

IDENTILLECT TECHNOLOGIES CORP.
MANAGEMENT'S DISCUSSION AND ANALYSIS
AS AT AND FOR THE YEAR ENDED DECEMBER 31, 2020

Dated: April 30, 2021

MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

This management's discussion and analysis ("MD&A") reports on the operating results and financial condition of Identillect Technologies Corp. ("Identillect" or the "Company") for the year ended December 31, 2020 and is prepared as at April 30, 2021. This MD&A should be read in conjunction with the Company's audited consolidated financial statements for the years ended December 31, 2020 and 2019 and the notes thereto which were prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standard Board ("IASB"). Other information contained in these documents has also been prepared by management and is consistent with the data contained in the Financial Statements.

All dollar amounts referred to in this MD&A are expressed in US dollars except where indicated otherwise.

APPROVAL

The Company's certifying officers, based on their knowledge, having exercised reasonable diligence, are also responsible to ensure that this MD&A does not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the periods reported. The Financial Statements together with the other financial information included in this MD&A fairly present in all material respects the financial condition, results of operations and cash flows of the Company, as of the date of and for the periods presented in this MD&A. The Board's review is accomplished principally through the Audit Committee, which meets periodically to review all financial reports, prior to filing. The Board of Directors has approved the condensed consolidated interim financial statements and MD&A, as well as ensured that management has discharged its financial responsibilities as at April 30, 2021.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

Certain statements in this report may constitute forward-looking statements that are subject to certain risks and uncertainties. A number of important factors could cause actual outcomes and results to differ materially from those expressed in these forward-looking statements. These statements relate to future events or the Company's future performance. All statements other than statements of historical fact are forward-looking statements. The use of any of the words "continue", "expect", "may", "will", "believe", "should" and similar expressions are intended to identify forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. Consequently, readers should not place any undue reliance on such forward-looking statements. In addition, these forward-looking statements relate to the date on which they were made.

These forward-looking statements include, but are not limited to, statements relating to:

- the Company's ability to continue as a going concern;
- the Company's ability to raise additional capital through the issuance of equity or debt instruments;

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- the Company's strategies and objectives;
- the Company's cost reductions and other financial operating objectives;
- general business and economic conditions;
- the Company's ability to meet its financial obligations as they become due;
- the Company's ability to identify, successfully negotiate and/or finance an acquisition of a new business opportunity;
- the positive cash flows and financial viability of new business opportunities;
- the Company's ability to manage growth with respect to a new business opportunity; and
- the Company's tax position, anticipated tax refunds and the tax rates applicable to the Company.

Actual results and developments are likely to differ, and may differ significantly, from those expressed or implied by the forward-looking statements in this report. These statements are based on a number of assumptions, which may prove to be incorrect, including, but not limited to, assumptions about:

- general business and economic conditions;
- changes in the financial markets generally and our ability to raise sufficient funding to pay creditors and continue as a going concern; and
- the continued financial support of the Company's debt holders and shareholders.

Readers are cautioned that the lists of risks, uncertainties, assumptions and other factors are not exhaustive. The forward - looking statements are expressly qualified by this cautionary statement.

OVERVIEW

Identillect Technologies Corp. is a Canadian public company that is listed on the TSX Venture Exchange (the "Exchange") under the symbol ID. The Company was incorporated under the Canada Corporations Business Act on December 27, 1985, registered extra - provincially under the British Columbia Company Act on July 9, 1987, and effective June 18, 2014 the Company was continued into British Columbia. The Company ' s principle address is 1600 – 609 Granville Street, Vancouver, BC V7Y 1C3 and its registered and records office is 2200 – 885 West Georgia Street, Vancouver, BC, V6C 3E8.

The Company's wholly owned subsidiary, Identillect Technologies Inc. ("Identillect Technologies") was incorporated under the Nevada Business Corporation Act on August 24, 2010. Identillect Technologies is a software development company that has developed an email encryption software solution. The head office of Identillect Technologies is located at 34197 Pacific Coast Hwy, Suite 103, Dana Point, CA, 92629-3801.

The primary activity of Identillect Technologies has been the research, design and development of an email encryption solution for use by business and individuals in their day - to - day communication. The result of these efforts has been the creation of its Delivery Trust® software. Identillect Technologies' Delivery Trust® proprietary e - mail encryption technology targets organizations of all sizes, as well as individuals (i.e. medical professionals, insurance companies, accountants, lawyers, real estate agents, educators) on a monthly subscription basis. Delivery Trust® can be accessed by professionals on a vast array of electronic communication devices. All messages and their attachments are secured with patented, state - of - the -

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art encryption and blockchain technology while providing complete control of the message with the click of a button, ensuring safety and control while in transit. In addition, Identillect Technologies software empowers senders to maintain control of their messages by restricting recipients' printing/forwarding/viewing privileges, audit log, read receipt as well as securing all replies from recipients, without any requirement for them to register. All this coupled with advanced administrative controls and reporting to ensure compliance to regulatory requirements.

Identillect Technologies sets itself apart from its competition with unique and intuitive customizable security and control capabilities. These controls work with many platforms such as Outlook, Office 365, and Office 365 for Apple, Outlook.com, Hotmail.com, Gmail.com, Web Mail, and Mobile applications.

Since commercializing the product, Identillect Technologies has quickly grown its subscriber base and is becoming recognized in the security industry as a top e - mail security provider. Visit <https://identillect.com/> to learn more.

DEVELOPMENTS

The following key and strategic milestones met during the year ended December 31, 2020 included:

- Identillect Continually Advances Its Technology to Increase Integration with current and future clients. As Identillect is continually adding new customers and partners to its platform, the amount of data collected and managed, as well as the size of its codebase, continues to grow. Therefore, Identillect is advancing its architecture of the codebase and components, which will increase the Company's ability to handle the upcoming scale and envisioned growth. As such, Identillect announced that it has commenced adjusting its codebase to build it on microservices.
- The State Bar of Wisconsin is partnering with Identillect Technologies as the official email security provider for the State Bar of Wisconsin in February 2020. Identillect will provide cyber-security products and education to members assisting them to continually meet their technology needs.
- In February 2020, The Missouri Bar announces Identillect Technologies email security provider as a member benefit. Identillect will assist firms of all sizes to protect their business and their client's critical information against cyber security attacks by offering their email encryption solution.
- Continuously advancing enterprise controls for Gmail and O365.
- Continuous development on Identillect's Single Sign On (SSO) for Microsoft O365/Outlook and Google based environments to simplify the user login process and maximize security protocols.
- Developed advanced SSO capabilities for Gmail add-ins.
- Continue to advance the Integrated blockchain technology to create verification of the encryption key process on every email. This process is now required in a number of new regulations. Additionally, this technology is used to thwart man-in-the-middle attacks which is a major issue for industries experiencing wire fraud.
- Continually improve API authentication was implemented to meet GDPR security demands. Continually increasing user authorization, utilizing the most advanced API available.
- Identillect continually integrates the most advanced forms of secure communication with Multi-factor authentication. Identillect has integrated this technology for account login as well as recipient verification. MFA combines two or more independent credentials: what the user knows (password), what the user possesses (token) or what the user is like (biometric verification). The goal of MFA is

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to create a layered defense and make it more difficult for an unauthorized person to access a target such as a physical location, computing device, network or database. If one factor is compromised or broken, the attacker still has at least one more barrier to breach before successfully breaking into the target.

- Enhanced software offering by:
 - expanding administrative controls to have various levels of administrators for security controls for different levels of administrative controls for large and heavily governed by regulations.
 - Improved the Auto-Save feature to ensure all aspects of draft reporting.
 - Improved UI interface for aesthetics and functionality creating a better user experience and greater expedience in processing requests.
- Advanced blockchain security protocols and providing advanced backup ensuring redundancy of the blockchain network.

OUTLOOK

[IT budgets with changing security priorities](#),' cybersecurity remains a priority for investment among businesses. Its share of IT spending has grown from 23% in 2019 to 26% in 2020 for SMBs, and from 26% to 29% for enterprises.

86% of business professionals [prefer to use email when communicating for business purposes](#). Current Transaction Report are 47% higher for B2B email campaigns than B2C email campaigns. 59% of B2B marketers say email is their most effective channel in terms of revenue generation.

Identillect Technologies, with its Delivery Trust® email encryption solution, is poised to expand its brand as the leader in email security with Identillect Technologies' focus on a growing subscriber base in a variety of industries, both through direct sales and reseller partnerships.

Email-borne cyber-attacks have become a major issue for business communications, and it's a problem that has adversely affected almost every industry. The most recent estimates of the average cost of a data breach is [\\$8.19 million](#). To ensure companies protect the sensitive data of customers and, in the healthcare industry their patients, lawmakers are imposing new rules and regulations companies are required to adhere to when communicating any type of personal identifying information with clients or other businesses. These regulations are affecting businesses on a state, federal, and industry level. These regulations are now going globally as the GDPR (Global Data Protection Regulation) is the most aggressive stance ever taken to secure personal identifiers across 28 countries in Europe affecting every single business dealing with client information. The fines are as much a 4% of topline revenue for non-compliance of the regulation. This regulation will affect other companies around the world doing business on a global stage, therefore, the reach of this regulation has no boundaries.

The changes in state and federal regulations across the United States is expected to emulate the GDPR for security and regulatory compliance. California state data handling regulations have already adopted this approach. The California Consumers Data Protection Act of 2018 is the first of these types of regulations to occur in the United States.

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HIPAA is the medical compliance regulation in the United States; this regulation specifies how all organizations dealing with patient health information must secure it. Currently, HIPAA is performing phase 2 audits requiring all entities affected by the regulation and all companies doing business with those entities to secure data in transit. With [over 29 million medical records breached in 2020](#) alone, the healthcare industry is consistently one of the most targeted sectors for cybercriminals.

Cyber criminals also affect other industries such as financial, legal, real estate, and all businesses in Europe. North America is seeing the greatest number of breaches in the world. In the U.S., Canada, Mexico, and Central America, 86% of all the breaches occurred worldwide come from North America. Identillect focuses on providing encryption technology to advance the amount of protected information and limit the successful breaches.

With ever-increasing regulations, data breaches are now one of the largest issue's businesses are facing in retaining the security of their clients' information and consequently ensuring the integrity of their business' reputation. Identillect Technologies' product, Delivery Trust® with Smart Scan technology allows businesses to enforce compliant employee emailing behaviour by requiring the use of encryption when sensitive content is identified.

Identillect Technologies has greatly expanded its strategic partner network to a wide array of managed information technology (IT), software-as-a-service (SAAS) and compliance organizations. One of the key areas of growth which Identillect Technologies is currently focused on is in assisting its reseller partners to implement compliance within the many regulated industries to ensure their clients are complying and do not fall victim to substantial fines.

Identillect has also taken a progressive approach toward serving the legal security needs of Bar Associations across the United States. Identillect has done a marketing push to the legal industry and is now the most recognized security provider for the legal community in the united states. Identillect has partnered 19 state Bar association who are now recommending Identillect as their membership's cyber-security provider. Identillect is now partnered with state Bars representing more than 600,000 members and anticipates this number to grow sustainably in 2021.

In 2018 the ABA (American Bar Association) put out opinion 477 urging lawyers to take advanced security measures when communicating client data over email. Stating this is the most widely used form of communication and the most inherently vulnerable. This along with increased cyber-security education is changing the prospective of the legal community and advancing security measures to meet their client fiduciary responsibilities along with advancing data handling regulations nationwide.

Due to greater exposure in its target markets, Identillect Technologies expects to continue to gain the attention of larger organizations such as hospitals, insurance companies, legal, real-state and benefits providers in the United States, resulting in significant growth in Identillect Technologies' subscriber base.

As underscored by recent partnerships Identillect Technologies has announced with IT companies throughout North America, businesses moving their IT operations to the cloud face a growing need for a trusted, brand-defining tool that protects their communications from email-borne cyber-attacks and provides them with a

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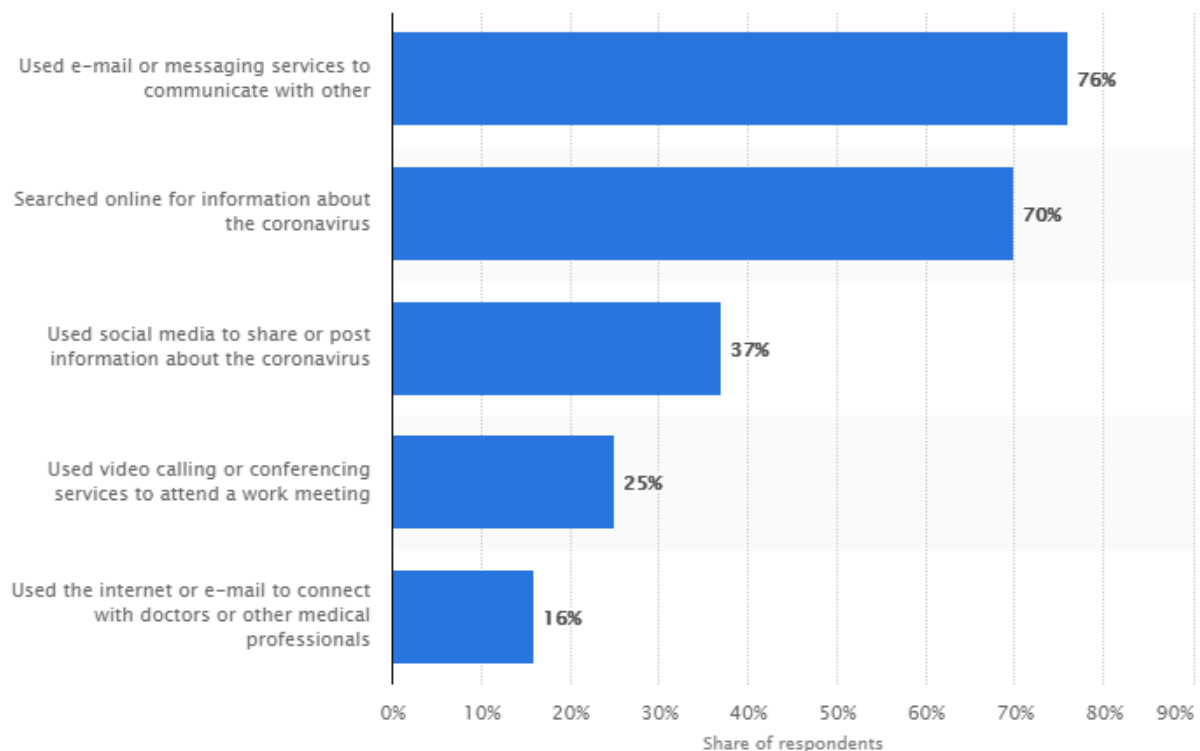
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roadmap to protect their sensitive customer data from cybercriminals. With Delivery Trust®, Identillect Technologies will grow its brand as the leader in email encryption and email safety. Delivery Trust®.

In 2020 Covid-19 has caused significant changes to the requirement for businesses to work remotely which has created new security concerns. Phishing emails have spiked by over 600% since the end of February as cyber-criminals look to capitalize on the fear and uncertainty generated by the COVID-19 pandemic, according to Barracuda Networks. The security vendor observed just 137 incidents in January, rising to 1188 in February and 9116 in March. Around 2% of the 468,000 global email attacks detected by the firm were classified as COVID-19-themed.

"During a March 2020 survey, 76 percent of responding adults stated that due to the COVID-19 outbreak, they had used e-mail or messaging services to communicate with others." Identillect believes that it is primed to capitalize on the increased need for email security and anticipates this to increase user base in 2020.



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SELECTED ANNUAL INFORMATION

	For the year ended December 31, 2020	For the year ended December 31, 2019	For the year ended December 31, 2018
Total revenue	\$550,502	\$539,323	\$1,085,346
Net loss and comprehensive loss	\$(510,758)	\$(780,977)	\$(1,419,901)
Basic and diluted loss per share	\$(0.00)	\$(0.01)	\$(0.01)
Total current assets	\$109,048	\$70,946	\$290,715
Total current liabilities	\$1,734,848	\$1,615,749	\$1,024,242

SUMMARY OF QUARTERLY RESULTS¹

	4 th Quarter Ended December 31, 2020	3 rd Quarter Ended September 30, 2020	2 nd Quarter Ended Jun 30, 2020	1 st Quarter Ended Mar 31, 2020
Total revenue	\$123,061	\$147,068	\$140,754	\$139,619
Net loss and comprehensive loss	\$(92,896)	\$(135,249)	\$(185,177)	\$(97,436)
Basic and diluted loss per share	\$(0.00)	\$(0.00)	\$(0.00)	\$(0.00)

	4 th Quarter Ended Dec 31, 2019	3 rd Quarter Ended Sept 30, 2019	2 nd Quarter Ended Jun 30, 2019	1 st Quarter Ended Mar 31, 2019
Total revenue	\$(127,828)	\$175,339	\$225,214	\$266,598
Net loss and comprehensive loss	\$(238,288)	\$(225,924)	\$(229,228)	\$(72,916)
Basic and diluted loss per share	\$(0.00)	\$(0.00)	\$(0.00)	\$(0.00)

¹ The information presented is derived from the respective unaudited condensed interim financial statements which have been prepared by management using accounting policies consistent with IFRS and in accordance with IAS 34-Interim Financial Reporting

Identillect's revenues increased during 2020 after it changed its revenue model from working with wholesalers and distributors and is now focused on working directly with large associations. During fiscal 2019, the Company entered into debt settlement agreements with various resellers and distributors as part of its move away from the old model. As a result, management determined at year end that the previously recorded revenues in relation to this wholesale model did not meet the definition of revenue under its accounting policies and reversed such amount in the fourth quarter of the year ended December 31, 2019. The Company believes that its new model will not only increase sales and margins going forward but will significantly reduce, if not eliminate, its provisions for uncollectable accounts receivable and bad debt in the future.

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RESULTS OF OPERATIONS

For the three months ended December 31, 2020

The following is an analysis of the Company's operating results for the three months ended December 31, 2020 and includes a comparison against the three months ended December 31, 2019.

Sales revenue, which consisted primarily of sales of software, for the three months ended December 31, 2020 was \$123,061, as compared to a debit of \$127,828 for the three months ended December 31, 2019. This increase in revenue is due to the Company's move away from wholesalers and distributors, which resulted in a fourth quarter 2019 removal of wholesale and distributor revenues recorded prior to entering in debt settlement agreements.

Cost of sales for the three months ended December 31, 2020 was \$6,538, compared to a credit of \$59,918 for the three months ended December 31, 2019. As noted above, in 2019, the Company wrote-off a significant portion of revenue during the fourth quarter along with a reversal of the corresponding cost of sales.

General and administrative costs for the three months ended December 31, 2020 were \$4,114 as compared to \$19,051 for the three months ended December 31, 2019. The decrease is a result of management focus on the optimization of working capital following the COVID-19 global pandemic.

Operating costs for the three months ended December 31, 2020 were \$20,357 as compared to \$12,087 for the three months ended December 31, 2019 and increased alongside revenues.

Professional fees for the three months ended December 31, 2020 were \$59,579 as compared to \$53,945 for the three months ended December 31, 2019 and are comparable period over period.

Salaries and wages for the three months ended December 31, 2020 were \$130,436 as compared to \$194,256 for the three months ended December 31, 2019. The decrease was due to a reduction in staffing.

Sales and marketing for the three months ended December 31, 2020 were \$1,661 as compared to \$12,549 for the three months ended December 31, 2019. The decrease is a result of the Company changing its approach on corporate awareness expenditures.

Comprehensive loss for the period

As a result of the activities discussed above and the forgiveness of a loan balance in the amount of \$89,995, the Company experienced a comprehensive loss for the three months ended December 31, 2020 of \$92,896 as compared to comprehensive loss \$243,271 for the three months ended December 31, 2019.

For the year ended December 31, 2020

The following is an analysis of the Company's operating results for the year ended December 31, 2020 and includes a comparison against year ended December 31, 2019.

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Sales revenue, which consisted primarily of sales of software for the year ended December 31, 2020 was \$550,502, as compared to \$539,323 for the year ended December 31, 2019. The sales revenue numbers are comparable period over period, but represent customers lost due to the pandemic, along with new customers gained during the period.

Cost of sales for the year ended December 31, 2020 was \$31,938, compared to \$35,881 for the year ended December 31, 2019. This decrease was due to lower sales commissions as a result of moving away from the wholesaler/distributor model.

General and administrative costs for the year ended December 31, 2020 were \$48,347 as compared to \$79,067 for the year ended December 31, 2019. The decrease is a result of management focus on the optimization of working capital following the COVID-19 global pandemic.

Operating costs for the year ended December 31, 2020 were \$88,315 as compared to \$129,926 for the year ended December 31, 2019 and decreased due to the Company's move away from wholesalers and distributors.

Professional fees for the year ended December 31, 2020 were \$162,188 as compared to \$162,910 for the year ended December 31, 2019 and were considered consistent across the two years.

Salaries and wages for the year ended December 31, 2020 were \$632,633 as compared to \$647,564 for the year ended December 31, 2019. The decrease is due to a reduction in staffing during the second half of the year.

Sales and marketing for the year ended December 31, 2020 were \$4,528 as compared to \$43,450 for the year ended December 31, 2019. The decrease is a result of the Company changing its approach on corporate awareness expenditures.

Comprehensive loss for the period

As a result of the activities discussed above, the Company experienced a comprehensive loss for the year ended December 31, 2020 of \$510,758 as compared to comprehensive loss \$780,977 for the year ended December 31, 2019.

LIQUIDITY AND CAPITAL MANAGEMENT

The Company considers the aggregate of its share capital and deficit as capital. The Company's objective, when managing capital, is to ensure sufficient resources are available to meet day to day operating requirements and to safeguard its ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders. The Company does not establish quantitative return on capital criteria for management, but rather relies on the expertise of the Company's management to sustain the future development of the business.

At December 31, 2020, the Company has not achieved profitable operations and has accumulated losses and expects to incur further losses in the development of its business. This material uncertainty may cast

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significant doubt about the Company's ability to continue as a going concern. The Company's continuation as a going concern is dependent on its ability to attain profitable operations to generate funds and/or its ability to raise equity capital or borrowings sufficient to meet its current and future obligations. Although the Company has been successful in the past in raising funds to continue operations, there is no assurance it will be able to do so in the future.

Management reviews its capital management approach on an ongoing basis and believes that this approach, given the relative size of the Company, is reasonable. The Company is not subject to any externally imposed capital requirements or debt covenants. There was no change to the Company's approach to capital management during the period ended December 31, 2020.

The Company experienced a net loss and comprehensive loss of \$510,758 for the year ended December 31, 2020 (2019 - \$780,977). The Company has a history of losses and accumulated losses of \$11,500,146 (2019 - \$11,001,246) since its inception. The Company anticipates further future losses until the Company secures sales contracts to sustain positive cash flows. Identillect Technologies has created a product which is efficient, easy to use, and cost effective for people to implement into their day-to-day communications. With this ease of use and seamless integration into already existing email systems, combined with privacy protection to prevent breaches in confidentiality, Identillect anticipates a high user adoption rate of its Delivery Trust product, with a direct impact on the growth of Identillect's sales revenue.

During the year ended December 31, 2020, the Company's operating activities consumed cash of \$319,811 (2019 - \$192,159).

Investing activities consumed cash of \$1,300 (2019 - \$nil) during the year ended December 31, 2020, which was related to the acquisition of furniture and equipment.

Financing activities generated net cash of \$339,943 (2019 - \$109,081) in the year ended December 31, 2020. The Company received \$366,008 (2019 - \$nil) in net proceeds from a private placement. The timing and nature of funding from equity varies due to changes in the Company's quoted share price as well as management's strategic financing decisions. In the year ended December 31, 2020, the Company generated \$300,417 by way of proceeds on loans (2019 - \$203,458) and repaid \$284,734 in loans and interest (2019 - \$74,987). During the year ended December 31, 2020, the Company made payments towards lease liabilities of \$41,748 (2019 - \$11,928). Detailed debt schedules are provided in the accompanying consolidated financial statements for the year ended December 31, 2020.

The Company's financial statements have been prepared in accordance with IFRS applicable to a going concern, which assumes that the Company will be able to meet its obligations and continue its operations for its next fiscal year. Realization values may be substantially different from carrying values as shown and these financial statements do not give effect to adjustments that would be necessary to the carrying values and classification of assets and liabilities should the Company be unable to continue as a going concern. See below under liquidity risk for further information regarding the going concern assumption.

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TRANSACTIONS WITH RELATED PARTIES

The Company defines key management personnel as directors and officers. The following table summarizes the Company's activities with key management personnel:

Type of Service	Nature of Relationship	For the years ended December 31,	
		2020	2019
Professional fees	Emprise Capital Corp, a company related to the CFO and a director of the Company	\$116,307	\$117,566
Salaries and wages	Todd Sexton, CEO, and Einar Mykletun, CTO	181,907	221,627
Rent	Todd Sexton, CEO	12,500	11,400
Legal	Cassels Brock & Blackwell LLP, a law firm in which a director of the Company is a partner	1,983	8,228
Share-based payments expense	Officers/Directors	753	12,771
		\$ 313,450	\$ 371,592

The following table represents amounts due to related parties included in liabilities:

Type of Service	Nature of Relationship	December 31,	
		2020	2019
Promissory note payable	The Emprise Special Opportunities Fund (2017) LP, a fund related to the CFO and a director of the Company	\$ 312,334	\$ 362,340
Promissory note payable	Natgar Capital Corp., a company related to a director of the Company	23,306	20,693
Convertible debenture payable	Natgar Capital Corp., a company related to a director of the Company.	136,998	125,676
Other payables	Emprise Capital Corp, a company related to the CFO and a director of the Company	214,420	115,347
Other payables	The Emprise Special Opportunities Fund (2013) LP, a fund related to the CFO and a director of the Company	10,456	10,188
Legal Fees payable	Cassels Brock & Blackwell LLP, a law firm in which a director of the Company is partner	4,601	10,339
Salaries and wages	Todd Sexton, CEO	253,703	224,063
		\$ 955,818	\$ 868,646

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Unless otherwise specified, amounts payable to related parties referred to are non-interest bearing, unsecured, payable on demand, and have arisen from the provision of services and expense reimbursements.

FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS

a. Fair value of financial instruments

As at December 31, 2020, the Company's financial instruments consist of cash, receivables, accounts payable and accrued liabilities, loans, convertible debenture, and lease liability.

	Level 1	Level 2	Level 3	Total
December 31, 2019				
Cash	\$ 6,125	\$ -	\$ -	\$ 6,125
Convertible debentures	-	(242,091)	-	(242,091)
Lease liabilities	-	(122,224)	-	(122,224)
	\$ 6,125	\$ (364,315)	\$ -	\$ (358,190)
December 31, 2020				
Cash	\$ 24,858	\$ -	\$ -	\$ 24,858
Convertible debentures	-	(264,862)	-	(264,862)
Lease liabilities	-	(24,028)	-	(24,028)
	\$ 24,858	\$ (288,890)	\$ -	\$ (264,032)

Cash is measured using Level 1 fair value inputs. The fair value of convertible debentures is determined based on level 2 inputs and estimated using the fair value of a similar liability that does not have an equity conversion option. The fair value of lease liabilities is determined based on level 2 inputs and estimated based on the present value of future cash flows using current interest rates for financial instruments with similar conditions and maturity.

The Company's accounts receivable, accounts payable and accrued liabilities, and loans payable approximate their carrying values because of their short-term nature and/or the existence of market related interest rates on the instruments.

b. Financial Instrument risk

The Company's risk exposures and the impact on the Company's financial instruments are summarized below:

i. Credit risk

Credit risk is the risk of an unexpected loss if a customer or third party to a financial instrument fails to meet its contractual obligations.

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The Company places its cash with institutions of high-credit worthiness. Management has assessed there to be a low level of credit risk associated with its cash balances. As at December 31, 2020, receivables had a balance of \$81,809 (2019 - \$58,063). The balance at December 31, 2020 was comprised entirely of Goods and Services tax receivable from the government of Canada and the Company considers the credit risk associated with this amount to be low.

The Company applies the simplified approach to providing for expected credit losses prescribed by IFRS 9, which permits the use of the lifetime expected loss provision for all trade receivables. To measure the expected credit losses, trade receivables are assessed primarily based on days past due.

Loss allowance provision	
Balance, December 31, 2018	\$ 266,370
Changes in the year	27,879
Written off as not recoverable	(294,249)
Balance, December 31, 2019 and 2020	\$ -

The total provisions recorded during the year ended December 31, 2020 were \$nil.

ii. Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company has not yet achieved profitable operations, and expects to incur further losses in the development of its business. The Company's objective in managing liquidity risk is to minimize operational costs and to maintain sufficient liquidity in order to meet its operational requirements at any point in time. The Company manages liquidity risk through the management of its capital structure as outlined in Note 12 of the accompanying consolidated financial statements.

Until such time as the Company's operations are profitable and can internally generate sufficient funds to finance its operating costs, the Company remains dependent upon the financial support of its shareholders. If the Company is unable to finance itself through these means, it is possible that the Company will be unable to continue as a going concern.

At December 31, 2020, the Company has a working capital deficiency of \$1,625,800 (2019 – \$1,544,803) and the Company has insufficient working capital to fund its operating requirements for the next 12 months. The Company's continued operations will remain dependent on external sources of financing until such time as it can internally generate sufficient income from software sales to service its on-going operating cost requirements. Future funding may be obtained by means of issuing share capital, the exercise of warrants, the exercise of stock options or debt financing. Based on these facts, the Company is significantly exposed to liquidity risk.

iii. Market risk

Market risk is the risk of loss that may arise from changes in market factors such as interest rates, foreign exchange rates, and commodity and equity prices.

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MANAGEMENT'S DISCUSSION AND ANALYSIS
AS AT AND FOR THE YEAR ENDED DECEMBER 31, 2020

a. Interest rate risk

As of December 31, 2020, the Company did not have any investments in investment-grade short-term deposit certificates, and interest exposure with respect to its cash balances is minimal.

As at December 31, 2020, the Company had loans bearing interest at a fixed rate of 10% and convertible debentures bearing interest at a fixed rate of 7% per annum and as such is not significantly exposed to interest rate fluctuations.

b. Foreign currency risk

At December 31, 2020, \$346,468 (2019 - \$316,868) of Identillect Technologies Inc.'s liabilities and \$879 (\$3,541) of its current assets are denominated in Canadian funds. A 1% change in the Canadian/US dollar exchange rate would result in a \$2,551 net impact on the Company's foreign exchange gain or loss. As at December 31, 2020, the Company is moderately exposed to foreign exchange fluctuations.

SHARE CAPITAL

a. Authorized

Unlimited number of common shares, without par value.

Unlimited number of preferred shares, without par value.

b. Issued and outstanding

As at the date of this MD&A, there are 147,215,961 (December 31, 2019 – 97,215,961)

c. Stock Options

The Company has a stock option plan whereby, from time to time, at the discretion of the Board of Directors, stock options are granted to directors, officers, employees and certain consultants. The exercise price of each option is based on the market price of the Company's common stock at the date of grant less an applicable discount. The options can be granted for a maximum term of ten years.

	Number of Options	Weighted Average Exercise Price (Cdn\$)
Balance December 31, 2018 and 2019	6,596,875	\$0.17
Cancelled	(1,537,500)	0.19
Balance December 31, 2020	5,059,375	0.17
Granted	9,550,000	0.05
Balance date of this MD&A	14,609,375	0.09

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Grant Date	Number of Options Outstanding	Number of Options Exercisable	Exercise Price (Cdn\$)	Expiry date
May 24, 2016	2,330,625	2,330,625	\$0.200	May 24, 2021
November 23, 2016	278,750	278,750	\$0.130	November 23, 2021
March 1, 2017	250,000	250,000	\$0.110	March 1, 2022
November 3, 2017	1,950,000	1,950,000	\$0.155	November 3, 2022
August 14, 2018	250,000	250,000	\$0.065	August 14, 2021
February 12, 2021	9,550,000	9,550,000	\$0.050	February 12, 2026
	14,609,375	14,609,375		

d. Share purchase warrants

There were no share purchase warrants outstanding as at December 31, 2020 and 2019, and as at the date of this MD&A.

e. Brokers warrants

	Number of Options	Weighted Average Exercise Price (Cdn\$)
Balance, December 31, 2018 and 2019	-	
Granted	900,000	\$0.05
Balance December 31, 2020 and the date of this MD&A	900,000	\$0.05

Grant Date	Number of Options Outstanding	Exercise Price (Cdn\$)	Expiry date
March 5, 2020	900,000	\$0.05	March 5, 2021

CHANGES IN ACCOUNTING POLICIES

There were no new accounting policies adopted for the year ended December 31, 2020.

CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

a. Critical accounting estimates

Critical accounting estimates are estimates and assumptions made by management that may result in a material adjustment to the carrying amount of assets and liabilities within the next financial year and are, but are not limited to, the following:

IDENTILLECT TECHNOLOGIES CORP.
MANAGEMENT'S DISCUSSION AND ANALYSIS
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a) Expected credit losses

Expected credit losses ("ECLs") on trade receivables are calculated based on the expected credit loss for clients with an accounts receivable balance greater than 90 days past due. When determining ECLs, the Company considers the historic credit losses observed by the Company, customer-specific payment history and economic conditions.

When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECLs, the Company considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Company's historical experience, informed credit assessment and forward-looking information.

b) Share-based payments

The fair value of stock options issued with Canadian dollar exercise prices are subject to the limitation of the Black-Scholes option pricing model that incorporates market data and involves uncertainty in estimates used by management in the assumptions. Because the Black-Scholes option pricing model requires the input of highly subjective assumptions, including the volatility of share price, changes in the subjective input assumptions can materially affect the fair value estimate.

c) Valuation of financial instruments

The Company is required to determine the valuation of convertible debentures at inception. The convertible notes valuation required discounted cash flow analysis that involved various estimates and assumptions.

d) Deferred income taxes

In assessing the probability of realizing income tax assets recognized, management makes estimates related to expectations of future taxable income, expected timing of reversals of existing temporary differences and the likelihood that tax positions taken will be sustained upon examination by applicable tax authorities. These factors may affect the final amount or the timing of tax payments.

e) Useful lives of property and equipment

Management is required to assess the useful economic lives and residual values of the assets. These estimates are based on historical experience and are reviewed annually for changes.

b. Critical accounting judgements

Information about critical judgments in applying accounting policies that have the most significant effect on the amounts recognized in the statements are, but are not limited to, the following:

IDENTILLECT TECHNOLOGIES CORP.
MANAGEMENT'S DISCUSSION AND ANALYSIS
AS AT AND FOR THE YEAR ENDED DECEMBER 31, 2020

a) Determination of functional currency

The functional and reporting currency of the Company is the US dollar. The functional currency determination was conducted through an analysis of the consideration factors identified in IAS 21, The Effects of Changes in Foreign Exchange Rates. The determination of functional currency involves certain judgments to determine the primary economic environment and the Company reconsiders the functional currency if there are changes in events and conditions of the factors used in the determination of the primary economic environment.

b) Going Concern

The preparation of these financial statements requires management to make judgments regarding the going concern of the Company. As at December 31, 2020, the Company had a working capital deficit of \$1,625,800 (2019 – \$1,544,803). The Company likely has insufficient funds from which to finance its operating activities for the next 12 months; consequently, the Company remains dependent on external sources of financing until such time as it can internally generate sufficient income from software sales to service its on-going operating cost requirements.

RISKS AND UNCERTAINTIES

The significant risks and uncertainties of the Company are detailed in management's discussion and analysis for the year ended December 31, 2020. There have been no material changes in the period.

SUBSEQUENT EVENTS

Subsequent to the year ended December 31, 2020, the Company granted a total of 9,550,000 incentive stock options to various directors, officers, consultants, and employees of the Company. The stock options have an exercise price of \$0.05 per share and expire in five years.

On February 23, 2021, the Company received a second-draw paycheck protection loan provided by the U.S. Small Business Administration in the amount of \$89,485. The funds must be used for payroll and other eligible costs. If the Company makes an application for forgiveness and meets the criteria, the entire balance may be forgiven.

Subsequent to the year ended December 31, 2020, the Company received additional promissory notes of Cdn\$100,000 from the limited partnership whose general partner has common directors with the Company. The promissory notes are unsecured, bear interest at a simple rate of 10% per annum, payable quarterly and are due on demand.

OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

ADDITIONAL INFORMATION

Additional information relating to the Company can be found on SEDAR at www.sedar.com