

Condensed Consolidated Interim Financial Statements of

**POLLARD BANKNOTE
LIMITED**

(unaudited)

Three months ended March 31, 2022

These condensed consolidated interim financial statements have not been audited or reviewed by the Company's independent external auditors, KPMG LLP.

Pollard Banknote Limited
Condensed Consolidated Statements of Financial Position
(In thousands of Canadian dollars)
(unaudited)

	March 31, 2022	December 31, 2021
Assets		
Current assets		
Cash	\$ 10,294	\$ 3,517
Restricted cash	18,055	19,237
Accounts receivable	68,351	73,351
Inventories (note 6)	47,924	45,008
Prepaid expenses and deposits	9,265	7,576
Income tax receivable	5,235	4,477
Total current assets	159,124	153,166
Non-current assets		
Long-term receivables	594	584
Property, plant and equipment	102,049	104,590
Equity investment (note 7)	554	585
Goodwill	106,241	108,175
Intangible assets	93,332	94,305
Total non-current assets	302,770	308,239
Total assets	\$ 461,894	\$ 461,405
Liabilities and Shareholders' Equity		
Current liabilities		
Accounts payable and accrued liabilities	\$ 81,282	\$ 81,306
Dividends payable	1,077	1,077
Income taxes payable	2,854	194
Current portion lease liabilities	6,298	6,151
Contract liabilities (note 11)	1,721	2,242
Total current liabilities	93,232	90,970
Non-current liabilities		
Lease liabilities	9,862	10,419
Deferred income taxes	13,018	11,112
Long-term debt (note 8)	114,083	115,130
Other non-current liabilities	4,633	4,276
Pension liability (note 9)	10,566	22,541
Total non-current liabilities	152,162	163,478
Shareholders' equity		
Share capital (note 10)	149,849	149,849
Reserves	(6,422)	(1,579)
Retained earnings	73,073	58,687
Total shareholders' equity	216,500	206,957
Total liabilities and shareholders' equity	\$ 461,894	\$ 461,405

See accompanying notes to condensed consolidated interim financial statements.

Pollard Banknote Limited
Condensed Consolidated Statements of Income
(In thousands of Canadian dollars, except for share amounts)
(unaudited)

	Three months ended March 31, 2022	Three months ended March 31, 2021
Sales (note 11)	\$ 113,872	\$ 112,214
Cost of sales	91,916	87,429
Gross profit	21,956	24,785
Administration	12,089	12,042
Selling	4,468	3,895
Equity investment income (note 7)	(3,953)	(4,005)
Other expenses (note 12)	9	514
Income from operations	9,343	12,339
Finance costs (note 13)	1,786	1,609
Finance income (note 13)	(460)	–
Income before income taxes	8,017	10,730
Income taxes (note 14)		
Current	2,674	4,289
Deferred reduction	(1,082)	(1,022)
	1,592	3,267
Net income	\$ 6,425	\$ 7,463
Net income per share (basic) (note 15)	\$ 0.24	\$ 0.28
Net income per share (diluted) (note 15)	\$ 0.24	\$ 0.28

See accompanying notes to condensed consolidated interim financial statements.

Pollard Banknote Limited
Condensed Consolidated Statements of Comprehensive Income
(In thousands of Canadian dollars)
(unaudited)

	Three months ended March 31, 2022	Three months ended March 31, 2021
Net income	\$ 6,425	\$ 7,463
Other comprehensive income (loss)		
Items that are or may be reclassified to profit and loss		
Foreign currency translation differences – foreign operations	(4,843)	(3,992)
Items that will never be reclassified to profit and loss		
Defined benefit plans remeasurements, net of income tax (note 9 & note 14)	8,930	12,468
Other comprehensive income	4,087	8,476
Comprehensive income	\$ 10,512	\$ 15,939

See accompanying notes to condensed consolidated interim financial statements.

Pollard Banknote Limited
Condensed Consolidated Statements of Changes in Equity
(In thousands of Canadian dollars)
(unaudited)

For the three months ended March 31, 2022

		Share capital	Translation reserve	Retained earnings	Total equity
Balance at December 31, 2021	\$	149,849	(1,579)	58,687	206,957
Net income		–	–	6,425	6,425
Other comprehensive income (loss)					
Foreign currency translation differences – foreign operations		–	(4,843)	–	(4,843)
Defined benefit plans remeasurements, net of income tax (note 9 & note 14)		–	–	8,930	8,930
Total other comprehensive income (loss)	\$	–	(4,843)	8,930	4,087
Total comprehensive income (loss)	\$	–	(4,843)	15,355	10,512
Share based compensation	\$	–	–	108	108
Dividends (note 10)		–	–	(1,077)	(1,077)
Balance at March 31, 2022	\$	149,849	(6,422)	73,073	216,500

For the three months ended March 31, 2021

		Share capital	Translation reserve	Retained earning	Total equity
Balance at December 31, 2020	\$	109,007	2,563	30,813	142,383
Net income		–	–	7,463	7,463
Other comprehensive income (loss)					
Foreign currency translation differences – foreign operations		–	(3,992)	–	(3,992)
Defined benefit plans remeasurements, net of income tax		–	–	12,468	12,468
Total other comprehensive income (loss)	\$	–	(3,992)	12,468	8,476
Total comprehensive income (loss)	\$	–	(3,992)	19,931	15,939
Issue of common shares (note 10)	\$	32,611	–	(38)	32,573
Issue of common shares related to acquisition of Next Generation Lotteries AS (note 5)		7,998	–	–	7,998
Share based compensation		–	–	87	87
Dividends		–	–	(1,076)	(1,076)
Balance at March 31, 2021	\$	149,616	(1,429)	49,717	197,904

See accompanying notes to condensed consolidated interim financial statements.

Pollard Banknote Limited
Condensed Consolidated Statements of Cash Flows
(In thousands of Canadian dollars)
(unaudited)

	Three months ended March 31, 2022	Three months ended March 31, 2021
Cash increase (decrease)		
Operating activities		
Net income	\$ 6,425	\$ 7,463
Adjustments		
Income taxes	1,592	3,267
Amortization and depreciation	9,738	9,344
Interest expense	1,786	1,073
Unrealized foreign exchange gain	(672)	(897)
Equity investment income (note 7)	(3,953)	(4,005)
Pension expense	2,332	2,302
Contingent consideration adjustment	146	–
Interest paid	(857)	(1,001)
Income tax paid	(674)	(6,879)
Pension contribution	(2,085)	(1,263)
Change in non-cash operating working capital (note 16)	658	5,977
	14,436	15,381
Investing activities		
Additions to property, plant and equipment	(2,431)	(4,237)
Acquisition of Next Generation Lotteries AS (note 5)	(759)	(33,861)
Equity distribution (note 7)	3,974	4,112
Additions to intangible assets	(5,017)	(2,608)
	(4,233)	(36,594)
Financing activities		
Proceeds from issue of share capital (note 10)	–	32,573
Net borrowings (repayments) of long-term debt	(417)	6,254
Change in other non-current liabilities	11	81
Lease principal payments	(1,625)	(1,377)
Deferred financing charges paid	(91)	(8)
Dividends paid	(1,077)	(1,028)
	(3,199)	36,495
Foreign exchange loss on cash held in foreign currency	(227)	(461)
Change in cash position	6,777	14,821
Cash position, beginning of period	3,517	1,888
Cash position, end of period	\$ 10,294	\$ 16,709

See accompanying notes to condensed consolidated interim financial statements.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

1. Reporting entity:

Pollard Banknote Limited ("Pollard") was incorporated under the laws of Canada on March 26, 2010. The address of Pollard's registered office is 140 Otter Street, Winnipeg, Manitoba, Canada, R3T 0M8.

The condensed consolidated interim financial statements of Pollard at and for the three months ended March 31, 2022, comprise Pollard, Pollard's subsidiaries and its interest in other entities. Pollard is primarily involved in the manufacture and sale of lottery and gaming products.

The controlling entity of Pollard is Pollard Equities Limited ("Equities"), a privately held company. Equities owns approximately 64.3% of Pollard's outstanding shares.

Pollard's consolidated financial statements at and for the year ended December 31, 2021, are available at www.sedar.com.

The overall impact of seasonality does not have a significant impact on the operations of Pollard.

2. Basis of preparation:

(a) Statement of compliance:

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standards ("IAS") 34 *Interim Financial Reporting* and do not include all of the information required for full annual consolidated financial statements.

On May 11, 2022, Pollard's Board of Directors approved these condensed consolidated interim financial statements.

(b) Basis of preparation:

These condensed consolidated interim financial statements have been prepared on a historical cost basis, except for the following material items in the statement of financial position:

- The pension liability is recognized as the net total of the fair value of plan assets less the present value of the defined benefit obligation.
- The contingent consideration liability is recognized at the present value of the expected payments to be made under the agreement.

These statements are presented in Canadian dollars, Pollard's functional currency, and all values are rounded to the nearest thousand (except share and per share amounts) unless otherwise indicated.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

2. Basis of preparation (continued):

Certain comparative figures for the prior period have been reclassified to conform to the presentation adopted in the current period.

(c) Use of estimates and judgments:

The preparation of condensed consolidated interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

In preparing these condensed consolidated interim financial statements, the significant judgments made by management in applying Pollard's accounting policies and the key sources of estimation uncertainty were the same as those applied to the consolidated financial statements at and for the year ended December 31, 2021.

3. Significant accounting policies:

Except for the accounting policies described below, these condensed consolidated interim financial statements follow the same significant accounting policies as described and used in Pollard's consolidated financial statements for the year ended December 31, 2021 and should be read in conjunction with these statements.

(a) Amendments to IAS 16 – proceeds before intended use:

In May 2020, the International Accounting Standards Board ("IASB") issued *Property, Plant and Equipment Proceeds before Intended Use (Amendments to IAS 16)*. The amendments provide guidance on the accounting for sale proceeds and related production costs for items a company produces and sells in the process of making an item of property, plant and equipment available for its intended use. The amendments are effective for annual periods beginning on or after January 1, 2022. Pollard has determined that this amendment did not have a material impact on its condensed consolidated interim financial statements.

(b) Amendments to IAS 37 – cost of fulfilling a contract:

In May 2020, the IASB issued *Onerous Contracts – Cost of Fulfilling a Contract (Amendments to IAS 37)*. The amendments address the fact that IAS 37 does not specify which costs are included as a cost of fulfilling a contract when determining whether a contract is onerous. The amendments clarify that costs of fulfilling a contract comprise both the incremental costs and an allocation of direct costs. The amendments are effective for annual periods beginning on or after January 1, 2022. Pollard has determined that this amendment did not have a material impact on its condensed consolidated interim financial statements.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

4. Future accounting standards:

- (a) Amendments to IAS 1 – classification of liabilities as current or non-current:

In January 2020, the IASB issued amendments to IAS 1 Presentation of Financial Statements to clarify the classification of liabilities as current or non-current. For the purposes of non-current classification, the amendments removed the requirement for a right to defer settlement or roll over of a liability for at least twelve months to be unconditional. The amendments are effective for annual periods beginning on or after January 1, 2024. Pollard is currently assessing the impact of the amendment on its condensed consolidated interim financial statements.

- (b) Amendments to IAS 1 and International Financial Reporting Standards (“IFRS”) Practice Statement 2 – disclosure initiative – accounting policies:

In February 2021, the IASB issued Disclosure Initiative – Accounting Policies (Amendments to IAS 1 and IFRS Practice Statement 2 Making Materiality Judgements). The amendments help companies provide useful accounting policy disclosures. The key amendments include requiring companies to disclose their material accounting policies rather than significant accounting policies, clarifying that accounting policies related to immaterial transactions, other events or conditions are themselves immaterial and as such need not be disclosed and clarifying that not all accounting policies that relate to material transactions, other events or conditions are themselves material to a company’s financial statements. The amendments are effective for annual periods beginning on or after January 1, 2023. Pollard is currently assessing the impact of the amendment on its condensed consolidated interim financial statements.

- (c) Amendments to IAS 12 – deferred tax related to assets and liabilities arising from a single transaction:

In May 2021, the IASB issued Deferred Tax related to Assets and Liabilities arising from a Single Transaction (Amendments to IAS 12). The amendments narrow the scope of the initial recognition exemption (“IRE”) so that it does not apply to transactions that give rise to equal and offsetting temporary differences. As a result, companies will need to recognize a deferred tax asset and a deferred tax liability for temporary differences arising on initial recognition of a lease and a decommissioning provision. The amendments are effective for annual periods beginning on or after January 1, 2023. Pollard is currently assessing the impact of the amendment on its condensed consolidated interim financial statements.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

5. Acquisitions:

(a) Next Generation Lotteries AS:

On January 14, 2021, Pollard acquired 100% of the equity of Next Generation Lotteries AS ("NGL"), a leading provider of lottery management and iLottery technology. The purchase price was funded by proceeds from Pollard's credit facility and cash on hand. The acquisition has been accounted for using the acquisition method. The fair values of the identifiable assets and liabilities have been based on management's best estimates and valuation techniques at January 14, 2021, the acquisition date.

Cash paid, net of cash acquired of \$9,015 and debt assumed of \$2,382	\$	38,842
Purchase price payable		1,905
Issuance of common shares		7,998
Total consideration	\$	48,745
Accounts receivable	\$	6,145
Inventories		1,096
Prepaid expenses and deposits		896
Property, plant and equipment		5,116
Income tax receivable		1,119
Deferred tax liability		(6,460)
Accounts payable and accrued liabilities		(3,342)
Lease liabilities		(1,835)
Net tangible assets acquired	\$	2,735
Technology	\$	22,653
Game Library		2,984
Identifiable intangible assets acquired	\$	25,637
Goodwill acquired	\$	20,373

The goodwill acquired is largely attributable to the assembled workforce and the expected revenue synergies and cost savings after integration of NGL with Pollard. This goodwill is not expected to be deductible for tax purposes.

During the measurement period, new information became available regarding the existence and valuation of certain receivables, prepaid expenses, right of use assets and lease liabilities, the valuation of share consideration and the ability to utilize the future tax recoverable recognized at the acquisition date. Adjustments to the preliminary purchase price allocation were required, resulting in a \$544 increase to the cash paid, a \$846 increase to the value of the common shares issued, a \$545 increase in accounts receivable, a \$106 decrease in prepaid expenses, a \$1,835 increase in property, plant and equipment, a \$735 increase in deferred tax liability, a \$1,835 increase in lease liabilities and a \$1,686 increase to goodwill.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

5. Acquisitions (continued):

During the measurement period, the closing working capital amount was finalized. Adjustments to the purchase price and purchase price allocation were required, resulting in a \$8 increase in cash paid, a \$1 increase in accounts receivable and a \$7 increase to goodwill.

Included in the purchase agreement is the opportunity for contingent consideration, based on achievement of certain contribution margin targets during 2021. The maximum amount of contingent consideration payable is \$5,880 (€4,000). At March 31, 2022, Pollard has not accrued any amounts relating to this contingent consideration as the contribution margin targets are currently not expected to be met.

At December 31, 2021, the acquisition accounting was finalized.

6. Inventories:

	March 31, 2022	December 31, 2021
Raw materials	\$ 21,503	\$ 21,678
Work-in-process	2,012	2,270
Finished goods	24,409	21,060
	\$ 47,924	\$ 45,008

During the first quarter of 2022, Pollard recorded inventory write-downs of \$160 representing an increase in the obsolescence reserves, and inventory write-downs of \$66 due to changes in foreign exchange rates.

During the first quarter of 2021, Pollard recorded inventory write-downs of \$142 representing an increase in the obsolescence reserves, and inventory write-downs of \$43 due to changes in foreign exchange rates.

The cost of sales reflects the costs of inventory including direct material, direct labour and manufacturing overheads.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

7. Equity investment:

NeoPollard Interactive, LLC ("NPI")

Pollard, in conjunction with NeoGames US, LLP, operates NPI. The entity was established to provide iLottery services in the United States and Canada, excluding the State of Michigan.

	Three months ended	
	March 31, 2022	March 31, 2021
Interest in joint venture		
Balance, beginning of period	\$ 585	\$ 881
Investment distribution	(3,974)	(4,112)
Equity income	3,953	4,005
Effects of movements in exchange rates	(10)	10
Balance, end of period	\$ 554	\$ 784

	March 31, 2022		December 31, 2021	
Current assets	\$ 22,398	\$ 29,435		
Non-current assets	1,898	1,932		
Total	\$ 24,296	\$ 31,367		
Current liabilities	\$ 22,885	\$ 29,835		
Non-current liabilities	303	362		
Total	\$ 23,188	\$ 30,197		
Net assets – 100%	\$ 1,108	\$ 1,170		
Attributable to Pollard – 50%	\$ 554	\$ 585		

At March 31, 2022, included in the current assets of NPI is restricted cash relating to amounts held on behalf of iLottery customers of \$8,339 (December 31, 2021 – \$11,512). There is an offsetting liability included in current liabilities.

	Three months ended	
	March 31, 2022	March 31, 2021
Revenue – 100%	\$ 22,639	\$ 19,835
Revenue – attributable to Pollard – 50%	\$ 11,320	\$ 9,917
Comprehensive income – 100%	\$ 7,202	\$ 7,362
Comprehensive income – attributable to Pollard ⁽¹⁾	\$ 3,953	\$ 4,005

(1) Comprehensive income attributable to Pollard is greater than 50% due to services provided to NPI by Pollard. Pollard's share of these transactions is eliminated upon consolidation.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

7. Equity investment (continued):

Michigan iLottery

Pollard and NeoGames US, LLP operate the iLottery operation for the Michigan Lottery under a separate joint operating agreement. Pollard recognizes its interest in the joint operation by including its assets, including its 50% share of any assets held jointly, its liabilities, including its 50% share of any liabilities incurred jointly and its 50% share of revenue and expenses.

8. Long-term debt:

	March 31, 2022	December 31, 2021
Credit facility, interest of 1.9% to 2.4%, payable monthly, maturing 2025	\$ 114,750	\$ 115,804
Deferred financing charges, net of amortization	(667)	(674)
	\$ 114,083	\$ 115,130

(a) Credit facility:

Effective December 31, 2021, Pollard renewed its credit facility. The credit facility provides loans of up to \$215,000 for its Canadian operations and US\$14,000 for its U.S. subsidiaries. The credit facility also includes an accordion feature which can increase the facility by \$50,000. The borrowings for the Canadian operations can be denominated in Canadian or U.S. dollars, to a maximum of \$215,000 Canadian equivalent. Borrowings under the credit facility bear interest at fixed and floating rates based on Canadian and U.S. prime bank rates, banker's acceptances or LIBOR. At March 31, 2022, the outstanding letters of guarantee drawn under the credit facility were \$81 (December 31, 2021 – \$126).

Included in the total credit facility balance is a U.S. dollar denominated balance of US\$35,400 (December 31, 2021 – US\$35,400). As of March 31, 2022, Pollard had unused credit facility available of \$117,669 (December 31, 2021 – \$116,822).

Under the terms and conditions of the credit facility agreement Pollard is required to maintain certain financial covenants including debt to income before interest, income taxes, amortization, depreciation and certain other items ("Adjusted EBITDA") ratios and certain debt service coverage ratios. At March 31, 2022, Pollard is in compliance with all financial covenants.

Pollard's credit facility is secured by a first security interest in all of the present and after acquired property of Pollard. Under the terms of the agreement the facility is committed for a four-year period, renewable December 31, 2025. Principal payments are not required until maturity. The facility can be prepaid without penalties.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

8. Long-term debt (continued):

(b) Economic Development Canada ("EDC") facility:

Effective February 28, 2020, Pollard entered into an agreement with EDC to provide a €15,000 facility whereby Pollard can issue qualifying letters of credit against the EDC facility. The facility is guaranteed by a general indemnity from Pollard. As of March 31, 2022, the outstanding letters of credit drawn on this facility were \$10,113 (€7,328). As of December 31, 2021, the outstanding letters of credit drawn on this facility were \$10,526 (€7,315).

9. Pension liability:

During the three month period ended March 31, 2022, Pollard recorded a remeasurement gain of \$8,930 (net of \$3,220 of income tax) on its defined pension plans. The remeasurement gain resulted from an increase in the discount rate, which was partially offset by lower returns than expected on plan asset investments.

During the three month period ended March 31, 2021, Pollard recorded a remeasurement gain of \$12,468 (net of \$4,544 of income tax) on its defined pension plans. The remeasurement gain resulted from an increase in the discount rate and higher returns than expected on plan asset investments.

10. Share capital:

	Shares	Amount
Authorized		
Unlimited common shares		
Unlimited preferred shares		
Issued		
Balance at January 1, 2021	25,706,908	\$ 109,007
Issue of common shares	933,800	32,405
Acquisition of NGL (note 5)	233,211	7,998
Stock option exercises	43,750	439
Balance at December 31, 2021 and March 31, 2022	26,917,669	\$ 149,849

Issue of common shares

On February 9, 2021, Pollard announced that it had entered into an agreement with a syndicate of underwriters to purchase, on a bought deal basis, 812,000 common shares of Pollard at a price of \$36.95 per share. Pollard also granted the underwriters an over-allotment option exercisable at any time up to 30 days following the closing of the offering, to purchase up to an additional 121,800 common shares. The offering, including the full over-allotment, closed on March 2, 2021. The total gross proceeds, prior to any commissions and offering expenses, from the sale of 933,800 common shares was approximately \$34,504.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

10. Share capital:

Dividends

Dividends are paid on the common shares within 15 days of the end of each quarter and are fully discretionary, as determined by the Board of Directors of Pollard.

On March 9, 2022, a dividend of \$0.04 per share was declared, payable on April 14, 2022, to the shareholders of record on March 31, 2022.

11. Revenue and contract balances:

In the following tables, revenue from contracts with customers is disaggregated by geographical segment and product line:

Revenue – geographical segment	Three months ended March 31, 2022			
		Lotteries and charitable gaming	eGaming systems	Total
Canada	\$	20,585	\$ 1,107	\$ 21,692
United States		63,869	9,858	73,727
International		18,453	–	18,453
Total	\$	102,907	\$ 10,965	\$ 113,872

Revenue – geographical segment	Three months ended March 31, 2021			
		Lotteries and charitable gaming	eGaming systems	Total
Canada	\$	19,106	\$ 425	\$ 19,531
United States		60,288	7,635	67,923
International		24,760	–	24,760
Total	\$	104,154	\$ 8,060	\$ 112,214

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

11. Revenue and contract balances (continued):

Revenue – product lines	Three months ended March 31, 2022			
		Lotteries and charitable gaming	eGaming systems	Total
Lottery	\$	86,726	\$ –	\$ 86,726
Charitable		16,181	–	16,181
eGaming systems		–	10,965	10,965
Total	\$	102,907	\$ 10,965	\$ 113,872

Revenue – product lines	Three months ended March 31, 2021			
		Lotteries and charitable gaming	eGaming systems	Total
Lottery	\$	89,947	\$ –	\$ 89,947
Charitable		14,207	–	14,207
eGaming systems		–	8,060	8,060
Total	\$	104,154	\$ 8,060	\$ 112,214

The following tables provide information about receivables, contract assets and contract liabilities from contracts with customers:

Contract balances	March 31, 2022	December 31, 2021
Trade receivables, which are included in accounts receivable	\$ 60,556	\$ 64,552
Contract assets, which are included in accounts receivable	5,023	4,467
Contract liabilities	1,721	2,242

Contract liabilities	Three months ended March 31, 2022	Three months ended March 31, 2021
Balance – beginning of period	\$ 2,242	\$ 669
Increases due to cash received	1,149	1,532
Revenue recognized during the period	(1,643)	(1,126)
Effect of movement in exchange rates	(27)	(5)
Balance – end of period	1,721	1,070
Less current portion	(1,721)	(890)
	\$ –	\$ 180

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

12. Other expenses:

	Three months ended March 31, 2022	Three months ended March 31, 2021
Contingent consideration fair value adjustment (note 5)	\$ 146	\$ –
Other income	(137)	(149)
Canada emergency wage subsidy ("CEWS")	–	(1,857)
Litigation settlement	–	2,520
	\$ 9	\$ 514

13. Finance costs and finance income:

	Three months ended March 31, 2022	Three months ended March 31, 2021
Finance costs		
Interest	\$ 1,786	\$ 1,073
Foreign exchange loss	–	536
	\$ 1,786	\$ 1,609

	Three months ended March 31, 2022	Three months ended March 31, 2021
Finance income		
Foreign exchange gain	\$ 460	\$ –
	\$ 460	\$ –

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

14. Income taxes:

Reconciliation of effective tax rate

	Three months ended March 31, 2022		Three months ended March 31, 2021	
Net income for the period	\$	6,425	\$	7,463
Total income taxes		1,592		3,267
Income before income taxes	\$	8,017	\$	10,730
Income tax reduction using Pollard's domestic tax rate	27.0%	\$ 2,164	27.0%	\$ 2,897
Effect of tax rates in foreign jurisdictions	(5.9%)	(470)	(4.2%)	(446)
Non-deductible amounts	0.4%	34	0.2%	24
Non-deductible amounts relating to acquisitions	0.0%	–	1.2%	126
Other items	1.0%	79	0.6%	61
Effect of non-taxable items related to foreign exchange	(2.7%)	(215)	(0.1%)	(11)
Unrecognized non-capital losses	0.0%	–	5.7%	616
	19.9%	\$ 1,592	30.4%	\$ 3,267

15. Net income per share:

	Three months ended March 31, 2022		Three months ended March 31, 2021	
Net income attributable to shareholders for basic and diluted net income per share	\$	6,425	\$	7,463
Weighted average number of shares (basic)		26,917,669		26,218,657
Weighted average impact of share options		312,500		322,918
Weighted average number of shares (diluted)		27,230,169		26,541,575
Net income per share (basic)	\$	0.24	\$	0.28
Net income per share (diluted)	\$	0.24	\$	0.28

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

16. Supplementary cash flow information:

	Three months ended March 31, 2022	Three months ended March 31, 2021
Change in non-cash operating working capital:		
Accounts receivable	\$ 4,027	\$ 1,615
Inventories	(3,259)	2,867
Prepaid expenses and deposits	(1,871)	191
Income taxes payable	(60)	(60)
Accounts payable and accrued liabilities	2,315	958
Contract liabilities	(494)	406
	\$ 658	\$ 5,977

17. Related party transactions:

Pollard Equities Limited and affiliates

During the quarter ended March 31, 2022, Pollard paid property rent of \$827 (2021 – \$863) and \$105 (2021 – \$nil) in plane charter costs to affiliates of Equities.

During the quarter, Equities paid Pollard \$18 (2021 – \$18) for accounting and administration fees.

Included within property, plant and equipment and lease liabilities on the condensed consolidated statements of financial position are right-of-use assets and corresponding liabilities for premises leased to Pollard from Equities. At March 31, 2022, the net book value of the right-of-use assets was \$5,762 (December 31, 2021 – \$6,601) and the present value of the lease liabilities was \$5,988 (December 31, 2021 – \$6,770).

NeoGames US, LLP and affiliates

During the quarter ended March 31, 2022, Pollard reimbursed operating costs and paid software royalties of \$3,354 (2021 – \$3,356) to its iLottery partner, which are recorded in cost of sales.

At March 31, 2022, included in accounts payable and accrued liabilities is a net amount owing to Pollard's iLottery partner of \$2,542 (December 31, 2021 – \$2,176) for its share of profits and reimbursement of operating costs, net of capital investments.

At March 31, 2022, included in restricted cash and accounts payable and accrued liabilities is an amount owing to Pollard's iLottery partner of \$4,716 (December 31, 2021 - \$4,784) for funds relating to contractual performance guarantees.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

17. Related party transactions (continued):

Key management personnel

Key management personnel are those having authority and responsibility for planning, directing and controlling the activities of the company. The Board of Directors and the Executive Committee are considered key management personnel.

Key management personnel compensation comprised:

	Three months ended March 31, 2022	Three months ended March 31, 2021
Wages, salaries and benefits	\$ 950	\$ 1,096
Deferred director compensation	44	–
Expenses related to defined benefit plans	192	201
	<u>\$ 1,186</u>	<u>\$ 1,297</u>

At March 31, 2022, key management personnel of Pollard, as a group, beneficially owned or exercised control or direction over 17,366,138 common shares of Pollard.

18. Segmented information:

Pollard has two reportable segments: Lotteries and charitable gaming, and eGaming systems which are Pollard's strategic business units.

The strategic business units offer different products and services, and are managed separately. For each of the strategic business units, Pollard's Co-CEO's review internal management reports on a monthly basis.

The Lotteries and charitable gaming segment derives its revenues from the manufacture of instant tickets and related products. The eGaming systems segment derives its revenues from the development of game systems.

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

18. Segmented information (continued):

Three months ended March 31, 2022					
	Lotteries and charitable gaming		eGaming systems ⁽¹⁾		Total
Revenues from external customers	\$	102,907	\$	10,965	\$ 113,872
Operating costs and expenses		97,566		8,289	105,855
Income before income taxes		5,341		2,676	8,017
Total assets		384,309		77,585	461,894

(1) Included in the results of eGaming systems are adjustments to increase the fair value and recognize accretion expense on the contingent consideration liability recognized upon acquisition of Compliant Gaming, LLC, resulting in an increase in operating costs and a decrease in income before income taxes of \$1,106.

Three months ended March 31, 2021					
	Lotteries and charitable gaming		eGamings eystems ⁽²⁾		Total
Revenues from external customers	\$	104,154	\$	8,060	\$ 112,214
Operating costs and expenses		94,209		7,275	101,484
Income before income taxes		9,945		785	10,730
Total assets		386,403		78,288	464,691

(2) Included in the results of eGaming systems is an adjustment to recognize accretion expense on the contingent consideration liability recognized upon acquisition of Compliant Gaming, LLC, resulting in an increase in operating costs and a decrease in income before income taxes of \$76.

19. Financial risk management:

Pollard has exposure to the following risks from its use of financial instruments:

Credit risk
Liquidity risk
Currency risk
Interest rate risk

Pollard's risk management policies are established to identify and analyze the risks, to set appropriate risk limits and controls and to monitor risks and adherence to limits. The Audit Committee oversees how management monitors compliance with Pollard's risk management policies and procedures. The Audit Committee is assisted in its oversight role by Internal Audit, who undertakes regular reviews of risk management controls and utilizes the annual risk assessment process as the basis for the annual internal audit plan.

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Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

19. Financial risk management (continued):

Credit risk

The following table outlines the details of the aging of Pollard's receivables and the related allowance for losses:

	March 31, 2022	December 31, 2021
Current	\$ 63,336	\$ 67,766
Past due for 1 to 60 days	4,456	4,127
Past due for more than 60 days	1,605	2,452
Less: Allowance for losses	(452)	(410)
	\$ 68,945	\$ 73,935
Less: long-term receivables	(594)	(584)
	\$ 68,351	\$ 73,351

Liquidity risk

Liquidity risk is the risk that Pollard will not be able to meet its financial obligations as they fall due. Pollard's approach is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due. The 2022 requirements for capital expenditures, working capital and dividends are expected to be financed from cash flow provided by operating activities and the unused credit facility. Pollard enters into contractual obligations in the normal course of business operations.

Currency risk

Pollard sells a significant portion of its products and services to customers in the United States and to some international customers where sales are denominated in U.S. dollars. In addition, a significant portion of its cost inputs are denominated in U.S. dollars. Pollard also generates revenue in currencies other than the Canadian and U.S. dollar, primarily in Euros.

A 50 basis point strengthening/weakening in the foreign exchange rate between the Canadian and U.S. dollar would decrease/increase the income before income taxes due to changes in operating cashflow by approximately \$13 for three months ended March 31, 2022 (2021 – \$36). A 50 basis point strengthening/weakening in the foreign exchange rate between the Canadian dollar and Euro would decrease/increase the income before income taxes due to changes in operating cashflow by approximately \$5 for three months ended March 31, 2022 (2021 – \$18).

Pollard Banknote Limited

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except where otherwise noted and for share amounts)

(unaudited)

19. Financial risk management (continued):

In addition, translation differences arise when foreign currency monetary assets and liabilities are translated at foreign exchange rates that change over time. At March 31, 2022, the amount of financial liabilities denominated in U.S. dollars exceeded the amount of financial assets denominated in U.S. dollars by approximately \$29,346 (December 31, 2021 – \$28,965). A 50 basis point weakening/strengthening in the value of the Canadian dollar relative to the U.S. dollar would result in a decrease/increase in income before taxes of approximately \$147 for the three months ended March 31, 2022 (2021 – \$213).

Pollard utilizes a number of strategies to mitigate its exposure to currency risk. Five manufacturing facilities are located in the U.S. and a significant amount of cost inputs for all production facilities are denominated in U.S. dollars, offsetting a large portion of the U.S. dollar revenue in a natural hedge.

Pollard also uses financial hedges, including foreign currency contracts, to help manage foreign currency risk. At March 31, 2022, Pollard had no outstanding foreign currency contracts.

Interest rate risk

Pollard is exposed to interest rate risk relating to its fixed and floating rate instruments. Fluctuation in interest rates will have an effect on the valuation and repayment of these instruments.

A 50 basis point decrease/increase in interest rates would result in an increase/decrease in income before income taxes of approximately \$143 for the three months ended March 31, 2022 (2021 – \$171).