deferred tax assets and liabilities are not recognized with respect to temporary differences that arise on initial recognition of assets and liabilities acquired other than in a business combination.

Financial instruments

The Corporation's financial instruments consist of cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities, and convertible debentures.

Financial instruments – recognition and measurement

All financial instruments are measured at fair value upon initial recognition of the transaction. Measurement in subsequent periods is dependent on whether the instrument is classified as “measured at fair value through profit or loss”, “measured at fair value through other comprehensive income”, or “measured at amortized cost”.

The 2018 Convertible Debentures are measured at fair value with any changes being recorded through profit and loss.

The Corporation's financial instruments measured at amortized cost consist of cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities, lease obligation, loan payable, and 2021 convertible debentures. They are recognized at amortized cost, using the effective interest rate method, at each reporting period, net of transaction costs directly attributable to the issuance of long-term debt. Transaction costs related to the issuance of any long-term debt are netted against the carrying value of the associated long-term debt and amortized as part of financing costs over the life of that debt using the effective interest rate method.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

4. NEW STANDARDS AND INTERPRETATIONS NOT YET ADOPTED

In the current year, the Corporation has applied a number of IFRS amendments that were mandatorily effective for annual periods beginning on or after January 1, 2023:

IAS 8 *Accounting Policies, Changes in Accounting Estimates and Errors* has been amended to clarify the distinction between changes in accounting estimates, changes in accounting policies and the correction of errors. The amendments also clarify how entities use measurement techniques and inputs to develop accounting estimates.

IAS 1 *Presentation of Financial Statements* has been amended to provide guidance and examples to help entities apply materiality judgments to accounting policy disclosures. The amendments aim to help entities provide accounting policy disclosures that are more useful by replacing the requirement for entities to disclose their “significant” accounting policies with a requirement to disclose their “material” accounting policies and adding guidance on how entities apply the concept of materiality in making decisions about accounting policy disclosures.

The Corporation adopted the amendments on the date they were mandatorily effective, being January 1, 2023. These amendments have had an impact on the Corporation’s disclosures of accounting policies and estimates, but not on the measurement, recognition or presentation of any items in the Corporation’s financial statements nor on the Corporation’s business practices.

The new and amended standards and interpretations that are issued, but not yet effective, up to the date of issuance of the financial statements are disclosed below. These new standards and amendments and their anticipated impact on the Corporation’s financial statements once they are adopted are as follows:

IAS 1 – Presentation of Financial Statements: Effective January 2020, IASB issued *Classification of Liabilities as Current or Non-Current* (amendments to IAS 1 – *Presentation of Financial Statements*). The amendment clarifies that the classification of liabilities as current or non-current should be based on rights which existed at the end of the reporting period. The classification is not affected by expectations about whether or not an entity will exercise its right to defer settlement of a liability. The amendment also clarifies that settlement refers to the transfer to the counterparty of cash, equity instruments or other assets or services. The amendment is effective for calendar periods beginning on or after January 1, 2024 and is to be applied retrospectively.

The Corporation does not anticipate that the adoption of the amendment will have any effect on its classification of current and non-current liabilities within its statement of financial position. The Corporation will adopt the amendment on the effective date of January 1, 2024.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

5. LOAN PAYABLE

Canadian Emergency Business Account (“CEBA”) Loan

During the year ended December 31, 2020, the Corporation was approved for repayable financing of a \$40 operating line of credit under the government of Canada’s CEBA loan program (“CEBA Loan 1”), bearing interest at 0%.

During the year ended December 31, 2021, the Corporation was approved for repayable financing of an additional \$20 operating line of credit under the second phase of the CEBA loan program (“CEBA Loan 2”), also bearing interest at 0%.

The terms of the CEBA Loan 1 and CEBA Loan 2 are as follows:

- In January 2022, both lines of credit automatically converted to two-year term loans bearing interest at 0%, to be repaid on December 31, 2023. There is the option for the Corporation to extend the loans by two additional years on December 31, 2023, and if this extension is exercised, the term loans will mature on December 31, 2025, at which time the balance must be repaid in full.
- Both loans are interest-free until January 1, 2024. If the loans are extended, commencing January 1, 2024, interest will accrue on the outstanding balance at a rate of 5% per annum, payable monthly on the last day of each month.
- If the balance of the loans is repaid in full on or before January 18, 2024, \$10 of each of the term loans will be forgiven (for a total of \$20).

CEBA Loan 1 of \$40 was initially recorded at the fair value of \$15. The initial discount of \$25 on recognition of the loan at fair value was recorded as deferred revenue and recognized as other income over the three-year term of the loan.

CEBA Loan 2 of \$20 was initially recorded at the fair value of \$7. The initial discount of \$13 on recognition of the loan at fair value was recorded as deferred revenue and recognized as other income over the two-year term of the loan.

Subsequent to December 31, 2023, the Corporation obtained a \$40 loan from its finance institution and utilized the cash proceeds to repay the two CEBA loans. \$20 of other income was recognized in the first quarter of 2024 when that portion of the CEBA loans was forgiven. The \$40 loan has an interest rate of prime plus 1.59% per annum and is repayable over five years with monthly payments starting in January 2024 of \$1 per month.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

6. CONVERTIBLE DEBENTURES
(a) 2018 Convertible debentures

As at	December 31,	December 31,
(\$ Cdn thousands)	2023	2022
Balance at the beginning of year	3,273	3,030
Interest accrued during the year	435	366
Unrealized (gain) loss on convertible debentures	256	(123)
Balance at the end of the year	3,964	3,273

On May 30, 2018, the Corporation issued convertible debentures (“2018 Debentures”) with a principal balance of \$3,000 maturing on May 30, 2023. On or after the maturity date, the holders may deliver a notice, at which point the principal and all accrued unpaid interest become due and payable six months after receiving such notice. The 2018 Debentures have therefore been presented as current on the Statement of Financial Position as at December 31, 2023.

The 2018 Debentures are hybrid contracts with multiple embedded derivatives. The Corporation has measured the entire hybrid contract at fair value (Level 3 – note 2(f)) with adjustments recorded to finance costs in the statements of operations and comprehensive loss.

The face value of the 2018 Debentures reconciles to the carrying amount as at December 31, 2023 and 2022 as follows:

As at	December 31,	December 31,
(\$ Cdn thousands)	2023	2022
Face value	3,000	3,000
Interest accrued	1,898	1,463
Face value plus accrued interest	4,898	4,463
Fair value adjustment	(934)	(1,190)
Balance at the end of the period	3,964	3,273

The 2018 Debentures have a variable interest charge based on the Corporation’s cash burn rate.

The interest rate is the lesser of:

- a. 8.50% plus (0.50% x number of Shortfall Months) compounded quarterly; or
- b. 12.00% per annum compounded quarterly

where Shortfall Months is equal to (twelve-(ending cash balance/three month average cash burn)).

During the year ended December 31, 2023, the Corporation’s monthly cash burn rate was such that the accrued annual rate of interest payable was between 8.50% and 12% (compounded quarterly). The \$3,000 outstanding in

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(\$ Cdn thousands, except as noted)

2018 Debentures can be converted into common shares at the election of debenture holders at any time at a conversion price of \$0.51 per share.

As at December 31, 2023, the accrued interest payable was \$1,898 (December 31, 2022: \$1,463). The unpaid accrued interest payable can be converted to shares, at the election of the debenture holders, at any time, at the volume-weighted average trading price per share for common shares over ten consecutive trading days ending on the trading day before the conversion date.

The fair value of the 2018 Debentures is determined using a probability-weighted multi-scenario model based on the host liability and embedded derivatives of the instrument. The most significant factors in the computation of the fair value of this financial instrument as at December 31, 2023 are the fair values of the host liability and the conversion feature. The fair value of the host liability is determined using a discount rate of 39.4% (2022: 39.4%), interest payments of 8.5% to 12.0%, and a remaining expected term of 1 year (2022: 1.4 years). The fair value of the conversion feature is determined using a Black-Scholes model with a volatility of 90% (2022: 90%), a risk-free rate of interest of 4.96% (2022: 4.06%), a stock price of \$0.09 (2022: \$0.08) per share, and a remaining expected life of 1 year (2022: 1.4 years), as at December 31, 2023.

Sensitivity analysis:

A \$0.01 increase in the share price within the Black-Scholes model would result in an increase in the fair value of the outstanding principal of the 2018 Debentures of \$5. A 1% increase in the discount rate would result in a decrease in the fair value of the outstanding principal 2018 Debentures of \$28. Comparable decreases in each of the share price and discount rate would result in a comparable opposite change in the fair value of the outstanding principal of the 2018 Debentures.

(b) 2021 Convertible debenture

As at	December 31,	December 31,
(\$ Cdn thousands)	2023	2022
Face value	3,000	3,000
Financing costs	62	62
Proceeds from convertible debenture, net of financing costs	2,938	2,938
Allocation - convertible debenture - equity portion	(1,292)	(1,292)
Allocation - convertible debenture - warrant portion	(1,188)	(1,188)
Accretion on convertible debenture	871	455
Debenture liability balance at the end of the period	1,329	913

On March 5, 2021, the Corporation issued a convertible debenture ("2021 Debenture") for \$3,000. The 2021 Debenture is non-interest bearing, with a maturity date of March 5, 2026. The 2021 Debenture is convertible to common shares at a conversion price of \$0.23 per share. In addition, the purchaser received 12,000,000 warrants that can each be converted to one common share of the Corporation at a purchase price of \$0.25 per share. The warrants expire March 5, 2026. The Corporation incurred \$62 in financing costs related to legal and transaction processing charges.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

The initial amount recognized for the detachable warrants and the 2021 Debenture was determined by applying the relative fair value approach. The fair value of the detachable warrants was estimated using the Black-Scholes option pricing model. The fair value of the 2021 Debenture was determined by estimating the fair values of both the debt component and conversion feature; the debt component by discounting the expected future cash flows at a market rate of interest of 45.0% for a comparable debt instrument without a conversion feature and the conversion feature using the Black-Scholes option pricing model. This resulted in \$1,188 being assigned to the detachable warrants and \$1,750 being assigned to the 2021 Debenture (net of transaction costs). The subsequent bifurcation of the 2021 Debenture into its liability and equity components was determined following the residual approach for the equity component; this resulted in an initial liability of \$468 and the remaining \$1,292 being allocated to the equity conversion feature (net of transaction costs).

The fair value of the detachable warrants and conversion feature was determined using a Black-Scholes model with a volatility of 90%, a risk-free rate of interest of 0.90%, a stock price of \$0.30 per share, and a remaining expected life of 5.0 years, as at March 5, 2021.

7. INCOME TAXES

Factors affecting tax expense (recovery) for the year:

For the years ended December 31,		
(\$ Cdn thousands)	2023	2022
Loss before income taxes	(1,766)	(1,608)
Statutory tax rate	23.0%	23.0%
Expected tax (recovery) expense	(406)	(370)
Non-deductible items	14	9
Change in deferred tax assets not recognized	392	361
	-	-

Deferred assets are recognized for tax loss carryforwards to the extent that the realization of the related tax benefit through future taxable profits is probable. The ability to realize the tax benefits of these losses is dependent upon a number of factors, including future profitability of operations in the jurisdictions in which the tax losses arose.

As at December 31, 2023, the Corporation has unrecognized deferred tax assets of \$1,592 (2022 - \$1,437) related primarily to non-capital tax losses of \$8,852 that will expire between 2037 and 2043 as it is uncertain whether future taxable profit will be available against which the Corporation can use the benefits therefrom.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

A deferred tax asset has not been recognized in respect of the following deductible temporary differences:

(\$ Cdn thousands)	December 31, 2023	December 31, 2022
Unbilled revenue	(24)	-
Deferred revenue	90	145
Loan payables	-	(4)
Convertible debentures	(599)	(459)
Share capital - issuance costs	(6)	(6)
Non-capital loss carryforward	2,013	1,761
Unrecognized deferred tax assets	1,474	1,437

8. SHARE CAPITAL
Common shares

(\$ Cdn thousands)	Number	\$
Balance as at December 31, 2022 and December 31, 2023	71,523,066	2,532

As at December 31, 2023, the Corporation was authorized to issue an unlimited number of common shares without par value. The holders of common shares are entitled to one vote per share and all shares rank equally with regard to the Corporation's residual assets.

Warrants

As part of the 2021 Debenture financing, the Corporation issued to the holder warrants to acquire 12,000,000 common shares, exercisable at any time on or prior to March 5, 2026. Each warrant is exercisable into one common share at an exercise price of \$0.25 per common share. The value ascribed to these warrants was \$1,188 (see note 4(b)).

Options

The Corporation has adopted a stock option plan whereby a maximum of 10% of the issued and outstanding common shares, from time to time, may be reserved for issuance pursuant to the exercise of options. Under the terms of the stock option plan, options may be granted only to: (i) employees, officers, directors, and consultants of the Corporation; and (ii) employees, officers, directors, and consultants of an affiliate of the Corporation. Each option represents the right to receive one common share of the Corporation, upon exercise of the option.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

The following summarizes the changes in outstanding options:

	2023		2022	
	Number	Weighted average exercise price (CND\$)	Number	Weighted average exercise price (CND\$)
Outstanding - beginning of period	2,720,000	0.14	3,531,250	0.21
Granted	100,000	0.23	1,650,000	0.10
Forfeited	-	-	(2,461,250)	0.20
Exercised	-	-	-	-
Outstanding - end of the period	2,820,000	0.14	2,720,000	0.14
Exercisable - end of the period	707,500	0.24	221,250	0.23

The range of exercise prices and remaining life for the options outstanding and exercisable at December 31, 2023 is as follows:

	Total options outstanding			Exercisable options	
	Number	Weighted average exercise price (CDN \$)	Weighted average remaining life (years)	Number	Weighted average exercise price (CDN \$)
2019	295,000	0.24	0.70	295,000	0.23
2020	100,000	0.25	1.92	75,000	0.25
2021	675,000	0.24	2.51	337,500	0.24
2022	1,650,000	0.10	3.42	-	-
2023	100,000	0.23	4.50	-	-
	2,820,000	0.14	2.90	707,500	0.24

The Corporation uses the Black-Scholes option-pricing model to determine the estimated fair value of the options granted. The weighted average fair value of options granted during the years ended December 31, 2023 and 2022 were \$0.23 and \$0.10 per share, respectively. During the year ended December 31, 2023 the Corporation recognized \$58 in share-based payments related to stock options (2022: \$20 recovery).

The fair value of the grants was determined based on the following assumptions:

For options granted in the years ended December 31,	2023	2022
Share price (CDN \$)	0.23	0.10
Exercise price (CDN \$)	0.23	0.10
Volatility (%)	90.0	90.0
Expected life (years)	5.0	5.0
Dividend yield (%)	-	-
Forfeiture rate (%)	-	0.5
Risk free interest rate (%)	3.6	3.1

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

The Corporation has estimated volatility based on its observed historical volatility as well as that of selected comparative industry peers.

Restricted Share Unit Plan

The Corporation has a Restricted Share Unit plan (“RSU Plan”), under which it can grant restricted share units (“RSUs”) to directors and management. RSUs represent the right to receive one common share of the Corporation upon vesting and are therefore considered equity-settled instruments.

The following summarizes the changes in outstanding RSUs, all of which were exercisable as of December 31, 2023 with no expiry date:

As at	December 31,	December 31,
(Number of restricted share units)	2023	2022
Balance at the beginning of year	370,000	370,000
Granted	-	-
Vested and converted into shares	-	-
Balance at the end of year	370,000	370,000

During the year ended December 31, 2023, the Corporation recognized \$0 expense in share-based compensation related to the RSUs (2022: \$58).

9. CAPITAL MANAGEMENT

Capital disclosures provide information about:

1. the Corporation’s objectives, policies, and processes for managing capital,
2. quantitative data about what the Corporation regards as capital,
3. whether the Corporation has complied with any capital requirements, and
4. if it has not complied, the consequences of such non-compliance.

The Corporation’s objectives for managing capital are:

1. to safeguard the Corporation’s ability to continue as a going concern, so that it can provide adequate returns for shareholders and benefits for other stakeholders,
2. to ensure sufficient liquidity to enable the internal financing of capital, thereby facilitating its ability to continue operations and eventually achieve profitable operations, and
3. to maintain a strong capital base so as to maintain investor, creditor and market confidence.

The Corporation considers the items included in capital to include shareholders’ deficiency and convertible debentures. The Corporation manages its capital structure and adjusts it in light of changes in economic and business conditions, financing environment and the risk characteristics of the underlying assets. In order to maintain or adjust

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

its capital structure, the Corporation may issue new shares, new debt, or scale back the size and nature of its operations. The Corporation is not subject to externally imposed capital requirements.

As at December 31, 2023, shareholders' deficiency was \$10,694 (December 31, 2022: \$8,928) and the convertible debentures have a carrying value of \$5,293 (December 31, 2022: \$4,186).

10. EARNINGS PER SHARE

Basic earnings per share and diluted earnings per share for the years ended December 31, 2023 and 2022 are based on the net earnings attributable to shareholders as reported in the statements of operations and basic and diluted weighted average number of common shares outstanding in the relevant year:

For the years ended December 31,	2023	2022
(\$ Cdn thousands, except per share amounts)		
Weighted average number of common shares		
Basic	71,523,066	71,523,066
Diluted	71,523,066	71,523,066

Potential common shares arising from the securities listed below were excluded from the weighted average number of diluted common shares outstanding for 2023 because they were anti-dilutive:

- 2,820,000 stock options;
- 2018 Convertible debentures with a principal amount of \$3,000 which can be converted into common shares at \$0.51 at the election of the debenture holders for a total of 5,882,353 shares and as at December 31, 2023, the unpaid accrued interest payable of \$1,898 which can be converted to shares at the election of the debenture holders at any time at the volume-weighted average trading price per shares for common shares over the ten consecutive trading days ending on the trading day before the conversion date;
- 2021 Convertible debentures with a principal amount of \$3,000 which can be converted into common shares at \$0.23 at the election of the debenture holders for a total of 13,043,478 shares;
- 12,000,000 warrants exercisable at \$0.25; and
- 370,000 restricted share units.

Potential common shares arising from the securities listed below were excluded from the weighted average number of diluted common shares outstanding for 2022 because they were anti-dilutive:

- 2,720,000 stock options;
- 2018 Convertible debentures with a principal amount of \$3,000 which can be converted into common shares at \$0.51 at the election of the debenture holders for a total of 5,882,353 shares and as at December 31, 2022, the unpaid accrued interest payable of \$1,463 which can be converted to shares at the election of the debenture holders at any time at the volume-weighted average trading price per shares for common shares over the ten consecutive trading days ending on the trading day before the conversion date;

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

- 2021 Convertible debentures with a principal amount of \$3,000 which can be converted into common shares at \$0.23 at the election of the debenture holders for a total of 13,043,478 shares;
- 12,000,000 warrants exercisable at \$0.25; and
- 370,000 restricted share units.

11. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

The Corporation's financial instruments include cash and cash equivalents, accounts receivable, accounts payable, loan payable, and convertible debentures. The carrying amounts of all of the Corporation's financial instruments approximate fair value either as a result of their short term to maturity or floating market interest rates other than the 2021 Debentures.

Nature and Extent of Risks Arising from Financial Instruments

Katapult is exposed to a number of market risks arising through the use of financial instruments in the ordinary course of business. Specifically, Katapult is subject to credit risk, liquidity risk, currency risk, and interest rate risk.

This note presents information about the Corporation's exposure to each of the above risks, the Corporation's objectives, policies and processes for measuring and managing risk, and the Katapult's management of capital. The Board of Directors has overall responsibility for the establishment and oversight of the Corporation's risk management framework. Katapult's management identifies and analyzes the risks faced by the Corporation and manages/monitors these risks, including the impact of changes in market conditions and changes in the Corporation's activities.

As at December 31, 2023	Risk			
	Credit	Liquidity	Market risks	
			Currency	Interest rate
(\$ Cdn thousands)				
Measured at cost or amortized cost				
Cash and cash equivalents	X		X	
Accounts receivable	X		X	
Accounts payable and accrued liabilities		X	X	
Loan payable		X		
Convertible debentures		X		

Credit risk

Credit risk is the risk of financial loss to the Corporation if a counterparty to a financial instrument fails to meet its contractual obligations.

The Corporation manages credit risk by holding its cash and cash equivalents with major financial institutions. As at December 31, 2023, cash equivalents included \$97 in cashable GICs (2022: \$97), which bear interest at 2.25% (2022: 1.75%), and mature on December 16, 2024.

NOTES TO THE FINANCIAL STATEMENTS

(\$ Cdn thousands, except as noted)

Katapult is exposed to credit risk related to accounts receivable as a result of extending credit to customers for services performed, creating exposure on accounts receivable balances with trade customers. This exposure to credit risk is managed through a corporate credit policy whereby upfront evaluations are performed on all customers and credit is granted based on payment history, financial conditions, and anticipated industry conditions. Customer payments are continuously monitored to ensure the creditworthiness of all customers with outstanding balances and a provision for doubtful accounts is established based on lifetime expected credit loss.

The following is a reconciliation of the change in the credit risk provision:

For the years ended December 31,		
(\$ Cdn thousands)	2023	2022
Balance at the beginning of year	15	9
Increase (recovery) in reserve recorded in the statement of operations	7	10
Write-offs charged against the reserve	(1)	(4)
Balance at the end of year	21	15

As at December 31, 2023, Katapult had accounts receivable of \$21 (December 31, 2022: \$15) that were greater than 90 days for which the provision had been established. It is the Corporation's intention to vigorously pursue the collection of the amounts provided for.

Liquidity risk

Liquidity risk is the risk that the Corporation will not be able to meet its financial obligations as they become due. Katapult actively manages its liquidity through daily, weekly, and longer-term cash outlook and debt management strategies. The Corporation's policy is to ensure that sufficient resources are available either from cash balances or cash flows, to ensure all obligations are met as they fall due. Refer to note 2(d) for additional details.

The following maturity analysis shows the remaining contractual maturities for the face value of the Corporation's financial liabilities:

(\$ Cdn thousands)	Less than	After 1 year	After 3 years	
	1 year	less than 3 years	less than 5 years	After 5 years
Accounts payable and accrued liabilities	295	-	-	-
Loan payable	60	-	-	-
Convertible debentures, including accrued interest	4,898	3,000	-	-

Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates and interest rates will affect the Corporation's income or the value of its financial instrument holdings. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the returns.

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(\$ Cdn thousands, except as noted)

Currency risk

The Corporation has customers in a variety of countries and transacts in several currencies. Future fluctuations in exchange rates will have an effect on the Corporation's operating results, financial position, and cash flows. The Corporation is also exposed to currency risk on working capital and borrowings that are denominated in currencies other than Katipult's functional currency, being the Canadian dollar.

Sensitivity analysis:

A strengthening of the Canadian dollar against the US dollar by 100 basis points at December 31, 2023, would have decreased net earnings by \$3 (2022: \$1). The analysis assumes that all other variables, interest rates in particular, remain constant. A weakening of the Canadian dollar by 100 basis points at December 31, 2023 and 2022 would have had an equal but opposite effect on net earnings on the basis that all other variables remain constant.

Interest rate risk

The Corporation is not subject to market interest rate risk given that the interest rate on its 2018 Debentures does not vary as a result of changes in market interest rates but can vary as a result of the level of cash burn versus cash balance. The 2021 Debentures are non-interest bearing. Interest on the Corporation's loan payable also does not vary as a result in changes in market interest rates or other factors.

12. REVENUE

The Corporation presents revenue in three major categories:

- (a) Subscription revenue consists of monthly recurring Software as a Service (SaaS) fees charged to clients for access to operate the Platform, software updates, new features and technical support.
- (b) Investment services revenue consists of fees charged to clients on qualifying services and/or transactions processed through Katipult's Platform. While this revenue is expected to be recurring in nature, it will vary in size and timing as it is based on the volume and characteristics of the transactions processed.
- (c) Integration revenue consists of charges to clients for services that are viewed by the Corporation to be one-time in nature and to new clients for the provision of regulatory consulting services, and marketing and customization services. The charges vary depending on the amount and complexity of the work involved and the nature of the client's needs.

For the years ended December 31,

(\$ Cdn thousands)	2023	2022
Subscription revenue	2,344	1,820
Investment services revenue	120	-
Integration revenue	34	44
Total revenue	2,498	1,864

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(\$ Cdn thousands, except as noted)

Deferred contract liabilities

The following table provides information about deferred liabilities from contracts with customers:

(\$ Cdn thousands)	December 31, 2023	December 31, 2022
Balance at the beginning of year	604	329
Additions	1,652	1,664
Revenue recognized from deferred contract liabilities	(1,862)	(1,389)
Balance at the end of the year	393	604

Significant customers

For the years ended December 31, 2023, the Corporation had three significant customers that comprised 64% of total revenue (2022: two significant customers that comprised 44% of total revenue).

Revenue by geographic location

For the years ended December 31, (\$ Cdn thousands)	2023	2022
Canada	1,813	1,411
United States	343	119
United Kingdom	81	78
Other	261	256
	2,498	1,864

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 (\$ Cdn thousands, except as noted)

13. EXPENSES BY NATURE

The Corporation presents certain expenses in the statements of operations and comprehensive loss by function. The following table presents those expenses by nature:

For the years ended December 31, (\$ Cdn thousands)	2023	2022
Expenses		
Salaries, subcontractors, and benefits	2,430	2,345
Marketing and sales costs	63	79
External services and facilities	821	799
Bad debt expense (recovery)	7	10
Share-based payments	58	38
	3,379	3,271
Allocated to:		
Cost of revenue	435	401
Selling, general, and administrative	2,038	1,823
Research and development	906	1,047
	3,379	3,271
Finance costs		
Bank related charges	11	12
Interest on convertible debentures	435	366
Accretion on convertible debenture	416	287
Interest on lease obligation	-	1
Other interest and charges	3	12
Total finance costs	865	678

14. OTHER INCOME

For the years ended December 31, (\$ Cdn thousands)	2023	2022
Interest and other income	(7)	(10)
Government grants	(215)	(326)
Total other income	(222)	(336)

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(\$ Cdn thousands, except as noted)

15. RELATED PARTY TRANSACTIONS

Related party transactions in the normal course of operations are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

Related party balances

As at December 31, 2023, \$8 (December 31, 2022: \$8) included in accounts payable and accrued liabilities is an amount payable to an accounting firm where an officer of the Corporation is a partner. The amount due was not collateralized and was due on normal trade terms. Total professional fees incurred with this related party during the year ended December 31, 2023 were \$180 (2022: \$171).

As at December 31, 2023, one of the directors of the Corporation held convertible debentures with a face value of \$1,000 (December 31, 2022: \$1,000) plus unpaid accrued interest payable with a value of \$633 (December 31, 2022: \$488). Upon the issuance of the convertible debentures, which was entered into in the normal course of business, the individual became a director of the Corporation.

Key management compensation

Key management personnel are people who have authority and responsibility for planning, directing, and controlling the activities of the Corporation. Katipult has identified key management personnel as directors and executive officers.

The following discloses the amounts recognized as expense during the year related to compensation of key management personnel, excluding payments made to the accounting firm in which the CFO is a partner, disclosed above:

For the years ended December 31,	2023	2022
(\$ Cdn thousands)		
Salaries, subcontractors, and benefits	571	551
Share-based payments	5	61
	576	612

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 (\$ Cdn thousands, except as noted)

16. SUPPLEMENTAL INFORMATION

 Change in non-cash working capital balances:

For the years ended December 31,		
(\$ Cdn thousands)	2023	2022
Accounts receivable	140	(288)
Unbilled revenue	(106)	-
Prepaid expenses	-	11
Accounts payable and accrued liabilities	55	(23)
Deferred revenue	(228)	262
Total change in non-cash working capital	(139)	(38)

17. SUBSEQUENT EVENTS
CEBA Loans

Subsequent to December 31, 2023, the Corporation obtained a \$40 loan from its finance institution and utilized the cash proceeds to repay the two CEBA loans. \$20 of other income was recognized in the first quarter of 2024 when that portion of the CEBA loans was forgiven. The \$40 replacement loan has an interest rate of prime plus 1.59% per annum and is repayable over five years with monthly payments starting in January 2024 of \$1 per month.