

YANGAROO Inc.
September 30, 2012
Management's Discussion and Analysis

#### Introduction

Unless the context suggests otherwise, references to "Yangaroo", "the Company" or similar terms refer to YANGAROO Inc.

This Management's Discussion and Analysis ("MD&A") is a discussion and review of operations, current financial position and outlook for YANGAROO and should be read in conjunction with the condensed unaudited interim financial statements and related notes for the three and nine months ended September 30, 2012 and the audited financial statements of the year ended December 31, 2011.

### **Use of Non-IFRS Financial Measures**

The following non-IFRS definitions are used in this MD&A because management believes that they provide useful information regarding our ongoing operations. Readers are cautioned that the definitions are not recognized measures under IFRS, do not have standardized meanings prescribed by IFRS, and should not be construed to be alternatives to revenues and net earnings determined in accordance with IFRS or as indicators of performance, liquidity or cash flows. Our method of calculating these measures may differ from the method used by other entities and accordingly our measures may not be comparable to similarly titled measures used by other entities or in other jurisdictions.

Adjusted EBITDA as defined by the Company means Earnings Before Interest and financing costs (net of interest income), Income Taxes, Depreciation and Amortization, and other nonrecurring items. Adjusted EBITDA is derived from the statements of comprehensive loss, and can be computed as revenues less human resources expenses and property, marketing and administration expenses. The Company believes adjusted EBITDA is a useful measure because it provides information to both management and investors with respect to the operating and financial performance of the Company.

# **Review and Approval by the Board of Directors**

The Board of Directors, on recommendation of the Audit Committee, approved the content of this MD&A on November 22, 2012. Disclosure contained in this document is current to this date, unless otherwise stated.

## **Forward Looking Information**

Our reporting structure reflects how we manage our business and how we classify our operations for planning and for measuring our performance. This MD&A contains assertions about the objective, strategies, financial conditions, and results of operations. These statements are considered "forward-looking" because they are based on current expectations of our business, on the markets we operate in, and on various estimates and assumptions.

These forward-looking statements describe our expectations at November 22, 2012. Our actual results could be materially different from our expectations if known or unknown risks affect our business, nor if our estimates or assumptions turn out to be inaccurate. As a result, we cannot guarantee that any forward-looking statements will materialize. Forward-looking statements do not take into account the effects that transactions or non-recurring items, announced or occurring after the statements are made, may have on our business. We disclaim any intention or obligation to update any forward-looking statements, except as required by law, even if new information becomes available through future events of for any other reason. Risks that could cause our actual results to differ materially from our current expectations are stated in the Risk Management section.

# **Description of Business**

YANGAROO's patented Digital Media Distribution System (DMDS) is a leading secure B2B digital delivery management solution for the entertainment and advertising industries. DMDS is a Web-based delivery system that pioneers secure digital file distribution by incorporating biometrics, high-value encryption and watermarking. DMDS replaces the physical distribution of audio and video content for music, music videos, and advertising to television, radio, media, retailers, award shows and other authorized recipients with more accountable, effective, and far less costly digital delivery of broadcast quality media via the Internet. YANGAROO also offers comprehensive asset management and post production services to clients in the music and advertising industries.

#### **Corporate Activities**

On August 31, 2012, the Company announced that as a result of and in accordance with the technical requirements of the TSX Venture Exchange with respect to the time limitations imposed on private placements, the first phase of YANGAROO's Private Placement was closed, raising an aggregate gross proceeds just under \$344,000, in respect of which 6,875,652 units were subscribed for at a price of \$0.05 per unit. Each unit consists of one common share and one warrant, entitling the holder to purchase one additional common share of the Company at \$0.10 and expiring on August 31, 2015. All securities issued in connection with Phase 1 will be subject to a four-month hold period.

On September 5, 2012, the Company announced a collaboration with Dick Clark Productions (DCP) to power The 3rd Annual Streamy Awards. YANGAROO's solution will provide for electronic submission, including accounting, online review and professional member voting for the Awards to be held in Los Angeles at the Hollywood Palladium on February 17, 2013. The Streamy Awards will employ YANGAROO's patented Digital Media Distribution System (DMDS) Awards solution to securely

distribute ballots in digital formats to its voting members. Voting members will be able to review materials online and vote electronically at the time that is most convenient for them.

As of October 3, 2012, the Company closed its Private Placement and raised aggregate gross proceeds of \$1,268,783 between Phase 1 and Phase 2. As a result of closing the Private Placement and achieving the minimum threshold of \$1,250,000, the existing debenture holders of the Company have consented to the amending of their existing debenture agreements. The key amendments include lowering the interest rate from 18% to 14% and extending the repayment date of the existing debentures for an additional three years, all as of the closing date of the Private Placement. See Subsequent Events.

On November 1, 2012, the Company announced that Justin Lafayette has resigned from the Board of Directors, and that Gerald C. Quinn has joined the board. Justin Lafayette has served as a member of the Board of Directors for over 12 years, and will now join the company's Advisory Board. Mr. Quinn is and has been President of The Erin Mills Investment Corporation since September 1989. Erin Mills is a substantial private venture capital company with a diverse investment portfolio. Prior to joining Erin Mills, Mr. Quinn served as a Senior Officer in Magna International Inc. and Barrincorp, both publicly traded companies, and he served as a Partner in the public accounting firm of Ernst & Young. Mr. Quinn has been a Director of a number of public companies and is also a Director of a number of private companies in diverse industries. In addition, Mr. Quinn invests his own capital and acts as an investment advisor to emerging, diverse businesses.

# **Results of Operations**

# Summary of Quarterly Results

The following table sets out selected financial information, presented in Canadian dollars. The information is prepared in accordance with IFRS:

	Q3	Q2	Q1	Q4
	2012	2012	2012	2011
Working capital	\$ (5,741,021)	\$ (5,331,876)	\$ (4,996,607)	\$ (4,369,579)
Sales	\$ 752,760	\$ 629,352	\$ 546,822	\$ 455,756
Expenses	\$ 1,206,733	\$ 1,339,243	\$ 1,217,431	\$ 754,068
Loss for the period	\$ 453,973	\$ 709,891	\$ 670,609	\$ 298,312
Reconciling items:				
Interest income	\$ -	\$ 67	\$ 544	\$ 1,613
Interest expense	\$ (240,454)	\$ (479,320)	\$ (343,426)	\$ (618,209)
Depreciation and amortization of intangibles	\$ (16,577)	\$ (16,932)	\$ (18,180)	\$ (20,074)
Loss of extinguishment	\$ -	\$ -	\$ -	\$ 793,744
Legal fees re: refinancing	\$ (21,421)	\$ -	\$ -	\$ -
Adjusted EBITDA	\$ (175,521)	\$ (213,706)	\$ (309,547)	\$ (455,386)
Loss per share (basic & diluted)	\$ 0.003	\$ 0.005	\$ 0.005	\$ 0.002

		Q3	Q2	Q1	Q4
		2011	2011	2011	2010
Working capital	\$(	(4,033,380)	\$ (3,375,283)	\$ (1,238,374)	\$ (345,229)
Sales	\$	410,360	\$ 307,976	\$ 275,799	\$ 252,939
Expenses	\$	1,128,839	\$ 2,547,909	\$ 1,632,370	\$ 2,879,606
Loss for the period	\$	718,479	\$ 2,239,933	\$ 1,356,571	\$ 2,626,667
Reconciling items:					
Interest income	\$	1,705	\$ 509	\$ 374	\$ 1,473
Interest expense	\$	(201,956)	\$ (114,409)	\$ (83,315)	\$ (48,125)
Depreciation and amortization of intangibles	\$	(18,090)	\$ (18,457)	\$ (25,592)	\$ (169,344)
Loss of extinguishment	\$	-	\$ (1,589,968)	\$ -	\$ -
Legal fees re: refinancing	\$	-	\$ -	\$ -	\$ -
Adjusted EBITDA	\$	(500,138)	\$ (517,608)	\$ (1,248,038)	\$ (2,410,671)
Loss per share (basic & diluted)	\$	0.005	\$ 0.019	\$ 0.011	\$ 0.022

## Adjusted EBITDA

The Company continues to experience a substantial improvement in its adjusted EBITDA. In the quarter ended September 30, 2012, the Company has reduced its adjusted EBITDA loss by \$324,617 (65%) year over year and \$38,185 (18%) compared to the quarter ended June 30, 2012. This improvement has been consistent for seven consecutive quarters. This positive result is twofold; first, the Company continues to increase its revenue in both the Entertainment and Advertising Divisions, and second, the Company remains focused on diligently managing costs. Included in adjusted EBITDA is the one-time adjustment for the loss on extinguishment of debt and the legal fees related to the restructuring of refinancing from debt to equity.

#### Revenue

The Company saw significant growth in the three month period ended September 30, 2012 from both divisions. Total revenue of \$752,760 was the result of growth in both the Advertising and Entertainment Divisions resulting in 83% (\$342,400) increase in revenue over the same period in 2011 and an increase of 20% (\$123,408) from the previous quarter (June 30, 2012 - \$629,352).

	2012 Q3	2011 Q3	\$ Change	% Change
Advertising Division	\$235,172	\$80,723	\$154,449	191%
Entertainment Division				
Music audio	211,171	170,632	40,539	24%
Music video	131,852	51,238	80,614	157%
Awards management	116,448	71,370	45,078	63%
Subscriptions fees	58,117	36,397	21,720	60%
Total Entertainment Division	\$517,588	\$329,637	\$187,951	57%
Total revenue	\$752,760	\$410,360	\$342,400	83%

### (i) Advertising

YANGAROO earned revenue of \$235,172 (September 30, 2011 - \$80,723) in the quarter, which marked a 191% (\$154,449) increase over the same period in 2011 and a 11% (\$24,037) increase in revenue from the previous quarter (June 30, 2012 - \$211,135).

During the period, the advertising division continued to grow with increased usage by existing YANGAROO users: broadcasters, agencies and production houses.

With the newly implemented process for automated customization features, the Company saw a significant increase in demand for delivery for direct response advertising. Clients are taking advantage of the ability to streamline their workflow and eliminate high production costs, resulting in significant savings on distribution.

Other enhanced capabilities that commenced in Q2-2012, and further adopted in Q3-2012 include:

- **Automated Traffic Confirmations** The first of its kind, this capability allows agencies instant access to online confirmations of traffic and media notifications, eliminating the need for manual call-outs to station personnel.
- **Centre Cut Safe Viewer** YANGAROO's advertisers can now see a center-cut safe overlay when viewing a copy of their high definition (HD) commercial. This new feature enables clients to verify that ads are title safe before distribution.

#### (ii) Entertainment

Entertainment Division revenues continued to grow with 57% (\$187,951) increase over the same period in 2011, and 24% (\$99,371) over those in the previous quarter. The Company benefited from the greater adoption of YANGAROO's Digital Media Distribution System (DMDS) for audio and video delivery by major label and independent customers in the U.S. and Australia. Revenue growth in the music video delivery sector was driven by MTV Networks move to High Definition (HD) and their announcement to the industry that they were requesting that all HD music videos be delivered via DMDS. The YANGAROO Awards platform expanded its horizons significantly with the addition of the MTV Movie Awards. YANGAROO Awards has become the standard for music industry awards shows, with The Grammys, The JUNOS, The Academy of Country Music Awards, and many others, but now with the MTV Movie Awards on board the company expects this will provide significant opportunity outside of the music business.

#### **Operating Expenses**

Total operating expenses for the three months ended September 30, 2012 was \$966,279 which increased by 4% (\$37,691) over the same period in fiscal 2011 (September 30, 2011 - \$928,588). This slight increase can be attributed to a jump in advertising production and offline delivery costs directly related to the increase in sales. Total operating expenses increased by 12% (\$106,289) from the previous quarter (June 30, 2012 - \$859,990).

### (i) Salaries and Consulting

Salaries and consulting expense for the three months ended September 30, 2012 was \$624,490. This balance marked a 15% (\$107,100) decrease over the same period in the prior year (September 30, 2011 - \$731,590) and a 3% (\$19,738) increase from the previous quarter (June, 2012 - \$604,752). The overall decrease is attributed to the completion of severance payments to the former President and CFO, as well as a reduction in stock option expenses during the period. The decrease was slightly offset by the addition of customer and technical support personnel, and an increase in sales commissions.

#### (ii) General and Administrative

General and administrative expense for the three months ended September 30, 2012 was \$260,694, which increased 74% (\$110,473) over the same period in the prior year (September 30, 2011 - \$150,221) and increased 41% (\$76,428) from the previous quarter (June 30, 2012 – \$184,266). The increase in General and Administrative costs can be directly tied to the significant rise in Advertising revenue; as production and offline delivery expenses for the growing advertising deliveries increased in the period. Also, the legal fees of \$21, 421 related to the restructuring of refinancing from debt to equity were included in general and administrative expenses.

# (iii) Marketing and Promotion

Marketing and promotion expense for the three months ended September 30, 2012 increased by 64% (\$21,665) from \$33,878 for the quarter ended September 30, 2011 to \$55,543 for the period ended September 30, 2012. This increase of \$21,665 was caused by royalties owing on the higher revenue base. This expense increased by 23% (\$10,286) from the previous quarter (June 30, 2012 - \$45,257).

### (iv) Technology Development

Technology development expense for the three months ended September 30, 2012 decreased by 273% (\$14,166) over the same period in the prior year, and increased by 2% (\$192) from the previous quarter (June 30, 2012 - \$8,783). The current quarter includes greater than anticipated investment tax credits resulting in a favourable year over year comparison.

#### Net Loss

The Company saw another significant drop in its net loss for the current period to \$453,973, representing a 37% (\$264,506) decrease from the same period in the prior year (September 30, 2011 - \$718,479). This reduction coincides with the substantial rise in revenue, completion of severance payments, and the Company's adherence to cost cutting measures. The current period net loss represents a 36% (\$255,918) decrease from the previous quarter (June 30, 2012 – \$709,891).

#### **Outlook**

Continuing with the trend that began at the beginning of the year, revenue for the quarter grew by 20% (\$123,408) over the prior quarter, with all areas of the business contributing. Adjusted EBITDA (loss) declined by 18% (\$38,185) as a result of the increased revenue. The delivery mix for advertising required unusually high third party production related costs. Additional systems have been implemented to minimize costs in the future.

The completion of Phase 1 of the financing in the third quarter and Phase 2 in October provides the financing required for planned profitability. The funds have already begun to be utilised to implement improvements, such as the systems upgrades mentioned above.

### YANGAROO Entertainment Division:

The Entertainment Division once again had growth from all sectors with independent music releases, music video deliveries, and award show revenues all up substantially quarter over quarter and year over year. The move to HD broadcast by all broadcasters, led by MTV Networks has driven the growth in video delivery revenues, as well as significant new revenues from closed captioning and other ancillary services that the company is now providing to our clients. New customers continue to be added and this trend will continue. Our Awards Show solution continues to grow and is becoming the standard of the industry with contracts being renewed, and discussions with new customers underway.

#### YANGAROO Advertising Division:

Q3 was another record sales quarter, with growth coming from existing and new customers. Several new customers were signed up at the end of the quarter with the benefit of these new signings impacting in Q4 and Q1, 2013. We also plan to deploy additional sales resources in Q4, enabling the company to continue to grow.

YANGAROO's fully digital traffic service, to streamline communication between major agencies and buying services to broadcasters, has been implemented. Response has been very positive and underscores YANGAROO's overall value proposition

## Liquidity, Capital Resources and Financing

At November 15, 2012, the Company has cash and cash equivalents balance of \$448,534 and a working capital of \$374,880. To date the Company has been successful raising capital. On August 31, 2012, Phase 1 of YANGAROO's Private Placement closed, raising aggregate gross proceeds just under \$344,000, in respect of which 6,875,652 units were subscribed for at a price of \$0.05 per unit. As previously mentioned, the Private Placement was closed on October 3, 2012 raising aggregate gross proceeds of \$1,268,783. See Subsequent Event.

The Company will continue to invest funds in building its business to achieve key market and growth targets. Currently, the Company's operations are not yet generating positive cash flow; however, given the completion of the current financing, the Company has sufficient cash flows to fulfil its business objectives by carrying out its business plan and pursuing its marketing and business development strategies.

### **Share Capital**

The following securities were outstanding as at September 30, 2012:

Common shares	138,444,771
Warrants	10,291,652
Stock options - Non vested	2,089,745
Stock options - Vested	3,960,513

#### **Off Balance Sheet Arrangements**

The Company does not have any off-balance sheet arrangements.

### **Future Accounting Standards**

The IFRS Board periodically issues new standards and amendments or interpretations to existing

standards. The following accounting standards, amendments and interpretations have been issued but are not yet effective for the Company. Management is currently assessing the impact of the new standards on the Company's accounting policies and financial statement presentation.

- (i) IFRS 7 Financial Instruments: Disclosure was amended by the IASB in December 2011 to provide additional information about offsetting of financial assets and financial liabilities. Additional disclosures will be required to enable users of financial statements to evaluate the effect or potential effect of netting arrangements on the entity's financial position. The amendments are effective for annual periods beginning on or after January 1, 2013.
- (ii) IFRS 9 Financial Instruments was issued by the IASB in October 2010 and will replace IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward unchanged to IFRS 9. The new standard also requires a single impairment method to be used, replacing the multiple impairment methods in IAS 39. IFRS 9 is effective for annual periods beginning on or after January 1, 2013. The IASB has proposed to move the effective date of IFRS 9 to January 1, 2015.
- (iii) IFRS 10 Consolidated Financial Statements was issued by the IASB in May 2011. IFRS 10 establishes principles for the presentation and preparation of consolidated financial statements when an entity controls one or more other entities. IFRS 10 replaces the consolidation requirements in SIC-12 Consolidation—Special Purpose Entities and IAS 27 Consolidated and Separate Financial Statements and is effective for annual periods beginning on or after January 1, 2013. Earlier application is permitted.
- (iv) IFRS 11 Joint Arrangements was issued by the IASB in May 2011. IFRS 11 provides for a more realistic reflection of joint arrangements by focusing on the rights and obligations of the arrangement, rather than its legal form. The standard addresses inconsistencies in the reporting of joint arrangements by requiring a single method to account for interests in jointly controlled entities. IFRS 11 supersedes IAS 31 Interests in Joint Ventures and SIC-13 Jointly Controlled Entities Non-Monetary Contributions by Venturers, and is effective for annual periods beginning on or after January 1, 2013. Earlier application is permitted.
- (v) IFRS 12 Disclosure of Interests in Other Entities was issued by the IASB in May 2011. IFRS 12 is a new and comprehensive standard on disclosure requirements for all forms of interests in other entities, including subsidiaries, joint arrangements, associates and unconsolidated structured entities. IFRS 12 is effective for annual periods beginning on or after January 1, 2013. Earlier application is permitted.
- (vi) IFRS 13 Fair Value Measurement was issued by the IASB in May 2011. IFRS 13 establishes new guidance on fair value measurement and disclosure requirements for IFRSs and US generally accepted accounting principles (GAAP). The guidance, set out in IFRS 13 and an update to Topic 820 in the FASB's Accounting Standards Codification (formerly referred to as SFAS 157),

completes a major project of the boards' joint work to improve IFRSs and US GAAP and to bring about their convergence. The standard is effective for annual periods beginning on or after January 1, 2013. Earlier application is permitted.

(vii) IAS 1 *Presentation of Financial Statements* was amended by the IASB in June 2011 in order to align the presentation of items in other comprehensive income with US GAAP standards. Items in other comprehensive income will be required to be presented in two categories: items that will be reclassified into profit or loss and those that will not be reclassified. The flexibility to present a statement of comprehensive income as one statement or two separate statements of profit and loss and other comprehensive income remains unchanged. The amendments to IAS 1 are effective for annual periods beginning on or after July 1, 2012.

# **Critical Accounting Policies and Estimates**

The preparation of the Company's condensed unaudited interim financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the financial results of the Company. Such estimates and assumptions affect the carrying value of assets and impact decisions as to when and development costs should be capitalized or expensed.

Other significant estimates made by the Company include factors affecting valuations of share-based compensation. The Company regularly reviews its estimates and assumptions, however, actual results could differ from these estimates and these differences could be material.

## **Going Concern**

The Company will have to raise additional capital to fund operations until such point that revenues from their technology are able to fund operations. If the Company is not able to raise sufficient capital then there is the risk that the Company will not be able to realize the value of its assets and discharge its liabilities. At September 30, 2012, the Company had negative working capital of \$5,741,021 and deficit of \$31,979,655. To date, the Company has been successful raising capital. During the quarter, Phase 1 of YANGAROO's Private Placement closed, raising an aggregate gross proceeds just under \$344,000, in respect of which 6,875,652 units were subscribed for at a price of \$0.05 per Unit. Subsequent to quarter end, the Private Placement has closed, raising aggregate gross proceeds of \$1,268,783. See Subsequent Events.

## **Subsequent Events**

On October 3, 2012, the Company announced that the second and final phase of the Private Placement had closed, raising aggregate gross proceeds of \$1,268,783 between Phase 1 and Phase 2, with \$375,000 invested by company insiders. Phase 2 raised proceeds of \$925,000, in respect of which 18,500,000 units were subscribed for at a price of \$0.05 per Unit. Each unit consists of one common share and one warrant, entitling the holder to purchase one additional common share of the Company at \$0.10 and expiring on October 3, 2015. All securities issued in connection with Phase 2 will be subject to a four-month hold period. Phase 2 is subject to final approval from the TSX Venture Exchange. Fraser Mackenzie Limited acted as the agent for the Private Placement and will receive in consideration for its services a cash commission and advisory fees equal to approximately \$99,500 and will be issued 738,000 warrants

entitling them to purchase 738,000 common shares at an exercise price of \$0.10 per share, for a period of two years from the closing date of Phase 2. As a result of closing the Private Placement and achieving the minimum threshold of \$1,250,000, the existing debenture holders of the Company have consented to the amending of their existing debenture agreements. The key amendments include lowering the interest rate from 18% to 14% and extending the repayment date of the existing debentures for an additional three years, all as of the closing date of the Private Placement. The interest will accrue throughout the amended term and is payable with the redemption of the principal portion of the debenture.

### **Internal Controls**

Disclosure controls and procedures within the Company have been designed to provide reasonable assurance that all relevant information is identified to its management, including the Company's Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), as appropriate, to allow required disclosures to be made in a timely fashion.

Internal controls over financial reporting have been designed by management, under the supervision of and with the participation of the Company's CEO and CFO, to provide reasonable assurance regarding the reliability of the Company's financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

In the Company's year-end filings, the Company's CEO and CFO certify, as required by National Instrument 52-109, the appropriateness of the financial disclosure, the design of the Company's disclosure controls and procedures, and the design of internal controls over financial reporting.

The CEO and CFO of the Company have also evaluated whether there were changes to the Company's internal control over financial reporting during the year ended December 31, 2011 that have materially affected, or are reasonably likely to materially affect the Company's internal control over financial reporting. There were no changes identified during their evaluation.

# **Risk Management**

The Company is exposed to a variety of risks, including, but not limited to the risks set out below. The Company considers these risks the most significant to potential investors, but not all of the risks associated with an investment in securities of YANGAROO Inc.

#### 1. Financial Risk Management

- Market risk
- Currency risk
- Interest rate risk
- Credit risk
- Liquidity risk
- Fair value
- 2. Operational risks

- Seasonality of advertising revenue
- Dependent on the internet as a medium for business and communication
- The lack of a defined market for the Company's product
- Online commerce security
- The ability to generate revenue and control operating costs
- Lack of profitability
- Contingencies

### 3. Non-Financial Risks

- Heavily relying on upper management
- Management of growth
- Competition risks
- Availability and dependence on management and outside advisors
- Price and public volatility of public stock
- Global financial conditions

### **Other Information**

Additional information relating to the Company is available under the Company's profile on SEDAR at www.sedar.com.

On behalf of the Board of Directors

Gary Moss

President and Chief Executive Officer

### **CORPORATE INFORMATION**

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#### **Board of Directors**

Anthony Miller Chair, Member of Audit Committee & Compensation Committee (Chairman)

Clifford G. Hunt Vice-Chairman, Chief Operating Officer & Secretary

Gary Moss Chief Executive Officer & President

Howard Atkinson Member of Audit Committee (Chairman) and Compensation Committee

Gerald C. Quinn Member of Audit Committee and Compensation Committee

Sander Shalinsky Member of Compensation Committee

#### **Officers**

Gary Moss Chief Executive Officer & President

Clifford G. Hunt Vice-Chairman, Chief Operating Officer & Secretary

Michael Galloro Chief Financial Officer
Richard Klosa Chief Technology Officer

Karen R. Dealy President, Advertising Operations

### **Stock Exchange Listing**

TSX Venture Exchange Stock Symbol – YOO

OTCBB Stock Symbol – YOOIF

# **Registrar and Transfer Agent**

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## **Legal Counsel**

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