Interim Condensed Consolidated Financial Statements of

## **GURU ORGANIC ENERGY CORP.**

Three-month periods ended January 31, 2023 and 2022

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Interim Condensed Consolidated Statements of Financial Position

January 31, 2023 and October 31, 2022

		January 31, 2023		October 31, 2022
Assets				
Current assets:				
Cash and cash equivalents	\$	21,696,840	\$	25,491,029
Short-term investments		20,800,000		20,800,000
Trade and other receivables		4,666,754		4,995,156
Income taxes receivable		4,392		5,830
Refundable investment tax credits		62,500		50,000
Inventories		7,651,856		8,518,260
Prepaid expenses		359,618		198,795
		55,241,960		60,059,070
Deposits on fixed assets		419,352		679,27
Fixed assets		1,516,202		1,329,356
Intangible assets		17,866		19,314
Right-of-use assets		1,806,906		1,918,88
Other assets		677,607		708,66
		49,250		49,25
		,		E04 004
		563,912		584,90
Long-term deposit Deferred tax assets	\$	,	\$	584,90° 65,348,716
Liabilities and Shareholders' Equity	\$	563,912	\$	8,213,436 43,723
Liabilities and Shareholders' Equity  Current liabilities:  Accounts payable and accrued liabilities Income taxes payable	·	563,912 60,293,055 5,949,609 43,723	·	
Liabilities and Shareholders' Equity  Current liabilities:  Accounts payable and accrued liabilities Income taxes payable Current portion of lease liabilities	·	563,912 60,293,055 5,949,609 43,723 403,561	·	8,213,436 43,723 407,320
Liabilities and Shareholders' Equity  Current liabilities:  Accounts payable and accrued liabilities Income taxes payable Current portion of lease liabilities	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893	·	8,213,43 43,72 407,320 8,664,48
Liabilities and Shareholders' Equity  Current liabilities:  Accounts payable and accrued liabilities Income taxes payable Current portion of lease liabilities  Lease liabilities	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893 1,479,899	·	8,213,430 43,722 407,320 8,664,480 1,579,410 19,810
Liabilities and Shareholders' Equity  Current liabilities:     Accounts payable and accrued liabilities     Income taxes payable     Current portion of lease liabilities  Lease liabilities Stock warrant obligation (note 15)	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893 1,479,899 21,874 7,898,666	·	8,213,430 43,72: 407,320 8,664,48: 1,579,41: 19,81:
Liabilities and Shareholders' Equity  Current liabilities:     Accounts payable and accrued liabilities     Income taxes payable     Current portion of lease liabilities  Lease liabilities Stock warrant obligation (note 15)  Shareholders' equity:     Share capital (note 8)	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893 1,479,899 21,874 7,898,666 85,186,870	·	8,213,43 43,72 407,32 8,664,48 1,579,41 19,81 10,263,71 85,374,50
Liabilities and Shareholders' Equity  Current liabilities:     Accounts payable and accrued liabilities     Income taxes payable     Current portion of lease liabilities  Lease liabilities Stock warrant obligation (note 15)  Shareholders' equity:     Share capital (note 8)     Contributed surplus	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893 1,479,899 21,874 7,898,666 85,186,870 1,003,662	·	8,213,43 43,72 407,32 8,664,48 1,579,41 19,81 10,263,71 85,374,50 826,82
Liabilities and Shareholders' Equity  Current liabilities:    Accounts payable and accrued liabilities    Income taxes payable    Current portion of lease liabilities  Lease liabilities Stock warrant obligation (note 15)  Shareholders' equity:    Share capital (note 8)    Contributed surplus    Deficit	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893 1,479,899 21,874 7,898,666 85,186,870 1,003,662 (33,787,762)	·	8,213,43 43,72 407,32 8,664,48 1,579,41 19,81 10,263,71 85,374,50 826,82 (31,162,45
Liabilities and Shareholders' Equity  Current liabilities:     Accounts payable and accrued liabilities     Income taxes payable     Current portion of lease liabilities  Lease liabilities Stock warrant obligation (note 15)  Shareholders' equity:     Share capital (note 8)     Contributed surplus	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893 1,479,899 21,874 7,898,666 85,186,870 1,003,662 (33,787,762) (8,381)	·	8,213,430 43,722 407,320 8,664,483 1,579,413 19,813 10,263,713 85,374,500 826,820 (31,162,45 46,12)
Liabilities and Shareholders' Equity  Current liabilities:    Accounts payable and accrued liabilities    Income taxes payable    Current portion of lease liabilities  Lease liabilities Stock warrant obligation (note 15)  Shareholders' equity:    Share capital (note 8)    Contributed surplus    Deficit	·	563,912 60,293,055 5,949,609 43,723 403,561 6,396,893 1,479,899 21,874 7,898,666 85,186,870 1,003,662 (33,787,762)	·	8,213,43 43,72: 407,320 8,664,48: 1,579,41: 19,81: 10,263,71: 85,374,50: 826,820 (31,162,45

On behalf of the Board:	
	Director
	Director

Interim Condensed Consolidated Statements of Loss and Comprehensive Loss

Three-month periods ended January 31, 2023 and 2022

	January 31, 2023	January 31, 2022
Net revenue (note 10)	\$ 5,010,542	\$ 6,965,081
Cost of goods sold	2,321,717	3,168,781
Gross profit	2,688,825	3,796,300
Selling, general and administration expenses (note 11) Net financial income (note 13)	5,665,588 (374,027)	7,079,824 (114,507)
	5,291,561	6,965,317
Loss before income taxes	(2,602,736)	(3,169,017)
Income taxes:		
Current Deferred	1,323 8,260	_ 20,710
Bolonou	9,583	20,710
Net loss	(2,612,319)	(3,189,727)
Other comprehensive (loss) income: Item that is or may be reclassified subsequently to consolidated statements of loss:		
Foreign operations - foreign currency translation differences	(54,508)	57,346
Total comprehensive loss	\$ (2,666,827)	\$ (3,132,381)
Basic and diluted loss per share (note 9)	\$ (0.08)	\$ (0.10)

See accompanying notes to interim condensed consolidated financial statements.

Interim Condensed Consolidated Statements of Changes in Equity

Three-month periods ended January 31, 2023 and 2022

	Sha	are capital			Accumulated other	
	Number	Amount	Contributed surplus	Deficit	comprehensive (loss) income - foreign currency translation	Total
Balance as at October 31, 2022	32,212,458	\$ 85,374,502	\$ 826,828	\$ (31,162,456)	\$ 46,127	\$ 55,085,001
Net loss	_	_	_	(2,612,319)	-	(2,612,319)
Stock-based compensation expense	_	_	153,550	_	-	153,550
Incentive payments settled through issuance of stock options and RSUs	-	-	23,284	_	-	23,284
Share buy-back	(70,529)	(187,632)	_	(12,987)	-	(200,619)
Foreign operations - foreign currency translation differences	-	-	-	-	(54,508)	(54,508)
Balance as at January 31, 2023	32,141,929	\$ 85,186,870	\$ 1,003,662	\$ (33,787,762)	\$ (8,381)	\$ 52,394,389
Balance as at October 31, 2021	32,335,410	\$ 85,568,694	\$ 595,600	\$ (13,413,548)	\$ (205,529)	\$ 72,545,217
Net loss	-	_	_	(3,189,727)	-	(3,189,727)
Stock options exercised	3,603	12,647	(3,868)	_	_	8,779
Stock-based compensation expense	_	_	78,484	_	_	78,484
Incentive payments settled through issuance of stock options and RSUs	-	-	61,899	_	-	61,899
Foreign operations - foreign currency translation differences	-	-	-	_	57,346	57,346
Balance as at January 31, 2022	32,339,013	\$ 85,581,341	\$ 732,115	\$ (16,603,275)	\$ (148,183)	\$ 69,561,998

See accompanying notes to interim condensed consolidated financial statements.

Interim Condensed Consolidated Statements of Cash Flows

Three-month periods ended January 31, 2023 and 2022

	January 31, 2023	January 31, 2022
Cash provided by (used in):		
Operating:		
Net loss	\$ (2,612,319)	\$ (3,189,727)
Adjustments for:	,	,
Depreciation and amortization (note 12)	248,086	191,367
Income tax expense	9,583	20,710
Net financial income	(390,541)	(136,440)
Stock-based compensation expense (note 15)	153,550	78,484
Net change in non-cash operating working capital (note 14)	(1,070,525)	(2,194,829)
	(3,662,166)	(5,230,435)
Financing:		
Share buy-back	(63,771)	_
Share issuance from exercise of stock options		8,779
Interest and financing fees paid	(16,218)	(15,661)
Payment of lease obligation	(102,957)	(82,496)
	(182,946)	(89,378)
Investing:		
Additions to fixed assets	(36,115)	_
Interest income	90,184	79,483
	54,069	79,483
Effect of movements in exchange rate on cash held	(3,146)	12,365
	•	
Decrease in cash and cash equivalents	(3,794,189)	(5,227,965)
Cash and cash equivalents, beginning of period	25,491,029	66,953,636
Cash and cash equivalents, end of period	\$ 21,696,840	\$ 61,725,671

See accompanying notes to interim condensed consolidated financial statements.

Notes to Interim Condensed Consolidated Financial Statements

Three-month periods ended January 31, 2023 and 2022

#### 1. Reporting entity:

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 interim condensed 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.

#### 2. 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, 2022.

The interim condensed consolidated financial statements of the Company for the three-month periods ended on January 31, 2023 and 2022 were authorized by the Board of Directors (the "Board") for issuance on March 15, 2023.

#### (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.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 3. 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*.

#### 4. Use of judgments and estimates:

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, 2022.

#### 5. 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, 2022.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 6. Standards issued but not yet effective:

The IASB issued the amendments below on different standards. For the Company, the amendments are effective for the fiscal period beginning on November 1, 2023 and are to be applied retrospectively. Earlier application is permitted. However, the Company has not early adopted these new or amended standards. The following amended standards and interpretations are not expected to have a significant impact on the Company's consolidated financial statements:

- Classification of liabilities as current or non-current (Amendments to IAS 1);
- Disclosure of accounting policy (Amendments to IAS 1);
- Definition of accounting estimates (Amendments to IAS 8).

#### 7. Credit facilities:

The Company has a committed revolving operating credit facility to a maximum authorized amount of CA\$10,000,000, maturing on 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% of Canadian dollar bankers' acceptances rate plus 1.75%, American dollar loans bearing interest at the US base rate plus 0.50% or in American dollar LIBOR loans bearing interest at the LIBOR rate plus 1.75%. As of January 24, 2023, the latter (LIBOR) was amended and changed to the use of the American dollar SOFR (TS) loans bearing interest at the adjusted term SOFR rate for each applicable SOFR period plus 1.75% per annum. As at January 31, 2023, the credit facilities were unused.

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 US\$500,000. This credit facility was unused as at January 31, 2023 (October 31, 2022 - nil).

The Company has a letter of credit for a maximum available of \$2,500,000 for which an amount of EUR 600,000 (CA\$869,820) has been used as of January 31, 2023 (October 31, 2022 - EUR 600,000 (CA\$810,120)).

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, by a first-ranking security on all present and future property in all other Canadian provinces and in the United States, and by an unlimited corporate guarantee of its US subsidiary. These credit facilities are subject to certain financial covenants which were met as at January 31, 2023.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 8. Share capital:

	2023	2022
Issued: 32,141,929 common shares (2022 - 32,212,458)	\$ 85,186,870	\$ 85,374,502

On July 14, 2022, the Company was authorized 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. 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, 2023, the Company has repurchased and cancelled 70,529 common shares at a weighted average price of approximately \$2.83 per share, for a total cash consideration of \$200,619, for which an amount of \$146,578 remains unpaid as at January 31, 2023. The unpaid amount as at October 31, 2022 of \$9,730 related to previous repurchases was paid during the three-month period ended January 31, 2023. The excess of the total consideration over the carrying amount of the shares, amounting to \$12,987, was recorded in deficit for the three-month period ended January 31, 2023.

#### 9. Loss per share:

	Jar	nuary 31, 2023	Jar	nuary 31, 2022
Net loss Basic weighted average number of common shares	\$ (2,612,319) 32,211,714			3,189,727) ,335,724
Basic loss per share, also being diluted loss per share	\$	(0.08)	\$	(0.10)

For the periods ended January 31, 2023 and 2022, the diluted earnings per share calculation did not take into consideration the potential dilutive effect of the stock options, RSUs and DSUs as they are anti-dilutive.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 10. Net revenue and assets by geography:

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

Net revenue	January 31, 2023	January 31, 2022
Canada United States	\$ 4,245,679 764,863	\$ 5,771,287 1,193,794
	\$ 5,010,542	\$ 6,965,081

Non-current assets other than deferred tax assets	January 31, 2023	October 31, 2022
Canada United States	\$ 4,245,192 241,991	\$ 4,442,791 261,954
	\$ 4,487,183	\$ 4,704,745

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

	January 31, 2023	January 31, 2022
Selling and marketing General and administration expenses	\$ 2,920,322 2,745,266	\$ 4,398,154 2,681,670
	\$ 5,665,588	\$ 7,079,824

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

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

	January 31, 2023	January 31, 2022
Employee total compensation expense (including directors' fees)  Depreciation and amortization	\$ 1,876,072 248,086	\$ 1,973,430 191,367

#### 13. Net financial income:

	January 31, 2023	J	anuary 31, 2022
Interest expense on lease liabilities Bank and financing fees Foreign exchange loss (gain) Interest revenue Net change in fair value of stock warrant obligations	\$ 16,218 16,514 9,255 (418,071) 2,057	\$	15,661 21,933 (20,954) (79,483) (51,664)
	\$ (374,027)	\$	(114,507)

### 14. Additional cash flow information:

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

	January 31, 2023	January 31, 2022
Trade and other receivables Income taxes receivable Refundable investment tax credits Inventories Prepaid expenses Accounts payable and accrued liabilities	\$ 311,231 1,324 (12,500) 827,788 (161,412) (2,036,956)	\$ 1,819,399 - (12,500) (3,287,775) (236,428) (477,525)
	\$ (1,070,525)	\$ (2,194,829)

During the three-month period ended January 31, 2023, deposits on fixed assets in the amount of \$259,919 were transferred in fixed assets (three-month period ended January 31, 2022 - nil).

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 15. 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, 2023, 2,772,998 stock options, RSUs and/or DSUs were available for issuance (October 31, 2022 - 2,964,733). Changes in the number of outstanding options, RSUs and DSUs related to the Plan were as follows:

	Opt	ions <sup>(i)</sup>		RSU (i)	DSU
			/eighted		
	Number		average se price	Number	Number
Outstanding as at October 31, 2022 Granted Forfeited	215,640 37,992 (11,402)	\$	4.99 2.79 4.33	7,599 142,694 —	\$ 33,273 15,398 –
Outstanding as at January 31, 2023	242,230	\$	4.68	150,293	\$ 48,671
Exercisable as at January 31, 2023	168,484	\$	3.93	3,150	\$ -

<sup>(</sup>i) During the three-month period ended January 31, 2023, the Company announced a new incentive arrangement for employees based on the attainment of a performance condition by the Company by the end of fiscal 2024. The arrangement will 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, 2023, based on the number of employees and the Company's share price at that date, the number of conditional equity-settled instruments issuable for the arrangement was either a maximum of 816,714 stock options or 523,762 RSUs, or a combination thereof. None of these equity instruments are included in the table above.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 15. Stock-based incentive plan (continued):

During the three-month period ended January 31, 2023, stock-based compensation expense recorded in the interim condensed consolidated statements of loss and comprehensive loss for options granted amounted to \$19,169 (2022 - \$18,475), nil for RSUs (2022 - nil), \$42,498 for DSUs (2022 - \$60,009) as well as \$91,883 for the conditional equity-settled instruments.

In addition, during the three-month period ended January 31, 2023, the Company issued 4,361 stock options and 7,748 RSUs in order to settle incentives due to employees in the amount of \$23,284. As a result, an amount of \$23,284 was transferred from accounts payable and accrued liabilities to contributed surplus in connection with this transaction.

The fair value of the options granted during the three-month periods ended January 31, 2023 and 2022 was calculated using the Black-Scholes option model with the following assumptions and results:

	Jan	uary 31, 2023	January 31, 2022		
Weighted average fair value of options at grant date Weighted average share price Weighted average exercise price Risk-free interest rate Dividend yield Expected volatility Expected life		1.76 2.79 2.79 2.931% - 50% 10 years	\$	8.02 13.18 13.18 1.765% - 50% 10 years	

#### 16. 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 5.35%, redeemable at any time, and fixed-rate short-term investments bearing interest at 2.40% with major North American financial institutions, maturing on April 6, 2023.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 16. Financial instruments (continued):

Financial risks (continued):

#### (a) Liquidity risk (continued):

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:

As at January 31, 2023	Carrying amount	Contractual cash flows	Less than 1 year	1-5 years	 ore than 5 years
Accounts payables and accrued liabilities Lease liabilities,	\$ 5,949,609	\$ 5,949,609	\$ 5,949,609	\$ _	\$ _
including current portion <sup>(i)</sup>	1,883,460	2,007,311	459,302	1,548,009	_
As at October 31, 2022	Carrying amount	Contractual cash flows	Less than	1.5 years	 ore than
As at October 31, 2022	amount	cash nows	1 year	1-5 years	5 years
Accounts payables and accrued liabilities Lease liabilities, including current	\$ 8,213,436	\$ 8,213,436	\$ 8,213,436	\$ -	\$ -
portion (i)	1,986,739	2,127,476	466,710	1,613,006	47,760

<sup>(</sup>i) Contractual cash flows include principal and interest.

#### Capital management

The Company's capital is composed of shareholders' equity. 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.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 16. Financial instruments (continued):

Financial risks (continued):

#### (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 and accounts receivable. Management believes the credit risk of its cash and cash equivalents is limited given that 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 banners and distributors, thus reducing its credit risk. As of the current balance sheet date, 82% (October 31, 2022 - 89%) of accounts receivable are concentrated with two (October 31, 2022 - two) clients who represent together 69% (October 31, 2022 - 66%) of the period's net revenue. 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.

#### (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 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. At period-end, the credit facility was unused.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 16. Financial instruments (continued):

Fair value measurement

The Company has determined that the fair values of cash and cash equivalents, short-term investments, trade and other receivables, 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.

For the three-month period ended January 31, 2023, no financial instruments were transferred between levels 1, 2 and 3.

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.

Notes to Interim Condensed Consolidated Financial Statements (continued)

Three-month periods ended January 31, 2023 and 2022

#### 16. Financial instruments (continued):

Fair value measurement (continued)

The fair value of the stock warrant obligations was revalued as at January 31, 2023 using the same pricing model, and the variation in fair value of \$2,057 was reflected in net financial income in the consolidated statements of loss and comprehensive loss for the three-month period ended January 31, 2023. The stock warrant obligation as of January 31, 2023 amounted to \$21,874 (October 31, 2022 - \$19,817). The following assumptions were used:

	Jar	nuary 31, 2023	October 31 202		
Weighted average measurement date share price Weighted average exercise price Risk-free interest rate Expected volatility Expected weighted average term	\$	2.80 16.69 2.85% 50% 3-9 years	\$ \$	3.62 16.69 3.26% 50% 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.