

This was an important quarter for the Company as we made significant progress with the initiatives announced at our shareholder meeting in June. As anticipated, the financial performance for this quarter was weak. However as planned, the combination of new revenue streams and our strong balance sheet will ensure an improved performance in the coming periods.

Specifically our microQ product suite for the mobile and handheld market has been well received. microQ, is a software engine optimized for playback of ringtones, enhanced music and game audio on cellular phones and PDAs. We will have design wins in the near future and royalty revenue from these design wins would start in FY2004. Marketing efforts for the remainder of this year will continue to be focussed on this product.

We are also now ready to ship our first VoIP products under the QTelNet brand and this will contribute financially during the third quarter and is expected to grow moving forward. We believe that this is
an opportune time to be entering this market and that our customer support and product development competencies will assist us in building on the existing customer base of dealers and OEMs. Our focus will be on adding value through software for various Internet telephony applications.


## 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, 2003 should be read in conjunction with the interim unaudited consolidated financial statements of the company for the quarter ended June 30, 2003, and the annual audited financial statements of the company for the fiscal year ended December 31, 2002. Management has prepared these notes with the understanding that readers are already familiar with the MD\&A for the fiscal year ended December 31, 2002.

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, 2003 were $\$ 383,308$ as compared to $\$ 870,165$ for the same period in 2002. The audio segment had revenues of $\$ 255,143$ for the quarter as compared to $\$ 714,774$ for the same period in 2002 . The decrease was due primarily to the expiration of the North American portion of royalties received from the hearing aid license. The e-commerce segment had revenues of $\$ 90,891$ as compared to $\$ 155,391$ for 2002. The decrease was due to a decrease in the number of subscribers for the e-commerce services. The telephony segment had revenues of $\$ 37,274$. As this is the first quarter of revenues for the telephony segment, there are no comparative figures.

The Company experienced an operating loss for the quarter of $\$ 401,153$ as compared to an operating profit of $\$ 192,041$ for the same period last year. The decrease was due primarily to the expiration of the North American portion of
royalties received from the hearing aid license, the start-up costs related to the telephony segment, and the marketing and engineering costs related to our new revenue streams.

Net loss for the quarter ended June 30, 2003 was $\$ 327,483$ or $\$ 0.05$ per share as compared to a net profit of $\$ 84,289$ or $\$ 0.01$ per share for the same period in 2002. The audio segment had a loss of $\$ 205,218$ in 2003 as compared to a profit of $\$ 86,453$ in 2002. The decrease in profit is due primarily to the expiration of the North American portion of royalties received from the hearing aid license. The e-commerce segment had profits of $\$ 30,349$ in 2003 compared to losses of $\$ 2,164$ in 2002. The increase in profits is due to the realized savings in moving the operations to Canada and cost cutting measures taken. The telephony segment had losses of $\$ 152,614$.

The company continues to generate cash flow from operations and in the quarter ended June 30, 2003 generated $\$ 220,436$ in cash from operations as compared to \$95,096 in 2002.

## Financial Condition

The company had a working capital surplus of $\$ 3,213,744$ at June 30, 2003 as compared to $\$ 3,284,000$ as at December 31, 2002.

Cash resources at the end of the second quarter of 2003 were $\$ 3,082,237$ and liabilities for the same period were $\$ 318,658$, which consisted of $\$ 219,180$ in accounts payable and accrued liabilities and $\$ 99,478$ 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 2003.

At the beginning of the quarter the company held sufficient Canadian dollar denominated cash to meet the estimated requirement for Canadian dollar funds for the remainder of the year. Due the fluctuation in the Canadian to US dollar exchange rate, the company experienced foreign exchange gains of $\$ 143,735$. This amount is included in other items on the statement of operations and deficit.

During 2002 the company entered into a strategic relationship with a private corporation whereby the parties planned to co-develop software applications for the converging telephony and network industries. As part of this co-operation, the company had advanced funds totaling $\$ 500,000$ and these advances were secured by the assets of the private corporation. Subsequent to the end of the 2002 year the company advanced a further $\$ 25,000$ to a receiver to enforce its security. At the beginning of the second quarter of 2003 the company collected on the note by acquiring title to software, inventory, in process research and development, and furniture and equipment.

## 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 \$16,740 in the quarter in new computer equipment and software, trademarks and patents.


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## 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., QKidz, Inc., and QTelNet Inc. All significant inter-company transactions and balances have been eliminated. During 2002 QKidz, Inc. was wound up and during 2003 QSound Electronics, Inc. was wound up.

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, 2002. These interim financial statements should be read in conjunction with the Company's December 31, 2002 audited annual financial statements. The disclosures provided below are incremental to those included in the annual financial statements.

## 2. Note receivable:

The company had advanced $\$ 525,000$ to a private company. During the period the company enforced its security and collected on the note by acquiring title to all of the private company's assets.

## 3. Capital assets:

| June 30, 2003 |  | Cost | Accumulated depreciation |  |  | Net book value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sound source and control equipment | \$ | 554,588 | \$ | 518,796 | \$ | 35,792 |
| Real time systems |  | 905,534 |  | 895,177 |  | 10,357 |
| Furniture and fixtures |  | 353,321 |  | 311,191 |  | 42,130 |
| Computer equipment |  | 808,025 |  | 633,096 |  | 174,929 |
| Software and production tooling |  | 1,928,805 |  | 973,048 |  | 955,757 |
|  |  |  |  |  |  |  |
|  | \$ | 4,550,273 | \$ | 3,331,308 | \$ | 1,218,965 |

4. Other Intangible assets:

| June 30, 2003 | Cost | Accumulated <br> amortization | Net book <br> value |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Patents and trademarks | $\$$ | 804,778 | $\$$ | 630,265 | $\$$ | 174,513 |
| Purchased customer list | $\$$ | 34,418 |  | 10,325 | 24,093 |  |
|  | $\$ 839,196$ | $\$$ | 640,590 | $\$$ | 198,606 |  |

## 5. Share Capital:

|  | Number <br> of Shares | Consideration |  |
| :--- | ---: | ---: | ---: |
| Balance March 31, 2003 | $7,159,074$ | $\$$ | $44,002,034$ |
| Issued for cash on exercise of options | 18,270 | 8,587 |  |
| Balance at June 30, 2003 | $7,177,344$ | $\$$ | $44,010,621$ |

## 6. Stock Option Plan:

|  | Number <br> of shares | Exercise price <br> per share | Weighted average <br> exercise price |  |
| :--- | ---: | ---: | ---: | ---: |
| Balance at March 31, 2003 | $1,565,422$ | $\$ 0.47-12.24$ | $\$$ | 1.24 |
| Granted | 50,000 | 1.34 | 1.34 |  |
| Exercised | $(18,270)$ | 0.47 | 0.47 |  |
| Cancelled or expired | $(75,000)$ | 9.00 | 9.00 |  |
| Balance at June 30,2003 |  |  |  |  |

## 6. Stock Option Plan (continued):

The following table summarized the information about stock options outstanding at June 30, 2003:

| Range of Exercise Prices | Options Outstanding |  |  | Options Exercisable |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number <br> Outstanding at June 30, 2003 | Weighted- Average Remaining Terms (Years) | WeightedAverage Exercise Price | Number Exercisable at June 30, 2003 | $\begin{array}{r} \text { Weighted- } \\ \text { Average } \\ \text { Exercise Price } \\ \hline \end{array}$ |
| \$ 0.47 | 544,027 | 3.3 | \$ 0.47 | 502,797 | \$ 0.47 |
| 0.57-1.00 | 280,000 | 7.6 | 0.61 | 5,000 | 1.00 |
| $1.04-1.65$ | 651,638 | 3.4 | 1.16 | 520,203 | 1.13 |
| $1.75-12.24$ | 46,487 | 0.7 | 3.26 | 46,487 | 3.26 |
|  | 1,522,152 |  |  | 1,074,487 |  |

## 7. Warrants:

During the three month period ended March 31, 2003 the company issued 250,000 warrants, each one warrant entitling the holder to receive one common share of the Company. The warrants are exercisable at $\$ 1.04$ and expire March 25, 2007.

The fair value of the warrants was determined to be $\$ 108,725$, was capitalized to software and production tooling, and was calculated using the Black Scholes pricing model with the following weighted average assumptions:

| Risk free interest rate |
| :--- |
| Volatility |
| Life of the warrant |
| Dividend yield |

8. Changes in non-cash working capital balances:


## 9. Segmented Information:

|  | Audio | E-Commerce | Telephony | Total |
| :---: | :---: | :---: | :---: | :---: |
| For the three month period ended June 30, 2003 |  |  |  |  |
| Revenues | \$ 255,143 | \$ 90,891 | \$ 37,274 | \$ 383,308 |
| Interest revenue | 17,191 | - | - - | 17,191 |
| Amortization of capital assets | 52,745 | 9,993 | - - | 62,738 |
| Segment profit (loss) | $(205,218)$ | 30,349 | $(152,614)$ | $(327,483)$ |
| Segment assets | 4,150,038 | 2,366,254 | 618,270 | 7,134,562 |
| Goodwill | - | 2,184,589 | - | 2,184,589 |
| Expenditures for segment capital assets | 1,140 | 1,064 | 483,090 | 485,294 |

## 9. Segmented Information (continued):



## 9. Segmented Information (continued):

| For the six month period ended June 30, 2002 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Audio | E-C | mmerce |  |  |  | Total |
| Revenues | \$ | 1,309,138 | \$ | 316,189 | \$ | - | \$ | 1,625,327 |
| Interest revenue |  | 13,292 |  | - - |  | - |  | 13,292 |
| Amortization of capital assets |  | 139,003 |  | 32,044 |  | - |  | 171,047 |
| Segment profit (loss) |  | 189,891 |  | $(17,253)$ |  | - |  | 172,638 |
| Expenditures for segment capital assets |  | 94,867 |  | - - |  | - |  | 94,867 |

## Geographic Information - Revenue

|  | For the three months ended June 30, 2003 |  | For the three months ended June 30, 2002 |  | For the six months ended June 30, 2003 |  | For the six months ended June 30, 2002 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Canada | \$ | 8,290 | \$ | 595 | \$ | 9,605 | S | 2,104 |
| United States |  | 290,772 |  | 748,570 |  | 978,850 |  | 1,439,800 |
| Asia |  | 84,246 |  | 121,000 |  | 225,703 |  | 183,423 |
|  | \$ | 383,308 | \$ | 870,165 | \$ | 1,214,158 | \$ | 1,625,327 |

## 10. Comparative figures:

Certain of the prior period figures, provided for the purpose of comparison, have been reclassified to conform to the current period's presentation.

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

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[^2]:    See accompanying notes to consolidated financial statements.

