

**INTERIM  
CONDENSED  
CONSOLIDATED  
FINANCIAL  
STATEMENTS**

Three-month periods ended  
January 31, 2024 and 2023



# **GURU ORGANIC ENERGY CORP.**

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# GURU ORGANIC ENERGY CORP.

## Interim Condensed Consolidated Statements of Financial Position

January 31, 2024 and October 31, 2023

	January 31, 2024	October 31, 2023
<b>ASSETS</b>		
<b>Current Assets:</b>		
Cash and cash equivalents	\$ 13,170,406	\$ 15,825,817
Short-term investments	18,000,000	18,000,000
Trade and other receivables	5,401,240	4,394,098
Income taxes receivable	6,620	6,854
Refundable investment tax credits	62,500	50,000
Inventories	6,740,580	5,999,208
Prepaid expenses	555,299	333,541
	<b>43,936,645</b>	<b>44,609,518</b>
Fixed assets	1,349,554	1,454,658
Intangible assets	12,810	13,520
Right-of-use assets	1,418,219	1,485,664
Other assets	462,534	487,527
Long-term deposit	48,250	48,250
Deferred tax assets	558,383	551,171
	<b>47,786,395</b>	<b>48,650,308</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>		
<b>Current Liabilities:</b>		
Accounts payable and accrued liabilities	8,281,170	7,227,200
Current portion of lease liabilities	409,705	399,691
	<b>8,690,875</b>	<b>7,626,891</b>
Lease liabilities	1,106,007	1,182,914
Stock warrant obligations	6,933	9,512
	<b>9,803,815</b>	<b>8,819,317</b>
<b>Shareholders' Equity</b>		
Share capital (note 7)	80,327,193	80,335,608
Contributed surplus	1,591,917	1,485,005
Deficit	(43,942,737)	(42,087,325)
Accumulated other comprehensive income	6,207	97,703
	<b>37,982,580</b>	<b>39,830,991</b>
	<b>47,786,395</b>	<b>48,650,308</b>

See accompanying notes to interim condensed consolidated financial statements.

# GURU ORGANIC ENERGY CORP.

## Interim Condensed Consolidated Statements of Loss and Comprehensive Loss

Three-month periods ended January 31, 2024 and 2023

	January 31, 2024	January 31, 2023
Net revenue (note 8)	\$ 7,145,646	\$ 5,010,542
Cost of goods sold	<u>3,364,068</u>	<u>2,321,717</u>
Gross profit	<b>3,781,578</b>	<b>2,688,825</b>
Selling, general and administration expenses (note 9)	6,103,609	5,665,588
Net financial income (note 11)	<u>(438,304)</u>	<u>(374,027)</u>
	<b>5,665,305</b>	<b>5,291,561</b>
Loss before income taxes	(1,883,727)	(2,602,736)
Income taxes (recovery) expense:		
Current	-	1,323
Deferred	<u>(26,119)</u>	<u>8,260</u>
	(26,119)	9,583
Net loss	<b>(1,857,608)</b>	<b>(2,612,319)</b>
Other comprehensive income:		
Item that is or may be reclassified subsequently to consolidated statements of loss:		
Foreign operations - foreign currency translation differences	<u>(91,496)</u>	<u>(54,508)</u>
Total comprehensive loss	(1,949,104)	(2,666,827)
Basic and diluted loss per share (note 12)	\$ (0.06)	\$ (0.08)

See accompanying notes to interim condensed consolidated financial statements.

# GURU ORGANIC ENERGY CORP.

## Interim Condensed Consolidated Statements of Changes in Equity

Three-month periods ended January 31, 2024 and 2023

	Share capital		Contributed surplus	Deficit	Accumulated other comprehensive income (loss) - foreign currency translation	Total
	Number	Amount				
Balance as of October 31, 2022	32,212,458	\$ 85,374,502	\$ 826,828	\$ (31,162,456)	\$ 46,127	\$ 55,085,001
Net loss	-	-	-	(11,962,313)	-	(11,962,313)
Stock options exercised	1,669	5,858	(1,869)	-	-	3,989
Stock-based compensation expense (note 14)	-	-	636,762	-	-	636,762
Incentive payments settled through issuance of stock options and RSUs	-	-	23,284	-	-	23,284
Share buy-back	(1,896,328)	(5,044,752)	-	1,037,444	-	(4,007,308)
Foreign operations - foreign currency translation differences	-	-	-	-	51,576	51,576
<b>Balance as of October 31, 2023</b>	<b>30,317,799</b>	<b>80,335,608</b>	<b>1,485,005</b>	<b>(42,087,325)</b>	<b>97,703</b>	<b>39,830,991</b>
Net loss	-	-	-	(1,857,608)	-	(1,857,608)
RSUs settled (note 14)	1,057	16,025	(16,025)	-	-	-
Stock-based compensation expense (note 14)	-	-	122,937	-	-	122,937
Share buy-back (note 7)	(9,222)	(24,440)	-	2,196	-	(22,244)
Foreign operations - foreign currency translation differences	-	-	-	-	(91,496)	(91,496)
<b>Balance as of January 31, 2024</b>	<b>30,309,634</b>	<b>80,327,193</b>	<b>1,591,917</b>	<b>(43,942,737)</b>	<b>6,207</b>	<b>37,982,580</b>

See accompanying notes to interim condensed consolidated financial statements.

# GURU ORGANIC ENERGY CORP.

## Interim Condensed Consolidated Statements of Cash Flow

Three-month periods ended January 31, 2024 and 2023

	January 31, 2024	January 31, 2023
Cash provided by (used in):		
Operating:		
Net loss	\$ (1,857,608)	\$ (2,612,319)
Adjustments for:		
Depreciation and amortization	233,048	248,086
Income tax expense (recovery)	(26,119)	9,583
Net financial income	(438,304)	(390,541)
Stock-based compensation expense (note 14)	122,937	153,550
Net change in non-cash operating working capital (note 13)	(542,659)	(1,070,525)
	<b>(2,508,705)</b>	<b>(3,662,166)</b>
Financing:		
Share buy-back	(23,435)	(63,771)
Interest and financing fees paid	(12,937)	(16,218)
Payment of lease obligation	(104,558)	(102,957)
	<b>(140,930)</b>	<b>(182,946)</b>
Investing:		
Additions to fixed assets	-	(36,115)
Interest income received	14,211	90,184
	<b>14,211</b>	<b>54,069</b>
Effect of movements in exchange rate on cash held	(19,987)	(3,146)
Cash and cash equivalents, beginning of period	15,825,817	25,491,029
Decrease in cash and cash equivalents	(2,655,411)	(3,794,189)
Cash and cash equivalents, end of period	13,170,406	21,696,840

See accompanying notes to interim condensed consolidated financial statements.

# **GURU ORGANIC ENERGY CORP.**

## **Notes to Interim Condensed Consolidated Financial Statements**

Three-month periods ended January 31, 2024 and 2023

GURU Organic Energy Corp. (the "Company" or "GURU") was incorporated under the Canada Business Corporations Act and is listed on the Toronto Stock Exchange. The Company is domiciled in Montréal, Quebec, Canada, where its administrative offices are located. These consolidated financial statements comprise the Company and its wholly owned subsidiaries, GURU Beverage Inc. and GURU Beverage Co. (together, the "Group"). The Group produces, markets, and distributes energy drinks for sale in the Canadian and U.S. markets.

### **1. Basis of accounting:**

These interim condensed consolidated financial statements of the Company have been prepared in accordance with International Accounting Standard ("IAS") 34, Interim Financial Reporting, as issued by the International Accounting Standards Board ("IASB"). These interim condensed consolidated financial statements do not include all of the disclosures required for annual consolidated financial statements prepared in accordance with International Financial Reporting Standards ("IFRS") and should be read in conjunction with the annual audited consolidated financial statements of the Company for the year ended October 31, 2023.

The interim condensed consolidated financial statements of the Company for the three-month periods ended on January 31, 2024 and 2023 were authorized by the Board of Directors (the "Board") for issuance on March 13, 2024.

#### **a) Operating segment:**

The Company determined that it operated in a single operating segment, the distribution of energy drinks.

#### **b) Seasonality of interim operations:**

In Canada, GURU's sales are somewhat seasonal, tending to be higher in the spring through the fall, from the middle of the second quarter through the end of the fourth quarter, and somewhat lower in winter, from the start of the first quarter through the middle of the second quarter. In contrast, the U.S. market, with its overall warmer climate, generally does not see the same type of seasonal sales trend.

### **2. Functional and presentation currency and basis of measurement:**

These interim condensed consolidated financial statements are presented in Canadian dollars, the Company's functional currency.

The interim condensed consolidated financial statements have been prepared on the historical cost basis, except for the following:

- Equity classified share-based payment arrangements which are measured at fair value at grant date pursuant to IFRS 2, Share-based payment.
- Lease liabilities, which are measured at the present value of minimum lease payments at lease inception.
- Stock warrant obligations, which is measured at fair value at each reporting date, pursuant to IFRS 9, Financial Instruments.

# **GURU ORGANIC ENERGY CORP.**

## **Notes to Interim Condensed Consolidated Financial Statements**

Three-month periods ended January 31, 2024 and 2023

### **3. Use of significant accounting judgements, estimates and assumptions:**

The preparation of the Company's interim condensed consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expenses and the accompanying disclosures. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods. These assumptions and estimates are reviewed on an ongoing basis. Revisions to accounting estimates are recognized prospectively.

The Company's main judgments, estimates, and assumptions are the same as those applied and described in the Company's audited consolidated financial statements for the year ended October 31, 2023.

### **4. Significant accounting policies:**

Significant accounting policies applied in these interim condensed consolidated financial statements are the same as those applied to the Company's annual audited consolidated financial statements for the year ended October 31, 2023.

### **5. Standards adopted in 2024:**

The following standards were adopted during the first quarter of 2024 but had no impact on the interim condensed consolidated financial statements.

In February 2021, the IASB issued amendments to IAS 1, Disclosure of Accounting Policies. The amendments are intended to help entities in disclosing useful accounting policy information. The main amendments:

- Require entities to disclose their material accounting policies rather than their significant accounting policies.
- Specify that accounting policies that relate to immaterial transactions, other events or conditions are themselves immaterial, and need not to be disclosed.
- Specify that not all accounting policies that relate to material transactions, other events or conditions are material to the Company's financial statements.

#### *Amendments to IAS 8 - Accounting Policies, Changes in Accounting Estimates and Errors*

In February 2021, the IASB issued amendments to IAS 8, Definition of Accounting Estimates, to help entities make a distinction between accounting policies and accounting estimates. The amendments represent a new definition of accounting estimates, which specifies that they are monetary amounts in financial statements that are subject to measurement uncertainty. The amendments also specify the relationship between accounting policies and accounting estimates by stating that an entity develops an accounting estimate to achieve the objective set out by the accounting policy.



# GURU ORGANIC ENERGY CORP.

## Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2024 and 2023

### *Amendment to IAS 12, Income Taxes*

In May 2021, the IASB issued amendments to IAS 12, Deferred Tax related to Assets and Liabilities arising from a Single Transaction. The amendments limit the scope of the initial recognition exemption so that it does not apply to transactions that give rise to offsetting and equal temporary differences. As a result, entities will have to recognize deferred tax assets and liabilities for temporary differences arising from the initial recognition of a lease and a decommissioning provision.

### **6. Credit facilities:**

The Company has a committed revolving operating credit facility to a maximum authorized amount of CAD 10,000,000, the maturity of which was extended for an additional year during the second quarter of fiscal 2022, from March 30, 2024 to March 30, 2025. The operating credit facility can be used in the form of Canadian dollar loans bearing interest at the prime rate plus 0.50%, Canadian dollar bankers' acceptances bearing interest at 1.75%, American dollar loans bearing interest at the US base rate plus 0.50%, or American dollar LIBOR loans bearing interest at the LIBOR rate plus 1.75%. As at January 31, 2024, the credit facilities were unused (October 31, 2023 - nil).

The Company also has an uncommitted credit that can be used in the form of foreign exchange contracts or interest rate swaps for a maximum amount of USD 500,000. This credit facility was unused as at January 31, 2024 (October 31, 2023 - nil).

The Company has a letter of credit for a maximum available of \$2,500,000, of which an amount of EUR 600,000 (CAD 871,920) has been used as of January 31, 2024 (October 31, 2023 - EUR 600,000; CAD 881,520).

The credit facilities noted above are secured by a movable hypothec on the universality of the Company's present and future assets located in the province of Quebec to a maximum of \$25,000,000, a first-ranking security on all present and future property in all other Canadian provinces and in the United States, and an unlimited corporate guarantee of its US subsidiary.

These credit facilities are subject to certain financial covenants which were met as at January 31, 2024.

### **7. Share capital:**

		<b>2024</b>	<b>2023</b>
Issued	30,309,634 (2023 - 30,317,799 common shares)	\$ 80,327,193	\$ 80,335,608

# GURU ORGANIC ENERGY CORP.

## Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2024 and 2023

As of July 20, 2022, the Company received authorization to repurchase for cancellation up to 500,000 common shares (representing approximately 1.5% of the Company's outstanding shares as at July 14, 2022) between July 25, 2022 and July 24, 2023. This authorization was renewed for another year, from July 25, 2023 to July 24, 2024, whereby the Company has been authorized to repurchase for cancellation up to 1,593,560 common shares (representing approximately 5% of the Company's outstanding shares as at July 17, 2023). Repurchases are made in the normal course of business at market prices through the facilities of the Toronto Stock Exchange ("TSX") and/or through alternative Canadian trading systems, in compliance with the rules and policies of the TSX and applicable exemptions from Canadian securities laws.

For the three-month period ended January 31, 2024, the Company has repurchased and cancelled 9,222 common shares at a weighted average price of approximately \$2.41 per share, for a total cash consideration of \$22,244. The excess of the total consideration over the carrying amount of the shares, amounting to \$2,196 was recorded in deficit for the three-month period ended January 31, 2024.

### 8. Revenue and assets by geography:

The following tables include sales and non-current assets other than deferred tax assets by geography:

	January 31, 2024	January 31, 2023
Canada	\$ 5,717,364	\$ 4,245,679
United States	1,428,282	764,863
	<b>7,145,646</b>	<b>5,010,542</b>

Non-current assets other than deferred tax assets:

	January 31, 2024	October 31, 2023
Canada	\$ 3,208,213	\$ 3,395,173
United States	83,154	94,446
	<b>3,291,367</b>	<b>3,489,619</b>

### 9. Selling, general and administration expenses:

	January 31, 2024	January 31, 2023
Selling and marketing	\$ 3,274,877	\$ 2,920,322
General and administration expenses	2,828,732	2,745,266
	<b>6,103,609</b>	<b>5,665,588</b>

# GURU ORGANIC ENERGY CORP.

## Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2024 and 2023

### 10. Additional information on interim condensed consolidated statement of loss and comprehensive loss:

	January 31, 2024	January 31, 2023
Employee total compensation expense	\$ 1,939,015	\$ 1,876,072
Depreciation and amortization	233,048	248,086

### 11. Net financial (income) expenses:

	January 31, 2024	January 31, 2023
Interest on lease liabilities	\$ 12,937	\$ 16,218
Bank and financing fees	18,148	16,514
Foreign exchange loss (gain)	(13,211)	9,255
Interest revenue	(453,598)	(418,071)
Net change in fair value of stock warrant obligations	(2,580)	2,057
	<b>(438,304)</b>	<b>(374,027)</b>

### 12. Loss per share:

	January 31, 2024	January 31, 2023
Net loss	\$ (1,857,608)	\$ (2,612,319)
Basic weighted average number of common shares	30,317,592	32,211,714
Basic loss per share, also being diluted loss per share	\$ (0.06)	\$ (0.08)

For the three-month periods ended January 31, 2024 and 2023, the diluted loss per share calculation did not take into consideration the potential dilutive effect of the stock options, warrants, RSUs and DSUs (refer to note 14), as they are anti-dilutive.

# GURU ORGANIC ENERGY CORP.

## Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2024 and 2023

### 13. Additional cash flow information:

The following details the change in non-cash operating working capital:

	January 31, 2024	January 31, 2023
Trade and other receivables	\$ (1,019,648)	\$ 311,231
Income taxes receivable	-	1,324
Refundable investment tax credits	(12,500)	(12,500)
Inventories	(778,967)	827,788
Prepaid expenses	(222,377)	(161,412)
Accounts payable and accrued liabilities	1,490,833	(2,036,956)
	<b>(542,659)</b>	<b>(1,070,525)</b>

During the three-month period ended January 31, 2024, an amount of \$1,325 of share buy-back was included in accounts payable as at January 31, 2024 (October 31, 2023 - \$2,516).

### 14. Stock based incentive plan and warrants:

#### *Stock-based incentive plan*

The Company may grant its key employees, directors, and consultants stock options to purchase common shares, restricted share units ("RSUs") and deferred share units ("DSUs"). The omnibus incentive plan (the "Plan") provides for the granting of options to purchase common shares, RSUs and DSUs where at any given time the number of stock options, RSUs and DSUs reserved for issuance should not exceed 10% of the Company's issued and outstanding common shares. Under the Plan, options generally vest over a period of four years and expire ten years from the grant date, RSUs generally vest over a period of three years, and DSUs are fully vested when granted.

As at January 31, 2024, 2,395,822 stock options, RSUs and/or DSUs were available for issuance (October 31, 2023 - 2,354,720). Changes in the number of outstanding options, RSUs and DSUs related to the Plan were as follows:

# GURU ORGANIC ENERGY CORP.

## Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2024 and 2023

	Options		RSU <sup>(i)</sup>	DSU
	Number	Weighted average exercise price	Number	Number
Outstanding as at October 31, 2023	432,528	\$ 3.51	142,731	102,039
Granted	18,701	\$ 2.54	47,850	7,874
Exercised/settled	-	\$ -	(1,057)	-
Forfeited	(106,357)	\$ 2.57	(9,168)	-
<b>Outstanding as at January 31, 2024</b>	<b>344,872</b>	<b>\$ 3.74</b>	<b>180,356</b>	<b>109,913</b>
<b>Exercisable as at January 31, 2024</b>	<b>183,306</b>	<b>\$ 4.36</b>	<b>49,833</b>	<b>-</b>
Outstanding as at October 31, 2022	215,640	\$ 4.99	7,599	33,273
Granted	360,653	\$ 2.95	144,724	68,766
Exercised/settled	(1,669)	\$ 2.39	-	-
Forfeited	(142,096)	\$ 4.08	(9,592)	-
Outstanding as at October 31, 2023	432,528	\$ 3.51	142,731	102,039
Exercisable as at October 31, 2023	176,608	\$ 4.19	3,617	-

(i) During fiscal 2023, the Company announced a new incentive arrangement for employees based on the attainment of a non-market performance condition by the Company by the end of fiscal 2024. The arrangement would be settled through the issuance of either RSUs or stock options, at the employee's choice, if and when the performance condition is attained (the "conditional equity-settled instruments"). Any instruments issued to employees will then vest in accordance with the terms of the Plan. As at January 31, 2024, no conditional equity-settled instruments are expected to be issued as it is not probable that the non-market performance condition will be achieved by the Company (2023 - \$91,883).

For the three-month period ended January 31, 2024, stock-based compensation expense amounted to \$40,157 for options (2023 - \$19,169), \$62,780 for RSUs (2023 - nil); and \$20,000 for DSUs (2023 - \$42,498).

The fair value of the options granted during the three-month periods ended January 31, 2024 and 2023 was calculated using the Black-Scholes option model with the following assumptions and results:

	January 31, 2024	January 31, 2023
Weighted average fair value of options at grant date	\$ 1.61	\$ 1.76
Weighted average share price	2.54	2.79
Weighted average exercise price	2.54	2.79
Risk-free interest rate	3.44%	2.93%
Dividend yield	-	-
Expected volatility	49%	50%
Expected life	10 years	10 years

# GURU ORGANIC ENERGY CORP.

## Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2024 and 2023

The risk-free interest rate is based on the yield of a risk-free Canadian government security with a maturity equal to the expected life of the option from the date of the grant. The assumption of expected volatility is based on the average historical volatility of comparable companies for the period immediately preceding the option grant. The Company does not anticipate paying any cash dividends in the foreseeable future and, therefore, uses an expected dividend yield of zero in the option-pricing model.

### Warrants

The Company has also issued 1,650,000 warrants to PepsiCo in 2021 that are exercisable at a price of \$16.69 per share if certain events and conditions occur. These warrants expire after 10 years from their issuance date (refer to note 15).

## 15. Financial Instruments

### Financial risks

#### a) Liquidity risk:

Liquidity risk refers to the Company's ability to meet its financial obligations when they come due. The Company is exposed to liquidity risk with respect to its contractual obligations and financial liabilities. The Company manages liquidity risk by continuously monitoring forecasted and actual cash flows and matching maturity profiles of financial assets and liabilities.

The Company holds cash equivalents bearing interest at 5.7%, redeemable at any time, and fixed-rate short-term investments bearing interest at 6.0% with major North American financial institutions, maturing on September 11, 2024.

The Company's objective is to maintain a balance between continuity of funding and flexibility through borrowing facilities available through the Company's bank and other lenders. The Company's policy is to ensure adequate funding is available from operations and other sources as required.

The following are the contractual maturities of financial obligations:

<b>As at January 31, 2024</b>	Carrying amount	Contractual cash flows	Less than 1 year	1 to 5 years	More than 5 years
Accounts payables and accrued liabilities	\$ 8,281,170	\$ 8,281,170	\$ 8,281,170	-	-
Lease liabilities, including current portion <sup>(i)</sup>	1,515,712	1,611,582	452,942	1,158,640	-

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## Notes to Interim Condensed Consolidated Financial Statements

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<b>As at October 31, 2023</b>	Carrying amount	Contractual cash flows	Less than 1 year	1 to 5 years	More than 5 years
Accounts payables and accrued liabilities	7,227,200	7,227,200	7,227,200	-	-
Lease liabilities, including current portion <sup>(i)</sup>	1,582,605	1,685,225	444,769	1,240,455	-

(i) Contractual cash flows include principal and interest.

### *Capital management*

The Company's capital is composed of shareholders' equity, credit facilities, and long-term debt. The Company's objective in managing its capital is to ensure a sufficient liquidity position to finance its operations, to maximize the preservation of capital and to deliver competitive returns on invested capital.

To fund its activities, the Company has relied on private financing, credit facilities and long-term debt. The Company manages its excess cash to ensure that it has sufficient reserves to fund its operations and capital expenditures.

The Company is not subject to any capital requirements imposed by a regulator.

### **b) Credit risk:**

Credit risk refers to the risk that one party to a financial asset will cause a financial loss for the Company by failing to discharge an obligation. The Company's credit risk is mainly related to cash and cash equivalents, short-term investments, and accounts receivable. Management believes the credit risk of its cash and cash equivalents and short-term investments is limited given the Company deals with major North American financial institutions.

The Company provides credit to its clients in the normal course of its operations. It carries out, on a continuing basis, credit checks on its clients and maintains provisions for contingent credit losses which, once they materialize, are consistent with management's forecasts. However, the Company deals with a majority of well-established distributors, thus reducing its credit risk. As of the current balance sheet date, 96% (2023 - 93%) of accounts receivable are concentrated with two (2023 - two) clients who represent together 71% (2023 - 76%) of the three-month period sales. The Company does not normally require a guarantee for trade receivables.

The carrying amount of financial assets, net of any impairment provisions, represents the Company's maximum credit exposure.

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## **Notes to Interim Condensed Consolidated Financial Statements**

Three-month periods ended January 31, 2024 and 2023

### **c) Currency risk:**

Currency risk refers to the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company realizes sales and purchases in foreign currency. Consequently, some assets and liabilities are exposed to foreign exchange fluctuations. At period-end, the Company's exposure to net monetary assets denominated in foreign currencies was not significant to the Company's financial position.

### **d) Interest rate risk:**

The Company's credit facility and cash equivalents have a variable rate based on the bank's prime rate plus a margin. As a result, the Company is exposed to interest rate risk due to fluctuations in the bank's prime rate during the year.

#### *Sensitivity analysis for interest rate risk*

An increase or decrease of 100 basis points in the interest rate would not have a material impact on the Company's interim condensed consolidated statement of loss and comprehensive loss income for the three-month periods ended January 31, 2024 and 2023.

#### *Fair value measurement*

The Company has determined that the fair values of cash and cash equivalents, short-term investments, trade and other receivables, credit facilities and accounts payable and accrued liabilities approximate their respective carrying amounts at the consolidated statement of financial position date due to the short-term maturity of those instruments.

The warrants were classified as Level 3 derivative liabilities that are valued using unobservable inputs to the valuation methodology which are significant to the measurement of the fair value. Level 3 financial liabilities consist of the derivative liabilities for which there is no current market for these securities such that the determination of fair value requires significant judgment or estimation. Changes in fair value measurements categorized within Level 3 of the fair value hierarchy are analyzed each period based on changes in estimates or assumptions and recorded as appropriate.

#### *Derivative financial instruments*

Derivative financial instruments are utilized by the Company occasionally in the management of its foreign currency exposures, interest rate risks and share price. The Company's policy is not to utilize derivative financial instruments for trading or speculative purposes. All derivative financial instruments are recorded at their fair values.

Derivatives are initially recognized at fair value at the date the derivative contract is entered into and are subsequently remeasured to their fair value at the end of each reporting period. The resulting gain or loss is recognized in income immediately.



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## Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2024 and 2023

A derivative with a positive fair value is recognized as a financial asset; a derivative with a negative fair value is recognized as a financial liability.

The warrants were classified as Level 3 derivative liabilities that are valued using unobservable inputs to the valuation methodology which are significant to the measurement of the fair value. Level 3 financial liabilities consist of the derivative liabilities for which there is no current market for these securities such that the determination of fair value requires significant judgment or estimation. Changes in fair value measurements categorized within Level 3 of the fair value hierarchy are analyzed each period based on changes in estimates or assumptions and recorded as appropriate.

### *PepsiCo warrants*

On June 14, 2021, the Company entered into an agreement with PepsiCo under which PepsiCo became, effective October 4, 2021, the exclusive national Canadian distributor for the Company's plant-based energy drinks in the retail and food service channels. In connection with this agreement, the Company granted PepsiCo 1,650,000 warrants to purchase common shares, at an exercise price of \$16.69 per share. The warrants were granted in three equal tranches, with each tranche vesting upon the Company realizing specific sales volume targets in Canada, and the exercise of such warrants being conditional on a change of control announcement. The warrants expire on June 14, 2031.

None of these warrants are exercisable as of the date of issuance of the financial statements.

The fair value of the stock warrant obligations was revalued as at January 31, 2024 using the same pricing model, and the variations in fair value of \$6,933 were reflected in net financial (income) expense in the interim condensed consolidated statements of loss and comprehensive loss for the three-month period ended January 31, 2024 (January 31, 2023 - \$184,007). The stock warrant obligation as of January 31, 2024 amounted to \$6,933 (October 31, 2023 - \$9,512).

The following assumptions were used:

	<b>January 31, 2024</b>	<b>January 31, 2023</b>
Weighted average measurement date share price	\$ 2.48	\$ 2.80
Weighted average exercise price	16.69	16.69
Risk-free interest rate	3.33%	2.85%
Expected volatility	49%	50%
Expected life	3-8 years	3-9 years

The estimated fair value was adjusted for the probability of a change in control announcement, which was assumed to be nominal by management at the reporting date.