



VirtualArmour International Inc.
Condensed Interim Consolidated Financial Statements
For the three and six months ended June 30, 2018 and 2017
(Unaudited - Expressed in U.S. Dollars)

Notice of no Auditor Review of Interim Financial Statements

Under National Instrument 51-102, Part 4, subsection 4.3(3)(a), if an auditor has not performed a review of the interim financial statements, they must be accompanied by a notice indicating that the financial statements have not been reviewed by an auditor.

The accompanying unaudited condensed interim consolidated financial statements of the Company have been prepared by and are the responsibility of the Company's management.

The Company's independent auditor has not performed a review of these financial statements in accordance with standards established by the Chartered Professional Accountants of Canada for a review of interim financial statements by an entity's auditor.

VirtualArmour International Inc.
Condensed Interim Consolidated Statements of Financial Position
As at June 30, 2018 and December 31, 2017
(Expressed in U.S. Dollars)

	Notes	June 30, 2018 \$ (unaudited)	December 31, 2017 \$
ASSETS			
Current			
Cash		191,173	46,795
Accounts receivable	3	2,453,665	727,618
Other receivables		-	44,300
Prepaid expenses		212,916	196,938
Total Current Assets		2,857,754	1,015,651
Office facilities and equipment	4	623,795	520,062
Intangible assets	5	69,261	77,175
Total Assets		3,550,810	1,612,888
LIABILITIES			
Current			
Accounts payable and accrued liabilities	6	3,249,885	2,821,038
Deferred revenue	11	184,497	80,105
Warrant derivative liabilities	7	-	2,589
Debt	8	66,795	-
Leases	9	246,092	154,580
Due to related parties	13	248,861	455,162
Total Current Liabilities		3,996,130	3,513,474
Leases	9	238,358	224,645
Total Liabilities		4,234,488	3,738,119
SHAREHOLDERS' DEFICIT			
Share capital	10	7,850,318	6,284,418
Contributed surplus		1,947,193	1,825,129
Deficit		(10,481,189)	(10,234,778)
Total Shareholders' Deficit		(683,678)	(2,125,231)
Total Liabilities and Shareholders' Deficit		3,550,810	1,612,888

Going concern (Note 1)

On behalf of the Board:

"Michael Panec"

"Russ Armbrust"

VirtualArmour International Inc.

Condensed Interim Consolidated Statements of Comprehensive Loss

For the three and six months ended June 30, 2018 and 2017

(Unaudited - Expressed in U.S. Dollars)

	Notes	Three months ended		Six months ended	
		2018	June 30 2017	2018	June 30 2017
		\$	\$	\$	\$
Revenue	11	4,003,090	2,673,310	7,270,743	5,831,292
Cost of sales	12	(2,918,624)	(2,202,249)	(5,267,609)	(4,821,402)
Gross Profit		1,084,466	471,061	2,003,134	1,009,890
Expenses	12				
General and administrative		522,415	253,968	948,198	682,769
Research and development		52,701	26,316	88,380	58,336
Sales and marketing		571,153	547,169	1,119,159	1,131,812
Total Expenses		1,146,269	827,453	2,155,737	1,872,917
Loss from Operations		(61,803)	(356,392)	(152,603)	(863,027)
Other Income (Expenses)					
Interest expense	8,13	(57,396)	(43,257)	(96,397)	(55,123)
Change in fair value of warrant derivative liabilities	7	-	(11,045)	2,589	17,626
Net and Comprehensive Loss for the period		(119,199)	(410,694)	(246,411)	(900,524)
Loss per share – basic and diluted	10(e)	(0.00)	(0.01)	(0.00)	(0.02)
Weighted average number of shares outstanding – basic		63,501,535	55,769,447	60,734,198	55,769,447

VirtualArmour International Inc.
Condensed Interim Consolidated Statements of Changes in Deficit
For the six months ended June 30, 2018 and 2017
(Unaudited - Expressed in U.S. Dollars)

	Common Shares / Membership Units #	Share Capital / Members' Contributions \$	Contributed Surplus \$	Deficit \$	Total \$
Balance, December 31, 2016	55,769,447	6,284,418	1,664,490	(8,443,857)	(494,949)
Share-based payments – vesting of options	-	-	6,179	-	6,179
Net loss	-	-	-	(900,524)	(900,524)
Balance, June 30, 2017	55,769,447	6,284,418	1,670,669	(9,344,381)	(1,389,294)

	Common Shares / Membership Units #	Share Capital / Members' Contributions \$	Contributed Surplus \$	Deficit \$	Total \$
Balance, December 31, 2017	55,769,447	6,284,418	1,825,129	(10,234,778)	(2,125,231)
Pursuant to offering under regulation A+	7,830,000	1,565,900	-	-	1,565,900
Share-based payments – vesting of options	-	-	122,064	-	122,064
Net loss	-	-	-	(246,411)	(246,411)
Balance, June 30, 2018	63,599,447	7,850,318	1,947,193	(10,481,189)	(683,678)

VirtualArmour International Inc.
Condensed Interim Consolidated Statements of Cash Flows
For the six months ended June 30, 2018 and 2017
(Unaudited - Expressed in U.S. Dollars)

	2018	2017
	\$	\$
Cash Flows (Used In) Provided By Operating Activities		
Net loss for the period	(246,411)	(900,524)
Items not involving cash:		
Depreciation and amortization	149,634	68,469
Share-based payments	122,064	6,179
Bad debt expense	7,366	-
Change in fair value of warrant derivative liabilities	(2,589)	(17,626)
Changes in non-cash working capital:		
Accounts receivable	(1,733,413)	329,512
Other accounts receivable	44,300	157,110
Prepaid expenses	(15,978)	(15,442)
Accounts payable and accrued liabilities	428,847	163,784
Deferred revenue	104,392	75,625
Net Cash Used in Operating Activities	(1,141,788)	(132,913)
Cash Flows (Used In) Provided By Investing Activities		
Purchase of office facilities and equipment	(17,996)	(36,759)
Net Cash Used In Investing Activities	(17,996)	(36,759)
Cash Flows (Used In) Provided By Financing Activities		
Proceeds from issuance of shares	1,565,900	-
Net Advances from line-of-credit / business loan arrangements	66,795	5,000
Repayment of leases	(122,232)	(42,320)
Due to related parties	(206,301)	189,375
Net Cash Provided By Financing Activities	1,304,162	152,055
Increase (Decrease) In Cash	144,378	(17,617)
Cash – Beginning of the Period	46,795	144,530
Cash – End of the Period	191,173	126,913
Non-cash Investing and Financing Activities		
Office facilities and equipment purchased under financing leases	227,456	-
Supplemental Cash Flow Disclosure		
Interest paid	87,746	47,405
Income taxes paid	-	-

VirtualArmour International Inc.
Notes to the Condensed Interim Consolidated Financial Statements
For the six months ended June 30, 2018 and 2017
(Unaudited - Expressed in U.S. Dollars unless otherwise stated)

1. Organization, Nature of Operations and Going Concern

VirtualArmour International Inc. (formerly VirtualArmor International Inc.) (“VA Intl” or the “Company”) was incorporated on March 4, 2015, in the State of Colorado. The registered office of the Company is 8085 S. Chester Street, Suite 108, Centennial, Colorado, United States. Effective October 25, 2016, the Company changed its name from VirtualArmor International Inc. to VirtualArmour International Inc. The Company sells advanced networking and cybersecurity products and solutions to large enterprise and service provider markets. The solutions provided by the Company run the full project life cycle from initial design, through professional and managed services. The Company delivers its products and services by working as a business partner with well-established and respected technology partners such as: Juniper Networks, IBM Security, Netskope, Palo Alto Networks and others. The Company’s shares trade on the Canadian Securities Exchange (the “CSE”) under the symbol “VAI” and its shares are listed on the OTCQB under the symbol “VTLR”.

The Company’s condensed interim consolidated financial statements are presented in U.S. dollars. The functional currency of the Company and all of its wholly-owned subsidiaries is the U.S. dollar.

These condensed interim consolidated financial statements have been prepared on a going concern basis which contemplates that the Company will continue in operation for the foreseeable future and will be able to realize its assets and discharge its liabilities in the normal course of business. The Company had a net loss of \$246,411 during the six months ended June 30, 2018. As of June 30, 2018, the Company has a working capital deficiency of \$1,138,376 and an accumulated deficit of \$10,481,189. A significant portion of the accumulated deficit is comprised of non-cash accounting expenses such as listing expense (\$4,166,285). The Company has funded losses with equity investment, external debt and related party advances, share issuances and working capital. The existence of these matters creates a material uncertainty that raises significant doubt about the Company’s ability to continue as a going concern. The continuation of the Company as a going concern is dependent upon the obtaining of financing necessary to continue operations and, ultimately, on sustaining profitable operations. These condensed interim consolidated financial statements do not include any adjustments relating to the recoverability and classification of recorded asset amounts, the amount and classification of liabilities and the reported revenue and expenses that would be necessary should the Company be unable to continue as a going concern.

2. Basis of Presentation

Statement of compliance

These condensed interim consolidated financial statements have been prepared in conformity with International Accounting Standard (“IAS”) 34, *Interim Financial Reporting*, using the same accounting policies as detailed in the audited financial statements of VA Intl for the year ended December 31, 2017. They do not include all the information required for a complete set of annual financial statements prepared in accordance with International Financial Reporting Standards (“IFRS”), as issued by the International Accounting Standards Board (“IASB”) and interpretations of the International Financial Reporting Interpretations Committee (“IFRIC”) and therefore should be read in conjunction with the audited consolidated financial statements for the year ended December 31, 2017.

These condensed interim consolidated financial statements were approved by the board of directors for issue on August 29, 2018.

Critical accounting judgments and estimates

The preparation of these condensed interim consolidated financial statements in accordance with IAS 1, Presentation of Financial Statements, requires management to make certain critical accounting estimates and to exercise judgment in applying the Company’s accounting policies. Estimates and judgments are continually evaluated based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. In the future, actual experience may differ from these estimates and assumptions. Critical accounting estimates include the determination of the fair value of share based payments and warrant derivative liabilities as well as the amount to recognize as an allowance for doubtful accounts.

Critical judgments in applying accounting policies that have the most significant risk of causing material adjustments to the carrying amounts of assets and liabilities include the accounting for revenue recognition, the assessment of the going concern assumption, the determination of impairment of financial and non-financial assets and determining whether contingent assets or liabilities exist.

VirtualArmour International Inc.
Notes to the Condensed Interim Consolidated Financial Statements
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The Company must apply judgment in the application of its revenue recognition accounting policy. Judgment is required in order to determine when the significant risks and rewards of ownership have been transferred to the buyer as well as the other criteria required to be assessed as part of the sale of goods. Rendering of services requires the Company to make considerable judgments as to whether the Company has the primary responsibility for providing services to the customer or whether the Company is acting as an agent.

Basis of consolidation

These consolidated financial statements include the financial statements of all subsidiaries subject to control by the Company, which include VirtualArmor LLC ("VA LLC") and VirtualArmor Capital Inc. ("VA Capital").

Control is achieved when the Company (i) has power over an investee, (ii) is exposed, or has rights, to variable returns from its involvement with the investee and (iii) has the ability to affect those returns through its power over an investee entity. Subsidiaries are fully consolidated from the date on which control is obtained and continue to be consolidated until the date that such control ceases. Intercompany balances, transactions and unrealized intercompany gains and losses are eliminated upon consolidation.

Adoption of new accounting standards

IFRS 15 - Revenues from Contracts with Customers

This is the first set of the Company's condensed interim consolidated financial statements where IFRS 15 has been applied. IFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognized. It replaced IAS 18 Revenue, IAS 11 Construction Contracts and related interpretations. On January 1, 2018, the Company has adopted the new accounting standard IFRS 15 to all contracts using the modified retrospective approach. The Company has concluded that there is no significant impact resulting from the application of the new revenue standard on its condensed interim consolidated financial statements.

Under IFRS 15, revenue is recognized when a customer obtains control of the goods or services and the Company satisfies its performance obligation. Revenue is allocated to each performance obligation. The Company considers the terms of the contract in determining the transaction price, which is based upon the amount the entity expects to be entitled to in exchange for the transferring of promised goods. The Company generates revenues primarily from sale of goods and rendering of managed security services. The details of the new significant accounting policies and the nature of the changes to previous accounting policies in relation to the Company's various goods and services are set out below.

i) Sale of hardware and software and product support subscriptions:

The software element of the sales is required to be purchased in order to enable the appropriate operation and functioning of the hardware, and it cannot be purchased as a standalone product or used in isolation. Under the new revenue standard, it is integral to the hardware and is combined with the hardware sales as one performance obligation and recognized on a gross basis and in line with the timing of the recognition of the hardware revenue.

The Company's revenue from the sale of goods continues to be recognized when products are delivered to the customer, which is also the moment when control of the products is transferred, and when there is no unfulfilled obligation that could affect the customer's acceptance of the products. Delivery occurs when the products have been shipped to the specific location and the risks of loss have been transferred to the customer who has accepted the products in accordance with the sales contract.

ii) Rendering of managed security services:

Under the new revenue standard, the Company's revenue from services continues to be recognized over the periods during which the services are rendered. Revenue is only recognized when the amount of revenue can be measured reliably, when it is probable that the economic benefits of the transaction will flow to the Company, when the stage of completion of the transaction at the end of the reporting period can be measured reliably, and when the costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

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Standards, amendments and interpretations not yet effective

The following new IFRSs have not been early adopted in these financial statements. Management does not intend to adopt these standards prior to the effective date and has not yet assessed the effect on the Company's future results and financial position of adopting these standards:

- i) IFRS 9, *Financial Instruments* (New; to replace IAS 39, *Financial Instruments: Recognition and Measurement*, and IFRIC 9, *Reassessment of Embedded Derivatives*), applicable January 1, 2018.
- ii) IFRS 16, *Leases*, applicable January 1, 2019.

Other accounting standards or amendments to existing accounting standards that have been issued but have future effective dates are either not applicable and/or are not expected to have a significant impact on the Company's financial statements.

3. Accounts Receivable

	June 30, 2018 \$	December 31, 2017 \$
Trade accounts receivable	2,727,977	1,035,449
Less: amounts transferred to third party	(283,312)	(307,831)
	2,444,665	727,618

On April 20, 2017, the Company entered into an Invoice Purchase Agreement with a third party (the "Purchaser") which provided the Company with working capital as well as credit and collections support for accounts receivable. The Purchaser is paid fees and interest as compensation for providing advances of up to 85% of the value of trade receivables. For the six months ending June 30, 2018, the Company incurred fees and interest of \$43,126.46, which has been expensed as incurred in interest expense. As at June 30, 2018, the Company had \$283,312 outstanding as advances from the Purchaser.

4. Office Facilities and Equipment

Cost	Computer equipment \$	Furniture and Fixtures \$	Total \$
Balance at December 31, 2017	1,253,653	43,790	1,297,443
Additions	245,453	-	245,453
Balance at June 30, 2018	1,499,106	43,790	1,542,896
Accumulated Depreciation			
Balance at December 31, 2017	744,241	33,140	777,381
Depreciation for the period	140,400	1,320	141,720
Balance at June 30, 2018	884,641	34,460	919,101
Carrying Amounts			
Balance at December 31, 2017	509,412	10,650	520,062
Balance at June 30, 2018	614,465	9,330	623,795

The depreciation expense recognized by the Company in each period presented is included in general and administrative expenses.

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5. Intangible Assets

Cost	Software Development Cost \$
Balance at December 31, 2017	126,561
Capital funding costs	-
Balance at June 30, 2018	126,561
Accumulated Depreciation	\$
Balance at December 31, 2017	49,386
Depreciation for the period	7,914
Balance at June 30, 2018	57,300
Carrying Amounts	
Balance at December 31, 2017	77,175
Balance at June 30, 2018	69,261

The depreciation expense recognized by the Company in each period presented is included in general and administrative expenses.

6. Accounts Payable and Accrued Liabilities

	June 30, 2018 \$	December 31, 2017 \$
Trade payables and accrued liabilities	2,856,267	2,380,283
Payroll liabilities (Note 12)	356,024	415,215
Sales tax payable	37,594	25,540
Total accounts payable and accrued liabilities	3,249,885	2,821,038

7. Warrant Derivative Liabilities

The Company has share purchase warrants exercisable into common shares at an exercise price denominated in Canadian dollars while the Company's functional currency is the U.S. dollar. As a variable amount of U.S. dollars are exercisable into a fixed number of common shares, the share purchase warrants are classified as derivative liabilities.

	\$
Balance – December 31, 2017	2,589
Change in fair value of warrant derivative liabilities	(2,589)
Balance – June 30, 2018	-

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On January 11, 2018, the 475,025 share purchase warrants expired, so there were no warrants outstanding as at June 30, 2018. As at December 31, 2017, the fair value of warrant derivative liabilities was estimated using the Black-Scholes option pricing model with the following assumptions:

	2017
Average stock price	\$0.25
Average exercise price	\$0.56
Average risk-free interest rate	0.73%
Expected life	1.03 years
Expected volatility	126%
Expected dividends	\$nil

The expected volatility was calculated using the historical stock price of the Company.

8. Line-of-Credit / Business Loan Arrangements

On January 5, 2018, the Company entered into a business loan and security agreement with On Deck Capital, Inc. in an aggregate amount of \$200,000, which is due in nine months and requires weekly payments with an annual interest rate of 58.76%.

On February 13, 2014, the Company entered into a line-of-credit ("LOC") arrangement for \$450,000 that has been renewed and extended on multiple occasions. On August 25, 2017, the LOC matured and was repaid in full. The LOC bore interest at a variable interest rate equal to the Wall Street Journal Prime Rate plus 1.00% per annum. The LOC was secured by all assets of the Company and was guaranteed by two members of the Board of Directors.

9. Leases Obligations

The Company has equipment leases secured by specific computer equipment. The terms and the outstanding balances as at June 30, 2018 and December 31, 2017 are as follows:

	June 30, 2018	December 31, 2017
	\$	\$
SHI International, equipment lease repayable in monthly instalments of \$802 including interest at 4.63% per annum, due in January 2018.	-	704
SHI International, equipment lease repayable in monthly instalments of \$359 including interest at 4.63% per annum, due in March 2018.	-	946
Conrail Cloud, equipment lease repayable in monthly instalments of \$2,517 including interest at 4.47% per annum, due in April 2018.	-	8,876
Western Equipment Finance, equipment lease repayable in monthly instalments of \$600 including interest at 4.58% per annum, due in September 2019	7,917	11,083
Western Equipment Finance, equipment lease repayable in monthly instalments of \$1,985 including interest at 4.38% per annum, due in November 2020	47,218	58,454
Western Equipment Finance, equipment lease repayable in monthly instalments of \$6,394 including interest at 4.37% per annum, due in September 2020	135,417	167,917
PNC Equipment Finance, equipment lease repayable in monthly instalments of \$3,752 including interest at 7.84% per annum, due in September 2020	80,005	99,690
Wells Fargo Vendor Financial Services, equipment lease repayable in monthly instalments of \$1,178 including interest at 9.12% per annum, due in September 2020	25,691	31,555

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Hewlett Packard equipment lease repayable in monthly instalments of \$4,930 including interest at 6.12% per annum, due in June 2019	54,133	-
Western Equipment Finance, equipment lease repayable in monthly instalments of \$2,324 including interest at 4.81% per annum, due in March 2021	67,034	-
PNC Equipment Finance, equipment lease repayable in monthly instalments of \$2,342 including interest at 5.10% per annum, due in March 2021	67,034	-
<hr/>		
Subtotal	484,449	379,225
Less: current portion	246,092	154,580
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Long-term portion	238,357	224,645

Future minimum lease payments related to capital lease obligations are as follows:

	\$
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Not later than one year	282,074
Later than one year and not later than five years	276,998
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Subtotal	559,072
Less: imputed interest	74,623
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Subtotal	484,499
Less: current portion	246,092
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Long-term portion	238,357

10. Share Capital

a) Authorized:

300,000,000 common shares without par value.

b) Financings:

On March 5, 2018, the Company issued 7,500,000 common shares pursuant to an offering under Regulation A+ and received proceeds of \$1,500,000. On April 27, 2018, the Company issued an additional 330,000 common shares pursuant to the offering under Regulation A+ and received proceeds of \$65,900.

c) Options:

The Board of Directors has adopted a stock option plan (the "Stock Option Plan" or "Plan") whereby a maximum of 10% of the issued and outstanding shares, from time to time, may be reserved for issuance pursuant to the exercise of options. Under the terms of the Stock Option Plan, options may be granted only to: (i) employees, officers, directors, and consultants of the Company; (ii) employees, officers, directors, and consultants of an affiliate of the Company; and (iii) any other person deemed suitable by the Board to receive options to purchase common shares.

The exercise price of any option when granted may not be less than the greater of the closing market price of the common shares on: (a) the last trading day immediately preceding the date of grant of the option; and (b) the date of grant of the option; provided however, that if the common shares are not listed on any securities exchange, the exercise price may not

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be less than the fair market value of the common shares as may be determined by the Board of Directors on the day immediately preceding the date of the grant of such option. The options are settled in shares.

The options are non-assignable and non-transferable. Options granted under the Stock Option Plan have a maximum term of five years and can only be exercised by the optionee as long as the optionee remains an eligible optionee pursuant to the Stock Option Plan or within 90 days (or as otherwise determined by the Board of Directors) after ceasing to be an eligible optionee, or, if the optionee dies, within one year from the date of the optionee's death.

A summary of the status of the Company's stock options outstanding as at June 30, 2018 and the changes during the period then ended is presented below:

	Outside the Plan Number of options #	Within the Plan Number of options #	Weighted average exercise price \$	Weighted Average Remaining Contractual Life (Years)
Outstanding – December 31, 2017	2,095,474	4,214,944	0.17	3.21
Forfeited	350,000			
Outstanding – June 30, 2018	1,745,474	4,214,944		
Exercisable – June 30, 2018	666,063	4,021,668	0.13	2.53

At June 30, 2018, stock options outstanding that entitled the holder thereof to acquire one share for each option held are as follows:

Expiry Date	Exercise Price \$	Number of Options
July 27, 2020	\$0.10	⁽¹⁾ 1,424,000
July 31, 2020	\$0.10	⁽²⁾ 2,476,418
April 6, 2021	CAD\$0.47	⁽³⁾ 100,000
August 19, 2021	CAD\$0.44	⁽³⁾ 100,000
March 23, 2022	CAD\$0.30	⁽³⁾ 1,235,000
June 12, 2022	CAD\$0.405	⁽³⁾ 625,000
		5,960,418

⁽¹⁾ These stock options vested on the date of grant.

⁽²⁾ 1,451,418 of these stock options vested on the date of grant. 1,025,000 of these stock options vest as follows: 30% twelve months after July 31, 2015 and 8.75% every three months thereafter.

⁽³⁾ These stock options vest as follows: 30% twelve months after the date of grant and 8.75% every three months thereafter.

During the six months ended June 30, 2018, the Company recorded share-based payments expense of \$122,064 (2017 - \$44,440) based on the vesting of stock options. There were no stock options granted during the six months ended June 30, 2018. The weighted average fair value of stock options granted during the year ended December 31, 2017 of \$0.19 per option was estimated using the Black-Scholes option pricing model with the following assumptions:

	2018	2017
Average risk-free interest rate	1.13%	1.13%
Expected life	5 years	5 years
Expected volatility	100%	100%
Expected dividends	\$nil	\$nil

The expected volatility was calculated in comparison to similar junior public companies.

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d) Warrants:

A summary of share purchase warrants outstanding as of June 30, 2018 and the changes during the period then ended is presented below:

	Number of warrants #	Weighted average exercise price CAD\$	Weighted Average Life (Years)
Balance – December 31, 2017	475,025	0.75	1.03
Expired	(475,025)	0.75	1.03
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Share purchase warrants outstanding – June 30, 2018	-		

On January 11, 2018, the 475,025 share purchase warrants expired.

d) Escrow shares:

On October 8, 2015, the Company entered into an escrow agreement with certain shareholders of the Company. 35,774,990 common shares of the Company were placed into escrow. On December 22, 2015, an additional 4,088,716 common shares of the Company were placed into escrow. These escrow shares will be released as follows:

Date of Automatic Timed Release	Amount of Escrow Shares Released
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On the date that the Company's common shares were listed on the CSE, November 24, 2015	1/10 of the escrow shares
6 months after the listing date	1/6 of the remainder of the escrow shares
12 months after the listing date	1/5 of the remainder of the escrow shares
18 months after the listing date	1/4 of the remainder of the escrow shares
24 months after the listing date	1/3 of the remainder of the escrow shares
30 months after the listing date	1/2 of the remainder of the escrow shares
36 months after the listing date	The remainder of the escrow shares

In addition, there are 184,800 other shares that are in escrow that will be released as to 10% of the escrowed shares three months after the date that the common shares were listed on the CSE, 20% of the remainder of the escrowed shares 6 months after the listing date, 20% of the remainder of the escrowed shares 12 months after the listing date, and the remainder 18 months after the listing date.

On March 15, 2016, the Company cancelled 2,998,392 common shares which were being held in escrow for \$nil consideration. In conjunction with this transaction, existing shareholders agreed to voluntarily escrow 3,000,000 common shares on March 15, 2016, to be released in five equal blocks on a quarterly basis over the following 18 months.

As at June 30, 2018, 5,529,797 (December 31, 2017 – 11,059,594) common shares remained in escrow.

e) Basic and diluted loss per share:

During the six months ended June 30, 2018, potentially dilutive common shares totaling 5,960,418 (2017 – 8,467,443) were not included in the calculation of diluted loss per share because their effect was anti-dilutive.

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11. Revenue and Deferred Revenue

A breakdown of the revenue is presented below:

	Three months ended		Six months ended	
	2018	June 30, 2017	2018	June 30, 2017
	\$	\$	\$	\$
<u>Major goods/service lines</u>				
Hardware and software sales, product support services and other revenue	2,847,722	2,024,397	4,976,459	4,725,296
Managed and professional services	1,155,368	648,913	2,294,284	1,105,996
	4,003,090	2,673,310	7,270,743	5,831,292
<u>Timing of revenue recognition</u>				
Goods transferred at a point in time	2,847,722	2,024,397	4,976,459	4,725,296
Services transferred over time	1,155,368	648,913	2,294,284	1,105,996
	4,003,090	2,673,310	7,270,743	5,831,292

A breakdown of the deferred revenue is presented below:

	June 30, 2018	December 31, 2017
	\$	\$
Deferred revenue	184,497	159,625

The timing of revenue recognition, billings, and cash collections results in billed accounts receivable and deferred revenue (contract liabilities) on the condensed interim consolidated statement of financial position. Generally, billing occurs at the time of revenue recognition. However, some managed and professional services are contracted and ranged from 12 months to 36 months. Such contracts are billed at the inception of the contract or as work progresses in accordance with agreed-upon contractual terms at periodic intervals (e.g., monthly). The Company received payment at the inception of the contract, resulting in contract liabilities, and recognizes revenue over the term of the agreement in proportion to the time elapsed under the contract. These liabilities are reported on the condensed interim consolidated statement of financial position on a contract-by-contract basis at the end of each reporting period. Changes in the contract liability balances during the six months ended June 30, 2018, were not materially impacted by any other factors. Revenue recognized for the six months ended June 30, 2018 that was included in the contract liabilities balance at the beginning of the period was \$100,958 (2017 - \$21,000) and represented revenue from managed and professional services rendered. The Company expects to recognize \$123,675 of the deferred revenue in 2018 and \$60,822.45 in 2019.

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12. Cost of Sales and Operating Expenses

A breakdown of the cost of sales is presented below:

	Three months ended		Six months ended	
	2018	June 30, 2017	2018	June 30, 2017
	\$	\$	\$	\$
Cost of sales – hardware and software sales	2,375,634	1,826,523	4,142,389	4,070,972
Cost of sales – managed and professional services				
Salaries and consulting fees	491,942	308,553	1,028,735	637,429
Other	51,048	67,173	96,485	113,001
	2,918,624	2,202,249	5,267,609	4,821,402

A breakdown of the general and administrative expense is presented below:

	Three months ended		Six months ended	
	2018	June 30, 2017	2018	June 30, 2017
	\$	\$	\$	\$
Bad Debt Expense	7,366	0	7,366	0
Depreciation and amortization	116,894	35,059	149,634	68,469
General and administrative	110,688	92,307	201,870	195,786
Professional fees	42,482	92,748	94,975	156,189
Salaries	135,437	91,315	292,000	211,706
Share-based payments (Note 10(b))	49,093	(68,548)	122,064	6,179
Shareholder communications	60,455	11,087	80,289	44,440
	522,415	253,968	948,198	682,769

A breakdown of the research and development expense is presented below:

	Three months ended		Six months ended	
	2018	June 30, 2017	2018	June 30, 2017
	\$	\$	\$	\$
Consulting fees	20,169	6,327	37,031	11,606
Salaries	32,532	19,989	51,349	46,730
	52,701	26,316	88,380	58,336

A breakdown of the sale and marketing expense is presented below:

	Three months ended		Six months ended	
	2018	June 30, 2017	2018	June 30, 2017
	\$	\$	\$	\$
Salaries and commissions	402,515	449,947	800,114	889,237
Travel	77,392	57,166	144,319	111,931
Other	91,246	40,056	174,726	130,644
	571,153	547,169	1,119,159	1,131,812

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13. Related Party Transactions

The Company previously entered into two secured promissory notes with a Director of the Company pursuant to which the Director agreed to provide a revolving line of credit (the "LOC") of an aggregate of up to \$290,000. The amounts are secured by a subordinated, second priority lien on all of the assets of the Company, bear interest at 7% per annum and are due on demand. As at June 30, 2018, the Company is indebted to the Director of the Company for \$248,861 (2017 - \$257,345) for advances provided to the Company under this loan and interest accrued on the outstanding balance. During the six months ended June 30, 2018, the Company recorded interest of \$8,651 (2017 - \$4,866).

On March 14, 2018, the Company repaid a Promissory Note with a Director of the Company in the principal amount of \$90,000 and interest in the amount of \$6,300. On June 1, 2017, the Company entered into a promissory note with a director of the Company. The promissory note was unsecured, bears interest at 7% per annum and was due on demand. As at December 31, 2017, the Company was indebted to the Director of the Company for \$94,452 for an advance provided to the Company under this loan and interest accrued on the outstanding balance.

On February 28, 2018, the Company repaid a Secured Subordinated Promissory Note with a shareholder of the Company in the principal amount of \$100,000 and interest in the amount of \$7,500. On November 29, 2017, the Company entered into a secured subordinated promissory note with a shareholder of the Company. As at December 31, 2017, the Company was indebted to the shareholder of the Company for \$105,000 (2016 - \$nil) for advances provided to the Company under this loan and interest accrued on the outstanding balance. During the six months ended June 30, 2018, the Company recorded interest of \$2,500 (2017 - \$nil).

In addition to the LOC, the Company has amounts owing to Directors of the Company of \$279,500 (2017 - \$260,500) for compensation. These amounts are included in payroll liabilities (Note 6). The amounts owing are unsecured, non-interest bearing and due on demand.

Key management includes the Chief Executive Officer, the Chairman of the Board, the former President, the Vice President of Managed Services and the directors of the Company. Compensation paid or payable to key management for services during the six months ended June 30, 2018 and 2017 is as follows.

	Three months ended		Six months ended	
	2018	June 30, 2017	2018	June 30, 2017
	\$	\$	\$	\$
Short-term benefits	214,236	138,490	425,960	307,636
Share-based payments	33,846	(63,678)	74,568	(17,957)
	248,082	74,812	500,528	289,679