

In line with guidance provided three months ago, the Company produced similar results to the first quarter. In the latest quarter, royalties received from our hearing aid license continued to be strong and iQfx®3 sales picked up in June as RealNetworks returned to a more aggressive marketing strategy.

We expect royalties from Philips to be more material in the second half of this year, although the third quarter will likely produce similar results to the previous two. Our cost containment program continues to be effective as operating expenses are down $21 \%$ in FY2002 versus FY2001. Both our business units continue to be self-sustaining and we are endeavoring to build upon this platform by developing new audio and voice solutions for higher growth markets.

As outlined in the recent presentation to the shareholders at the AGM, the Company is focussing most of its development resources on complete software solutions for audio and voice applications. To complement these activities, QSound has entered into a strategic relationship
with a private corporation that provides cost saving network solutions for the small and medium enterprise telephony market. The companies intend to work together by leveraging their software development expertise to co-develop software applications for the converging telephony and network industries.


## David Gallagher

President and
Chief Executive Officer
managements

This Management Discussion and Analysis ("MD\&A") of the results of operations of QSound Labs, Inc. (the company) for the quarter ended June 30, 2002 should be read in conjunction with the interim unaudited consolidated financial statements of the company, and the annual audited financial statements of the company and Annual Report on Form 20-F for the fiscal year ended December 31, 2001. Management has prepared these notes with the understanding that readers are already familiar with the MD\&A for the fiscal year ended December 31, 2001 which is contained in the Form 20-F referred to above.

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 June 30, 2002 were $\$ 870,165$ as compared to $\$ 821,451$ for the same period in 2001. The audio segment had revenues of $\$ 714,774$ for the quarter as compared to $\$ 667,716$ for the same period in 2001. The increase was due primarily to strong royalties received from the hearing aid license and increased integrated circuit sales. The e-commerce segment had revenues of $\$ 155,391$ as compared to $\$ 153,735$ for 2001, showing
stability in the number of subscribers for the e-commerce services.

The operating profit for the quarter was $\$ 187,885$ as compared to $\$ 58,688$ for the same period last year. The audio segment had operating profits of $\$ 174,027$ as compared to $\$ 244,978$ in 2001. The decrease in operating profit is due primarily to a provision for bad debts. The e-commerce segment had operating profits of $\$ 13,858$ compared to operating losses of $\$ 186,290$ in 2001. The increase in operating profits is due to the realized savings in moving the operations to Canada and the cost cutting measures taken. The year to date figures reflect both the cost cutting measures and the increase in profits as referred to above.

Net income for the quarter ended June 30, 2002 was $\$ 84,289$ or $\$ 0.01$ per share as compared to a loss of $\$ 160,219$ or $\$ 0.02$ per share for the same period in 2001.

The company continues to generate cash flow from operations and in the quarter ended June 30, 2002 generated \$95,096 in cash from operations as compared to $\$ 24,671$ for the previous year.

## Financial Condition

The company had a working capital surplus of $\$ 2,518,123$ as compared to $\$ 2,288,081$ as at December 31, 2001. The company
has entered into a strategic relationship with a private corporation and the parties plan to co-develop software applications for the converging telephony and network industries. As part of this co-operation, the company has advanced funds totaling $\$ 350,000$ and these advances are secured by the assets of the private corporation. The working capital surplus referred to above includes this note receivable.

Cash resources at the end of the second quarter of 2002 were $\$ 1,608,949$ and liabilities for the same period were $\$ 236,739$, which consisted of $\$ 205,524$ in accounts payable and accrued liabilities and $\$ 31,215$ 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 2002.

## Capital Expenditures

The company continues 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 patents the company invested $\$ 40,491$ in the quarter in new computer equipment and software, sound source and control equipment, and patents.

|  | June 30, 2002 |  | December 31, 2001 |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS | (unaudited) |  |  |  |
| Current Assets |  |  |  |  |
| Cash and cash equivalents | \$ | 1,608,949 | \$ | 2,047,892 |
| Accounts receivable |  | 654,537 |  | 439,245 |
| Note receivable (note 2) |  | 350,000 |  | - - |
| Inventory |  | 27,980 |  | 28,587 |
| Deposits and prepaid expenses |  | 113,396 |  | 85,365 |
|  |  | 2,754,862 |  | 2,601,089 |
|  |  |  |  |  |
| Capital assets (note 3) |  | 1,091,949 |  | 1,145,911 |
| Intangible assets (note 4) |  | 2,215,565 |  | 2,219,007 |
|  |  |  |  |  |
|  | \$ | 6,062,376 | \$ | 5,966,007 |
|  |  |  |  |  |
|  |  |  |  |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| Current Liabilities |  |  |  |  |
| Accounts payable and accrued liabilities | \$ | 205,524 | \$ | 304,726 |
| Deferred revenue |  | 31,215 |  | 8,282 |
|  |  | 236,739 |  | 313,008 |
|  |  |  |  |  |
| Shareholders' equity: |  |  |  |  |
| Share capital ( $7,085,574$ common shares) |  | 43,737,626 |  | 43,939,684 |
| Contributed surplus |  | 1,114,316 |  | 1,114,316 |
| Deficit |  | $(39,026,305)$ |  | $(39,401,001)$ |
|  |  | 5,825,637 |  | 5,652,999 |
|  |  |  |  |  |
|  | \$ | 6,062,376 | \$ | 5,966,007 |

[^0]

See accompanying notes to consolidated financial statements.


See accompanying notes to consolidated financial statements.

## 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 QCommerce Inc., QSound Ltd., QSound Electronics, Inc. and QKidz, Inc. 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, 2001 with the exception of the following accounting standard changes adopted effective January 1, 2002: - Goodwill and Other Intangibles (note 4). These interim financial statements should be read in conjunction with the Company's December 31, 2001 audited annual financial statements. The disclosures provided below are incremental to those included in the annual financial statements.

## 2. Note receivable:

The company has advanced $\$ 350,000$ to a private company. The advance is secured by all of the assets of the private company.

## 3. Capital assets:

| June 30, 2002 |  | Cost | Accumulated depreciation |  |  | Net book value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sound source and control equipment | \$ | 544,589 | \$ | 510,893 | \$ | 33,696 |
| Real time systems |  | 905,534 |  | 890,737 |  | 14,797 |
| Furniture and fixtures |  | 353,827 |  | 302,392 |  | 51,435 |
| Computer equipment |  | 801,303 |  | 578,011 |  | 223,292 |
| Software and production tooling |  | 1,258,729 |  | 689,627 |  | 569,102 |
| Patents and trademarks |  | 746,844 |  | 547,217 |  | 199,627 |


| $\$$ | $4,610,826$ | $\$$ | $3,518,877$ | $\$ 1,091,949$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

## 4. Intangible assets:

| June 30, 2002 | Cost | Accumulated <br> amortization | Net book <br> value |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Goodwill | $\$$ | $9,894,777$ | $\$$ | $7,710,188$ | $\$$ | $2,184,589$ |
| Purchased customer list | $\$ 34,418$ |  | 3,442 | 30,976 |  |  |
|  | $\$$ | $9,929,195$ | $\$$ | $7,713,630$ | $\$$ | $2,215,565$ |

Effective January 1, 2002, the Corporation adopted the new Canadian Institute of Chartered Accountants standard No. 3062 - Goodwill and Other Intangibles ("CICA 3062"), which no longer permits the amortization of goodwill and other indefinite life intangibles. The new standard requires that a fair value impairment test be performed annually on goodwill and other indefinite life intangibles. As required by CICA 3062, goodwill and indefinite life intangibles are tested for impairment as of January 1, 2002. This transitional impairment test was completed, and it has been determined that the fair values of the Corporation's goodwill and indefinite life intangibles exceeded their carrying values. Consequently, no impairment loss was recorded. The new standard is applied prospectively. There has been no change in the carrying value of goodwill $(\$ 2,184,589)$ since December 31, 2001. The purchased customer list is amortized on a straight line basis over its estimated useful life of 5 years.

## 5. Stock Option Plan:

|  | Number <br> of Shares | Exercise price <br> per share | Weighted average <br> exercise price |  |
| :--- | ---: | ---: | ---: | ---: |
| Balance at December 31, 2001 | $1,820,600$ | $\$ 0.47-12.24$ | $\$ .59$ |  |
| Cancelled or expired | $(506,500)$ | $\$ 2.12-12.00$ |  |  |
| Balance at June 30, 2002 |  |  |  |  |

[^1]
## 5. Stock Option Plan (continued):

The following table summarized the information about stock options outstanding at June 30, 2002:

| Range of Exercise Prices | Options Outstanding |  |  | Options Exercisable |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number <br> Outstanding at June 30, 2002 | Weighted- Average Remaining Con- tractual Cycle | WeightedAverage Exercise Price | Number <br> Exercisable at June 30, 2002 | Weighted- <br> Average <br> Exercise Price |
| \$ 0.47 | 629,797 | 4.2 | \$ 0.47 | 473,333 | \$ 0.47 |
| 1.04 | 471,638 | 4.1 | 1.04 | 399,667 | 1.04 |
| 2.12 to 6.00 | 38,625 | 1.5 | 2.62 | 38,625 | 2.62 |
| 8.00 to 12.24 | 174,040 | 1.3 | 9.02 | 173,374 | 9.02 |
|  | 1,314,100 |  |  | 1,084,999 |  |

6. Changes in non-cash working capital balances:

|  | For the three months ended June 30, 2002 |  | For the three months ended June 30, 2001 |  | For the nine months ended June 30, 2002 |  | For the nine months ended June 30, 2001 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts receivable | \$ | $(72,998)$ | \$ | $(6,358)$ | \$ | $(215,292)$ | \$ | 211,361 |
| Inventory |  | 215 |  | 241 |  | 607 |  | 585 |
| Deposits and prepaid |  |  |  |  |  |  |  |  |
| expenses |  | $(21,460)$ |  | 27,413 |  | $(28,031)$ |  | $(43,503)$ |
| Accounts payable and |  |  |  |  |  |  |  |  |
| accrued liabilities |  | 17,814 |  | $(128,494)$ |  | $(99,202)$ |  | $(119,227)$ |
| Deferred revenue |  | $(3,745)$ |  | 659 |  | 22,933 |  | 6,683 |
|  |  |  |  |  |  |  |  |  |
|  | \$ | $(80,174)$ |  | $(106,539)$ | \$ | $(318,985)$ | \$ | 55,899 |

## 7. Segmented Information:

For the three month period ended June 30, 2002

|  | Audio |  | E-Commerce |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |  |
| Royalties, license fees and product sales | \$ | 714,774 | \$ | 155,391 | \$ | 870,165 |
| Cost of product sales |  | 48,824 |  | 541 |  | 49,365 |
|  |  | 665,950 |  | 154,850 |  | 820,800 |
| Expenses |  |  |  |  |  |  |
| Marketing |  | 249,419 |  | 9,697 |  | 259,116 |
| Operations |  | - |  | 62,102 |  | 62,102 |
| Product engineering |  | 122,147 |  | 38,010 |  | 160,157 |
| Administration |  | 120,357 |  | 31,183 |  | 151,540 |
|  |  | 491,923 |  | 140,992 |  | 632,915 |
|  |  |  |  |  |  |  |
| Operating profit |  | 174,027 |  | 13,858 |  | 187,885 |
|  |  |  |  |  |  |  |
| Other Items |  |  |  |  |  |  |
| Depreciation and amortization |  | $(74,988)$ |  | $(16,022)$ |  | $(91,010)$ |
| Gain on sale of capital assets |  | 29 |  | - |  | 29 |
| Other |  | $(12,615)$ |  | - |  | $(12,615)$ |
|  |  | $(87,574)$ |  | $(16,022)$ |  | $(103,596)$ |
|  |  |  |  |  |  |  |
| Net income (loss) for the period | \$ | 86,453 | \$ | $(2,164)$ | \$ | 84,289 |
|  |  |  |  |  |  |  |
| Segment assets | \$ | 3,625,111 | \$ | 2,437,265 | \$ | 6,062,376 |

## 7. Segmented Information (continued):

For the three month period ended June 30, 2001

|  |  | Audio | E-Commerce |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |  |
| Royalties, license fees and product sales | \$ | 667,716 | \$ | 153,735 | \$ | 821,451 |
| Cost of product sales |  | 11,903 |  | - |  | 11,903 |
|  |  | 655,813 |  | 153,735 |  | 809,548 |
| Expenses |  |  |  |  |  |  |
| Marketing |  | 186,481 |  | 152,856 |  | 339,337 |
| Operations |  | - |  | 43,198 |  | 43,198 |
| Product engineering |  | 114,587 |  | 104,470 |  | 219,057 |
| Administration |  | 109,767 |  | 39,501 |  | 149,268 |
|  |  | 410,835 |  | 340,025 |  | 750,860 |
|  |  |  |  |  |  |  |
| Operating profit |  | 244,978 |  | $(186,290)$ |  | 58,688 |
|  |  |  |  |  |  |  |
| Other Items |  |  |  |  |  |  |
| Depreciation and amortization |  | $(76,716)$ |  | $(157,347)$ |  | $(234,063)$ |
| Gain on sale of capital asset |  | 6,515 |  | - |  | 6,515 |
| Other |  | 8,641 |  | - |  | 8,641 |
|  |  | $(61,560)$ |  | $(157,347)$ |  | $(218,907)$ |
|  |  |  |  |  |  |  |
| Net income (loss) for the period | \$ | 183,418 | \$ | $(343,637)$ | \$ | $(160,219)$ |
|  |  |  |  |  |  |  |
| Segment assets December 31, 2001 | \$ | 3,463,729 | \$ | 2,502,278 | \$ | 5,966,007 |

## 7. Segmented Information (continued):

For the six month period ended June 30, 2002

| Revenue | Audio |  | E-Commerce |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Royalties, license fees and product sales | \$ | 1,309,138 | \$ | 316,189 | \$ | 1,625,327 |
| Cost of product sales |  | 57,319 |  | 1,317 |  | 58,636 |
|  |  | 1,251,819 |  | 314,872 |  | 1,566,691 |
| Expenses |  |  |  |  |  |  |
| Marketing |  | 433,529 |  | 19,603 |  | 453,132 |
| Operations |  | - |  | 143,634 |  | 143,634 |
| Product engineering |  | 260,262 |  | 80,455 |  | 340,717 |
| Administration |  | 216,745 |  | 56,389 |  | 273,134 |
|  |  | 910,536 |  | 300,081 |  | 1,210,617 |
|  |  |  |  |  |  |  |
| Operating profit |  | 341,283 |  | 14,791 |  | 356,074 |
|  |  |  |  |  |  |  |
| Other Items |  |  |  |  |  |  |
| Depreciation and amortization |  | $(139,003)$ |  | $(32,044)$ |  | $(171,047)$ |
| Gain on sale of capital assets |  | 29 |  | - |  | 29 |
| Other |  | $(12,418)$ |  | - |  | $(12,418)$ |
|  |  | $(151,392)$ |  | $(32,044)$ |  | $(183,436)$ |
|  |  |  |  |  |  |  |
| Net income (loss) for the period | \$ | 189,891 | \$ | $(17,253)$ | \$ | 172,638 |

## 7. Segmented Information (continued):

For the six month period ended June 30, 2001

|  |  | Audio | E-Commerce |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |  |
| Royalties, license fees and product sales | \$ | 1,373,381 | \$ | 290,611 | \$ | 1,663,992 |
| Cost of product sales |  | 36,329 |  | - |  | 36,329 |
|  |  | 1,337,052 |  | 290,611 |  | 1,627,663 |
| Expenses |  |  |  |  |  |  |
| Marketing |  | 373,289 |  | 205,963 |  | 579,252 |
| Operations |  | - |  | 182,359 |  | 182,359 |
| Product engineering |  | 248,754 |  | 222,083 |  | 470,837 |
| Administration |  | 233,868 |  | 69,993 |  | 303,861 |
|  |  | 855,911 |  | 680,398 |  | 1,536,309 |
|  |  |  |  |  |  |  |
| Operating profit |  | 481,141 |  | $(389,787)$ |  | 91,354 |
|  |  |  |  |  |  |  |
| Other Items |  |  |  |  |  |  |
| Depreciation and amortization |  | $(153,622)$ |  | $(314,695)$ |  | $(468,317)$ |
| Gain on sale of capital asset |  | 6,515 |  | - |  | 6,515 |
| Other |  | 31,159 |  | - |  | 31,159 |
|  |  | $(115,948)$ |  | $(314,695)$ |  | $(430,643)$ |
|  |  |  |  |  |  |  |
| Net income (loss) for the period | \$ | 365,193 | \$ | $(704,482)$ | \$ | $(339,289)$ |

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[^0]:    See accompanying notes to consolidated financial statements.

[^1]:    Subsequent to June 30, 2002, an additional 83,819 vested options at $\$ 9.00$ expired.

