
ROUTE1 INC.**MANAGEMENT'S DISCUSSION AND ANALYSIS****FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2023****As at November 16, 2023**

The following discussion and analysis of the financial condition and results of operations (this “**MD&A**”) of Route1 Inc. (also referred to as “**we**”, “**us**”, “**our**”, “**Route1**”, or the “**Company**”), should be read in conjunction with the Company’s consolidated financial statements and related notes as at and for the quarter ended March 31, 2023. These consolidated financial statements, including comparatives, have been prepared in accordance with the International Financial Reporting Standards (“**IFRS**”) issued by the International Accounting Standards Board (“**IASB**”) and Interpretations of the International Financial Reporting Interpretations Committee (“**IFRIC**”).

This Management Discussion & Analysis (“**MD&A**”) has been reviewed and approved by the Company’s Board of Directors prior to filing.

The information in this MD&A is current to November 16, 2023 and all amounts are in Canadian dollars, unless otherwise noted.

FORWARD-LOOKING STATEMENTS

The following discussion may contain forward-looking statements about matters that involve risks and uncertainties, such as statements of Route1’s plans, objectives, expectations and intentions, as well as financial trends. The discussion also includes cautionary statements about these matters. You should read the cautionary statements made below as being applicable to all forward-looking statements wherever they appear in this document. In drawing a conclusion or making a forecast or projection set out in the forward-looking information, the Company takes into account the following material factors and assumptions in addition to the above factors: the Company’s ability to execute on its business plan; the integration of acquired businesses; the acceptance of the Company’s devices and services by its customers; the timing of execution of outstanding or potential customer orders by the Company; the sales opportunities available to the Company; the Company’s subjective assessment of the likelihood of success of a sales lead or opportunity; the Company’s historic ability to generate sales leads or opportunities; and that sales will be completed at or above the Company’s estimated margins. This list is not exhaustive of the factors that may affect our forward-looking information. These and other factors should be considered carefully and readers should not place undue reliance on such forward-looking information.

Factors that could cause Route1’s actual results to differ materially from the forward-looking statements are contained herein and include, but are not limited to, overall economic conditions, competitive pressures, successfully integrating acquired businesses and unexpected technology changes. Additional information concerning risks and uncertainties affecting Route1’s business and other factors that could cause financial results to fluctuate is set forth later in this document, as well as elsewhere herein, and is contained in Route1’s filing with Canadian securities regulatory authorities, available on the SEDAR website (www.sedar.com)

under Route1 Inc. and on the Company's website (www.route1.com).

This MD&A includes additional disclosures on the critical accounting policies and estimates, additional disclosure on the quarterly selected financial information, additional discussion and analysis on the factors affecting the Company's financial performance, additional disclosure on future liquidity and capital needs including the addition of a tabular presentation of contractual obligations, additional disclosure on the last eight quarters, and details of related party transactions. The Company does not believe that any of the additional information provided, and that has not been otherwise disclosed in other filings, is material in nature.

INTELLECTUAL PROPERTY NOTICES

See <https://www.route1.com/terms-of-use/> for notice of Route1's intellectual property

OVERVIEW

Route1 Inc. is an advanced North American engineering and professional services company using data capture technologies. The Company brings security and operations together with real-time actionable intelligence to enhance safety and security, drive greater profitability and improve operational efficiencies. With a deep-rooted background in software development, network operations, and cybersecurity, Route1 has ushered in a unique and valuable approach to the turn-key engineering and professional services arena. Route1's services follow a complete life-cycle model, ensuring the evolution of your technology to meet the client's desired outcomes.

With offices and staff in Scottsdale, AZ, Chattanooga, TN, Denver, CO and Toronto, Canada, Route1 provides leading-edge solutions to public and private sector clients around the world. Route1 is listed in Canada on the TSX Venture Exchange under the symbol ROI.

HIGHLIGHTS

On December 22, 2022, Route1 announced that on December 19, 2022 the Company's auditors RSM Canada LLP ("RSM") informed the Company that it had identified certain non-audit services related to RSM's recruiting of a prospective candidate for a management position at the Company were inconsistent with the Canadian Independence Rule 204.4(32) and accordingly, RSM concluded that it was no longer independent. Accordingly, in accordance with its rules of professional conduct, RSM was required to resign as the Company's auditor for the year ended December 31, 2022 due to its lack of independence. RSM agreed to accommodate a smooth transition to a successor auditor.

On February 3, 2023, Route1 announced that the Board of Directors of the Company had appointed MNP LLP as independent auditors of the Company for the year ended December 31, 2022.

On February 23, 2023, Route1 provided a business update.

- The Company reinforced its core sales growth elements, technology focus and the Route1 difference as it delivers its offering to the marketplace.
- Route1 spoke to how it is defining success in the short term and scalability for the business model

direction change. Specifically, the Company is looking for (1) gross profit generated from non MobiKEY activities on a quarterly basis to grow to in excess of US \$1.15 million and (2) recurring support contracts on an annualized basis to be greater than US \$1.0 million. Further, Route1 indicated that these two immediate term metrics will evolve through calendar year 2023.

- Route1 provided an update on its operational execution including management of working capital, debt repayment and facilities, sales pipeline and its secure remote access technology roadmap. Route1 also defined its bigger goal is to pursue acquisition growth in the second half of 2023.

On April 27, 2023, Route1 announced its Q4 and Fiscal Year 2022 Financial Results.

On May 25, 2023, Route1 announced its Q1 2023 Financial Results.

On August 25, 2023, Route1 announced its Q2 and Year To Date 2023 Financial Results.

BASIS OF PREPARATION

The interim condensed consolidated financial statements of Route1 include its wholly-owned subsidiaries, Route 1 Security Corporation, Group Mobile Int'l, LLC (“GMI”), Portable Computer Systems, Inc. (“PCS”), DataSource Mobility, LLC. and its wholly owned subsidiary VetSource Mobility, LLC (collectively “DSM”), and Spyrus Solutions, Inc. (“Spyrus”).

Route1 acquired GMI on March 22, 2018, PCS on September 28, 2019, DSM on March 29, 2021 and Spyrus on September 15, 2021.

NON-IFRS FINANCIAL MEASURE: Adjusted EBITDA

Within this MD&A, we use the term Adjusted EBITDA (earnings before interest, income taxes, depreciation and amortization, stock-based compensation, patent litigation, restructuring and other costs). Adjusted EBITDA does not have any standardized meaning prescribed under IFRS and is therefore unlikely to be comparable to similar measures presented by other companies.

Adjusted EBITDA allows us to compare our operating performance over time on a consistent basis. We believe that certain investors and analysts use Adjusted EBITDA to measure a company’s ability to service debt and to meet other payment obligations, or as a common valuation measurement in the technology industry.

The table below reconciles Adjusted EBITDA to operating profit before other income (expense) for the quarters presented.

<i>In thousands of Canadian dollars</i>	Sep 30 2023	Jun 30 2023	Mar 31 2022	Dec 31 2022	Sep 30 2022
Adjusted EBITDA	\$297	(\$27)	\$219	(\$142)	\$543
Depreciation and amortization	314	332	346	361	340
Stock-based compensation	12	20	37	29	53
Operating profit (loss) before other income (expense)	(\$30)	(\$379)	(\$164)	(\$532)	\$150

SELECTED FINANCIAL INFORMATION

The following table outlines selected unaudited financial information of the Company on a consolidated basis for the three and nine months ended September 30, 2023 and 2022.

<i>(in thousands of Canadian dollars, except per share amounts)</i>	For the Three Months Ended		For the Nine Months Ended	
	Sep-30 2023	Sep-30 2022	Sep-30 2023	Sep-30 2022
STATEMENT OF OPERATIONS				
Revenue				
Subscription revenue and services	\$1,147	\$1,326	\$3,392	\$5,091
Devices and appliances	3,370	5,519	9,881	13,551
Other	5	3	8	15
Total revenue	4,523	6,847	13,281	18,657
Cost of revenue	2,998	4,842	8,905	12,430
Gross profit	1,525	2,005	4,376	6,227
Operating expenses				
General administration	1,227	1,247	3,807	3,890
Research and development	36	121	95	601
Selling and marketing	279	433	979	1,295
Total operating expenses before stock-based compensation	1,542	1,802	4,881	5,786
Stock-based compensation	12	53	69	210
Total operating expenses	1,555	1,855	4,949	5,996
Operating profit (loss) before other income (expense)	(30)	150	-573	231
Other income (expense)				
Interest expense	-133	(81)	(389)	(191)
Foreign exchange gain (loss)	87	(6)	(30)	(19)
Other income (expense)	7	0	15	22
Gain (loss) on asset disposal	0	0	0	(75)
Total other income (expense)	(39)	(88)	(404)	(264)
Income (loss) for the period before income tax	(69)	62	(977)	(32)
Income tax recovery	(1)	2	(21)	41
Net income (loss) for the period	(70)	64	(998)	9
Other comprehensive income (loss)				
Foreign currency translation	(41)	209	2	263
Comprehensive income (loss)	(\$111)	\$273	(\$997)	\$272
Income (loss) per share	(\$0.00)	\$0.00	(\$0.02)	\$0.00
Diluted income (loss) per share	\$0.00	\$0.00	\$0.00	\$0.00

<i>In thousands of Canadian dollars, except per share amounts)</i>	For the Three Months Ended		For the Nine Months Ended	
	Sep-30	Sep-30	Sep-30	Sep-30
	2023	2022	2023	2022
CASH FLOW INFORMATION				
Operating activities	\$327	-\$350	\$608	\$369
Investing activities	15	(1)	(346)	1
Financing activities	-344	88	(316)	(340)
Net cash inflow (outflow)	(3)	(263)	(54)	30
Consolidation currency adjustment	(1)	67	(2)	10
Cash, beginning of period	27	299	79	63
Cash, end of period	\$23	\$103	\$23	\$103
Working capital	-\$4,851	-\$4,528	-\$4,851	-\$4,528
Total assets	\$10,678	\$12,574	\$10,678	\$12,574
Shareholders' equity	\$838	\$2,774	\$838	\$2,774

COMPARISON FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2023 AND 2022

Revenue

Revenue for the three months ended Sep 30, 2023 was \$4,522,658, representing a decrease of \$2,324,386 from \$6,847,044, for the same period in 2022. The comparison, discussed by segment, is as follows:

Subscription Revenue and Services

Revenue from the subscription revenue and services segment includes: (a) application software subscription-based revenue; (b) appliance licensing (c) yearly support or maintenance; (d) technology as a service (“TaaS”) under term contracts; and (e) turn-key engineering services.

For the three months ended Sep 30, 2023, revenue from the subscription revenue and services segment was \$1,147.377, representing a decrease of \$178,302, from \$1,325,369, for the same period in 2022. The decrease was the result of decreased MobiKEY subscription revenue.

Subscription revenue and services, as a percentage of total revenue, represented 25% for the current period compared to 19% for the prior year period.

Subscription revenue and services by quarter <i>(in thousands of Canadian dollars)</i>	Sep 30 2023	Jun 30 2023	Mar 31 2023	Dec 31 2022	Sept 30 2022
Application software	280	343	456	475	804
Other services	867	816	630	628	521
Total	1,147	1,159	1,086	1,103	1,325

Other services revenue by quarter <i>(in thousands of Canadian dollars)</i>	Sep 30 2023	Jun 30 2023	Mar 31 2023	Dec 31 2022	Sept 30 2022
Technology life-cycle maintenance and support	314	310	285	300	275
Professional services	553	506	345	328	246
Total	867	816	630	628	521

Devices and Appliances

Revenue from MobiKEY devices and appliances, ruggedized computing devices and accessories, license plate recognition equipment and accessories for the three months ended Sep 30, 2023 was \$3,369,970, representing a decrease of \$2,148,888 from \$5,518,858 for the same period in 2022. The decrease is reflective of the variability and the transactional nature of device revenue.

Devices and appliance revenue as a percentage of total revenue represents 81% of total revenue for the current period compared to 75% for the prior year period.

Other revenue

Other revenue for the three months ended Sep 30, 2023 was \$5,351, representing an increase of \$2,804 compared to \$2,547 for the same period in 2022.

Gross Profit

Gross profit is revenue minus the cost of revenue. The cost of revenue includes the cost of our devices and appliances sold to clients, the cost to operate and maintain the Route1 MobiNET platform, the cost to install video capture technology at our client locations, and the cost of shipping and packaging.

The cost of revenue for the three months ended Sep 30, 2023 was \$2,998,016, representing a decrease of \$1,844,470 from \$4,842,846 for the same period in 2022. The decrease in cost of revenue is a result of a decrease in corresponding devices and appliances sales.

Gross profit for the three months ended Sep 30, 2023 was \$1,524,642 or 34% of gross revenue, representing a decrease of \$479,916 from a gross profit of \$2,004,558 or 29% of gross revenue for the same period in 2022.

Expenses

Operating expenses consist of general administration, research and development, and selling and marketing. Operating expenses for the three months ended Sep 30, 2023 were \$1,542,285, representing a decrease of \$259,778 from \$1,802,063, for the same period in 2022.

General administration

General administration expenses consist primarily of salaries and benefits for administrative staff, professional fees, rent, telephone, computer related expenses, directors' fees, insurance, public company and

regulatory costs, depreciation and amortization and other indirect costs.

General administration expenses for the three months ended Sep 30, 2023 were \$1,227,203 representing a decrease of \$20,163 from \$1,247,186 for the same period in 2022. The majority of the change can be summarized as follows:

- Depreciation and amortization decreased by approximately \$26,000
- Salaries, wages and employee benefit costs increased by approximately \$39,000
- Director fees decreased by approximately \$22,000 due to decreased compensation rates paid to directors and the number of directors serving on Route1's board.
- Professional fees decreased by approximately \$23,000.
- Legal fees increased by approximately \$39,000.
- Other expenses decreased by approximately \$29,000.

Research and development

Research and development expenses consist of salaries and benefits for the research and development department, and other professional fees associated with development work.

Research and development expenses for the three months ended Sep 30, 2023 were \$36,434, representing a decrease of \$84,993 from \$121,427 for the same period in 2022. The majority of the change can be summarized as follows:

- Salaries, wages and employee benefit costs decreased by approximately \$106,000 as a result of a reduction in the number of employees amounting to \$90,000 and the capitalization of \$16,000 in costs related to the development of MobiKEY X.
- The SR&ED accrual, a negative expense, decreased by approximately \$21,000.

Selling and marketing

Selling and marketing expenses consist primarily of salaries and commissions, agent fees, marketing and trade shows, and travel and entertainment.

Selling and marketing expenses for the three months ended Sep 30, 2023 were \$278,828, representing a decrease of \$154,622 from \$433,450 for the same period in 2022. The majority of the change can be summarized as follows:

- Salaries, wages, commissions and employee benefit costs decreased by approximately \$152,000.
- Travel, meals and entertainment expense increased by approximately \$10,000.
- Third party marketing and communication costs, trade show fees and related expenses decreased by approximately \$13,000.

Other Items

Stock-based compensation

Stock-based compensation was \$12,303 for the three months ended Sep 30, 2023, a decrease of \$40,645 from \$52,948 for the same period in 2022. The contributing factor to the decreased expense was due to no options

being granted in fiscal year 2022 and 2023, resulting in a lower number of options vesting during the three months ended Sep 30, 2023 as compared to the same period in 2022.

Foreign exchange (loss) gain

Foreign exchange gains or losses are primarily attributable to fluctuations in the Canadian/U.S. dollar exchange rates on balance sheet items such as accounts receivable, accounts payable and bank accounts that are denominated in foreign currencies. The foreign exchange gain for the three months ended Sep 30, 2023 was \$86,581, representing an increase of \$92,872 from the loss of \$6,291 for the same period in 2022.

There was moderate volatility of the Canadian dollar against the U.S. dollar during the third quarter of 2023, from a high of \$1.3110 to a low of \$1.3684, and there was moderate volatility of the Canadian dollar against the U.S. dollar during the third quarter of 2022, from a high of \$1.2753 to a low of \$1.3726.

From time to time, the Company may enter into U.S. dollar forward contracts to mitigate possible foreign exchange risk. The timing and amount of foreign exchange contracts are estimated based on existing or anticipated sales, current conditions in the Company's markets, the estimated timing of payments denominated in Canadian dollars and the Company's past experience. The Company's policy is not to utilize financial instruments for trading or speculative purposes. There were no such forward contracts outstanding as of Sep 30, 2023.

Comprehensive Income (Loss) After Taxes

The comprehensive loss for the three months ended Sep 30, 2023 was \$110,922, representing a decrease of \$383,709 from comprehensive income of \$272,787 for the same period in 2022.

COMPARISON FOR THE NINE MONTHS ENDED SEP 30, 2023 AND 2022

Revenue for the nine months ended Sep 30, 2023 was \$13,281,436, representing a decrease of \$5,375,736 from \$18,657,172, for the same period in 2022. The comparison, discussed by segment, is as follows:

Subscription Revenue and Services

Revenue from the subscription revenue and services segment includes: (a) application software subscription-based revenue; (b) appliance licensing (c) yearly support or maintenance; (d) technology as a service ("TaaS") under term contracts; and (e) turn-key engineering services.

For the nine months ended Sep 30, 2023, revenue from the subscription revenue and services segment was \$3,391,894, representing a decrease of \$1,699,459 from \$5,091,353 for the same period in 2022. The decrease was the result of decreased MobiKEY subscription revenue.

Subscription revenue and services, as a percentage of total revenue, represented 26% for the current period as compared to 27% for the prior year period.

Devices and Appliances

Revenue from MobiKEY devices and appliances, ruggedized computing devices and accessories, license plate recognition equipment and accessories for the nine months ended Sep 30, 2023 was \$9,881,469, representing a decrease of \$3,669,329 from \$13,550,798 for the same period in 2022. The decrease is reflective of the variability in device revenue.

Devices and appliances revenue as a percentage of total revenue represents 74% of total revenue for the current period compared to 73% for the prior year period.

Other revenue

Other revenue for the nine months ended Sep 30, 2023 was \$8,073 compared to \$15,021 for the same period in 2022.

Gross Profit

Gross profit is revenue minus the cost of revenue. The cost of revenue includes the cost of our devices and appliances sold to clients, the cost to operate and maintain the Route1 MobiNET platform, the cost to install video capture technology at our client locations, and the cost of shipping and packaging.

The cost of revenue for the nine months ended Sep 30, 2023 was \$8,905,186 representing a decrease of \$3,524,911 from \$12,430,097, for the same period in 2022. The decrease in cost of revenue is a result of a decrease in corresponding devices and appliances sales.

Gross profit for the nine months ended Sep 30, 2022 was \$4,376,250 or 33% of gross revenue, representing a decrease of \$1,850,825 from a gross profit of \$6,227,075 or 33% of gross revenue for the same period in 2022.

Expenses

Operating expenses consist of general administration, research and development, and selling and marketing. Operating expenses for the nine months ended Sep 30, 2023 were \$4,880,627, representing a decrease of \$905,040 from \$5,785,667 for the same period in 2022.

General administration

General administration expenses consist primarily of salaries and benefits for administrative staff, professional fees, rent, telephone, computer related expenses, directors' fees, insurance, public company and regulatory costs, depreciation and amortization and other indirect costs.

General administration expenses for the nine months ended Sep 30, 2023 were \$3,806,628, representing a decrease of \$83,852 from \$3,890,480, for the same period in 2022. The majority of the change can be summarized as follows:

- Depreciation and amortization expense decreased by approximately \$15,000.
- Salaries, wages and employee benefit costs increased by approximately \$95,000
- Director fees decreased by approximately \$116,000 due to decreased compensation rates paid to directors and the number of directors serving on Route1's board.
- Professional fees decreased by approximately \$27,000.
- Rent decreased by approximately \$24,000.
- Accounting and tax services costs increased by approximately \$13,000.
- Legal fees increased by approximately \$38,000.
- Other expenses decreased by approximately \$49,000.

Research and development

Research and development expenses consist of salaries and benefits for the research and development department, and other professional fees associated with development work.

Research and development expenses for the nine months ended Sep 30, 2023 were \$95,458, representing a decrease of \$505,191 from \$600,649, for the same period in 2022. The majority of the change can be summarized as follows:

- Salaries, wages and employee benefit costs decreased by approximately \$544,000 as a result of a reduction in the number of employees amounting to \$466,000 and the capitalization of \$78,000 in costs related to the development of MobiKEY X.
- The SR&ED accrual, a negative expense, decreased by approximately \$39,000.

Selling and marketing

Selling and marketing expenses consist primarily of salaries and commissions, agent fees, marketing and trade shows, and travel and entertainment.

Selling and marketing expenses for the nine months ended Sep 30, 2023 were \$978,542 representing a decrease of \$315,996 from \$1,294,538 for the same period in 2022. The majority of the change can be summarized as follows:

- Salaries, wages, commissions and employee benefit costs decreased by approximately \$361,000.
- Travel, meals and entertainment expense increased by approximately \$26,000.
- Third party marketing and communication costs, trade show fees and related expenses increased by approximately \$18,000.

Other Items

Stock-based compensation

Stock-based compensation was \$68,677 for the nine months ended Sep 30, 2023, a decrease of \$141,507 from \$210,184 for the same period in 2022. The contributing factor to the decreased expense was the lower number of options vesting during the nine months ended Sep 30, 2023 as compared to the same period in 2022.

Foreign exchange (loss) gain

Foreign exchange gains or losses are primarily attributable to fluctuations in the Canadian/U.S. dollar exchange rates. The loss attributable to foreign exchange translation on balance sheet items such as Accounts Receivable, Accounts Payable and bank accounts denominated in foreign currencies was \$30,483 for the nine months ended Sep 30, 2023, an increased loss of \$11,105 from a loss of \$19,378 for the same period in 2022.

There was moderate volatility of the Canadian dollar against the U.S. dollar during the first two quarters of 2023, from a high of \$1.3110 to a low of \$1.3840, and there was moderate volatility of the Canadian dollar against the U.S. dollar during the first three quarters of 2022, from a high of \$1.2451 to a low of \$1.3856.

From time to time, the Company may enter into U.S. dollar forward contracts to mitigate possible foreign exchange risk. The timing and amount of foreign exchange contracts are estimated based on existing or anticipated sales, current conditions in the Company's markets, the estimated timing of payments denominated in Canadian dollars and the Company's past experience. The Company's policy is not to utilize financial instruments for trading or speculative purposes. There were no such forward contracts outstanding as of Sep 30, 2023.

Comprehensive Income After Taxes

Comprehensive loss for the nine months ended Sep 30, 2023 was \$996,577, representing a decrease of \$1,268,440 from comprehensive income of \$271,863 for the same period in 2022.

SUMMARY OF QUARTERLY RESULTS

The following table sets out selected unaudited financial information of the Company on a consolidated basis for the last eight quarters. The information has been derived from the Company's quarterly unaudited interim condensed consolidated financial statements that, in management's opinion, have been prepared on a basis consistent with the consolidated annual financial statements and are reviewed and approved by the Company's Board of Directors. The Company's quarterly operating results have varied substantially in the past and may vary substantially in the future. Accordingly, the information below is not necessarily indicative of results for any future quarter.

As at and for the three-month periods ended (in thousands of Canadian dollars, except for per share data)	Sep 30 2023	Jun 30 2023	Mar 31 2023	Dec 31 2022	Sep-30 2022
STATEMENT OF OPERATIONS					
Revenue					
Subscription revenue and services	\$1,147	\$1,159	\$1,086	\$1,103	\$1,326
Devices and appliances	3,370	3,026	3,486	2,280	5,519
Other	5	(1)	3	5	3
Total revenue	4,523	4,184	4,575	3,388	6,847
Cost of revenue	2,998	3,011	2,897	2,032	4,843
Gross margin	1,525	1,174	1,678	1,356	2,005
Operating expenses					
General administration	1,227	1,248	1,332	1,319	1,247
Research and development	36	(34)	93	92	121
Selling and marketing	279	320	380	448	434
Total operating expenses	1,542	1,533	1,805	1,859	1,802
Operating profit (loss) before stock-based compensation	(17)	(359)	(128)	(503)	203
Stock-based compensation	12	(20)	(37)	(29)	(53)
Operating profit (loss) after stock-based compensation	(30)	(379)	(164)	(533)	150
Foreign exchange gain (loss)	(133)	(95)	(23)	30	(6)
Interest income (expense)	87	(142)	(115)	(84)	(81)
Asset disposal gain (loss)	7	8	-	(3)	-
Other income (expenses)	-	-	-	3	-
Total other income (expenses)	(39)	(228)	(137)	(54)	(88)
Total income (loss) for the period before income tax expense	(69)	(608)	(301)	(586)	62
Income tax recovery (expense)	(1)	(18)	(2)	(1,140)	2
Total income (loss) for the period after income tax expense	(70)	(625)	(303)	(1,726)	64
Other comprehensive income					
Foreign currency translation gain (loss)	(41)	41	2	(41)	209
Comprehensive income (loss)	(\$111)	(\$584)	(\$302)	(\$1,767)	\$273
Basic and diluted earnings (loss) per share	(\$0.00)	(\$0.01)	(\$0.01)	(\$0.04)	\$0.00
Adjusted EBITDA	\$297	(\$27)	\$219	(\$142)	\$543
CASH FLOW INFORMATION					
Operating activities	\$327	\$240	\$42	\$233	(\$350)
Investing activities	15	(146)	(215)	-	(1)
Financing activities	(344)	(147)	175	(118)	88
Net cash inflow (outflow)	(3)	(53)	2	115	(263)
Consolidation currency adjustment	(1)	(1)	0	(139)	67
Cash, beginning of period	27	81	79	103	\$299
Cash, end of period	\$23	\$27	\$81	\$79	\$103
BALANCE SHEET INFORMATION					
Working capital	(\$4,851)	(\$4,920)	(\$4,309)	(\$3,924)	(\$4,184)
Total assets	\$10,678	\$10,571	\$11,018	\$12,355	\$14,826
Shareholders' equity	\$838	\$936	\$1,500	\$1,765	\$3,209

The Company's revenue and financial results are difficult to forecast and have historically fluctuated on a quarterly basis. It is expected that quarterly revenue and financial results will become more stable than previously; however, revenues may continue to fluctuate as the Company grows its revenues and customer base. Fluctuations in results are related to the growth of the Company's revenue, the timing of revenue being recognized and sales to customers, who may place large single orders in any one quarter, the timing of staffing and infrastructure additions to support growth and future acquisitions.

LIQUIDITY AND CAPITAL RESOURCES

Management continually assesses liquidity in terms of the ability to generate sufficient cash flow to fund the business. Net cash flow is affected by the following items: (i) operating activities, including fluctuations in the levels of accounts receivable, inventory, prepaid expenses, accounts payable and contract liability; (ii) investing activities including the purchase of capital assets; and (iii) financing activities including the issuance of and/or repurchase of capital stock.

Cash used in operating activities

Cash generated by the day-to-day operations for the three months ended Sep 30, 2023 was \$277,798 compared to cash generated of \$477,781 in the same period of 2022, representing a decrease of \$199,983. Cash generated by non-cash working capital was \$48,909 for the three months ended Sep 30, 2023 compared to cash used of \$827,906 a year earlier, representing an increase of \$876,815. The net cash generated by operating activities for the three months ended Sep 30, 2023 was \$326,707 compared to cash used of \$350,125 in the same period in 2022, representing an increase in cash generated of \$676,832.

Cash generated by the day-to-day operations for the nine month period ended Sep 30, 2023 was \$130,205 compared to cash generated of \$1,239,352 in the same period of 2022, representing a decrease of \$1,109,147. Cash generated by non-cash working capital was \$477,982 for the nine month period ended Sep 30, 2023 compared to cash used of \$870,376 a year earlier, representing an increase of \$1,348,358. The net cash generated by operating activities for the nine-month period ended Sep 30, 2023 was \$608,187 compared to cash generated of \$368,976 in the same period in 2022, representing an increase in cash generated of \$239,211.

Cash used in investing activities

Cash generated in investing activities for the three months ended Sep 30, 2023 was \$14,656 compared to cash used of \$1,431 in the same period in 2022, representing an increase in cash generated in investing activities of \$16,087.

Cash used in investing activities for the nine-month period ended Sep 30, 2023 was \$346,262 compared to cash generated of \$530 in the same period in 2022, representing a decrease of \$346,792.

Cash generated in financing activities

Cash used in financing activities was \$344,106 for the three months ended Sep 30, 2023 compared to cash generated of \$88,138 for the same period in 2022, an increase in cash used in financing activities of \$432,244.

Cash used in financing activities was \$315,588 for the nine-month period ended Sep 30, 2023 compared to cash used of \$339,600 for the same period in 2022, a reduction in cash used in financing activities of \$24,012.

The Company's sales growth is now tied to its core services and engineering competencies with the goal of reducing its dependency on original equipment manufacturers ("OEM") and the cyclical nature of supply chain and manufacturing disruptions, and addressing the strong enterprise and government trend to move desktop computing to applications accessed in the cloud.

Route1 is emphasizing its turn-key engineering services for clients using video and sensor capture technology to deliver real-time, secure actionable intelligence. The Company amplifies its customers' return on investment by driving outcomes through the application of advanced technological solutions and by leveraging its expertise in video intelligence data.

Route1 currently is or intends to be active with its turn-key engineering and professional services to support clients investing in video and sensor capture technologies including automated license plate readers (ALPR), surveillance video, body worn cameras and drones. Further, the Company may expand on its capability to support clients adopting access control technology. Genetec will continue to be an important technology partner for Route1.

The Company's need for capital includes items such as computer hardware and software, expenditures to support sales, marketing and general administration activities and working capital. The Company has financed its cash and/or capital requirements through operating cash flow, bank and other indebtedness and the issuance of equity.

The Company's credit facility consists of a revolving demand facility in the amount of \$1,225,000 (December 31, 2022 - \$1,225,000) and a \$150,000 credit card facility (December 31, 2022 - \$150,000). The operating facility carries an interest rate equal to the lender's prime rate of interest plus 1.5% (December 31, 2022 – prime rate of interest plus 1.5%). As at September 30, 2023, the interest rate was 8.7% (December 31, 2022 – 7.95%). The credit facility is secured by the assets of Route1 Inc. and guaranteed by GMI. As at September 30, 2022, the balance drawn on the revolving demand facility was \$1,225,000 (December 31, 2022 - \$1,175,000).

The Company's wholly owned subsidiary, PCS, has an asset-based revolving credit facility in the amount of US \$1,500,000. The facility carries an interest rate of 50 basis points over the prime rate published daily in the Wall Street Journal. As at September 30, 2023, the interest rate was 9% (December 31, 2022 – 8%). The availability under the facility is based on a percentage of the aggregate of certain accounts receivable and inventory. The facility is secured by the assets of PCS and is guaranteed by the Company and a wholly owned subsidiary of the Company. As at September 30, 2023, the balance drawn on the revolving demand facility was \$1,592,693 (December 31, 2022 - \$1,245,162). PCS is required to maintain a Fixed Charge Coverage Ratio equal to or greater than 1.10:1; the covenant was met as of December 31, 2022.

In the normal course of business operations of GMI, PCS and DSM, the Company may be required to guarantee certain trade payables to the value-added distributors from which GMI and PCS purchase product to sell to their customers. Such guarantees would be enforced only if GMI, PCS or DSM could not pay the

distributor for goods acquired from such distributor and the amounts under such guarantees would vary from time to time based on the volume of purchases from the particular distributor. The Company has entered into these continuing, unconditional guarantees with several of the larger vendors/suppliers to GMI and PCS.

In the normal course of operations, GMI and PCS may enter into continuing purchase money security interests with distributors and original equipment manufacturers. These security interests relate specifically to the products purchased from each distributor and original equipment manufacturer and the amounts secured will vary from time to time with purchases.

INVENTORY

On a quarterly basis or when necessary, management reviews the carrying value of inventory. Inventory is valued at the lower of cost and net realizable value, which is the estimated selling price in the ordinary course of business less the estimated costs of completion and estimated costs necessary to make the sale. For the quarter and nine-month periods ended Sep 30, 2023 and 2022, management determined no adjustment to the carrying value was required.

RELATED PARTY TRANSACTIONS

The Company has directors and officers who are considered related parties. The Company had the following transactions and/or outstanding amounts with related parties. All transactions are recorded at their exchange amounts.

- The Company incurred expenses payable to and on behalf of the independent members of the Board of Directors of \$53,538 for the quarter (September 30, 2022 - \$75,422) and for the nine-month period ended September 30, 2023 \$168,072 (September 30, 2022 - \$283,622). These transactions are in the normal course of operations and are paid or payable for directorship services. As at September 30, 2023, accrued liabilities included \$247,236 owing to directors (September 30, 2022 - \$278,778). The Company also incurred stock-based compensation expense related to stock options granted to directors in the amount of \$286 and \$9,118 respectively for the quarter and nine-month periods ended September 30, 2023 (September 30, 2022 - \$10,253 and \$53,817).
- The Company made payments (including HST) to Chodos Capital Group Inc. for management services provided by Mr. Peter Chodos, a director and the former Chief Financial Officer of the Company, in the amount of \$63,563 for the quarter ended September 30, 2023 (September 30, 2022 – 72,575) and for the nine-month period ended September 30, 2023 \$188,569 (September 30, 2022 – 233,035). The Company also incurred stock-based compensation expenses related to stock options granted to Mr. Chodos in the amount of \$3,783 and \$17,778 respectively for the quarter and nine-month periods (September 30, 2022 –17,154
- The Company made payments to or incurred expenses for key management employees (President and Chief Executive Officer, Chief Operating Officer and Chief Financial Officer) in the quarter and nine-month period ended September 30, 2023 as follows, with 2022 comparatives:

	Three months ended September 30, 2023	Three months ended September 30, 2022	Nine months ended September 30, 2023	Nine months ended September 30, 2022
Short-term employee benefit	\$158,443	\$188,555	\$547,857	\$560,342
Stock-based compensation expense	\$1,070	\$16,599	\$22,128	\$71,454
	\$159,513	\$205,154	\$569,985	\$631,769

CRITICAL ACCOUNTING ESTIMATES

The consolidated financial statements have been prepared in accordance with IFRS. Management makes certain estimates and relies on certain assumptions relating to reporting the Company's assets and liabilities as well as operating results in order to prepare the audited financial statements in conformity with IFRS. On an on-going basis, the Company evaluates its estimates and assumptions including those related to revenue, the valuation of accounts receivable, the estimation of useful lives of the various classes of capital assets, the valuation of assets acquired in business combinations, stock-based compensation expense, and the measurement of income tax valuation allowances. Actual results could differ from those estimates, which are as follows:

- The Company's revenue is derived from (i) sales of its own hardware (i.e. MC3 device, the MobiKEY Fusion3 device and PocketVault P-3X device), and recurring revenue support contracts and subscription software applications (i.e. MobiKEY application software); and (ii) the resale of ruggedized computing devices and related accessories and services, as well as license plate recognition hardware and related services. The Company recognizes revenue in accordance with IFRS 15.
- In the determination of the valuation of accounts receivable, including the allowance for doubtful accounts, the Company relies on current customer information, payment history and trends as well as future business and economic conditions.
- The determination of inventory obsolescence allowance.
- The estimation of useful lives of the various classes of capital assets is based upon history and experience of similar assets within each class.
- The Company estimates the value of the assets acquired in the business combinations on the basis of fair value to the ongoing operations of the acquired business.
- The fair value of stock options is based on certain estimates applied to the Black-Scholes option-pricing model as disclosed in the Company's financial statements.
- The recognition of SRED tax credits and government grants (if any).
- The recoverable amount of the cash generate units based on discounted future cash flow projections.
- The measurement of the income tax valuation allowance is based upon estimates of future taxable income and the expected timing of reversals of temporary differences.

NEW STANDARDS ADOPTED

At the date of the authorization of the consolidated financial statements for the nine-month period ended Sep 30, 2023, several new, but not yet effective Standards and amendments to existing Standards, and Interpretations have been published by the IASB. None of these Standards or amendments to existing Standards have been adopted early by the Company.

Management anticipates that all relevant pronouncements will be adopted for the first period beginning on or after the effective date of the pronouncement. New Standards, amendments and Interpretations not adopted in the current year have not been disclosed as they are not expected to have a material impact to the Company's consolidated financial statements.

FINANCIAL INSTRUMENTS

Establishing fair value

The carrying amount of financial instruments including cash and cash equivalents, accounts receivable, other receivables, bank indebtedness and accounts payable and other liabilities approximates fair value because of the short-term nature of these instruments.

The Company has an earn-out provision from the acquisition of SpyruS on September 15, 2021 which could require a payment to the previous owners of SpyruS should the gross profit exceed certain targets. It is not anticipated that any payouts will be required under this provision.

The following table sets out the classification, carrying amount, and fair value of the Company's financial assets and liabilities as at September 30, 2023 and December 31, 2022:

	Sep 30, 2023		December 31, 2022	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
FINANCIAL ASSETS				
Cash and cash equivalents	\$23,125	\$23,125	\$78,505	\$78,505
Accounts receivable	\$2,687,736	\$2,687,736	\$1,861,553	\$1,861,553
FINANCIAL LIABILITIES				
Bank indebtedness	\$2,817,693	\$2,817,693	\$2,420,162	\$2,420,162
Accounts payable and other liabilities	\$4,179,639	\$4,179,639	\$4,591,024	\$4,591,024
Notes payable	\$325,000	\$325,000	\$367,776	\$367,776

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

A fair value measurement of a non-financial asset considers a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

FINANCIAL INSTRUMENTS - RISK MANAGEMENT

The Company has exposure to credit risk, liquidity risk and market risk associated with its financial assets and liabilities. The Board has overall responsibility for the establishment and oversight of the Company’s risk management framework. The Board has established the Audit Committee which is responsible for monitoring the Company’s compliance with risk management policies. The Audit Committee regularly reports to the Board on its activities.

The Company’s risk management program seeks to minimize potential adverse effects on the Company’s financial performance and ultimately shareholder value. The Company manages its risks and risk exposures through a system of internal controls and sound business practices.

The Company’s financial instruments and the nature of the risks to which they may be subject are set out in the following table:

	Credit	Liquidity	Foreign Exchange	Interest Rate
Cash and cash equivalents	Yes		Yes	Yes
Accounts receivable	Yes		Yes	
Other receivables	Yes		Yes	
Bank indebtedness		Yes	Yes	Yes
Accounts payable and other liabilities		Yes	Yes	
Notes payable		Yes	Yes	

Credit risk

Credit risk arises from cash held with banks and credit exposure to customers, including outstanding accounts and other receivables. The maximum exposure to credit risk is equal to the carrying value (net of allowances) of the financial assets. The objective of managing credit risk is to prevent losses on financial assets. The Company assesses the credit quality of counterparties, considering their financial position, past experience and other factors. During the quarter ended September 30, 2023, the largest single customer represented approximately \$1,246,364 of revenue (September 30, 2022 - \$2,251,588).

Cash and cash equivalents consist of bank balances. Credit risk associated with cash is minimized substantially by ensuring that these financial assets are held in highly rated financial institutions. At September 30, 2023, the Company had cash consisting of deposits with a Schedule 1 bank in Canada, a large money centre bank in the U.S. and one large regional bank in the U.S. of \$23,125 (December 31, 2022 - \$78,505).

Accounts receivable consist primarily of accounts receivable from invoicing for subscriptions, devices and services. Other receivables consist primarily of unbilled accounts receivable, marketing development funds, and sales tax refunds to be received. The Company’s credit risk arises from the possibility that a customer which owes the Company money is unable or unwilling to meet its obligations in accordance with the terms and conditions in the contracts with the Company, which would result in a financial loss for the Company. This risk is mitigated through established credit management techniques, including monitoring customer’s creditworthiness, setting exposure limits and monitoring exposure against these customer credit limits.

The Company measures a loss allowance based on the lifetime expected credit losses. Lifetime expected credit losses are estimated based on factors such as the Company’s past experience of collecting payments, the number of delayed payments in the portfolio past the average credit period, observable changes in national or local economic conditions that correlate with default on receivables, financial difficulty of the borrower, and it becoming probable that the borrower will enter bankruptcy or financial re-organization. Financial assets are written off when there is no reasonable expectation of recovery. Subsequent recoveries of amounts previously written off reduce other expenses in the statement of comprehensive income. As at September 30, 2023, the largest single customer’s account receivable represented \$1,310,404 (December 31, 2022 - \$304,532) of the total accounts receivable. This account receivable has not been collected subsequent to the end of the period.

The following table outlines the details of the aging of the Company’s accounts receivables as at September 30, 2023 and December 31, 2022:

	September 30, 2023	December 31, 2022
Current	\$2,001,710	\$1,138,949
Past due		
1 – 60 days	490,616	433,974
Greater than 60 days	195,410	288,630
Total accounts receivable, net	\$2,687,736	\$1,861,533

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company’s objective in managing liquidity risk is to maintain sufficient readily available reserves in order to meet its liquidity requirements at any point in time. In order to meet its financial liabilities, the Company has primarily relied and expects to continue to rely primarily on collecting its accounts receivable as they come due.

The Company’s ability to manage its liquidity risk going forward will require some or all of the following: the ability to generate positive cash flows from operations and secure capital and/or credit facilities on reasonable terms in the current marketplace. The following table details the Company’s contractual maturities for its financial liabilities, including interest payments and operating lease commitments, as at September 30, 2023:

	2023	2024	2025 and beyond	Total
Accounts payable and other liabilities	\$4,179,643	\$-	\$-	\$4,179,643
Notes payable	70,000	359,994	-	429,994
Lease commitments	126,601	510,996	1,031,779	1,669,376
	\$4,376,244	\$870,990	\$1,031,779	\$6,279,013

Bank indebtedness does not have a contractual maturity and as such has not been included in the above table.

Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates and interest rates will affect the fair value of recognized assets and liabilities or future cash flows or the Company's results of operation.

Foreign exchange

The functional currency of the parent company is Canadian dollars and the reporting currency is Canadian dollars. As at September 30, 2023, the Company had non-Canadian dollar net monetary liabilities of approximately US \$1,741,849 (September 30, 2022 – liabilities of approximately US \$1,065,315). An increase or decrease in the U.S. to Canadian dollar exchange rate by 5% as at September 30, 2022 would have resulted in a gain or loss in the amount of \$117,749 (September 30, 2022 – gain or loss of \$73,011).

Interest rate

The Company has cash balances and bank indebtedness which may be exposed to interest rate fluctuations. At September 30, 2023, cash balances were \$23,125 (December 31, 2022 - \$78,505) and bank indebtedness was \$2,817,693 (December 31, 2022 – \$2,420,162).

SHARE REPURCHASE PROGRAM

On September 28, 2021, the Company received approval from the TSX Venture Exchange to make a Normal Course Issuer Bid ("2021 NCIB"). The 2021 NCIB permitted the Company to purchase for cancellation up to 5% of the common shares in the public float. The maximum number of shares allowed for repurchase was 1,985,473. Purchases under the 2021 NCIB occurred during the 12-month period that commenced September 28, 2021 and ended September 27, 2022. For the period January 1, 2022 to September 27, 2022, the Company purchased no shares for cancellation under the 2021 NCIB.

SHARE CAPITAL AND OPTIONS

The Company's authorized share capital consists of the following:

- Unlimited number of common shares with voting rights and no par value.
- Unlimited number of non-cumulative, non-voting first preferred shares with no fixed dividend rate, issuable in series.
- Unlimited number of non-cumulative, non-voting second preferred shares with no fixed dividend rate, issuable in series.
- Unlimited number of non-cumulative, non-voting Series A first preferred shares with no fixed dividend rate, issuable in series and convertible into common shares at the option of the holder on a one-for-one basis at any time after October 31, 2000.

	Number of Common Shares	Common Shares \$
Balance, January 1, 2022	39,709,463	\$23,700,961
Share repurchase costs	-	(1,170)
Share issuance costs	-	(5,698)
Shares issued December 14, 2022	2,787,693	300,177
Balance, December 31, 2022	42,497,156	\$23,994,270
Balance, September 30, 2023	42,497,156	\$23,994,270

- There are 2,075,000 (December 31, 2022 – 2,925,000) common share purchase options (“Options”) outstanding to acquire 2,075,000 (December 31, 2022 – 2,925,000) common shares at various prices.

OFF-BALANCE SHEET ARRANGEMENTS

As of Sep 30, 2023, there are no off-balance sheet arrangements.

RISK FACTORS AND UNCERTAINTY

Although management has a positive outlook for the Company and continually improves and adapts the Company’s risk mitigation strategies, operating in the technology industry inherently involves a certain level of risk and uncertainty. In management’s opinion, the following risk factors, among others, should be considered when evaluating the Company’s business and its results of future operations:

- Management’s ability to secure additional financing, if needed, on reasonable terms. Access to such financing on acceptable commercial terms will be dependent on the timing of recognition and receipt of cash from our current receivables and contracts, on our ability to demonstrate execution of our business strategy and the general condition of the credit and/or equity markets. Such additional financing may be dilutive in nature to existing shareholders.
- The Company’s access to credit or capital could be restricted based on an economic downturn that would restrict credit availability worldwide and could also impact its ability to continue operations.
- A portion of the Company’s projected revenue in the short-term is tied to approximately US \$0.4 million in renewals from MobiKEY application software subscriptions with one or more U.S. Government (“USG”) accounts. If one or more USG accounts were to discontinue their relationship with the Company, such events could have a material adverse impact on the Company’s operating results and financial condition.
- The Company’s revenues are derived primarily from the United States and, with respect to MobiKEY application software subscriptions, from U.S. federal governmental agencies and departments as well as state and local governments and agencies. With a change in administration, governmental agencies and departments often defer material changes in their operations and purchases of products and services until a new cabinet is appointed, the political direction is confirmed and agency leadership is appointed. This deferral and possible change in political direction following an election could have a material adverse effect on the prospects, operations and results of operations of the Company.
- The current U.S. President has publicly supported certain policies, including those related to changes to international trade agreements and policies favoring U.S. persons and companies. There is continued uncertainty as to which measures and policies will be maintained by the United States

government, governmental agencies and departments in 2022 and beyond. Certain of these measures, including trade and tariff uncertainty, could have a material and adverse effect on the Company.

- Certain Chief Information Officers of governmental agencies in the United States are required to resign following the election of a new President. There is no assurance that a resigning Chief Information Officer will be reappointed or that a newly appointed Chief Information Officer will be supportive (or continue to be supportive) of the Company's products and services. A change in the senior officers and decision makers in the U.S. government and its agencies could have a material adverse effect on the Company.
- In addition to the risks discussed above and as a consequence of this transition process, the confirmation of the approval and/or renewal of the Company's products and services could be delayed and/or not subject to the approval process experienced in the past and that such delay and/or change in process will make it difficult for the Company to effectively forecast revenues and to plan and budget its operations and this could have a material adverse effect on the Company.
- Funding of the United States government is a complex and contentious process and may result in temporary funding of government through continuing resolutions or government shutdowns. Such circumstances may result in delays in sales and renewals of existing contracts with government agencies.
- The Company's ability to collect payment on a timely basis for products and services delivered may have a material adverse impact on the Company's liquidity position.
- Third-party claims for infringement of intellectual property rights by Route1, and the outcome of any litigation with respect thereto, may harm the Company's competitive advantage in the secure remote access industry;
- Should Route1 be unable to successfully obtain patent or other proprietary or statutory protection for its technologies and products, the Company's competitive advantage in the secure remote access industry may be harmed;
- Route1's ability to obtain rights to use certain software or components which are supplied by third parties may not be sufficient to support future sales volumes;
- Should Route1 be unable to run efficient and uninterrupted operation of its MobiNET platform, such inability could impact on the credibility of the Company's product and services;
- Should Route1 be unable to establish new customers, and to build on its existing customer base, such inability could also slow the Company's continued growth;
- Should Route1 be unable to integrate acquired businesses successfully, such inability could have an adverse effect on the Company;
- The occurrence of a breach or perception of a breach of Route1's secure product and service offering may have an impact on the credibility of the Company's product and services;
- The inappropriate disclosure of confidential information of the Company may have an impact on the credibility of the Company's product and services;
- Competition, both with existing providers as well as with any future providers entering the marketplace, within the secure remote access industry may hamper future sales growth;
- Route1's reliance on its suppliers and the risk that suppliers will not be able to deliver required components on a timely basis may slow future sales growth;
- Any future government(s) regulation of the secure remote access industry, including but not limited to restrictions on encryption of the MobiKEY device and the MobiNET platform may limit future growth;

- Any significant economic downturn in geographic areas where Route1 engages in business activities may cause those government agencies to reduce discretionary budget spending in areas such as secure access solutions, and purchases of other services and products offered by the Company.
- Any delays in the budget approval process by the U.S. government may delay the procurement and spending in areas such as digital security solutions.
- The Company's rugged mobile technology solutions and license plate recognition business depends on a small group of large vendors from whom the Company purchases equipment to sell to end users. The Company expects that purchases will be delivered by the vendor on a timely basis. Any disruption in the supply chain could adversely affect the business.
- The Company is dependent on obtaining acceptable payment and credit terms with certain vendors. The lack of such terms could adversely affect the ability of the Company to purchase and sell product.
- The Company depends on purchasing product from its vendors at acceptable prices and being able to sell the product to end users at acceptable margins. Unfavorable variances in the prices from vendors and the prices paid by end users would have an adverse effect on the business.
- The Company resells its products and solutions to a wide variety of manufacturing companies and state and local governments. Any deterioration in the creditworthiness of the Company's customer base could have an adverse effect on the Company's ability to sustain the business without collecting the amounts due from customers.
- The Company resells its products and sells its solutions to state and local governments and law enforcement agencies. Any delay or decrease in funding of these entities would have an adverse impact on the Company's business.
- The products sold by the Company are subject to technological obsolescence. To the extent that the Company has non-current inventory, it could be subject to a loss on the sale or write-down of such old or obsolete inventory.
- Counterparties to purchase and sale agreements of businesses may be in breach of their representations and warranties or covenants to the Company requiring the Company to seek indemnification or other contractual or legal remedy.
- The majority of the Company's customers purchase product on a purchase-order basis. The Company is dependent on the strength of the economy as well as that of the customer and the customer's capital budget and ability to continue purchasing product sold by the Company.
- The Company ships its product to customers through third parties and price increases and transportation disruptions could adversely affect the business.
- The rugged mobile technology solutions business is highly competitive and profit margins can be adversely affected by a host of factors including the availability of sufficient working capital to operate the business. The required working capital may not be available to the Company on acceptable terms or in the amounts required to operate the business profitably.
- The Company records transactions in Canadian dollars and conducts business primarily in the United States. The volatility of the Canadian dollar against the U.S. dollar can impact financial results negatively should the Canadian dollar appreciate significantly.
- The Company is a Canadian corporation. While the Company has not yet been affected by the imposition of tariffs on various goods and services, any such tariffs may have an adverse impact on the Company's ability to be price competitive in the markets in which it operates.
- There is no assurance that any forward-looking statement will materialize. Unless otherwise indicated, forward-looking statements describe expectations as of the date of this document.

- Route1 disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Legal proceedings

In the course of operations, the Company may (i) be subject to litigation claims from customers, suppliers, patent holders, resellers and former employees and (ii) seek to enforce its intellectual and other property rights and rights to indemnification. A provision is recognized when the probability that the event will occur is greater than the probability that it will not. The Company regularly reviews any outstanding claims to see if they meet the criteria. A provision is calculated based on management’s best estimate of probable outflow of economic resources.

REVENUE INFORMATION

Revenue for the recurring revenue and services is reported as a contract liability on the statement of financial position and is recognized as earned revenue for the period in which the subscription and/or service is provided.

For the sale of devices, revenue or contract liability is recognized at the time transfer of ownership of the device occurs. At September 30, 2023, the Company had \$922,583 (December 31, 2022 \$1,007,402) in contract liabilities.

The following table provides a presentation of the Company’s revenue streams for the quarter ended September 30, 2023 and 2022:

	2023		2022	
	Revenue	% of Total	Revenue	% of Total
Subscription revenue and services	\$1,147,337	25.4	\$1,25,639	19.4
Devices and appliances	3,369,970	74.5	5,518,858	80.6
Other	5,351	0.1	2,547	0.00
	\$4,522,658	100.0	\$6,847,044	100.0

The following table provides a presentation of the Company’s revenue streams for the nine-month period ended September 30, 2023 and 2022:

	2023		2022	
	Revenue	% of Total	Revenue	% of Total
Subscription revenue and services	\$3,391,893	25.5	\$5,091,353	27.3
Devices and appliances	9,881,469	74.4	13,550,798	72.6
Other	8,074	0.1	15,021	0.1
	\$13,281,436	100.0	\$18,657,172	100.0

The following table provides a geographic presentation of the Company's revenue streams for the quarter ended September 30, 2023 and 2022:

	2023		2022	
	Revenue	% of Total	Revenue	% of Total
USA	\$4,283,190	94.7	\$6,789,142	99.1
Canada	239,468	5.3	57,902	0.9
	\$4,522,658	100.0	\$6,847,044	100.0

The following table provides a geographic presentation of the Company's revenue streams for the nine-month period ended September 30, 2023 and 2022:

	2023		2022	
	Revenue	% of Total	Revenue	% of Total
USA	\$12,561,263	94.6	\$18,472,618	99.0
Canada	720,173	5.4	184,554	1.0
	\$13,281,436	100.0	\$18,657,172	100.0

The following table provides a geographic presentation of the Company's right-of-use assets, furniture and equipment and intangible assets for the periods ending September 30, 2023 and December 31, 2022

	September 30, 2023		December 31, 2022	
	Assets	% of Total	Assets	% of Total
USA	\$2,464,901	71.0	\$3,965,705	90.4
Canada	989,876	29.0	419,532	9.6
	\$3,454,778	100.0	\$4,385,237	100.0

SUBSEQUENT EVENT

Not applicable.

ADDITIONAL INFORMATION

Additional information about Route1 is available from Route1's website at www.route1.com, the SEDAR website at www.sedar.com, or by request from Route1's head office at 8 King Street East, Suite 1801, Toronto, Ontario, Canada M5C 1B5 (telephone: (416) 848-8391).

See <https://www.route1.com/terms-of-use/> for notice of Route1's intellectual property.