



QSoundLabs
First Quarter Report 2004

President's Message

We made excellent progress with our business development efforts in the first quarter. The main focus of these efforts was the Company's soft audio solutions for the mobile & PC markets. The Company saw its first returns for the investments made last year in developing microQ for the mobile market. Specifically, the Company began recognizing revenues for microQ in this quarter and continued to develop new relationships, which should lead to long term growth situations. Among those is the recently announced availability of microQ on LSI Logic's DSP hardware platform for mobile products. Even more importantly, the Company is experiencing increased demand for microQ, particularly from Europe & Asia.

The Company is also making progress in the PC marketplace. This has been caused by the elimination of our only standalone independent software competitor through acquisition.

The Philips SoundAgent 2 ("PSA2") audio software solution developed by the Company for Philips began shipping in the first quarter with several of Philips mini component systems in Europe and Latin America. This distribution of the PSA2 is in addition to the USB powered speakers and soundcards which were previously announced as shipping with the PSA2.

In the VoIP market, the Company continues to market its existing product line, while at the same time gathering feedback from our dealer channel on market requirements. The Company has plans for new product introduction later this year, but in the meantime has cut its cost structure to better match existing cash flow from this business unit.



David Gallagher
President and Chief Executive Officer

Forward-looking statements concerning expectation of revenues from existing and new licensees, product distribution through Philips, and sales of existing and new IP telephony products involve risk and uncertainties including loss of relationships with companies that do business with QSound, continued growth of mobile devices and Internet telephony products, successful product development, introduction and acceptance, QSound's ability to carry out its business strategy and marketing plans, dependence on intellectual property, rapid technological change, competition, general economic and business conditions, and other risks detailed from time to time in QSound's periodic reports filed with the Securities and Exchange Commission.

Management's Discussion and Analysis

First Quarter ended March 31, 2004

This Management Discussion and Analysis ("MD&A") of the results of operations of QSound Labs, Inc. (the company) for the quarter ended March 31, 2004 should be read in conjunction with the interim unaudited consolidated financial statements of the company for the quarter ended March 31, 2004, and the annual audited financial statements of the company for the fiscal year ended December 31, 2003. Management has prepared these notes with the understanding that readers are already familiar with the MD&A for the fiscal year ended December 31, 2003.

The company reports its unaudited consolidated financial statements in United States dollars and in accordance with Canadian Generally Accepted Accounting Principles (GAAP).

Operations

Revenues for the three months ended March 31, 2004 were \$510,248 as compared to \$830,850 for the same period in 2003. The audio segment had revenues of \$369,669 for the quarter as compared to \$728,933 for the same period in 2003. The decrease was due primarily to the reduction in royalties received from the hearing aid license, the North American portion of which expired in February 2003. The e-commerce segment had revenues of \$68,845 as compared to \$101,917 for 2003. The decrease was due to a decrease in the number of subscribers for the e-commerce services. The telephony segment had revenues of \$71,734 for the quarter. There are no comparative figures for the telephony segment.

The operating loss for three months ended March 31, 2004 was \$530,561 as compared to an operating profit of \$178,380 for the same period last year. The audio segment had an operating loss of \$206,054 for the quarter as compared to an operating profit of \$132,890 for the same period in 2003. The reason for the decrease in profit was due to the decrease in royalties from the hearing aid license and increased engineering and marketing costs. The e-commerce segment had an operating loss of \$17,275 for the quarter as compared to an operating profit of \$45,490 for the same period in 2003. The reason for the decrease was due to the decrease in revenue being larger than the decrease in operating costs.

The telephony segment had an operating loss of \$307,233 for the quarter. This loss was due mainly to the expenses incurred in marketing and engineering. Subsequent to the quarter end management has taken steps to reduce operating expenses in the telephony segment by one third. Net loss for the quarter ended March 31, 2004 was \$642,578 or \$0.09 per share as compared to net income of \$88,441 or \$0.01 per share for the same period in 2003. The audio segment had profits of \$54,695 in 2003 as compared to \$103,438 in 2002.

The company used \$690,003 of cash in operations in the quarter as compared to a generation of \$284,663 in cash for the same period in 2003.

Financial Condition

The company had a working capital surplus of \$1,703,741 at March 31, 2004 as compared to \$2,142,840 as at December 31, 2003.

Cash resources at the end of the first quarter of 2004 were \$1,358,633 as compared to \$2,061.93 at December 31, 2003. Liabilities at the end of the first quarter of 2004 were \$364,179, which consisted of \$280,210 in accounts payable and accrued liabilities and \$83,969 in deferred revenue. Liabilities at December 31, 2003 were \$329,745 which consisted of \$2,33,198 in accounts payable and accrued liabilities and \$96,547 in deferred revenue. Management feels that with our current cash on hand and cash flows from operations the company has sufficient capital to carry out its business plan for the remainder of 2004.

Capital Expenditures

The company continues to take steps to ensure that its technology is current and up to date. To facilitate that goal and ongoing research and development, as well as protecting its technology through the registration of trademarks and patents, the company invested \$47,527 in the quarter in new computer equipment and software, trademarks and patents.

Consolidated Balance Sheets

As at March 31, 2004 and December 31, 2003
(Expressed in United States dollars)

| | March 31, 2004 | December 31, 2003 |
|---|--------------------|-------------------|
| ASSETS | (unaudited) | |
| <i>Current assets</i> | | |
| Cash and cash equivalents | \$ 1,358,633 | \$ 2,061,093 |
| Accounts receivable | 406,997 | 221,194 |
| Inventory | 154,707 | 107,377 |
| Deposits and prepaid expenses | 147,583 | 82,921 |
| | 2,067,920 | 2,472,585 |
| Capital assets (note 2) | 1,065,918 | 1,114,992 |
| Other intangible assets (note 3) | 177,974 | 189,002 |
| | \$ 3,311,812 | \$ 3,776,579 |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| <i>Current liabilities</i> | | |
| Accounts payable and accrued liabilities | \$ 280,210 | \$ 233,198 |
| Deferred revenue | 83,969 | 96,547 |
| | 364,179 | 329,745 |
| <i>Shareholders' equity</i> | | |
| Share capital (note 4) | 44,251,517 | 44,108,140 |
| Contributed surplus | 1,114,316 | 1,114,316 |
| Deficit | (42,418,200) | (41,775,622) |
| | 2,947,633 | 3,446,834 |
| | \$ 3,311,812 | \$ 3,776,579 |

See accompanying notes to consolidated financial statements.

Consolidated Statements of Operations and Deficit

For the three month periods ended March 31, 2004 and 2003
(Expressed in United States dollars under Canadian GAAP)

| | 2004 | 2003 |
|--------------------------------|-----------------|-----------------|
| | (unaudited) | (unaudited) |
| REVENUE | | |
| Royalties and license fees | \$ 205,467 | \$ 480,655 |
| Product sales | 304,781 | 350,195 |
| | 510,248 | 830,850 |
| Cost of product sales | 138,663 | 82,737 |
| | 371,585 | 748,113 |
| EXPENSES | | |
| Marketing | 350,476 | 256,798 |
| Operations | 71,536 | 36,069 |
| Product engineering | 224,517 | 151,654 |
| Administration | 255,617 | 125,212 |
| | 902,146 | 569,733 |
| Operating (loss) profit | (530,561) | 178,380 |
| OTHER ITEMS | | |
| Depreciation and amortization | (107,629) | (80,265) |
| Interest and other income | 1,139 | 5,931 |
| Other | (5,527) | (15,605) |
| | (112,017) | (89,939) |
| Net (loss) income for period | (642,578) | 88,441 |
| Deficit, beginning of period | (41,775,622) | (38,069,991) |
| Deficit, end of period | \$ (42,418,200) | \$ (37,981,550) |
| Income (loss) per common share | \$ (0.09) | \$ 0.01 |

See accompanying notes to consolidated financial statements.

Consolidated Statements of Cash Flows

For the three month periods ended March 31, 2004 and 2003
(Expressed in United States dollars under Canadian GAAP)

| | 2004 | 2003 |
|--|--------------|--------------|
| | (unaudited) | (unaudited) |
| Cash provided by (used in) | | |
| Operations | | |
| Income for the period | \$ (642,578) | \$ 88,441 |
| Items not requiring (providing) cash: | | |
| Depreciation and amortization | 107,629 | 80,265 |
| Compensation cost of options issued | 108,307 | 5,864 |
| Changes in working capital balances (note 6) | (263,361) | 110,093 |
| | (690,003) | 284,663 |
| Financing | | |
| Issuance of common shares, net | 35,070 | 1,410 |
| | 35,070 | 1,410 |
| Investments | | |
| Purchase of capital assets | (31,666) | (844) |
| Purchase of intangible assets | (15,861) | (11,480) |
| | (47,527) | (12,324) |
| Increase (decrease) in cash | (702,460) | 273,749 |
| Cash and cash equivalents, beginning of period | 2,061,093 | 2,621,205 |
| Cash and cash equivalents, end of period | \$ 1,358,633 | \$ 2,894,954 |

See accompanying notes to consolidated financial statements.

NOTES to Consolidated Financial Statements

For the Three Month Periods Ended March 31, 2004

Unaudited

(Expressed in United States dollars under Canadian GAAP)

1. Basis of presentation:

These consolidated financial statements include the accounts of QSound Labs, Inc., a public company organized under the laws of the Province of Alberta, Canada and its wholly-owned subsidiaries. All significant inter-company transactions and balances have been eliminated.

The statements have been prepared in accordance with Canadian Generally Accepted Accounting Principles for interim financial statements. These financial statements follow the same accounting policies and methods of applications as the most recent annual financial statements dated December 31, 2003. These interim financial statements should be read in conjunction with the Company's December 31, 2003 audited annual financial statements. The disclosures provided below are incremental to those included in the annual financial statements.

2. Capital assets:

| March 31, 2004 | Cost | Accumulated depreciation | Net book value |
|------------------------------------|---------------------|---------------------------------|-----------------------|
| Sound source and control equipment | \$ 556,695 | \$ 523,854 | \$ 32,841 |
| Real time systems | 905,534 | 897,644 | 7,890 |
| Furniture and fixtures | 359,638 | 321,324 | 38,314 |
| Computer equipment | 908,731 | 679,730 | 229,001 |
| Software and production tooling | 1,969,789 | 1,211,917 | 757,872 |
| | \$ 4,700,387 | \$ 3,634,469 | \$ 1,065,918 |

3. Other intangible assets:

| March 31, 2004 | Cost | Accumulated amortization | Net book value |
|-------------------------|-------------------|---------------------------------|-----------------------|
| Patents and trademarks | \$ 836,539 | \$ 679,216 | \$ 157,323 |
| Purchased customer list | 34,418 | 13,767 | 20,651 |
| | \$ 870,957 | \$ 692,983 | \$ 177,974 |

4. Share capital:

| | Number of Shares | Consideration |
|--|-----------------------------|----------------------|
| Balance at December 31, 2003 | 7,199,244 | \$ 44,108,140 |
| Issued for cash on exercise of options | 36,880 | 35,071 |
| Additional paid-in capital stock options | — | 108,306 |
| Balance at March 31, 2004 | 7,236,124 | \$ 44,251,517 |

5. Stock option plan:

| | Number of Shares | Exercise price per share | Weighted average exercise price |
|------------------------------|-----------------------------|-------------------------------------|--|
| Balance at December 31, 2003 | 1,738,765 | \$ 0.47 – 1.75 | \$ 0.87 |
| Granted | 240,720 | 1.65 – 1.88 | 1.77 |
| Exercised | (36,880) | 0.47 – 1.00 | 0.95 |
| Cancelled or expired | (225,000) | 1.21 | 1.21 |
| Balance at March 31, 2004 | 1,717,605 | \$ 0.47 – 1.75 | \$ 0.95 |

5. Stock option plan (continued):

The following table summarizes the information about stock options outstanding at March 31, 2004:

| Range of Exercise Prices | Options Outstanding | | | Options Exercisable | | |
|--------------------------|--------------------------------------|---|---------------------------------|--------------------------------------|---------------------------------|--|
| | Number Outstanding at March 31, 2004 | Weighted-Average Remaining Term (Years) | Weighted-Average Exercise Price | Number Exercisable at March 31, 2004 | Weighted-Average Exercise Price | |
| \$ 0.47 | 500,997 | 2.6 | \$ 0.47 | 500,997 | \$ 0.47 | |
| 0.57 - 0.62 | 275,000 | 4.0 | 0.61 | 136,106 | 0.61 | |
| 1.04 - 1.21 | 526,638 | 2.3 | 1.05 | 435,203 | 1.04 | |
| 1.32 - 1.88 | 414,970 | 4.4 | 1.65 | 273,302 | 1.63 | |
| | 1,717,605 | | | 1,345,608 | | |

6. Changes in non-cash working capital balances:

| | March 31, 2004 | March 31, 2003 |
|--|----------------|----------------|
| Accounts receivable | \$ (185,803) | \$ 219,893 |
| Inventory | (47,330) | (16,310) |
| Deposits and prepaid expenses | (64,662) | (3,317) |
| Accounts payable and accrued liabilities | 47,012 | (82,939) |
| Deferred revenue | (12,578) | (7,234) |
| | \$ (263,361) | \$ 110,093 |

7. Segmented information:

| For the three month period ended | | | | |
|---|--------------|-------------------|------------------|--------------|
| March 31, 2004 | | | | |
| | Audio | E-Commerce | Telephony | Total |
| Revenues | \$ 369,669 | \$ 68,845 | \$ 71,734 | \$ 510,248 |
| Interest revenue | 1,098 | — | 41 | 1,139 |
| Amortization of capital assets | 41,245 | 7,060 | 42,732 | 91,037 |
| Segment operating (loss) income | (206,054) | (17,275) | (307,233) | (530,562) |
| Segment assets | 2,300,751 | 118,030 | 893,031 | 3,311,812 |
| Expenditures for segment capital assets | 37,883 | — | 5,000 | 42,883 |

| For the three month period ended | | | | |
|---|------------|------------|------|------------|
| March 31, 2003 | | | | |
| | | | | |
| Revenues | \$ 728,933 | \$ 101,917 | \$ — | \$ 830,850 |
| Interest revenue | 5,931 | — | — | 5,931 |
| Amortization of capital assets | 50,552 | 9,992 | — | 60,544 |
| Segment operating income | 132,890 | 45,490 | — | 178,380 |
| Segment assets | 4,994,457 | 2,391,575 | — | 7,386,032 |
| Goodwill | — | 2,184,589 | — | 2,184,589 |
| Expenditures for segment capital assets | 109,569 | — | — | 109,569 |

| Geographic Information | 2004 Revenue | 2003 Revenue |
|-------------------------------|---------------------|---------------------|
| Canada | \$ 8,935 | \$ 1,315 |
| United States | 294,176 | 688,078 |
| Asia | 140,470 | 141,457 |
| Europe | 66,667 | — |
| | \$ 510,248 | \$ 830,850 |



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