

This Management's Discussion and Analysis ("MD&A") of VERSES AI Inc. ("Company" or "VERSES") is for the three months ended September 30, 2023, and is prepared by management using information available as of November 14, 2023. The Company's fiscal year end is March 31. The three months ended September 30, 2023, is referred to as "Q2 2024", and the three months ended on September 30, 2022 is referred to as "Q2 2023". This MD&A should be read in conjunction with the condensed consolidated interim financial statements of the Company for the three months ended September 30, 2023 and the Company's audited consolidated financial statements for the year ended March 31, 2023, and the notes thereto, prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board.

This MD&A complements and supplements, but does not form part of, the Company's condensed consolidated interim financial statements. This MD&A contains forward-looking statements. Statements regarding the adequacy of cash resources to carry out the Company's exploration programs or the need for future financing are forward-looking statements. All forward-looking statements, including those not specifically identified herein, are made subject to cautionary language.

This MD&A is prepared in conformity with National Instrument ("NI") 51-102F1 Continuous Disclosure Obligations.

All dollar amounts referred to in this MD&A are expressed in United States dollars unless otherwise indicated.

#### DISCLAIMER FOR FORWARD LOOKING STATEMENTS

This following MD&A contains "forward-looking statements" (also referred to as "forward-looking information") within the meaning of applicable Canadian securities legislation. All statements, other than statements of historical facts, included in this MD&A that address activities, events or developments that the Company expects or anticipate will or may occur in the future, including statements about the anticipated impact of the operations of the Company, as well as the benefits expected to result from capital expenditures, potential management contracts for ongoing services, and other such matters are forward-looking statements. When used in this MD&A, the words "estimate", "plan", "anticipate", "expect", "intend", "believe" and similar expressions are intended to identify forward-looking statements. There can be no assurance that the plans, intentions or expectations upon which these forward-looking statements are based will occur. Forward looking statements are subject to risks, uncertainties and assumptions, including those discussed elsewhere in this MD&A. Although the Company believes that the expectations represented in such forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. Some of the risks which could affect future results and could cause results to differ materially from those expressed in the forward-looking statements contained herein include but are not limited to risks related to: general business operations; sales assumptions; limited operating history; development of the Company's brand; competition; need for continued improvement; intellectual property issues; interactive digital media; potential liability claims; litigation; insurance; economic downturns; currency; key personnel; conflicts of interest; changes in general applicable laws; compliance with advertising laws and regulations; foreign operations; no guaranteed return on investment; dilution; fluctuation of share price; access to capital; internal controls; accounting policies; and other factors beyond the control of the Company. These statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, among others, the risks as more particularly described under "Risk Factors." Although the Company attempted to identify important factors that could cause actual results to differ materially, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such statements will prove to be accurate as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements.



### **BUSINESS OVERVIEW**

The Company was incorporated under The Business Corporations Act (British Columbia) (the "BCBCA") on November 19, 2020, under the name Chromos Capital Corp. On June 17, 2021, the Company changed its name to Verses Technologies Inc. and on June 21, 2021, the Company entered into a Contribution Agreement with Verses Technologies USA, Inc. (formerly Verses Labs Inc.) ("VTU") pursuant to which VTU's shareholders exchanged all of the outstanding common shares for common shares of the Company (the "VTU Transaction"). Upon closing of the VTU Transaction on July 20, 2021, VTU became a wholly owned subsidiary of the Company, the shareholders of VTU held the majority of the shares of the Company's outstanding common stock, all of the Company's business was conducted through VTU and the management of VTU became the Company's management.

On March 31, 2023, the Company changed its name to VERSES AI Inc.

VERSES is a cognitive computing company specializing in next generation Artificial Intelligence (AI) software. We have developed what we believe to be the first network operating system for distributed intelligence, KOSM<sup>™</sup>, along with software powered by KOSM.

VERSES' ambition is to build tools that enable the Spatial Web, a hyper-integrated, hyper-personalized, hyper-automated, and ethically-aligned network of humans, machines, and AI agents and to become the leader in the dawning Age of Intelligence.

State of the art Generative AI models like GPT and DALL-E-2 excel at producing written and visual content by predicting the next statistically most probable word or pixel based on "correlations" and patterns found in enormous training data sets. While some of the compelling results might suggest an emergent spark of intelligence, mathematically, they simply mimic or parrot the input data on which they were trained, including the biases therein, without understanding or reasoning. Moreover, Generative AI models are complex, time consuming, expensive to develop, and once complete they are static and can't be updated. The utility and value that Generative AI apps offer is vast but to achieve adaptive, self-learning, human level (or greater) intelligence in software that can perform with limited data, uncertainty, and unprecedented or dynamically-changing conditions and that is broadly applicable, many well respected AI experts believe that a radically different approach is required.

VERSES' novel approach to AI, inspired by recent breakthroughs in neuroscience, namely Active Inference, is based on encoding knowledge and rules in a format that software agents can process to infer "causality" and the hidden states that generate observed data. In learning about the world, humans develop mental models trained through teaching and educating, whereby the learning process transforms information into a format amenable to modeling the cause-effect relationships that underpin the perceived data or content. Similar to how humans build mental models, the Active Inference framework allows software agents to develop accurate beliefs about cause-effect dynamics and update these beliefs by testing them through interaction and evaluating outcomes. Active Inference entails the missing element of "teaching" or "transforming" raw data into a format that drives the learning of an agent's mental model. Causal modeling is a form of understanding, reasoning, or thinking that leads to increasingly more accurate predictions, decisions, and the ability to learn and adapt to new tasks and conditions not present in their input data. VERSES' network operating system, KOSM<sup>™</sup>, is an implementation of the Active Inference framework.

In addition to our unique approach to machine intelligence we address a fundamental problem in computing which is that the data in every software system (a single app or a suite of apps used by an organization) is incomplete (partial), and its data structures are heterogeneous and generally incompatible with other systems. Efforts to make systems interoperate result in bespoke integrations that are expensive, complex, and fragile. VERSES developed a Hyper Spatial Modeling Language ("HSML") to represent the interrelationships and interdependencies between any person, place, thing, or activity as a contextualized graph structure. Transforming any raw data into HSML enables



data interoperability between systems. Interoperability leads to availability of more context and in turn greater understanding and consequently better decision making. VERSES, in collaboration with the world's largest standards development association ("IEEE"), are formalizing HSML as a global specification. IEEE is responsible for standards such as WiFi and Bluetooth and has designated the Spatial Web specifications a "public imperative" which is exclusively reserved for humanitarian projects such as nuclear energy, power grids, and voting machines.

VERSES has an advantage in a field that could create \$25 trillion USD in economic value globally according to Mckinsey & Company in an article released on November 10, 2022. Generative AI has been so disruptive that Mckinsey radically amended their 2017 model for predicted impact such that their forecast was accelerated by over a decade and the automation applicability of AI increased from 50 to 60-70%.

### Platform and Product Offerings

Our products are designed to enable the Spatial Web, a hyper-integrated, hyper-personalized, hyper-automated, and ethically-aligned network of humans, machines, and AI.

#### KOSM

Similar to an operating system like Windows or iOS that manages the resources - input, output, storage, compute, bandwidth – on a single device, KOSM is a network operating system for managing any resource on a unified network of hardware and software systems. Instead of controlling one camera, microphone, screen, or CPU, KOSM enables users to control any device's functions – provided that they have the appropriate verifiable credentials.

KOSM continuously maps streaming data from sensors in the real world along with historical data from various sources into a unified context (HSML knowledge graph) upon which it can search, simulate, recommend, and execute requests based on user preferences and objectives. Each instance of KOSM is effectively a "digital brain", a KOSM Agent, that can intermediate with other Agents. KOSM leverages HSML's ability, by design, to provide a pathway to substantially greater context in combination with the computational cognition that Active Inference affords to become a universal distributed "context processing engine".

KOSM's core value proposition is providing interoperability, accountability, and transparency between hardware and software systems, while greatly improving privacy and security, in order to foster a global network of shared context, the benefit of which is greater mutual understanding and better and faster decision making for both humans and machines. Provided that a user has the proper credentials and that the relevant data is published to the network, a user's Agent will be able to easily or automatically identify any person, place, or thing, and anything (or only certain things pending credentials) about them such as location, condition, age, cost, provenance etc.

# KOSM Pod™

Individuals and institutions can instantiate a KOSM Pod<sup>™</sup> in which to store the HSML knowledge graph that their KOSM Agent generates from various data sources such as email, cloud services, and local storage as selected and configured by the user. Instead of juggling hundreds of apps, sites, and services, each having fragmented, out of date data about them, KOSM Pod owners will aggregate and control a comprehensive, accurate, and up to date representation of their digital life to which they can grant and revoke access at a granular level. VERSES intends to offer turnkey hosting of KOSM Pods as a subscription service which, being based on HSML's open specification, will be interoperable with and portable between other systems that are able to translate to and from HSML through easily developed connectors.



In the current paradigm of computing, to manage their personal and professional lives, users interact with a seemingly endless number of apps, sites, and services – Travelocity, Wells Fargo, LinkedIn, Amazon, Yelp, Wikipedia, Ticketmaster, Salesforce, Oracle, SAP, Snowflake etc. GIA (General Intelligent Agent) is VERSES' platform for generating and customizing KOSM Agents that process the rich context in KOSM Pods including preferences, history, calendar, health, objectives as well as external conditions like location, weather, and traffic in order to provide hyper-personalized recommendations and carry out complex multi-step activities up to and including full automation of various tasks.

For example, an Agent aware that Mother's Day is coming up may recommend sending flowers and, with the user's review or permission, may optimally and autonomously execute this suggestion. This requires that the Agent have rich context such as account information for relevant florist websites, shipping address, preferred flower type and color based on past purchases or popular trends, potential allergies, budget, payment information, available discount codes, knowledge of past or future events to reference in the accompanying card as well as the ability to interact with the florist site through its user interface or via an Application Programming Interfaces ("API"). An Agent could perform similar context-dependent, multi-decision, and multi-step functions in a professional capacity such as aggregating info from multiple sources into a unified report with charts, graphs, summaries, and suggested action items.

WAYFINDER<sup>™</sup>, powered by KOSM, is a combination handheld app, microservices, and web-based portal that work together to optimize and automate operations in logistics-heavy environments. WAYFINDER mobile app assists warehouse workers with locating specific items by guiding them to the exact location in the 3D space, thus streamlining the process of picking, replenishing, and auditing inventory. The routing microserve, along with other capabilities like slotting (optimal placement), capacity (optimal flow), and inventory management, can be accessed through APIs. Finally, we offer a web portal containing a dashboard, analytics, and administrative functionality.

We are well positioned to serve a wide variety of customers and channel partners including enterprise, business-to-consumer (B2C) and third-party developers. Within the enterprise space, KOSM can help large customers with complex supply chains across several industries including retail, healthcare, parcel delivery, field services, maintenance and inspection and security. We utilize a variety of revenue models to meet our partner's and customer's needs, but primarily benefit from a predictable, recurring revenue model from enterprise clients based on multi-year contracts with additional microservices for data feeds, digital twins, simulations, and other services. In addition to the large enterprise strategy, we are currently developing solutions that we aim to widely disseminate to the public, and such solutions are being developed to enable services such as cross-domain search, virtual AI assistant and others based on a "freemium" and upsell model. These public offerings rely on the same underlying technology platform as the enterprise offerings and can therefore provide technological synergy, greater scale, and consistent user experiences across the various platforms without engineering rework.

#### **KOSM** Agents

We envision the shift from the information age to the intelligence age as a fundamental shift in user experience, moving from interacting with dozens of narrow purpose applications to interfacing with A.I.-based Intelligent Agents. KOSM Agents are intelligent software processors that have been designed to run on cloud services or edge devices and that can read from and write to KOSM knowledge models in order to sense, model, plan and act. Much like a real personal assistant, they have been designed to reason and solve complex problems based on context, goals, requirements and restrictions. The more context – i.e. location, schedule, weather, history, preferences, goals, available resources – that a KOSM Agent has, the more hyper-personalized the results and recommendations it can provide. Unlike mobile and desktop apps, KOSM Agents are designed to adapt to dynamically changing conditions and collaborate with other agents which are essential for evolving from automatic, to autonomous, and ultimately, to autonomic self-organizing systems.



### **KOSM Search**

Today, information is fragmented across numerous sources including websites, behind passwords and firewalls, and in the case of large enterprises – stored in various technology platforms deployed as a Software-as-a-Service ("SaaS") model. This data, however, is disconnected and each repository is inherently incomplete. We believe that KOSM's ability to hyper-integrate systems and software into interconnected searchable cross-domain models enables an unprecedented level of richly contextualized and shareable knowledge. Users can query their personal KOSM Agent via voice or text prompts, and results can be represented in several ways: text, a structured table of rows and columns, formatted code snippets, images, audio, or 2D and 3D visualizations which can be (as appropriate) filtered, sorted, or otherwise interrogated. We anticipate these capabilities may be disruptive to current approaches to data science, data analytics, business intelligence and similar enterprise skills and software.

#### **KOSM** Exchange

We plan to develop a KOSM Exchange that can serve as a curated catalog of reusable assets such as APIs, policies, templates, use-case examples, datasets, rulesets, widgets and connectors. Users would be able to publish, share, discover, learn about and reuse assets to facilitate collaboration, boost productivity and promote standards.

In addition to the assets provided by us, creators would be able to choose to share their own published assets, whether privately to a select group of users and groups, or publicly to everyone. Creators could offer these assets for free or at a premium cost. In either case, each creator would be responsible for all maintenance and support of their creations. We plan to take a revenue share on all premium assets and the percentage split will be determined as the KOSM Exchange platform becomes available.

The KOSM Exchange will be designed to facilitate users finding assets via a text-based search engine, as well as by browsing sections of the Exchange organized by category, or grouped as "Featured", "Recent", and "Recommended". Verified buyers are expected to be able to provide ratings and reviews.

In addition to the KOSM Exchange as a standalone destination, we plan to embed quick search functionality in the appropriate sections of each IOFLOW Module for in-context easy access to assets.

#### WAYFINDER AND WAYFINDER SERVICES

WAYFINDER<sup>™</sup>, is an application, powered by KOSM, that is designed to demonstrate the benefits of a multi-dimensional knowledge model applied to the supply chain sector. It assists warehouse workers with several day-to-day tasks, including picking, put-away, inventory inquiries and replenishment. The combination handheld app and web-based portal work together to optimize and automate task-based operations in logistics-heavy environments such as warehouses and retail locations by improving the use of space and the flow of assets in it via highly contextualized predictive intelligence and AI-assisted modeling and routing. WAYFINDER leverages a multi-dimensional knowledge model of the warehouse to direct users trying to locate specific items in a warehouse or other facility to the exact location in the 3D space. This model can be used to coordinate human activity alongside autonomous robots and drones for optimizing various tasks. The WAYFINDER improves productivity by reducing the time needed to locate items within the facility, while also reducing staff members' mental fatigue and expediting time to proficiency for new hires.

Additional functionality in development for the WAYFINDER portal includes:

single-site or multisite aggregate operational Key Performance Indicators ("KPIs") such as tasks per hour, units per hour, active employees, inventory levels, activity volume.



- 3D digital twin view of the site and the location of all registered assets (employee, device, machine, product) and its individual KPIs.
- Heatmap illustrating the areas where and which type of activity is occurring.
- Recommendations to reposition assets for optimal accessibility and flow.
- Return on investment estimates to help managers determine when, where, how and who to assign tasks to.
- Slot optimization (ideal placement of product).
- Space utilization (product flow efficiency).
- Real time asset tracking and inventory management.

The collective value proposition of these features for warehouse operators is improved cash flow, greater throughput, de-risked compliance with service level agreements, deferred or eliminated capital expenses, faster employee onboarding, lower employee turnover and reduced employee headcount for the same output.

Other use cases for optimizing activities and flows with WAYFINDER include:

- Retail. Front of the house and back of the house activities.
- Healthcare. Moving patients and assets throughout hospitals.
- Parcel Delivery. Tasking and routing of delivery routes as well as keeping track of where the asset is located on the vehicle.
- Field Services. Directing workers to a location and completing a task.
- Maintenance & Inspection. Guided workflow with step-by-step instructions.
- Security. Directions to follow security routes and attend to alerts.

# Research and Development

Our AI R&D team, led by Chief Scientist, Karl Friston, is composed of some of the world's leading experts in computational neuroscience, which is the study of the principles that govern the development, structure, physiology, and cognitive abilities of the brain and the nervous system, and how these mathematical and statistical models can be applied in software.

The core function of the R&D team is to explore new techniques and emerging technologies while working closely with our engineering staff to align outcomes with commercial product objectives. Among other things, the team generates whitepapers, demonstrations and proofs-of-concept in order to help qualify and quantify the business value of continued investment or inspire new product development.

Our team of multi-PhD researchers have collectively published over 2,000 papers (including 30+ with VERSES affiliation) and bring a diverse set of competencies and expertise including:

- Active Inference
- Bayesian Scene Graphs
- Category Theory
- Cognition & Neuroscience Modeling
- Computational Phenomenology
- Control Theory
- Eco-Bio-Psycho-Social
- Free Energy Principle
- Model-based Reinforcement Learning
- Social Sciences (philosophy, neuroscience, psychology, anthropology)
- Swarm Intelligence



# Highlights - Q2 2024

- On July 6, 2023, the Company closed the offering of units (the "LIFE Units") of the Company, for gross proceeds of \$7,553,048 (the "LIFE Offering"), and closed the private placement of special warrants (the "Special Warrants") of the Company, each exercisable for one unit of the Company (together with the LIFE Units, the "Units") at no additional cost, for gross proceeds of \$10,026,270.

Pursuant to the LIFE Offering, a total of 4,878,048 LIFE Units were issued at a price per LIFE Unit of CAD\$2.05 (the "Offering Price") and 6,612,849 Special Warrants were sold at the Offering Price for aggregate gross proceeds of \$17,579,318. Each Unit consists of one Class A Subordinate Voting share of the Company (a "Share") and one-half of one share purchase warrant (each whole warrant, a "Warrant"). Each Warrant entitle the holder to acquire one Share at an exercise price of CAD\$2.55 per Share, for a period of 36 months from July 6, 2023 (the "Closing Date").

In connection with the Offering, the Company (i) paid to the Underwriters and the Agents a cash commission equal to 7.0% of the aggregate gross proceeds raised from the Offering (the "Cash Commission"), with such amount reduced to 2.0% in respect of certain president's list purchasers designated by the Company (the "President's List Purchasers"); (ii) paid to the Broker Dealers a corporate finance fee, comprised of a cash payment; and (iii) will issue to the Underwriters such number of compensation warrants (the "Broker Warrants") as is equal to 7.0% of the aggregate number of LIFE Units sold in the Offering; and will issue to the Agents such number of compensation special warrants (the "Broker Special Warrants") as is equal to 7.0% of the aggregate number of Special Warrants sold in the Offering, provided that the number of Broker Warrants and Broker Special Warrants, as applicable, will be reduced to 2.0% in respect of sales to President's List Purchasers. In addition, the Company (i) paid to certain finders a cash commission equal to 5.0% of the aggregate gross proceeds raised from sales to President's List Purchasers and will issue to certain finders such number of Broker Warrants and Broker Special Warrants as is equal to 5.0% of the aggregate gross proceeds raised from sales to President's List Purchasers under the Offering; (ii) paid to TriView Capital Ltd. ("TriView") a corporate finance fee satisfied through a cash payment and the issuance of such number of Broker Warrants and/or Broker Special Warrants as is equal to 1.0% of the aggregate number of LIFE Units and Special Warrants sold in the Offering; and (iii) will issue to certain advisors 50,000 Units in connection with sales to President's List Purchasers under the Offering.

Each Broker Special Warrant shall be exercisable for one Broker Warrant at no additional cost and will be automatically converted into (without payment of any further consideration and subject to customary anti-dilution adjustments) Broker Warrants on the date that is the earlier of: (i) the date that is three business days following the Qualification Date and (ii) the date that is four months and a day following the Closing Date pursuant to the terms of the broker special warrant certificates (the "Broker Special Warrant Certificates"). Each Broker Warrant will entitle the holder to acquire one unit of the Company comprised of one Share (a "Broker Unit Share") and one-half of one Share purchase warrant (each whole warrant, a "Broker Unit Warrant"), pursuant to the terms of the broker warrant certificates"). Each whole Broker Unit Warrant will entitle the holder to purchase one Share (a "Broker Unit Warrant Share") at an exercise price of \$2.55 at any time on or before the date which is 36 months from the Closing Date, pursuant to the terms of the Warrant Indenture, and such Broker Unit Warrants will have the same terms as the Warrants and will be subject to the terms and conditions of the Warrant Indenture.

The Company filed a short form prospectus (the "Prospectus") in October 2023, qualifying the distribution of the Equity Units issuable on conversion of the Special Warrants and the Broker Warrants issuable on conversion of the Broker Special Warrants in Alberta, British Columbia and Ontario.

On July 12, 2023, the Company announced winning a research and innovation grant in the amount of €418,000 from the EU Commission and their Horizon Europe project entitled dAIEDGE, a network of excellence for "distributed, trustworthy, efficient and scalable AI at the Edge." Artificial intelligence (AI) is becoming a major force



in shaping the future of the internet and the world. By combining edge computing and AI (Edge AI), devices can make decisions in a few milliseconds by processing data directly at the point of origin—without insecure connections, high latency, large energy overheads or costs due to transmission. Edge AI is therefore a pathfinder and accelerator for many new applications in areas such as autonomous driving, personalized digital assistance and intelligent service robots. As part of the European Union's initiative "European Network of AI Excellence Centres: Expanding the European AI lighthouse," the main objective of the project is to create a Network of Excellence Centers for AI-based edge solutions. This network aims to support and ensure rapid development and market adoption of distributed Edge AI technologies, such as hardware, software, frameworks and tools that are reusable, secure and trustworthy. VERSES has been selected as part of a European consortium of experts in artificial intelligence, embedded computing, microprocessors, distributed hardware and software, computer science and engineering that will work closely together to provide ideas, tools, services, guidelines and trends to support the next generation of Edge AI technologies.



# SELECTED QUARTERLY FINANCIAL INFORMATION

The following table presents selected financial information for each of the last eight quarters.

	September 30,	June 30,	March 31,	December
	2023	2023	2023	31, 2022
	\$	\$	\$	\$
Revenue	558,814	275,519	392,492	560,546
Net comprehensive profit (loss)	(8,184,399)	(8,150,603)	(5,240,776)	(4,571,356)
Loss per class A subordinate voting shares - basic and				
diluted	(0.06)	(0.07)	(0.04)	(0.04)
Loss per class B proportionate voting shares - basic and				
diluted	(0.37)	(0.41)	(0.28)	(0.25)
Total assets	17,965,967	11,215,601	8,640,747	8,010,329
Working capital (deficit)	15,120,282	1,665,651	640,853	4,544,825
	September 30,	June 30,	March 31,	December
	2022	2022	2022	31, 2021
	\$	\$	\$	\$
Revenue	278,547	373,519	347,492	278,546
Net comprehensive profit (loss)	(4,860,559)	(5,188,088)	(2,499,793)	(1,820,467)
Loss per class A subordinate voting shares - basic and				
diluted	(0.04)	(0.05)	(0.02)	(0.02)
Loss per class B proportionate voting shares - basic and				
diluted	(0.25)	(0.32)	(0.15)	(0.11)
Total assets	12,157,910	6,126,884	9,028,388	11,246,275
Working capital (deficit)	8,680,727	2,653,482	6,514,837	9,375,459

During the quarter ending June 30, 2022, the Company recorded a net comprehensive loss of \$5,188,088, mainly due to research and development (\$1,297,122), and share-based (\$1,063,241) expenses.

During the quarter ended March 31, 2023, the Company recorded net comprehensive loss of \$5,240,776, which is \$669,420 higher than the net comprehensive loss recorded in the quarter ending December 31, 2023, due to lower grant income and revenue (\$383,723), and higher interest expenses from the convertible debenture (\$101,918).

During the quarter ended June 30, 2023, the Company recorded net comprehensive loss of \$8,150,603, which is \$2,909,827 higher than the net comprehensive loss recorded in the quarter ending March 31, 2023, due higher marketing expenses (\$942,011), share-based payments from the revaluation of the options and broker warrants (\$615,394), investor relations expenses (\$465,535), and research and development expenses (\$414,746).

During the quarter ended September 30, 2023, the Company recorded net assets of \$17,965,967 which is \$6,750,366 higher than previous quarter mainly due to new fundraising in July 2023. The increase of net assets combined with the conversion of the convertible debentures resulted in a higher working capital, which is \$13,454,631 higher than in the previous quarter.



## SELECTED QUARTERLY FINANCIAL INFORMATION

The following table sets forth selected financial information for Q2 2024 and Q2 2023, which has been derived from the condensed consolidated interim financial statements and accompanying notes, in each case prepared in accordance with IFRS. The following discussion should be read in conjunction with the condensed consolidated interim financial statements, and it may not be indicative of the Company's future performance.

### FINANCIAL RESULTS FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2023

	Q2 2024	Q2 2023
	\$	\$
Total revenue	558,814	278,547
Net loss	(7,995,067)	(4,350,363)
Loss Per Class A Subordinate Voting Shares - Basic and Diluted	(0.06)	(0.04)
Loss Per Class B Proportionate Voting Shares - Basic and Diluted	(0.37)	(0.25)
Total assets	17,965,967	12,157,910
Total liabilities	2,659,327	2,778,408

The following table provides an overview of the financial results in Q2 2024 as compared to Q2 2023:

	Q2 2024	Q2 2023
Revenue	\$ 558,814	\$ 278,547
Cost of revenue	(474,632)	(131,141)
	84,182	147,406
Expenses:		
Accounting fees	157,403	146,140
Consulting fees	1,248,158	95,121
Depreciation	65,424	59,683
Investor relations	786,867	533,578
Legal fees	360,629	164,052
Marketing	1,215,893	368,517
Office and general	550,236	313,494
Personnel expenses	1,366,762	731,465
Rent	8,163	11,274
Research and development	2,240,965	1,518,954
Share based payments	(80,819)	491,659
Travel and meals	211,237	149,800
	8,130,918	4,583,737
Other items:		
Interest expense	(58,428)	(9,351)
Accretion expense	(36,089)	-
Other income	146,186	3,288
Grant income	-	92,031
NET LOSS	\$ (7,995,067)	\$ (4,350,363)



# DISCUSSIONS OF OPERATIONS

VERSES recorded a net loss of \$7,995,067 in Q2 2024, which is \$3,644,704 higher than the loss of \$4,350,363 in Q2 2023, mainly attributed to increases in consulting fees (\$1,153,037), marketing expenses (\$847,376), and research and development (\$722,011).

### <u>Revenues</u>

During Q2 2024, the Company's revenue was \$558,814, an increase of \$280,267 compared to \$278,547 during Q2 2023. This increase is attributable to the completion of proof of concept projects during Q2 2024.

For the quarter ended	Q2 2024	Q2 2023	Change
Recognized at a point in time	\$ 218,600	\$-	\$ 218,600
Recognized over the duration of contracts	340,214	278,547	-
Total Revenue	\$ 558,814	\$ 278,547	\$ 280,267

### Cost of revenue

The Company incurred \$474,632 in cost of revenue during Q2 2024, an increase of \$343,491 when compared to \$131,141 during Q2 2023, mainly attributed to higher costs incurred to perform the project delivery.

#### <u>Expenses</u>

Expenses increased \$3,547,181 from \$4,583,737 in Q2 2023 to \$8,130,918 in Q2 2024. The changes in expenses were attributable to the following items:

For the period ended	Q2 2024	Q2 2023	Change
Accounting fees	\$ 157,403	\$ 146,140	\$ 11,263
Consulting fees	1,248,158	95,121	1,153,037
Depreciation	65,424	59,683	5,741
Investor relations	786,867	533,578	253,289
Legal fees	360,629	164,052	196,577
Marketing	1,215,893	368,517	847,376
Office and general	550,236	313,494	236,742
Personnel expenses	1,366,762	731,465	635,297
Rent	8,163	11,274	(3,111)
Research and development	2,240,965	1,518,954	722,011
Share based payments	(80,819)	491,659	(572,478)
Travel and meals	211,237	149,800	61,437
Total operating expenses	\$ 8,130,918	\$ 4,583,737	\$ 3,547,181

• Consulting fees increased by \$1,153,037 as a direct result of advisory service increases.

- The investor relations increase of \$253,289 is mostly attributed to investor communications initiatives that directly related to the Company's public offerings and ongoing investor relations.
- Legal fees increased by \$196,577 when compared to the previous year mainly due to additional fundraising activities and the increase in warrant exercises during the period.



- The increase of \$847,376 related to marketing is attributable to increases in branding campaign spends.
- Office and general expenses increased by \$236,742 attributable to transfer agent and exchange fees (\$96,409) and new advancement staff (\$70,550).
- Personnel expenses increased by \$635,297 mainly due increased expenses with the management team (\$ 179,899) and new strategic positions hired by the Company for information technology, human resources, and marketing (\$351,462).
- Research and development increased by \$722,011 as the Company focused on further development of its products, as well as incubation of new concepts.
- Share based compensation decreased by \$572,478 due to stock options and restricted stock units granted to the Board of Directors and key strategic consultants during the period ended June 30, 2022, and the revaluation of the restricted stock units liability.

### Other items

During Q2 2024, other items amounted to an income of \$51,669 which is a decrease of \$34,299 from an income of \$85,968 during Q2 2023. The changes in other items were impacted by the following items:

For the period ended	Q2 2024	Q2 2023	Change
Interest expense	\$ (58,428)	\$ (9,351)	\$ (49,077)
Accretion expense	(36,089)	-	(36,089)
Other income	146,186	3,288	142,898
Grant income	-	92,031	(92,031)
Total other items	\$ 51,669	\$ 85,968	\$ (34,299)

- Interest expense increase relates to the interest accrual of the convertible debentures in Q2 2024.
- Accretion expense increase relates to the interest accrual of the convertible debentures in Q2 2024.
- Other income of \$146,186 consisted of interest income from interest-bearing accounts.
- Grant income was related to a government grant received from Innovation and Networks Executive Agency (INEA), which was delegated under the European Commission. The grant was awarded for the project entitled Creating the 21st century spatial ecosystem – FF2020. Grant income decreased because the Company is concluding the final deliverables for the final grant payment.



# FINANCIAL RESULTS FOR THE SIX MONTHS ENDED SEPTEMBER 30, 2023

	September 30, 2023	September 30, 2022
Total revenue	\$ 834,333	\$ 652,066
Net loss	(16,133,570)	(9,537,590)
Loss Per Class A Subordinate Voting Shares - Basic and Diluted	(0.13)	(0.09)
Loss Per Class B Proportionate Voting Shares - Basic and Diluted	(0.78)	(0.56)
Total assets	17,965,967	8,640,747
Total liabilities	\$ 2,659,327	\$ 7,799,374

The following table provides an overview of the financial results for the six months ended September 30, 2023, as compared to September 30, 2022:

For the period ended	September 30, 2023	September 30, 2022
Revenue	\$ 834,333	\$ 652,066
Cost of revenue	(743,702)	(404,926)
	90,631	247,140
Expenses:		
Accounting fees	272,040	374,229
Consulting fees	2,082,956	290,735
Depreciation	126,234	116,210
Investor relations	1,409,316	580,490
Legal fees	709,217	500,122
Marketing	2,658,515	1,077,647
Office and general	898,189	548,969
Personnel expenses	2,058,128	1,580,700
Rent	10,383	13,494
Research and development	4,222,339	2,816,176
Share based payments	965,393	1,554,900
Travel and meals	441,131	495,907
	15,853,841	9,949,579
Other items:		
Interest expense	(344,628)	(15,739)
Accretion expense	(203,918)	-
Other income	178,186	16,990
Grant income	-	163,598
Loss before income taxes	\$ (16,133,570)	\$ (9,537,590)



# DISCUSSIONS OF OPERATIONS

VERSES recorded a net loss of \$16,133,570 during the period ending September 30, 2023, which is \$6,595,980 higher than the loss of \$9,537,590 during the period ending September 30, 2022, mainly attributable to increases in consulting fees (\$1,792,221), marketing expenses (\$1,580,868), and research and development (\$1,406,163).

## <u>Revenues</u>

During the period ending September 30, 2023, the Company's revenue was \$834,333, an increase of \$182,267 compared to \$652,066 during the period ending September 30, 2022. This increase is attributable to the completion of proof of concept projects during Q2 2024.

	September 30,	September 30,	
For the period ended	2023	2022	Change
Recognized at a point in time	\$ 218,600	\$ 98,000	\$ 120,600
Recognized over the duration of contracts	615,733	554,066	61,667
Total Revenue	\$ 834,333	\$ 652,066	\$ 182,267

### Cost of revenue

The Company incurred \$743,702 in cost of revenue during the period ending September 30, 2023, an increase of \$338,776 when compared to \$404,926 during the period ending September 30, 2022, mainly attributed to higher costs incurred to perform the project delivery.

#### <u>Expenses</u>

Expenses increased \$5,904,262 from \$9,949,579 in the period ending September 30, 2022 to \$15,853,841 in the period ending September 30, 2023. The changes in expenses were attributable to the following items:

	September 30,	September 30,	
For the period ended	2023	2022	Change
Accounting fees	\$ 272,040	\$ 374,229	\$ (102,189)
Consulting fees	2,082,956	290,735	1,792,221
Depreciation	126,234	116,210	10,024
Investor relations	1,409,316	580,490	828,826
Legal fees	709,217	500,122	209,095
Marketing	2,658,515	1,077,647	1,580,868
Office and general	898,189	548,969	349,220
Personnel expenses	2,058,128	1,580,700	477,428
Rent	10,383	13,494	(3,111)
Research and development	4,222,339	2,816,176	1,406,163
Share based payments	965,393	1,554,900	(589,507)
Travel and meals	441,131	495,907	(54,776)
Total operating expenses	\$ 15,853,841	\$ 9,949,579	\$ 5,904,262



- Consulting fees increased by \$1,792,221 as a direct result of advisory service increases.
- The investor relations increase of \$828,826 is mostly attributed to investor communications initiatives that directly related to the Company's public offerings and ongoing investor relations.
- Legal fees increased by \$209,095 when compared to the previous year mainly due to additional fundraising activities and the increase in warrant exercises during the period.
- The increase of \$1,580,868 related to marketing is attributable to increases in branding campaign spends.
- Office and general expenses increased by \$349,220 attributable to transfer agent and exchange fees (\$117,421), insurance expenses (\$71,833), and new advancement staff (\$70,550).
- Personnel expenses increased by \$477,428 mainly due increased expenses with the management team (\$ 175,298) and new strategic positions hired by the Company for information technology, human resources, and marketing (\$302,130).
- Research and development increased by \$1,406,163 as the Company focused on further development of its products, as well as incubation of new concepts.
- Share based compensation decreased by \$589,507 due to stock options and restricted stock units granted to the Board of Directors and key strategic consultants during the period ended June 30, 2022, and the revaluation of the restricted stock units liability.

# Other items

During the period ending September 30, 2023, other items amounted to an expense of \$370,360 which is a decrease of \$535,209 from an income of \$164,849 during the period ending September 30, 2022. The changes in other items were impacted by the following items:

	September 30,	September 30,	
For the period ended	2023	2022	Change
Interest expense	\$ (344,628)	\$ (15,739)	\$ (328,889)
Accretion expense	(203,918)	-	(203,918)
Other income	178,186	16,990	161,196
Grant income	-	163,598	(163,598)
Total other items	\$ (370,360)	\$ 164,849	\$ (535,209)

- Interest expense increase relates to the interest accrual of the convertible debentures during the period ending September 30, 2023.
- Accretion expense increase relates to the interest accrual of the convertible debentures during the period ending September 30, 2023.
- Other income of \$178,186 consisted of interest income from the Company's interest-bearing account.
- Grant income was related to a government grant received from Innovation and Networks Executive Agency (INEA), which was delegated under the European Commission. The grant was awarded for the project



entitled Creating the 21st century spatial ecosystem – FF2020. Grant income decreased because the Company is concluding the final deliverables for the final grant payment.

# LIQUIDITY AND CAPITAL RESOURCES

	September 30,	September 30,	
For the period ended	2023	2022	Change
Cash used in operating activities	\$ (15,836,422)	\$ (8,570,513)	\$ (7,265,909)
Cash used in investing activities	(110,865)	(122,070)	11,205
Cash provided (used in) financing activities	24,135,529	10,716,218	13,419,311
Foreign exchange effect on cash	(189,332)	(511,057)	321,725
Net change in cash and restricted during the period	\$ 7,998,910	\$ 1,512,578	\$ 6,486,332

Cash used in operating activities is comprised of net loss, add-back of non-cash expenses, and net change in non-cash working capital items. Cash used in operating activities increased to \$15,836,422 in the period ended September 30, 2023 from \$8,570,513 in the period ended September 30, 2022. The increase is attributed to the higher loss adjusted by items not involving cash in the period ended September 30, 2023 (\$6,595,980).

The increase in financing activities is due to net proceeds from the exercise of warrants and options, LIFE Deal, and Special warrants issued in the period ended September 30, 2023.

The ability of the Company to arrange additional financing in the future will depend, in part, on the prevailing capital market conditions and its success with its strategic collaborations. Any quoted market for the Company's shares may be subject to market trends generally, notwithstanding any potential success of the Company in creating new revenues, cash flows or earnings.

Historically, the Company has used net proceeds from issuances of debt and shares to provide sufficient funds to meet its near-term asset development plans and other contractual obligations when due.

# <u>COMMITMENTS</u>

The Company has an obligation to pay royalties to Cyberlab, LLC (a company owned by a director and officer). Cyberlab shall be entitled to receive a share of the gross revenue derived from the sales, licensing and other commercial activities involving Spatial Domain Names, pursuant to the following schedule:

- Years 1 through 10 of the Spatial Domain Program: Cyberlab shall be entitled to Five Percent (5%) of all gross revenue from the Spatial Domain Program, while VERSES shall retain the remaining Ninety-Five Percent (95%) to allocate between itself and other Spatial Domain Program stakeholders (e.g. registries, registrars, etc.) as it sees fit.
- Years 11 through 14 of the Spatial Domain Program: Cyberlab shall be entitled to retain Four Percent (4%) of all gross revenue from the Spatial Domain Program, while VERSES shall retain the remaining Ninety-Six Percent (96%).
- Years 15 through 17 of the Spatial Domain Program: Cyberlab shall be entitled to retain Three Percent (3%) of all gross revenue from the Spatial Domain Program, while VERSES shall retain the remaining Ninety-Seven Percent (97%).
- Years 18 and 19 of the Spatial Domain Program: Cyberlab shall be entitled to retain Two Percent (2%) of all gross revenue from the Spatial Domain Program, while VERSES shall retain the remaining Ninety-Eight Percent (98%).



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• Years 20 through 25 of the Spatial Domain Program: Cyberlab shall be entitled to retain One Percent (1%) of all gross revenue from the Spatial Domain Program, while VERSES shall retain the remaining Ninety-Nine Percent (99%).

The Company is obligated to grant stock options ("Options"), deferred share units ("DSU") or restricted stock units ("RSU") to qualifying consultants and employees at terms to be determined at grant date based on the market price of the Company's shares.

		Equity
Equity Compensation Type	Company	Incentive Units
Options, RSU or DSU	Verses Al Inc.	12,566,056
Options, RSU or DSU	Verses, Inc.	2,084,708
Options, RSU or DSU	Verses Logistics Inc.	1,185,000
Options, RSU or DSU	Verses Global BV	800,000

The Company has also entered into severance agreements with executives of the Company. In the case of involuntary termination or a change in control, the executives are entitled to a monetary payment equal to 12 months worth of base salary, continuation for 12 months of medical and dental insurance, and immediate, accelerated vesting of all stock options, equity, and related compensation.

In addition, the Company's remaining lease payments to the end of the life of the lease is \$47,850 (to February 2024).

# OUTSTANDING SHARE CAPITAL

		September 30,
As at	The date of this MD&A	2023
Shares issued to Class A shareholders	83,578,924	76,966,075
Shares issued to Class B shareholders	10,000,000	10,000,000

# **OUTSTANDING WARRANTS**

		The date of	September 30,
As at		this MD&A	2023
Warrants	(Note 1)	1,250,000	1,250,000
Warrants	(Note 2)	23,764,449	20,458,026
		25,014,449	21,708,026

Notes:

(1) Assumed from VHI - each warrant entitles the holder thereof to acquire one Class A Share of the Company for a price of CAD\$0.40 per Class A Share until April 15, 2026.

(2) - 1,151,892 finder's warrants issued are exercisable at CAD\$0.80 into one Class A share and one-half share purchase warrant, where each full warrant is exercisable at CAD \$1.20 into one Class A share.

- 137,483 finder's warrants are exercisable at CAD\$1.20 into one Class A share.

- 978,794 warrants are exercisable at CAD\$0.80 into one Class A share.

- 10,684,505 warrants are exercisable at CAD\$1.00 into one Class A share.

- 720,714 warrants are exercisable at CAD\$1.20 into one Class A share.

- 1,345,194 finder's warrants are exercisable at CAD\$1.00 into units.

- 7,956,740 warrants are exercisable at CAD\$2.55 into one Class A share.



- 789,127 finder's special warrants exercisable at CAD\$2.05 into one Class A share and one-half share purchase warrant, where each full warrant is exercisable at CAD \$2.55 into one Class A share.
- (3) 6,612,849 special warrants convertible to units exercisable, with no additional cost, into one Class A share and one-half share purchase warrant, where each full warrant is exercisable at CAD \$2.55 into one Class A share. Special warrants were converted in the period subsequent to September 30, 2023.

### OUTSTANDING STOCK OPTIONS

		The date of	September 30,
As at		this MD&A	2023
Stock options	(Note 1)	5,500,000	5,500,000

Notes:

(1) - 3,800,000 stock options are exercisable at CAD\$0.80 into one Class A shares.

- 865,000 stock options are exercisable at CAD\$1.00 into one Class A shares.

- 735,000 stock options are exercisable at CAD\$0.70 into one Class A shares.

- 100,000 stock options are exercisable at CAD\$1.65 into one Class A shares.

### OUTSTANDING RESTRICTED SHARE UNITS ("RSUs")

		The date of	September 30,
As at		this MD&A	2023
RSUs	(Note 1)	500,000	500,000

Notes:

(1) RSUs are convertible into one Class A shares or payable in cash.

#### TRANSACTIONS WITH RELATED PARTIES

The Company's related parties consist of directors, executive officers, and companies owned in whole or in part by those individuals. Transactions are measured at the exchange amount, which is the amount agreed to by the parties.

Key management personnel include those persons having authority and responsibility for planning, directing and controlling the activities of the Company. The Company has determined that key management personnel consist of executive and non-executive members of the Company's Board of Directors and senior officers.

The following salaries and expenses were incurred:

	Three montl	Three months ended September 30,		s ended	
	Septemb			ber 30,	
	2023 2022		2023	2022	
Management salaries and benefits included in					
personnel expenses	\$ 462,335	\$ 282,436	\$ 746,170	\$ 570,872	
Share-based payments (note 8)	(90,197)	300,733	225,288	639,198	
	\$ 372,138	\$ 583,169	\$ 971,458	\$ 1,210,070	

In the three months ended September 30, 2023, the revaluation of the RSU liability resulted in a net negative expense of \$90,197.



The following management members incurred in the salaries:

	Three mon	ths ended	Six months ended	
	Septem	September 30,		er 30,
	2023	2022	2023	2022
Management salaries, Chief Executive Officer and Founder	186,565	80,586	268,129	161,172
Management salaries, President and Founder	144,726	69,837	215,952	139,674
Management salaries, Chief Financial Officer	64,650	66,733	129,300	139,466
Management salaries, Chief Marketing Officer	66,395	65,280	132,790	130,560
Total	\$ 462,335 \$ 282,436		\$ 746,170	\$ 570,872

Amounts due to or from related parties, including amounts due to key management personnel, are unsecured, interest-free, and settlement generally occurs in cash. There have been no guarantees provided or received for any related party receivables or payables. Included in accounts payable and accrued liabilities at September 30, 2023 were amounts totaling \$nil (March 31, 2023 - \$nil) due to key management personnel. Included in due from related parties at September 30, 2023 were amounts totaling \$1,166,975 (March 31, 2023 - \$866,688) due from companies controlled by key management personnel, and a loan granted to one member of the management of the Company.

#### FINANCIAL INSTRUMENTS

As of September 30, 2023, the Company's financial instruments consist of cash, accounts receivable, due from related parties, accounts payable and accrued liabilities, restricted share unit liability, loans payable, lease liability, convertible debentures, and SAFEs.

IFRS 13 *Fair Value Measurement* establishes a fair value hierarchy based on the level of independent, objective evidence surrounding the inputs used to measure fair value. A financial instrument's categorization within the fair value hierarchy is based upon the lowest level of input that is significant to the fair value measurement. IFRS 13 prioritizes the inputs into three levels that may be used to measure fair value:

Level 1 – Unadjusted quoted prices in active markets that are accessible at the measurement date for identical unrestricted assets or liabilities.

Level 2 – Inputs that are observable, either directly or indirectly, but do not qualify as Level 1 inputs (i.e., quoted prices for similar assets or liabilities).

Level 3 – Prices or valuation techniques that are not based on observable market data and require inputs that are both significant to the fair value measurement and unobservable.

The Company uses judgment to select the methods used to make certain assumptions and in performing the fair value calculations in order to determine (a) the values attributed to each component of a transaction at the time of their issuance; (b) the fair value measurements for certain instruments that require subsequent measurement at fair value on a recurring basis; and (c) for disclosing the fair value of financial instruments subsequently carried at amortized cost. These valuation estimates could be significantly different because of the use of judgment and the inherent uncertainty in estimating the fair value of these instruments that are not quoted in an active market.

The fair value of cash and restricted cash is measured using Level 1 inputs and the fair value of SAFEs is measured using Level 3 inputs.

The carrying value of the Company's other financial instruments approximate their fair values due to their short-term maturities.



There were no transfers between the levels of the fair value hierarchy during the year.

As of September 30, 2023	Level 1	Level 2		Level 3		Total
Assets:						
Cash	\$ 12,396,191	\$	-	\$	-	\$ 12,396,191
Liabilities:						
SAFE	\$ -	\$	-	\$ 1,02	25,000	\$ 1,025,000
As of March 31, 2023	Level 1		Level 2	L	evel 3.	Total
Assets:						
Cash	\$ 4,397,281	\$	-	\$	-	\$ 4,397,281
Liabilities:						
SAFE	-		-	1,02	25,000	1,025,000
Convertible Debentures	\$ -	Ś 4	,905,334	\$	-	\$ 4,905,334

# Credit risk

Credit risk is the risk of loss associated with a counterparty's inability to fulfill its payment obligations. The financial instrument that potentially subjects the Company to concentrations of credit risk consists principally of cash, accounts receivable, and due from related parties. To minimize the credit risk, the Company places its cash with high-quality financial institutions.

Amounts due from related parties of \$1,166,975 (March 31, 2023 - \$866,688) are due from companies controlled by key management personnel and as such, credit risk is assessed as low. As of September 30, 2023, management assessed that there is no need to provide a credit loss allowance.

# Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company has a planning and budgeting process in place to help determine the funds required to support the Company's normal operating requirements on an ongoing basis. The Company ensures that there are sufficient funds to meet its short-term business requirements, taking into account its anticipated cash flows from operations and its holdings of cash.

Contractual cash flow requirements as of September 30, 2023, were as follows:

	1 year خ	1-2 years ל	2-5 years	>5 years \$	Total خ
Accounts payable and accrued liabilities	1,097,795	ې -	ې -	ې -	1,097,795
		-	-	-	
Leases	46,050	-	-	-	46,050
SAFE	1,025,000	-	-	-	1,025,000
Loans payable	7,752	7,752	23,256	103,364	142,124
Total	2,176,597	7,752	23,256	103,364	2,310,969

As of September 30, 2023, the Company had working capital of \$15,120,282 (March 31, 2023 - \$640,853).



# Foreign exchange risk

Foreign exchange risk is the risk that the fair value or future cash flows will fluctuate due to changes in foreign exchange rates. The Company has financial assets denoted in Euros and Canadian dollars, and is therefore exposed to exchange rate fluctuations. As of September 30, 2023, the Company had the equivalent of \$ 20,245 (March 31, 2023 - \$18,423) in net financial liabilities denominated in Euros and \$12,198,861 (March 31, 2023 - \$671,405) net financial liabilities denominated in Canadian dollars.

# Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. The interest earned on cash balances approximate fair value rates, and the Company is not at a significant risk to fluctuating interest rates. As of September 30, 2023, the Company does not hold any liabilities that are subject to fluctuations in market interest rates.

# Price risk

Price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market prices, other than those arising from interest rate risk or currency risk. The Company is not exposed to other price risk.

# MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL STATEMENTS

The information included in the audited consolidated financial statement and this MD&A is the responsibility of management, and their preparation requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the condensed consolidated interim financial statements, and the reported amount of expenses during the reported period. Actual results could differ from those estimates.

# CONFLICT IN UKRAINE

The Company's business financial condition and results of operations may be further negatively affected by economic and other consequences from the conflict in the Ukraine and the sanctions imposed in response to that action in late February 2022. While the Company expects any direct impacts of the pandemic and the conflict in Ukraine to the business to be limited, the indirect impacts on the economy and on the industry the company operates, and other industries in general could negatively affect the business and may make it more difficult for it to raise equity or debt financing. There can be no assurance that the Company will not be impacted by adverse consequences that may be brought about on its business, results of operations, financial position and cash flows in the future.

# RELIANCE ON KEY PERSONNEL

The success of the Company will be largely dependent upon the performance of its management and key employees and contractors. In assessing the risk of an investment in the shares of the Company, potential investors should realize that they are relying on the experience, judgment, discretion, integrity and good faith of the proposed management of the Company.

# CONFLICTS OF INTEREST

Certain directors and officers of the Company will be engaged in, and will continue to engage in, other business activities on their own behalf and on behalf of other companies. As a result of these and other activities, such



directors and officers of the Company may become subject to conflicts of interest. The BCBCA provides that in the event that a director or senior officer has a material interest in a contract or proposed contract or agreement that is material to the issuer, the director or senior officer must disclose his or her interest in such contract or agreement and a director must refrain from voting on any matter in respect of such contract or agreement, subject to and in accordance with the BCBCA. To the extent that conflicts of interest arise, such conflicts will be resolved in accordance with the provisions of the BCBCA. To the knowledge of the management of the Company, as at the date of this MD&A, there are no existing or potential material conflicts of interest between the Company and a director or officer of the Company, except as otherwise disclosed in this MD&A.

# **DIVIDENDS**

To date, the Company has not paid any dividends on its outstanding common shares. Any decision to pay dividends on the shares of the Company will be made by the Board of Directors on the basis of the Company's earnings, financial requirements and other conditions.

# LIMITED OPERATING HISTORY

The Company was incorporated in November 2020 and has yet to generate a profit from its activities. The Company will be subject to all of the business risks and uncertainties associated with any business enterprise, including the risk that it will not achieve its growth objective. The Company anticipates that it may take several years to achieve positive cash flow from operations. There is no certainty that the Company will produce revenue, operate profitably or provide a return on investment in the future.

# OTHER RISK FACTORS

The Company is subject to a number of other risks and uncertainties and is affected by several factors which could have a material adverse effect on the Company's business, financial condition, operating results, and/or future prospects. These risks should be considered when evaluating an investment in the Company and may, among other things, cause a decline in the price of the Company's securities. The risks and uncertainties which management considered the most material to the Company's business are described in the section entitled, "RISK FACTORS" of the Company's Annual Information Form filed on SEDAR on June 29, 2023.

# DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

Disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed in the reports that the Company publicly files is recorded, processed, summarized and reported within a timely manner and that such information is accumulated and communicated to the Company's management, including its Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), as appropriate, to allow timely decisions regarding disclosure. An evaluation of the design of the Company's disclosure controls and procedures, as defined under National Instrument 52-109 - Certification of Disclosure in issuers' Annual and Interim Filings ("NI 52-109"), was carried out under the supervision of the CEO and CFO and with the participation of the Company's management. Based on that evaluation, the CEO and CFO have concluded that the design and implementation of these controls were effective as of September 30, 2023.

Company also maintains a system of internal controls over financial reporting designed under the supervision of the Company's CEO and CFO to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. As required by NI 52-109, the CEO and CFO have caused the effectiveness of the internal controls over financial reporting to be evaluated using the framework (2013) established by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO"). Based on that evaluation, the CEO and CFO have concluded that the design and implementation of the



Company's internal controls over financial reporting, as defined by NI 52-109, were effective as at September 30, 2023.

# ADDITIONAL INFORMATION

Additional information about the Company, including the financial statements, is available on the Company's website at <u>https://www.verses.ai</u> and on SEDAR at <u>www.sedarplus.ca</u>.