Avante Corp.
Management's Discussion and Analysis
For the Years Ended March 31, 2026 and 2025
(All amounts are in thousands of Canadian dollars unless otherwise indicated)

This Management's Discussion and Analysis ("MD&A") contains information about the consolidated financial performance and financial position of Avante Corp. (the "Company") as at and for the years ended March 31, 2026 and 2025, as well as forward-looking information about future periods. The information in this MD&A is current to July 15, 2026 and should be read in conjunction with the Company's audited consolidated financial statements and notes thereto as at and for the years ended March 31, 2026 and 2025. This MD&A is authorized for issue by the Board of Directors on July 15, 2026.

The accompanying audited consolidated financial statements of the Company were prepared by and are the responsibility of the Company's management. The Company's audited consolidated financial statements as at and for the years ended March 31, 2026 and 2025 were prepared in accordance with IFRS Accounting Standards as issued by the International Accounting Standards Board ("IASB") ("IFRS Accounting Standards"). All financial amounts in this MD&A are expressed in thousands of Canadian dollars except where otherwise noted. All tables are for the years ended March 31 of the year indicated, unless otherwise stated. This MD&A includes forward-looking statements and assumptions. See "Forward-Looking Information" for more details.

FORWARD LOOKING INFORMATION

The information set forth in this MD&A may contain statements concerning the Company's future results, future performance, intentions, objectives, plans and expectations that are, or may be deemed to be, forward-looking statements or information within the meaning of securities laws. In some cases, forward-looking information can be identified by the use of terms such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "intend", "estimate", "predict", "potential", "continue" or other similar expressions concerning matters that are not historical facts. Forward-looking statements are not guarantees of future performance.

These forward-looking statements are based on current expectations that involve numerous risks and uncertainties, including, but not limited to, those identified in the "Risks and Uncertainties" section of this MD&A. Assumptions relating to the foregoing involve judgements with respect to, among other things, future economic, competitive and market conditions and future business decisions and the successful completion and integration of proposed acquisitions, all of which are difficult or impossible to predict accurately and many of which are beyond the Company's control. Although the Company believes that the assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate. These factors should be considered carefully, and readers should not place undue reliance on forward-looking statements. The Company has no intention and undertakes no obligation to update or revise any forward-looking statements, whether written or oral that may be made by or on the Company's behalf.

NON-IFRS ACCOUNTING STANDARDS MEASURES

This MD&A includes certain measures which have not been prepared in accordance with IFRS Accounting Standards such as operating expenses as a % of revenue, recurring monthly revenue ("RMR"), EBITDA and Adjusted EBITDA. These non-IFRS Accounting Standards measures are not recognized under IFRS Accounting Standards and, accordingly, users are cautioned that these measures should not be construed as alternatives to net income, revenue or operating expenses as applicable, determined in accordance with IFRS Accounting Standards. The non-IFRS Accounting Standards measures presented are unlikely to be comparable to similar measures presented by other issuers.

References to EBITDA are to net income before interest, taxes, depreciation and amortization. References to Adjusted EBITDA are to net income before interest, taxes, depreciation, amortization, share-based payments,

acquisition, integration and / or reorganization costs, impairment loss, loss (gain) in fair value of derivative liability, and income or expense resulting from fair value adjustment per IFRS Accounting StandardsReferences to recurring monthly revenue, or RMR, represent revenue during the fiscal period that benefited from contractual periodic billing to customers, typically monthly, quarterly or annually and is a revenue measure not recognized by IFRS Accounting Standards. Neither EBITDA nor Adjusted EBITDA is an earnings measure recognized by IFRS Accounting Standards and does not have a standardized meaning prescribed by IFRS Accounting Standards. The Company's management believes that Adjusted EBITDA is an appropriate measure in evaluating the Company's performance. Readers are cautioned that neither EBITDA nor Adjusted EBITDA should be construed as an alternative to net income or loss, and RMR should not be construed as an alternative to revenues, (as each are determined under IFRS Accounting Standards), as an indicator of financial performance or to cash flow from operating activities (as determined under IFRS Accounting Standards) or as a measure of liquidity and cash flow. The Company's method of calculating RMR, EBITDA and Adjusted EBITDA may differ from methods used by other issuers and, accordingly, the Company's reported RMR, EBITDA and Adjusted EBITDA may not be comparable to similar measures used by other issuers.

A reconciliation of net income or loss (as determined under IFRS Accounting Standards) to EBITDA and Adjusted EBITDA is provided in the Reconciliation of Non-IFRS Accounting Standards Measures section of this MD&A. Reconciliations of RMR to revenue, and direct adjusted operating expenses to total operating expenses is provided in the applicable sections of this MD&A.

OVERVIEW OF AVANTE AND HIGHLIGHTS

Avante Corp. is an Ontario corporation listed on the TSX Venture Exchange (TSXV: XX). The Company is a leading provider of security operatives and technology-enabled security solutions to residential and commercial clients. Avante's mission is to deliver an elevated level of security globally, with white-glove mentality to high-net-worth families and corporations alike, through advanced solutions and methods of detecting conditions that require immediate response. The Company has developed a diversified security platform that leverages advanced technology solutions to provide a superior level of security services. Avante provides specialized, mission-critical solutions that address the security risks of its clients. As at March 31, 2026, the Company's full-time and part-time headcount was 201, a slight increase from 199 employees as at March 31, 2025.

BACKGROUND COMPANY HISTORY

Avante was founded in 1996 and publicly listed in 2008. Avante Security provides security services to residential and commercial customers primarily in Toronto and Muskoka, Ontario, as well as providing Secured Transportation and Investigation Services globally. Avante Corp. is the parent company providing centralized services such as information technology, marketing, human resources, finance, and general management for its operating entities.

As of October 1, 2023, the Company purchased a 55% stake in North Star Support Group S.R.L. ("NSSG"), expanding its global reach. The Company sees synergies with the combined entity, where NSSG will benefit from technology developed by Avante Corp. and Avante Corp. will benefit from NSSG's corporate relationships. NSSG also provides services to Avante Corp.'s clients via its network of vetted suppliers for international secured transport.

Avante delivers integrated security solutions through the following key services to its clients: Protective Services, Rapid Alarm Response, Monitoring & Managed Services and Electronic Security. The Company differentiates itself by combining trained security professionals with proprietary AI technologies, centralized monitoring, and

rapid response capabilities. Included within these services are secured transport, investigation services, cyber sentiment monitoring, sentiment analysis, international close protection, and escort.

Avante is continuing its transformation from a traditional security provider to a technology-enabled security and risk management company. The Company's strategy integrates AI-powered monitoring, executive protection, recurring managed services, MAST remote surveillance, and electronic security to deliver integrated security solutions. Management remains focused on growing recurring monthly revenue (RMR), expanding enterprise relationships, and investing in proprietary technologies, including Halo AI, MAST, ARGUS, Smartboxx, Avante Verified, and AVA.

Technology Platform

Halo AI remains the cornerstone of the Company's technology strategy, providing advanced analytics, including people, vehicles, and weapon detection. Halo is integrated with Avante Verified to combine artificial intelligence with human verification, improving response quality while reducing false alarms. The MAST remote tower business has shown great potential with all towers deployed at client sites. The Company now has 29 MAST and MASTc units and has ordered 18 more MAST units to be delivered within the next 4 weeks. The Company has deployed MAST units providing remote AI video to many sites during the FIFA World Cup tournament. MAST is also being used by a large GTA police force utilizing EQO gunshot detection. The technology alerts police agencies when a gun is fired, enabling faster deployment and response to emergencies.

Management continues to invest in AI-assisted monitoring, predictive analytics, automation, and software-enabled services. Future development priorities include enhanced Halo capabilities, EQO Gun Shot detection technology, AVA, expanded ARGUS functionality, and additional managed security services designed to improve scalability and customer experience.

Smartboxx and the developing AVA assistant complement the platform and expand recurring service opportunities.

Protective Services

Avante's Protective Services are built on the principle of proactive, intelligent security solutions tailored for its residential and commercial clientele. From guarding and patrol services to rapid alarm response, secured transport, and international travel security advisory, the Company prioritizes providing quick response and service with a single call.

A significant portion of the Company's services operate on a contractual, monthly recurring revenue model, ensuring long-term client relationships and predictable cash flows.

During the year, the Company completed over 680,000 patrols and over 2600 secured transports.

During the year, Avante expanded its Duty of Care practice by supporting executive protection programs for a number of large enterprises. Services include executive protection, secured transportation, travel risk management, workplace threat assessments, residential security reviews, and emergency response planning. These engagements strengthen enterprise relationships and create opportunities for cross selling the Company's other services.

Avante Black provides an enhanced level of investigation and protection for select clients. The service provides investigations, cyber monitoring, international secured transport, and dedicated 24-hour guarding for high-profile clients.

Rapid Alarm Response

Avante's hallmark Rapid Alarm Response service combines speed, precision, and reliability. The Avante Control Centre (ACC) deploys patrol vehicles instantly upon receiving Halo video triggers, Smartboxx signals or client calls, maintaining an average response time of under six minutes. The Company's focus on geographic zones within key neighborhoods allows patrol teams to stay near clients' residences at all times. During the year, the Company attended just under 28,000 alarm events.

This rapid-response capability is critical to deterring threats and minimizing risks, enhancing client trust and satisfaction.

Monitoring & Managed Services

Avante's Monitoring & Managed Services redefine security through innovation and operational excellence. Operating from the state-of-the-art Avante Control Centre (ACC), this service ensures 24 hours a day, 365 days a year protection, blending advanced technology with expert human oversight to deliver unmatched security outcomes.

Avante's dual-factor monitoring system, using its proprietary Smartboxx and its Halo AI-enhanced video monitoring allows for rapid response and immediate emergency dispatch. Avante's video-monitoring services are enhanced by its proprietary Halo technology. Halo enhances security monitoring with unparalleled precision in detecting limbs and not only full silhouettes. Halo AI includes facial recognition, weapon and gun detection.

Avante also provides CCTV and Remote access for real-time monitoring and visual records of events.

These capabilities deliver comprehensive, customizable security solutions tailored to high-net-worth clients and their unique properties. By pairing technology with human expertise, Avante provides seamless security and operational excellence.

Avante Verified, the Company's human-in-the-loop solution integrates AI-driven alerts with human expertise, to ensure accurate verification of incidents such as gun detection, intrusion, and facial recognition. This hybrid approach reduces false alarms and enhances trust in monitoring capabilities.

The Argus App/Button is an advanced personal safety solution designed for high-net-worth individuals, executives, and families who demand immediate, reliable access to emergency services—no matter where they are in the world. The service provides emergency activation, real-time tracking and two-way communication. The Company has deployed Argus to over 500 executives.

MAST (Mobile Autonomous Security Tower) is Avante Security's latest innovation in autonomous security technology, designed to provide comprehensive, self-sustaining surveillance for a wide range of environments. This cutting-edge solution represents a major leap forward in security technology by combining solar-powered sustainability, a backup generator, advanced AI-driven analytics, and seamless mobility. MAST is ideal for temporary deployments, areas with limited infrastructure, and large spaces requiring continuous monitoring. MAST is powered by Avante's proprietary Halo technology which allows it to detect people and objects and provides facial recognition and gun detection.

A smaller version of MAST, called MASTc, has been developed for situations where the MAST footprint is too large and electricity is present.

Electronic Security

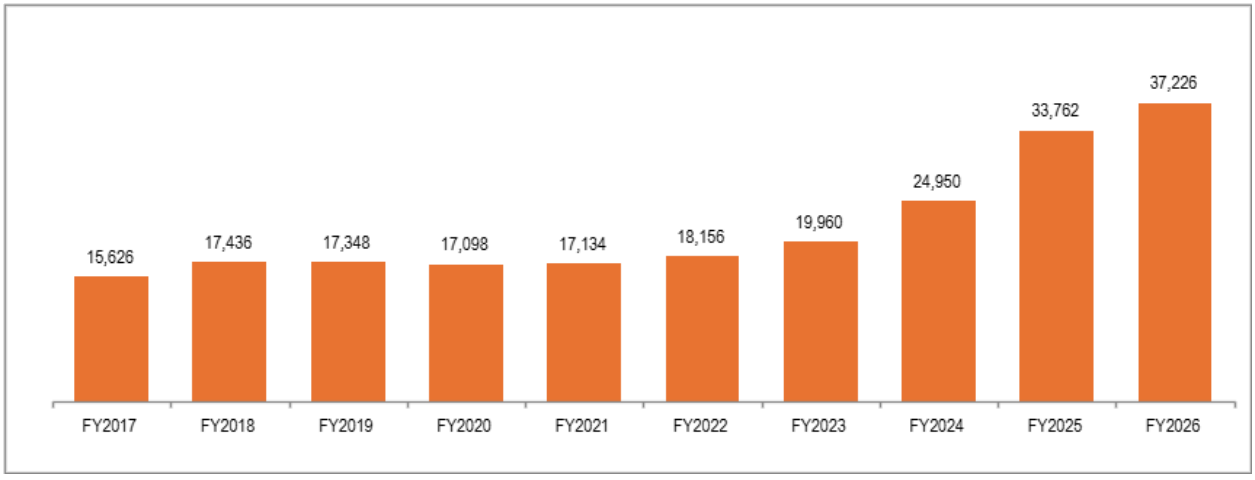
Avante's Electronic Security Services offer a full suite of custom-designed solutions, including; System Design and Installation; Keyless Access and Video Systems; and Seasonal Flexibility. Revenues for this segment are largely project-driven and subject to quarter-to-quarter variability. Despite seasonal trends, the Company's innovative solutions ensure consistent demand.

Homeworxx provides luxury home management for Avante's clients. The Company provides trusted, vetted and security background checks for vendors providing services to its clients. Avante oversees quality control, scheduling and management and coordination of contractor teams for its clients' home maintenance and improvements. The service includes, but is not limited to, seasonal maintenance, landscaping, home fortification, repairs to damaged properties and personal home management concierge services.

GROWTH STRATEGY

The Company's strategy is to focus on providing security services to residential and commercial customers with security service excellence that exceeds customers' expectations locally and internationally. By introducing new and innovative security solutions for our clients, the Company continues to remain as the trusted partner for our clients for all their security-related issues.

Avante's revenues are accelerating. The Company experienced strong growth in revenues from fiscal years 2023 to 2025 and this has continued in fiscal year 2026. Historical consolidated annual revenues from continuing operations of the Company, excluding prior divestitures, are summarized below:



The Company's long-term strategy includes the following attributes:

1. Seek organic growth from onboarding new customers within Avante Security's existing geographical areas of strength, primarily in the Toronto and Muskoka regions of Ontario;
2. Expand the Company's core services by acquiring similar enterprises in highly selective target markets, with follow on support of acquired leadership teams by leveraging Avante's "Service Excellence" vision and expertise;

3. Invest in new technologies, and leverage third-party technologies, to enhance offerings in cyber security and machine vision to detect or predict future threats to personal safety and security and to mitigate catastrophic events through predictive analysis of data;
4. Enhance service offerings to new and existing clients, by leveraging trusted relationships to manage the home, with highly-trained internal staff and trusted third-parties;
5. Leverage Avante Security's state of the art Avante Control Centre ("ACC"); and
6. Increase international security coverage for clients using services such as international secured transport, medical services and emergency SOS services on a global scale.

CONSOLIDATED FINANCIAL OBJECTIVES AND OUTLOOK

The Company's long-term financial objectives serve as a guide in developing our strategy. The Company's long-term financial objectives are:

- Build recurring revenues;
- Achieve above-average consolidated Adjusted EBITDA margins;
- Achieve growth in adjusted net income per share;
- Reinvest cashflow in future business growth.

SELECTED FINANCIAL INFORMATION

The following table contains selected financial information for the most recent eight fiscal quarters and should be read in conjunction with the consolidated financial statements and related notes. Non-IFRS Accounting Standards measures are defined and reconciled in the Reconciliation of Non-IFRS Accounting Standards Measures section of this MD&A or in the applicable section of this MD&A in respect of direct or adjusted operating expenses and recurring monthly revenues.

	FY2025					FY2026				
$ in thousands	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenues	7,915	8,089	8,412	9,347	33,762	8,747	8,880	9,097	10,502	37,226
Cost of goods sold	4,909	4,612	4,970	6,013	20,505	5,429	5,166	5,298	5,759	21,652
Gross profit	3,006	3,477	3,441	3,334	13,257	3,318	3,714	3,799	4,743	15,574
Gross profit margin	38.0%	43.0%	40.9%	35.7%	39.3%	37.9%	41.8%	41.8%	45.2%	41.8%
Adjusted direct operating expenses	2,883	3,216	2,733	3,286	12,118	2,806	3,146	3,228	5,152	14,332
Adjusted direct operating expenses as a percent of revenue	36.4%	39.8%	32.5%	35.2%	35.9%	32.1%	35.4%	35.5%	49.1%	38.5%
Total adjusted EBITDA	363	338	770	287	1,758	359	583	824	509	2,275
Total comprehensive income/(loss)	(128)	(914)	(148)	(913)	(2,102)	15	34	116	(2,712)	(2,547)

Results for the Years Ended March 31, 2026 and 2025

Revenues

Revenues for the year ended March 31, 2026, were $37.23 million, compared with $33.76 million for the prior fiscal year, an increase of $3.46 million, or 10.3%. This growth was driven primarily by the Company's Secured Transport division, which experienced an increase of 23.9% in revenue compared to the previous year, and NSSG, which experienced growth of 66.9% over the previous year, including an increase in its Consulting division of 96.6%.

Within total revenues, the Company generates recurring monthly revenues as summarized in the table below for each of the most recent eight fiscal quarters:

	FY2025					FY2026				
$ in thousands	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Recurring	3,262	3,309	3,741	3,524	13,837	4,062	4,192	4,206	4,756	17,216
Other revenue	4,653	4,780	4,671	5,822	19,925	4,685	4,688	4,891	5,746	20,010
Total revenue	7,915	8,089	8,412	9,347	33,762	8,747	8,880	9,097	10,502	37,226
Recurring as a % of total revenue	41.2%	40.9%	44.5%	37.7%	41.0%	46.4%	47.2%	46.2%	45.3%	46.2%

Recurring Monthly revenue was $17.22 million for the year ended March 31, 2026, compared to $13.84 million during the prior fiscal year, an increase of $3.38 million, or approximately 24.4%, reflecting net growth in monitoring customers and increase in NSSG's recurring revenue.

Gross Profit and Gross Profit Margin

Gross profit was $15.57 million for the year ended March 31, 2026, an increase of $2.32 million or 17.5% over the prior fiscal year. Gross Margin percentages were as follows during the most recent eight fiscal quarters:

	FY2025					FY2026				
$ in thousands	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Gross profit	3,006	3,477	3,441	3,334	13,257	3,318	3,714	3,799	4,743	15,574
Gross margin	38.0%	43.0%	40.9%	35.7%	39.4%	37.9%	41.8%	41.8%	45.2%	41.8%

The Gross Margin percentage increased in the year ended March 31, 2026 to 41.7%, compared to 39.4% in the prior fiscal year.

Operating Expenses

Operating expenses, excluding depreciation, amortization, commission amortization, share-based payments and software cost impairment, for the year ended March 31, 2026, were $14.33 million, compared to $12.12 million during the prior fiscal year. This increase is mainly due to a charge related to the long-term compensation calculation for the C-level suite of $0.93 million.

	FY2025					FY2026				
$ in thousands	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Operating expenses	3,314	3,647	3,596	3,750	14,307	3,236	3,560	3,681	5,704	16,181
Less:					-					-
Depreciation	245	246	267	260	1,018	244	234	255	241	974
Amortization	161	161	161	161	645	168	166	165	165	664
Commission amortization	1	1	2	1	6	-	-	-	3	3
Share-based payments	23	23	50	42	137	18	14	33	143	208
Software cost impairment	-	-	383	-	383	-	-	-	-	-
Adjusted operating expenses	2,883	3,216	2,733	3,286	12,118	2,806	3,146	3,228	5,152	14,332
Revenue	7,915	8,089	8,412	9,347	33,762	8,747	8,880	9,097	10,502	37,226
Operating expense as a % of revenue	36.4%	39.8%	32.5%	35.2%	35.9%	32.1%	35.4%	35.5%	49.1%	38.5%

Interest income and expense

Total net interest expense for the year ended March 31, 2026 was $0.30 million compared to $0.28 million in the prior year. For the year ended March 31, 2026 and 2025, the Company invested cash balances into guaranteed investment certificates.

EBITDA and Adjusted EBITDA From Continuing Operations

EBITDA and Adjusted EBITDA for the year ended March 31, 2026, was ($0.52) million and $2.28 million as compared to the prior fiscal year's EBITDA and Adjusted EBITDA of $0.29 million and $1.76 million respectively.

The composition of EBITDA and Adjusted EBITDA over the Company's most recent eight quarterly fiscal periods:

	FY2025				FY2026			
$ in thousands	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenues	7,915	8,089	8,412	9,347	8,747	8,880	9,097	10,502
Gross profit	3,006	3,477	3,441	3,334	3,318	3,714	3,799	4,743
Gross profit margin	38.0%	43.0%	40.9%	35.7%	37.9%	41.8%	41.8%	45.2%
Net income/(loss)	**(128)**	**(909)**	**(155)**	**(862)**	**11**	**83**	**92**	**(2,719)**
Interest income and expense	24	131	64	58	69	86	61	79
Income taxes/deferred tax	-	-	(2)	395	17	-	7	55
Amortization on capitalized commission	1	1	2	1	-	-	-	3
Depreciation on capital assets	245	246	267	260	244	234	255	241
Amortization	161	161	161	161	168	166	165	165
EBITDA	**304**	**(369)**	**337**	**13**	**509**	**569**	**580**	**(2,177)**
Share-based compensation (excluding PSU)	23	23	50	42	18	14	33	144
Reorganization and acquisition costs	36	684	-	-	-	-	-	-
Long-term employee benefits	-	-	-	233	(168)	-	211	889
Software cost impairment	-	-	383	-	-	-	-	-
Put-Option	-	-	-	-	-	-	-	1,653
Total Adjusted EBITDA	**363**	**338**	**770**	**287**	**359**	**583**	**824**	**509**
Total comprehensive income/(loss)	(128)	(914)	(148)	(913)	15	34	116	(2,712)
Comprehensive income/(loss)	(120)	(900)	(144)	(862)	11	83	92	(2,719)
Basic and fully diluted earnings per share	$ (0.005)	$ (0.034)	$ (0.005)	$ (0.032)	$ 0.001	$ 0.003	$ 0.004	$ 0.094
Total assets	25,187	23,462	23,957	23,046	22,544	23,002	23,823	24,949
Senior funded debt	-	-	-	-	-	-	-	-
Total debt and lease obligations, IFRS	1,358	1,392	1,392	1,257	1,255	1,196	1,311	1,175

1. For non-IFRS measures see Reconciliation of Non-IFRS Accounting Standards section of this MD&A

A reconciliation of earnings to Adjusted EBITDA is provided in the Reconciliation of Non-IFRS Accounting Standards Measures section.

Restructuring and Acquisition Charges

The Company incurred reorganization and acquisition costs in the amount of $nil million for the year ended March 31, 2026. For the year ended March 31, 2025, the Company incurred reorganization and acquisition costs in the amount of $0.72 million.

Balance Sheet

Total assets increased by $1.90 million during the year ended March 31, 2026 compared to the prior year. Total liabilities increased by $4.32 million during the year, primarily related to the put option liability, increase in long-term compensation and increased contract liabilities.

During the year ended March 31, 2026, Cash and cash equivalent balances increased by $1.50 million. Accounts receivable increased by $0.20 million. Accounts payable and accrued liabilities increased by $0.74 million.

Total equity decreased by $2.42 million during the year ended March 31, 2026 due to the net loss incurred for the year.

BUSINESS SEGMENT OPERATING RESULTS

With the acquisition of NSSG, the Company now has two reportable segments consisting of Avante Security and NSSG. Avante Security focuses on providing residential and commercial customers with Protective Services, Electronic Security, Monitoring & Managed Services within Toronto and Muskoka, Ontario while NSSG offers international secured transportation, investigative and consulting services.

Revenues for the year ended March 31, 2026 from Avante Security was $31.14 million, representing an increase of $1.46 million (4.9%), compared to the year ended March 31, 2025. Gross profit for Avante Security for the year ended March 31, 2026 was $11.88 million, compared to $10.90 million during the year ended March 31, 2025, with gross profit margins of 38.1% compared to 36.7%.

Revenues from NSSG for the year ended March 31, 2026 were $7.18 million, representing an increase of $2.88 million (66.9%), compared to the year ended March 31, 2025. Gross profit for NSSG for the year ended March 31, 2026 was $3.70 million, compared to $2.36 million during the year ended March 31, 2025, with gross profit margins of 51.5% compared to 54.8%.

Protective Services

The Company's Protective Services are focused on offering physical protection to residential and commercial clients. Services include guarding, patrol and rapid response, intelligent perimeter protection, secured transport, and international security travel advisory and transport. These services are predominately contractual and recur on a monthly basis. These services also include recurring monthly revenues in respect of rapid response services. Revenues for the year ended March 31, 2026 were $11.46 million, similar to the $11.75 million achieved in the prior fiscal year.

Avante Black

Avante Black provides international secured transport, investigation services, medical services, specialized security services, and high-end cyber sentiment and sensitive investigations. The Company achieved revenues of $4.85 million in the year ended March 31, 2026, an increase of 4.4% compared to the prior fiscal year when revenues were $4.65 million.

Electronic Security

The Company's Electronic Security services provide a complete suite of home security services including system design, keyless access, and video and systems installation and service. These sophisticated security systems are comprised of computer software and hardware and third-party wireless and locating technologies. The Company conducts a security assessment of each customer site and provides various recommendations that range from security industry standards to the Company's recommended highly secure system design. The installation of the security system is performed by the Company's qualified technical staff and as required, by approved third-party sub-contractors. Revenues for this service type are largely project-driven, thus revenues from quarter to quarter, and year to year, will vary depending on the timing of project milestones being achieved. There is some seasonality to the Electronic Security activities as residential clients typically schedule project work outside the summer months and year-end holiday season. The Company achieved revenues of $8.62 million for the year ended March 31, 2026, compared to $7.77 million for the prior fiscal year.

Monitoring & Managed Services

The Company's Monitoring & Managed Services provide monitoring services to residential and commercial clients. These services include alarm and video monitoring, analytics, verification, and electronic building management. The Company utilizes its Avante Control Centre ("ACC") in Toronto as the central hub for monitoring, dispatch and response. The ACC operates 24 hours a day, 365 days a year.

The monitoring function is provided by physical on-site inspections and can also be monitored remotely via CCTV and web-cameras. CCTV systems are installed to monitor multiple locations concurrently and to provide a visual record in the event of an incident. Some clients also choose to pay for advanced analytics services utilizing artificial intelligence to detect unusual activity based on the CCTV live feeds sent to the ACC. The Company achieved revenues of $6.18 million for the year ended March 31, 2026, compared to $5.52 million for the prior fiscal year.

NSSG

NSSG revenue was derived from international secured transportation, investigations and consulting. Revenue for the year ended March 31, 2026 was $7.18 million (year ended March 31, 2025: $4.30 million). The gross profit for the year ended March 31, 2026 was $3.70 million (year ended March 31, 2025: $2.36 million), with gross profit margins of 51.5% (year ended March 31, 2025: 54.8%).

A summary of segment operating performance during the year ended March 31, 2026 and the prior year is provided below:

	For the year ended March 31, 2026				
	Avante Security (ASI + The Reserve 51%)	NSSG	Corporate	Intersegment eliminations	Total
$ in thousands	$	$	$	$	$
Revenues	31,137	7,177	0	(1,088)	37,226
Cost of sales	19,260	3,480	-	(1,088)	21,652
Gross profit	**11,877**	**3,697**	**0**	**-**	**15,574**
Direct operating expenses	9,148	2,622	2,770	-	14,540
Other operating expenses	887	107	647	-	1,641
Total operating expenses	**10,035**	**2,729**	**3,417**	**-**	**16,181**
Other (income)/expenses	107	97	1,644	-	1,848
Reorganization and acquisition costs	-	-	-	-	-
Provision for income taxes	(111)	75	115	-	79
Net income(/loss)	**1,846**	**796**	**(5,176)**	**-**	**(2,534)**
Current income tax expense/(recovery)	-	75	98	-	173
Deferred income tax expense/(recovery)	(111)	-	17	-	(94)
Interest income and expense	196	34	65	-	295
Amortization on capitalized commission	3	-	-	-	3
Depreciation and amortization	884	107	647	-	1,638
EBITDA	**2,818**	**1,012**	**(4,349)**	**-**	**(519)**
Share-based compensation	-	-	209	-	209
Reorganization and acquisition costs	-	-	-	-	-
Long-term employee benefits	-	-	932	-	932
Put Option	-	-	1,653	-	1,653
Adjusted EBITDA	**2,818**	**1,012**	**(1,555)**	**-**	**2,275**

	For the year ended March 31, 2025				
	Avante Security	NSSG	Corporate	Intersegment eliminations	Total
Revenues	$ 29,682	$ 4,300	$ -	$ (220)	$ 33,762
Cost of sales	18,781	1,943	-	(220)	20,505
Gross profit	10,901	2,358	-	-	13,258
Direct operating expenses	7,694	2,318	2,495	-	12,504
Other operating expenses	848	122	830	-	1,802
Total operating expenses	8,542	2,439	3,325	-	14,307
Other (income) expenses	524	31	(665)	-	(109)
Reorganization and acquisition costs	-	-	720	-	720
Provision for income taxes	392	(25)	-	-	367
Net income (loss)	**1,443**	**(89)**	**(3,380)**	**-**	**(2,028)**
Current income tax expense (recovery)	249	4	-	-	252
Deferred income tax expense (recovery)	143	(28)	-	-	115
Interest income & expense	561	9	(293)	-	277
Amortization on capitalized commission	6	-	-	-	6
Depreciation and amortization	846	126	693	-	1,663
EBITDA	**3,246**	**19**	**(2,981)**	**-**	**285**
Share based compensation	-	-	137	-	137
Reorganizaton and acquisition	-	-	720	-	720
Long term employee benefits	-	-	233	-	233
Software cost Impairment	-	-	383	-	383
Adjusted EBITDA	**3,246**	**19**	**(1,507)**	**-**	**1,758**

A summary of segment operating performance for the last eight fiscal quarters is below.

	FY2025				FY2026			
$ in thousands	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue								
Avante Security (ASI + The Reserve 51%)	7,136	7,258	7,189	8,099	7,147	7,886	7,764	8,340
NSSG	830	887	1,232	1,351	1,875	1,306	1,481	2,515
Intersegment eliminations	(51)	(56)	(10)	(103)	(275)	(312)	(148)	(353)
Total Revenue	**7,915**	**8,089**	**8,412**	**9,347**	**8,747**	**8,880**	**9,097**	**10,502**
COGS	-	-	-	-	-	-	-	-
Avante Security (ASI + The Reserve 51%)	4,536	4,245	4,463	5,538	4,702	4,818	4,784	4,956
NSSG	948	423	518	578	1,002	660	662	1,156
Intersegment eliminations	(287)	(56)	(10)	(103)	(275)	(312)	(148)	(353)
Total COGS	**5,197**	**4,612**	**4,970**	**6,013**	**5,429**	**5,166**	**5,298**	**5,759**
Gross Profit								
Avante Security (ASI + The Reserve 51%)	2,600	3,013	2,727	2,561	2,445	3,068	2,980	3,384
NSSG	406	464	715	772	873	646	819	1,359
Intersegment eliminations	-	-	-	-	-	-	-	-
Total Gross Profit	**3,006**	**3,477**	**3,441**	**3,334**	**3,318**	**3,714**	**3,799**	**4,743**
Gross Margin								
Avante Security (ASI + The Reserve 51%)	36.4%	41.5%	37.9%	31.6%	34.2%	38.9%	38.4%	40.6%
NSSG	49.9%	52.3%	58.0%	57.2%	46.6%	49.5%	55.3%	54.0%
Intersegment eliminations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Gross Margin	**38.0%**	**43.0%**	**40.9%**	**35.7%**	**37.9%**	**41.8%**	**41.8%**	**45.2%**
Operating Expenses								
Avante Security (ASI + The Reserve 51%)	2,010	2,333	1,894	2,305	2,263	2,377	1,614	3,781
NSSG	1,260	573	582	656	582	578	722	847
Corporate	675	741	1,119	789	390	606	1,345	1,076
Total OpEx	**3,315**	**3,647**	**3,596**	**3,750**	**3,235**	**3,561**	**3,681**	**5,704**
Avante Security (ASI + The Reserve 51%)	590	680	832	256	182	691	1,366	(397)
NSSG	(317)	(109)	132	117	291	68	97	512
Corporate	(675)	(741)	(1,119)	(789)	(390)	(606)	(1,345)	(1,076)
Income/(loss) before other income and expenses	**(309)**	**(170)**	**(155)**	**(417)**	**83**	**153**	**118**	**(961)**
Miscellaneous income/(expense)	248	95	66	(13)	59	60	32	108
Foreign exchange gain/(loss)	(8)	(18)	(3)	20	(45)	(44)	10	(80)
Depreciation	245	246	267	260	244	234	255	241
Amortization	161	161	161	161	168	166	165	165
Amortization on capitalized commission	1	1	2	1	-	-	-	3
Share-based payments	23	23	50	42	18	14	33	144
Long-term employee benefits	-	-	-	233	(168)	-	211	889
Adjusted EBITDA	**363**	**338**	**770**	**287**	**359**	**583**	**824**	**509**
Adjusted EBITDA from Avante Security (ASI + The Reserve 51%)	789	879	1,110	468	402	889	1,632	(105)
Adjusted EBITDA from NSSG	(186)	(94)	160	139	293	76	139	504
Adjusted EBITDA from Corporate	(240)	(448)	(500)	(320)	(336)	(382)	(947)	110
Adjusted EBITDA	**363**	**338**	**770**	**287**	**359**	**583**	**824**	**509**

LIQUIDITY AND CAPITAL RESOURCES

The Company's principal sources of liquidity are cash provided from operations and credit available under its $2 million, senior secured, revolving credit facility that is currently undrawn as of March 31, 2026. In addition, on July 7, 2022, the Company entered into definitive agreements for a $10 million, unsecured term loan facility with affiliates of Fairfax Financial Holdings Limited ("Fairfax"). Therefore, the Company has $12 million available to it with currently $0 drawn. The Company expects that continued cash flow from operations, together with cash and cash equivalents on hand, and available credit facilities, will be more than sufficient to fund its requirements for investments in working capital and capital assets over the next twelve months in the ordinary course of business.

In the near term, the Company intends to finance its growth strategy through, if required, one or more issuances of equity and equity-related instruments, cash on hand, the utilization of the $2 million revolving credit facility with its bank, the $10 million unsecured term loan facility provided by Fairfax as of July 7, 2022 and/or the expansion of its senior credit facilities.

Cash Flows

Cash flows during the years ended March 31, 2026, and 2025 are summarized as follows:

$ in thousands	31-Mar-26	31-Mar-25
Cash inflows/(outflows) by activity		
Cash flow from operations	1,502	63
Non-cash working capital	2,297	273
Net operating activities	3,799	336
Financing activities	(1,244)	(915)
Investing activities	(1,045)	(673)
Net cash outflows	1,510	(1,252)

Operating Activities

Cash flow from operations before working capital was $1.5 million during the year ended March 31, 2026, compared to $0.63 million during the year ended March 31, 2025. Cash flow used in working capital items during the year ended March 31, 2026 was $2.3 million, compared to $0.27 million during the year ended March 31, 2025. Total cash flow generated from operating activities during the year ended March 31, 2026 was $3.8 million, compared to $0.34 million during the year ended March 31, 2025.

Financing Activities

Cash used in financing activities was $(1.24) million during the year ended March 31, 2026, compared to $(0.92) million during the year ended March 31, 2025.

Investing Activities

Cash used in investing activities was $(1.05) million during the year ended March 31, 2026 compared to $(0.67) million during the year ended March 31, 2025.

The Company's ending cash balance as of March 31, 2026 was $6.22 million.

Senior Secured Funded Debt

The Company does not have any funded debt as of March 31, 2026, and March 31, 2025.

$ in thousands	31-Mar-26	31-Mar-25
Revolving credit facility		
Senior funded debt	-	-
Cash and cash equivalents	6,220	4,723
Net senior funded debt	(6,220)	(4,723)

The Company's total available sources of senior secured credit facilities as of March 31, 2026 were as detailed below:

	As at March 31, 2026		
$ in thousands	**Total Amount**	**Borrowing**	**Amount Available**
Revolving credit facility	2,000	-	2,000
Term credit facilities	10,000	-	10,000
	12,000	**-**	**12,000**

On June 1, 2022, the Company entered into a $2 million revolving credit facility, together with credit card facilities for each of Avante Corp. and Avante Security, benefiting from cross-guarantees supported by first security interests in favour of the bank over all assets of Avante Corp. and Avante Security. Such credit arrangements are provided by the bank on a demand basis, and the revolver is subject to a borrowing base consisting of eligible accounts receivable and inventory minus priority payables. The provision of the credit facilities is subject to the Company maintaining a minimum consolidated current ratio of 1.20 times as of June 30, 2022, and thereafter. As of March 31, 2026, the Company is in compliance with this requirement. Drawings under the revolving credit facility are permitted by way of letters of credit (at 2% per annum), prime rate advances (at the bank's prime rate plus 0.5%) and bankers' acceptances (stamping fee of 2%). During the year ended March 31, 2026, the Company did not draw on any of its facilities available.

Capital Stock

The authorized capital of the Company consists of an unlimited number of common shares. As at March 31, 2026, there were 26,648,739 common shares issued and outstanding compared to 26,644,479 as at March 31, 2025.

Issuance of Stock Options

During the year ended March 31, 2026, 500,000 share options were issued to employees, directors and consultants and the strike prices ranging from $0.98 to $1.49. 130,000 share options were forfeited during the period and no options were exercised. During the year ended March 31, 2025, 370,000 share options were issued to employees and the strike price was $0.81, 120,000 options were forfeited and 5,000 options were exercised at a strike price of $0.88.

Off-Balance Sheet Arrangements

The Company does not have any off-balance sheet arrangements that have, or are reasonably likely to have, a current or future effect on its results of operations or financial condition.

Related Party Transactions

The Company entered into a contract effective May 1, 2018 with a private company controlled by a significant shareholder (and subsequent to March 30, 2022 an officer) to provide consulting services for the Company. The balance outstanding payable by the Company at March 31, 2026, is $0 (March 31, 2025: $3,087).

During the year ended March 31, 2024, the Company entered into an employee contract with a family member of a significant shareholder and an officer of the Company. Under the terms of the contract, the family member provided sales services to the Company on a contractual basis. The total amount paid to the family member for services rendered during the year ended March 31, 2026, was $129,987 (year ended March 31, 2025: $68,791). The terms of the contract were negotiated at arm's length and were comparable to those that would be offered to unrelated third-parties.

During the year ended March 31, 2024, the Company entered into a consulting agreement with a family member of a significant shareholder and an officer of the Company. Under the terms of the agreement, the family member provided strategic consulting services to the Company on a contract basis. The total amount paid to the family member for services rendered during the year ended March 31, 2026 was $46,216 (year ended March 31, 2025: $40,000). The terms of the agreement were negotiated at arm's length and were comparable to those that would be provided to unrelated third-parties.

On July 7, 2022, the Company executed an unsecured loan agreement (the "Loan Agreement") with affiliates of Fairfax that also collectively own 19.88% of the Company's common shares. Pursuant to the Loan Agreement, the Company is permitted to draw, on a non-revolving basis, up to $10 million of loans until July 7, 2027, for terms to maturity ending on July 7, 2027, at an interest rate of 5% that can be paid by the Company in cash or in kind. A standby fee of 0.5% per annum is charged by Fairfax on the unused portion of the term loan facility, and the fee is recorded within the interest expense on the audited consolidated statements of income (loss) and comprehensive income (loss) in the amount of $50,000 (year ended March 31, 2025: $50,000).

The Loan Agreement ranks junior to the senior secured credit facilities provided by the Company's bank, but are guaranteed on an unsecured basis by all subsidiaries of the Company.

Pursuant to the Loan Agreement, the Company's consolidated senior indebtedness (excluding drawings under the Term Loan and net of permitted cash balances) shall not exceed 3.5 times Adjusted EBITDA (as defined in the Loan Agreement) on a rolling four quarter basis. In addition, further drawings under the Loan Agreement are conditional on the Company's existing Chief Executive Officer being involved in the day-to- day operations of the Company. To date, there have not been any drawings advanced under the Loan Agreement.

The officers of the Company receive short-term compensation based on achieving targeted free cash flow as determined by the Compensation committee on an annual basis.

The officers of the Company are eligible for long-term incentive payments, structured as cash-settled share-based payments, contingent upon specific criteria.

The total expense recognized for the year period ended March 31, 2026 arising from cash-settled share-based payments was $208,522 (March 31, 2025: expense of $136,767), which is included in employee benefits expense. This amount reflects the fair value of the share-based payments remeasured at the reporting date.

RECONCILIATION OF NON-IFRS ACCOUNTING STANDARDS MEASURES

This MD&A includes certain measures which have not been prepared in accordance with IFRS Accounting Standards such as EBITDA, Adjusted EBITDA, operating expenses as a percentage of revenue, and recurring monthly revenue, or RMR. These non-IFRS Accounting Standards measures are not recognized under IFRS Accounting Standards and, accordingly, users are cautioned that these measures should not be construed as alternatives to net income, revenue or operating expenses (as applicable) determined in accordance with IFRS Accounting Standards. The non-IFRS Accounting Standards measures presented are unlikely to be comparable to similar measures presented by other issuers. Reconciliation to the most directly comparable IFRS Accounting Standards measure in respect of both RMR and direct or adjusted operating expenses as a percent of revenue is provided earlier in this MD&A and provided below in respect of EBITDA and Adusted EBITDA.

EBITDA and Adjusted EBITDA

The Company defines EBITDA as earnings before depreciation and amortization, interest expense, and income tax expense (recovery). Adjusted EBITDA is defined as EBITDA before acquisition and restructuring costs, write-offs and impairments, stock based compensation expense and changes in fair value adjustments. These items are excluded in calculating Adjusted EBITDA as they are not considered indicative of the underlying business performance for the periods being reviewed and the Company's management believes that excluding these adjustments is more reflective of ongoing operating results.

The Company believes that Adjusted EBITDA is a meaningful financial metric, as it measures cash generated from operations which the Company can use to fund working capital requirements, service interest, maintenance capital expenditures and principal debt repayments and to fund future growth initiatives. The calculation of EBITDA and Adjusted EBITDA over each of the last eight fiscal quarters is provided below:

	FY2025				FY2026			
$ in thousands	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenues	7,915	8,089	8,412	9,347	8,747	8,880	9,097	10,502
Gross profit	3,006	3,477	3,441	3,334	3,318	3,714	3,799	4,743
Gross profit margin	38.0%	43.0%	40.9%	35.7%	37.9%	41.8%	41.8%	45.2%
Net income/(loss)	**(128)**	**(909)**	**(155)**	**(862)**	**11**	**83**	**92**	**(2,719)**
Interest income and expense	24	131	64	58	69	86	61	79
Income taxes/deferred tax	-	-	(2)	395	17	-	7	54
Amortization on capitalized commission	1	1	2	1	-	-	-	3
Depreciation on capital assets	245	246	267	260	244	234	255	241
Amortization	161	161	161	161	168	166	165	165
EBITDA	**304**	**(369)**	**337**	**13**	**509**	**569**	**580**	**(2,177)**
Share-based compensation (excluding PSU)	23	23	50	42	18	14	33	143
Reorganization and acquisition costs	36	684	-	-	-	-	-	-
Long-term employee benefits	-	-	-	233	(168)	-	211	889
Software cost impairment	-	-	383	-	-	-	-	-
Put-Option	-	-	-	-	-	-	-	1,653
Total Adjusted EBITDA	**363**	**338**	**770**	**287**	**360**	**583**	**824**	**508**
Total comprehensive income/(loss)	(128)	(914)	(148)	(913)	15	34	116	(2,712)
Comprehensive income/(loss)	(120)	(900)	(144)	(862)	11	83	92	(2,719)
Basic and fully diluted earnings per share	$ (0.005)	$ (0.034)	$ (0.005)	$ (0.032)	$ 0.001	$ 0.003	$ 0.004	$ 0.094
Total assets	25,187	23,462	23,957	23,046	22,544	23,002	23,823	24,949
Senior funded debt	-	-	-	-	-	-	-	-
Total debt and lease obligations, IFRS	1,358	1,392	1,392	1,257	1,255	1,196	1,311	1,175

1. For non-IFRS measures see Reconciliation of Non-IFRS Accounting Standards section of this MD&A

A description of the adjusting items included in the above table is as follows;

- *Share-based payments* – Share-based incentive compensation expense can vary based on the timing of when awards are issued and forfeitures. All option grants are approved by the Board of Directors of the Company from the option pool approved by the shareholders at the most recent annual general meeting of the Company's shareholders. The above adjustment excludes cash- settled compensation plans.
- *Reorganization and acquisition costs* – The Company incurred reorganization and acquisition costs in the amount of $nil million for the year ended March 31, 2026 (year ended March 31, 2025: $0.72 million).

RISKS AND UNCERTAINTIES

The Company operates in a dynamic, rapidly changing environment that involves risks and uncertainties. An investment in the Company's common shares is speculative and involves a high degree of risk and uncertainty. Such risks relate to and include, without limitation: its ability to predict whether it will meet internal or external expectations, its ability to offer competitive pricing for its products, its ability to maintain its current relationships and develop new strategic relationships, its ability to attract and retain qualified employees, its internal controls, its ability to develop and deploy new technology, its limited operating history, its evolving business model and its ability to achieve and maintain profitable operations.

Additional risks and uncertainties not presently known to us or that we currently deem immaterial may also impair our business operations and these additional risks are summarized below. If any of the risks as described in our filings occur, our business, financial condition, liquidity or results of operations could be materially harmed.

Significant Shareholders

There are significant shareholders of the Company that may be long-term holders of the common shares in the Company. This has the effect of reducing the actively traded public float for the common shares, which may, in turn, impact the liquidity for the shares. In addition, relatively low liquidity may adversely affect the price at which the common shares of the Company trade on the listed market. Significant shareholders may also be able to exercise significant influence over any matter requiring shareholder approval in the future.

Risk of Dilution from Possible Future Offerings

The Company may issue additional securities or debt financing from time-to-time in the future to raise funding for its growth initiatives and such issuances may be dilutive to shareholders.

Financing and Refinancing Risks

Additional funding might be required to execute future investment and growth opportunities and to refinance existing borrowings that may exist in the future and working capital requirements. There is no assurance that such funds will be available to the Company, on acceptable terms or in required amounts. Any limitations on the Company's ability to access the financial markets for additional funds could have a material adverse effect on the Company's ability to execute its growth strategy and to refinance existing indebtedness. The Company's credit facilities are subject to financial covenants, including a requirement to maintain a minimum consolidated current ratio under its revolving credit facility and a maximum leverage ratio under the Loan Agreement, as well as a condition that further drawings under the Loan Agreement depend on the Company's existing Chief Executive Officer remaining involved in the Company's day-to-day operations. As at March 31, 2026, no amounts

were drawn under either the revolving credit facility or the Loan Agreement. To the extent any amounts are advanced in the future, a breach of these covenants or conditions, or an inability to repay amounts outstanding when due, could result in a default under the applicable credit agreement, entitling the applicable lender to declare amounts owing immediately due and payable, which could have a material adverse effect on the Company's liquidity, financial condition and ability to execute its growth strategy. There is no assurance that the Company will not be required to draw on these facilities in the future, or that it will be able to do so on acceptable terms.

Ability to Achieve and Manage Growth

The Company has made or entered into, and will likely continue to pursue, various acquisitions, business combinations, investments and joint ventures intended to complement or expand its business. The Company believes the acquisitions of, and investments in, other businesses may enhance its strategy of building its security services business. The successful implementation of such acquisition and investment strategy depends on the Company's ability to identify suitable acquisition and investment candidates, acquire such companies on acceptable terms, integrate the acquired companies' operations and technologies successfully with its own and maintain the goodwill of the acquired businesses. The Company is unable to predict whether or when it will be able to identify suitable additional acquisition or investment candidates that are available for a suitable price, or the likelihood that any potential acquisition or investment will be completed.

Growth and expansion resulting from future acquisitions may place significant demands on the Company's management resources. In addition, while the Company's management believes it has the experience and know-how to integrate acquisitions, such efforts entail significant risks including, but not limited to: (a) failure to integrate successfully the personnel, information systems, technology, operations and acquired business; (b) the potential loss of key employees or customers from either the Company's current business or the business acquired; (c) failure to maximize the potential financial and strategic benefits of the transaction; (d) the failure to realize the expected synergies from the acquired businesses; (e) impairment of goodwill; (f) the assumption of significant and or unknown liabilities of the acquired companies; and (g) the diversion of the Company's management time and resources.

There can be no assurances that the Company will be able to successfully identify, consummate or integrate any potential acquisitions or investments into its operations. In addition, future acquisitions or investments may result in potentially dilutive issuance of equity securities, have a negative effect on the Company's share price, and/or may result in the incurrence of debt, all of which could have a material adverse effect on the Company's business, financial condition and results of operation.

Non-Controlling Interest Put Option Obligations

The Company holds a 55% controlling interest in NSSG, with the remaining non-controlling interest ("NCI") held by a third-party. In connection with the acquisition of its interest in NSSG, the Company granted the former owner a put option, which is accounted for as a financial liability measured at the present value of the amount that could be required to be paid to the counterparty. This obligation may become payable, including on an accelerated basis in certain circumstances, and could require the Company to make a significant cash payment or otherwise satisfy the obligation using its credit facilities. While the Company believes its liquidity position and available credit facilities are sufficient to meet these potential obligations, there is no assurance that the amount ultimately payable will not exceed current estimates, or that the Company's liquidity position at the relevant time

will be sufficient to satisfy the obligation without adversely affecting the Company's financial condition or its ability to pursue its growth strategy.

Market Competition and Technology Innovation

The Company operates in a highly competitive sector and in a sector witnessing significant technological innovation. To address these risks, the Company's management has implemented a plan to concentrate on providing service excellence to its existing clientele, while focusing on implementing new technologies to provide enhanced levels security and related solutions for the Company's clients. There can be no assurance that the Company will be able to maintain its current market position.

Key Personnel

The Company's success depends largely on the continued services of its senior management team, and the Company's ability to attract and retain skilled employees. The Company must continue to retain highly efficient and high-performing individuals as well as continue to enhance its operational and management systems. Most importantly, the Company must continue to attract, train, motivate and manage its employees. Notably, further drawings under the Loan Agreement are conditional on the Company's existing Chief Executive Officer remaining involved in the Company's day-to-day operations, and the loss of the Chief Executive Officer's services could accordingly also affect the Company's access to this source of financing. If the Company is not successful in these aspects, or if the Company loses the services of one or more members of its senior management team, it may have material adverse effects on the Company's business, results of operations, cash flow and financial condition.

Government Regulations and Licensing

The Company's Canadian operations are regulated by the Province of Ontario and applicable Municipal governments. The Company's international operations (NSSG) are regulated by the Romanian Government. These regulations affect Taxes, Labour, Workplace Safety, the environment, and all other aspects that can impact the Company's operations and performance. The Company is required to obtain and maintain a security license within the Province of Ontario. Any failure to obtain, maintain or renew required licenses could result in the cancelation of certain contracts and or disqualify us from bidding or re-bidding on certain contracts. To date, no government regulations or licensing requirements have materially and negatively affected the Company.

Information Technology Systems

The Company is dependent on its information technology ("IT") infrastructure. Significant problems with the Company's infrastructure, such as telephone or IT systems failures, cyber security breaches, or failure to develop new technology platforms could have a material adverse effect on the business, financial condition, results of operation and cash flow of the Company. The Company also relies on third-party technologies in certain of its service offerings, including third-party wireless and locating technologies used in its Electronic Security systems, and intends to continue leveraging third-party technologies as part of its growth strategy. Should any of these third-party technology providers discontinue or materially alter their products, the Company may be able to replace them with alternative providers, but its business operations could be disrupted if such changes were to occur without adequate notice.

Attrition of Accounts or Loss of Enterprise Clients

Customer attrition of residential customers results from a variety of different factors, including relocation of subscribers, competition, and other socio-economic factors. Demographic factors will also have an impact on overall attrition levels. The Company also serves commercial and enterprise clients, including through its NSSG segment, and the loss of one or more larger commercial or enterprise clients, whether due to competition, financial difficulties experienced by the customer, corporate mergers of customers or other factors, could have a materially adverse effect on the Company's business, financial condition, or results of operations. Any significant increase in the Company's attrition rates, or loss of customer contracts, could have a materially adverse effect on the Company's business, financial condition, or results of operations.

Credit Risk

The Company sells the majority of its services within Ontario, Canada and also generates revenue internationally through NSSG, with revenues generated on a contractual basis pursuant to agreed payment terms. Due to the large number of residential and commercial clients that the Company deals with, and their economic distribution, the credit risk concentration to which the Company is exposed remains limited. However, inaccurate invoicing by the Company, failure to pay by customers, or a widespread economic downturn affecting the ability of customers to pay their bills could have a material adverse effect on the Company's cash flow and financial condition.

Reputational Risk

The Company depends on its reputation for high-quality security services to be successful. Damage to the Company's reputation caused by a widely publicised security incident affecting the Company's clients and their installations could affect our reputation. The Company's management team constantly monitors security risk surrounding the Company's operations and the Company has instituted communication protocols to prevent or reduce negative publicity.

Inflationary Risk

Strong economic conditions and competition for available personnel and materials may result in significant increases in the cost of obtaining such resources. More recently, the Ontario economy has been exposed to inflationary pressures including, for example, with respect to labour costs and fuel prices. To the greatest extent possible, the Company passes such cost increases on to its customers and it attempts to reduce these pressures through proactive procurement and human resource practices. Should these efforts not be successful, the gross margin and profitability of the Company could be adversely affected.

Foreign Currency Risk

Foreign currency risk is the risk that a variation in exchange rates between the Canadian dollar and other foreign currencies affect the Company's operations and financial results.

The Company is exposed to foreign currency risk on revenue and expenses where it invoices or procures in a foreign currency. It is also exposed to foreign currency risk on cash and cash equivalents, trade receivables and trade payables denominated in foreign currencies, principally in US dollars, Euros and RON.

Litigation Risk

In the ordinary course of business, the Company may become subject to legal and regulatory actions and claims by customers, suppliers, former employees, and other parties. Regardless of whether any such claims have merit, they could be time-consuming to evaluate and defend, result in costly litigation, divert management's attention and resources, and subject the Company to significant liabilities. See "Contingencies" elsewhere in this MD&A.

Potential Conflicts of Interest and Related Party Transactions

Certain of the Company's directors, officers and significant shareholders are, or may become, directors, officers or significant shareholders of other companies, including companies with which the Company transacts business, and the Company has entered into transactions with related parties, including a loan facility with affiliates of a significant shareholder and consulting and employment arrangements with family members of a significant shareholder and officer. While the Company believes that these arrangements have been negotiated on terms comparable to those that would be available from unrelated third-parties, conflicts of interest may arise between the duties of such individuals to the Company and their other interests, which could adversely affect the Company's business.

Shareholder Activism

From time to time, one or more shareholders of the Company may publicly express dissatisfaction with the Company's governance, compensation practices, financial performance or strategic direction, or may submit shareholder proposals, seek to nominate individuals for election to the Board of Directors, requisition a meeting of shareholders, or otherwise seek to influence the Company's affairs. Responding to such activities, whether or not they are ultimately successful, may require significant time and attention from the Board of Directors and management, result in increased legal, advisory and communication costs, and create uncertainty regarding the Company's strategic direction, any of which could divert resources from the Company's business and adversely affect the market price of the Company's common shares. Given the relatively concentrated ownership of the Company's outstanding common shares, the Company may be particularly susceptible to such activity.

Quarterly Results May Fluctuate

The Company's revenue and results of operations, particularly within its Electronic Security operations where revenue is largely project-driven, are subject to quarter-to-quarter variability and seasonality. As a result, the Company's quarterly results of operations may fluctuate substantially, and results from any prior reporting period should not be relied upon as indicative of performance in future reporting periods.

FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS

Financial instruments of the Company consist of cash, investments in guaranteed investment certificates, accounts receivable, amounts due from the purchaser of Logixx Security, accounts payable, put option liability, bank indebtedness and accrued liabilities and obligations under finance leases. There are no significant differences between the carrying amounts of the items reported on the balance sheet and their estimated fair

values other than as set out in Note 19(c) "Liquidity Risk" of the Company's audited consolidated financial statements and notes thereto as at and for the years ended March 31, 2026 and 2025.

The Company may undertake purchase transactions in foreign currencies, and therefore it is subject to foreign exchange risk of gains or losses due to fluctuations in foreign currencies. Historically, these transactions have not been material, so the Company does not use hedging instruments to minimize its exposure to foreign currency risks.

For additional details on the Company's financial instruments, including the amount and classification of gains and losses recorded in the Company's audited consolidated financial statements, summary of fair values, notional balances, effective rates and terms, and significant assumptions used in each calculation of the fair value of the Company's financial instruments, refer to Liquidity and Capital Resources in this MD&A and see Notes to the Company's audited consolidated financial statements for the years ended March 31, 2026 and 2025.

CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of financial statements in conformity with IFRS Accounting Standards requires the Company's management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the year. Actual outcomes could differ from these estimates. The financial statements include estimates which, by their nature, are uncertain. These estimates involve considerable judgement and are, or could be, affected by significant factors that are out of the Company's control or the control of the Company's management. The impacts of such estimates are pervasive throughout the financial statements and may require accounting adjustments based on future occurrences. Revisions to accounting estimates are recognized in the year in which the estimate is revised, and the revision affects both current and future periods.

Critical accounting estimates used in the preparation of the audited consolidated financial statements include the Company's estimate of the value of the Company's share-based compensation, determining whether the Company exercises control over entities in order to consolidate, provision for obsolescence of inventory, estimates of work in progress, depreciation of property, plant and equipment, amortization of intangible assets, allowance for doubtful accounts, amounts recoverable from vendors of companies acquired, amounts recoverable from purchasers of businesses sold by the Company and recoverability of tax credits. These estimates are based on the Company's management's best judgement and could be affected by significant factors that are out of the Company's control. Actual results could differ from these estimates. Future events and risk factors could result in changes in these estimates and assumptions.

The Company uses the Black-Scholes model to determine the fair value of options. The main factor affecting such estimates is the stock price volatility used. The Company uses historical price data and comparable entities in the estimate of future volatilities. Additional factors affecting share-based compensation include estimates of when stock options might be exercised. The timing of the exercise of options is out of the Company's control and will depend upon a variety of factors, including the market value of the Company's shares and the financial objectives of the share-based instrument holders.

With respect to intangible assets, the Company determines fair values using such estimates as discount rates, capitalization rates and terminal capitalization rates. These estimates consider any material changes to the assumptions that occur when reviewed regularly by the Company's management. Estimates are reviewed periodically by the Company's management. Goodwill is not amortized but is tested for impairment on an annual

basis or more frequently if there are indicators that goodwill may be impaired as described in the Impairment of Non-Financial Assets policy.

CHANGES IN ACCOUNTING POLICIES

The Company's accounting policies are as disclosed in Note 3 of the Company's audited annual consolidated financial statements for the years ended March 31, 2026, and 2025.

New Standards and Interpretations

The IASB has issued the following standards, amendments and interpretations which have not been early adopted in the consolidated financial statements (and the Company is assessing the impact on its consolidated financial statements as a result of adopting these new standards):

Presentation and Disclosure in Financial Statements:

In April 2024, the IASB issued the new standard *IFRS 18 – Presentation and Disclosure* in Financial Statements that will replace *IAS 1 – Presentation of Financial Statements*. The new standard introduces newly defined subtotals on the income statement, requirements for aggregation and disaggregation of information, and disclosure of Management Performance Measures ("MPMs") in the financial statements. The new standard is effective for annual reporting periods beginning on or after January 1, 2027, with early adoption permitted. The Company is assessing the impacts to the financial statements.

Classification and Measurement of Financial Instruments:

In May 2024, the IASB issued amendments to IFRS 9 – Financial Instruments and IFRS 7 – Financial Instruments: Disclosures. The amendments relate to settling financial liabilities using an electronic payment system and assessing contractual cash flow characteristics of financial assets, including those with Environmental, Social, and Governance ("ESG")-linked features. The IASB also amended disclosure requirements relating to investments in equity instruments designated at fair value through other comprehensive income ("FVOCI") and added disclosure requirements for financial instruments with contingent features. The amendments are effective for annual periods beginning on or after January 1, 2026, with early adoption permitted. The Company is assessing the impacts to the financial statements.

CONTINGENCIES

From time to time, the Company may become liable for legal, contractual, and other claims by various parties, including customers, suppliers, former employees, and vendors of businesses acquired by the Company. Depending on the nature or duration of any potential proceedings or claims, the Company may incur substantial costs and expenses, be required to devote significant management time and resources to the matters and suffer adverse judgements or outcomes in respect of these claims, although it is difficult to predict final outcomes with any degree of certainty. Except as disclosed from time to time in the Company's annual or interim

consolidated financial statements, the Company does not believe that any of the claims to which the Company is currently a party will have a material adverse effect on the Company's profitability or financial condition; however, the Company cannot provide any assurance to that effect.

SUBSEQUENT EVENTS

On June 29, 2026, the Company announced a partnership agreement with Target Park Group Inc., a commercial parking operator with more than 700 above-ground parking locations across Canada and the United States, to deploy Avante's MAST platform as the primary security layer across its portfolio. The engagement includes a forward-looking technology roadmap toward automated parking services, including vehicle identification and real-time lot monitoring, expanding Avante's recurring revenue opportunity.

ADDITIONAL INFORMATION

Additional information relating to the Company may be found under the Company's profile on SEDAR+ at www.sedarplus.ca.