SMARTCOOL™

Smartcool Systems Inc. (TSX-V: SSC)
Management Discussion and Analysis

2013 First Quarter (ending March 31)

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SMARTCOOL™

Management's Discussion and Analysis

The following is management's discussion and analysis ("MD&A") of the operating and financial results of Smartcool Systems Inc. for the three months ended March 31, 2013. This information is provided as of May 28, 2013.

This MD&A should be read in conjunction with the Company's unaudited condensed consolidated financial statements for the three months ended March 31, 2013, its audited consolidated financial statements for the years ended December 31, 2012 and 2011 together with accompanying notes. These documents and additional information about Smartcool can be located on the SEDAR website at www.sedar.com or the Company's website at www.smartcool.net .

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SMARTCOOL™

Business Overview

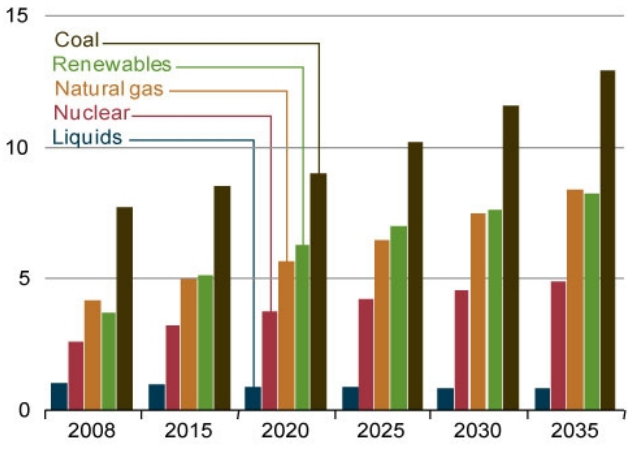
Smartcool Systems Inc. is a clean technology company specializing in the development and distribution of energy efficiency solutions for air conditioning, refrigeration and heat pump systems (HVAC).

Smartcool was established in 2004, beginning as the North American distributor for the Energy Saving Module (ESM)™, a unique energy efficiency retrofit developed by Abbotly Technologies Pty Ltd of Australia. In 2006, Smartcool purchased the assets of Abbotly, including the intellectual property of the ESM™, and became the sole manufacturer and master distributor. In 2009, Smartcool's research and development cumulated in the delivery of the ECO^3™ to market, a new product specifically designed to bring unprecedented energy efficiency to small scale HVAC systems.

Energy Issues

Smartcool has focused on developing energy efficiency solutions to address the critical energy issues facing the world today and in the future. Electricity is a crucial part of the global economy and our communities. The worldwide demand for electricity has increased by 5.4% since 2010, with developing countries averaging a 9.5% growth in demand. Coal continues to be the most widely used fuel for electricity generation, followed by natural gas. Electricity generated by these fossil fuels releases vast amounts of greenhouse gases into the atmosphere, contributing to climate change and general air pollution.

EIA World Net Electricity Generation by Fuel 2008-2035
(in trillion kWh)



An instinctive solution is to switch to renewable energy sources, not only for environmental reasons but also due to issues of energy security. Electricity generation by renewable resources such as hydro, wind, waves and solar is increasing by an average of 3% each year thanks to government incentives. However, as the Energy Information Administration explains, "Although renewable energy sources have positive environmental and energy security attributes, most renewable technologies other than hydroelectricity are not able to compete economically with fossil fuels during the projection period except in a few regions or in niche markets."[1]

On average, residential electricity rates around the globe have increased by 150% from 2005 to 2008.[2] Combined with environmental concerns surrounding fossil fuel generated electricity, it is clear that a solution to high energy consumption is urgently needed. Energy efficiency is the only option which is both cost effective and can be implemented rapidly.

[1] Energy Information Administration, *International Energy Outlook 2011*, Published Sept. 19, 2011
http://www.eia.gov/forecasts/ieo/electricity.cfm
[2] Energy Information Administration, *Electricity Prices for Households*, Updated June 10, 2010
http://www.eia.gov/emeu/international/elecprih.html

Smartcool's Energy Efficiency Solutions

Smartcool focuses on reducing the electricity used by refrigeration, air conditioning and heat pumps (HVAC). For target customer industries, such as supermarkets, these systems consume well over 50% of their total energy usage. Even for customers less dependent on HVAC, the systems still account for roughly 20% of their energy bill. The ability to save energy with Smartcool's energy efficiency technology represents a major opportunity to cut operating expenses for any customer, typically giving them a return on their investment averaging 18 to 36 months. Electricity generated for buildings produces more greenhouse gases than any other source, so cutting HVAC energy consumption can also have a significant impact on the environment.

Smartcool's ECO^3™ and ESM™ are retrofit products, meaning that they are installed by wiring in between the existing thermostat and the compressor in the HVAC system, rather than replacing any expensive equipment. Once installed, the products immediately begin monitoring the cooling cycle of the compressor to identify inefficiencies and opportunities for saving energy. Even the most modern systems have pre-existing inefficiencies that can only be resolved by the intellectual property provided in Smartcool's products. The ECO^3™ and ESM™ dynamically adjust the cooling cycle to save customers energy without any impact to the temperature performance of the HVAC system.

The ECO^3™



The ESM™



With the ECO^3™ and ESM™, customers see all the benefits of energy efficiency, without any risks. The technology has undergone extensive independent third party testing by highly reputable organizations such as Oak Ridge National Laboratories, the University of Miami for Florida Power & Light, and the Los Angeles Department of Power & Water. These tests have proven unequivocally that the technology provides energy savings with no risks, as do over 30,000 installations worldwide.

For more information on Smartcool's technology, visit www.smartcool.net or for information specific to the ECO^3™, visit www.smartcooleco3.com

The Market Strategy

Smartcool's ECO^3™ and ESM™ are cost effective energy efficiency solutions for any air conditioning, refrigeration or heat pump system. The few other energy efficiency products geared towards the HVAC market, do not offer the full package of benefits that the ECO^3™ and ESM™ provide. Other products on the market do not provide the same degree of safety, and can cause temperature and humidity performance to be affected. They all lack the wide range of compatibility held by the ECO^3™ and ESM™, which can be installed on any HVAC system. Perhaps most significantly, other products cannot easily prove consistent energy savings. Smartcool's energy savings can be instantly verified on the product display screens, letting customers monitor energy savings as they happen. This is a critical feature for utility rebate qualification, which Smartcool has already received from major utilities like Florida Power & Light, Southern California Edison and Con Edison. These factors give Smartcool exclusive access to an immense market.

Direct Sales

The company distributes its products directly to major clients, providing them with superior project management and service as they roll out Smartcool products to their facilities. For direct sales, Smartcool targets specific industries such as food retailers, telecommunications, commercial real estate and hospitality, where HVAC energy usage tends to represent a very high percentage of a client's operating budget. In Europe, Smartcool has built a strong portfolio of direct sales to Fortune 500 clients such as Sainsbury's and Tesco.

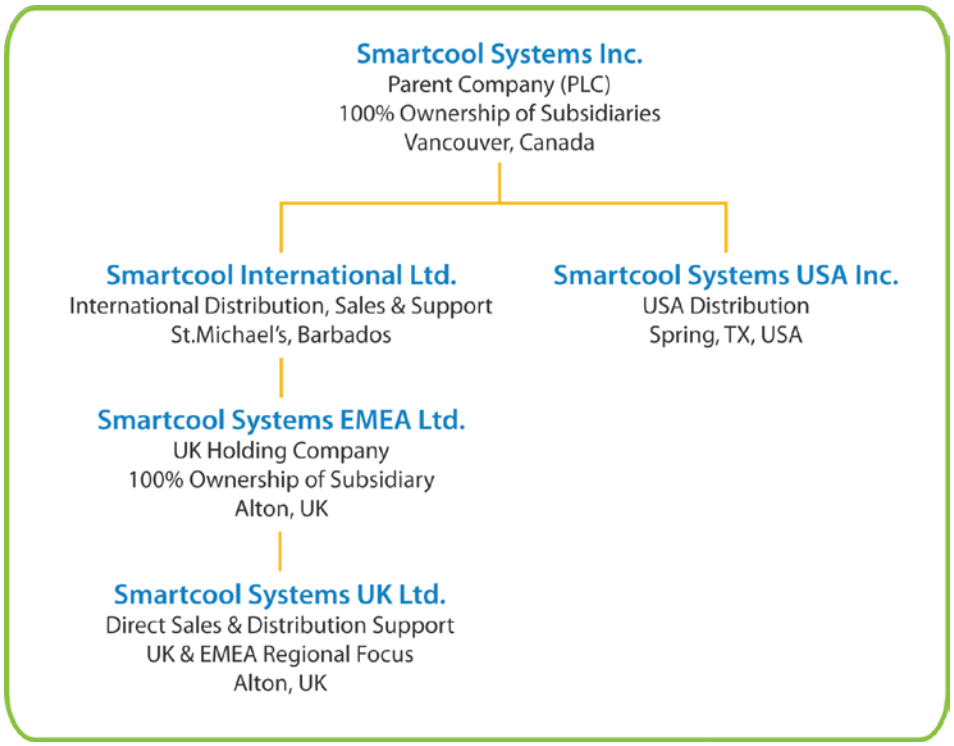


Distribution Sales

Smartcool has developed an intricate network of distributors to target regional markets. Distributors are provided both technical and sales training by Smartcool and receive ongoing support. Distributors have the advantage of detailed regional knowledge, allowing them to build strong client portfolios across the residential sector as well as in industries like food retail, climate controlled storage, hospitality and commercial real estate. Smartcool's distributors have continued to expand their businesses in Australia, India, UAE, Saudi Arabia, Eastern Europe, France, South Africa, and the US (particularly Florida, California and the Mid-West). Distributors have also proven instrumental in launching key accounts for Smartcool, like Telefonica, GE Healthcare, Dell, Saudi Aramco, 7-Eleven, JW Marriott and more.

Corporate Structure

Smartcool has gone through several phases of growth to reach its current structure. Smartcool Systems Inc. is the publicly traded parent company, with four wholly owned subsidiaries: International, USA, EMEA and UK. Smartcool International Ltd. holds the intellectual property and is the master distributor of Smartcool's product line. Smartcool Systems USA Inc. distributes the technology within the United States, using a network of local distributors to deliver the products to market.



Smartcool Systems EMEA was formed in 2008 and is the master distributor for Europe, the Middle East, Africa and the Indian Sub-Continent. In February 2011, Smartcool EMEA acquired all the outstanding shares of Smartcool Systems UK Ltd., a previously independent distributor with extensive technical expertise in Smartcool products.

Smartcool EMEA now conducts business as Smartcool Systems UK Ltd., directly managing a large portfolio of well established customer accounts. This improves gross revenue and profitability for Smartcool. Another significant factor in the acquisition is leveraging the considerable technical abilities of the UK team to assist in continuing the research and development of the Smartcool product line, and providing the best possible service and support to Fortune 500 clients and distribution channels. Smartcool EMEA / UK is headquartered in Alton, UK, providing Smartcool a strong base from which to serve Europe, its fastest growing market.

Financial Overview

As retail companies in the UK start their budget year in April rather than January and monies for capital expenditure like ESM solutions are not released until the second calendar quarter, Smart cool's business was very slow during the three months ended March 31, 2013. Delays in major installation projects experienced by Autralian distributor further affected this seasonal performance. Revenue for the quarter decreased to $143,603 from $303,450 for the first quarter of 2012, a decrease of $159,847 or 53%. Operating expenses decreased to $918,102 from $1,172,076 for the first quarter of 2012, a decrease of $253,974 or 22%. Net loss for the quarter year was $838,759 ($0.01 per share), compared to $1,071,915 ($0.02 per share) for the first quarter of 2012, a decrease of $233,156 or 22%.

Total assets decreased to $4,458,216 from $5,467,176 at the end of 2012. The Company had $45,320 in cash and cash equivalents as at the end of the quarter, compared to $247,150 at the end of 2012.

Current liabilities at the end of the quarter were $3,440,268 (December 31, 2012 - $3,860,206) which includes acquisition obligations, finance leases, current portion of debentures and tenant inducement totaling $2,577,161. Long-term liabilities were $701,479 (December 31, 2012 - $500,188), consisting of debentures $263,358, tenant inducement $19,538 and deferred tax liability of $418,583.

	Jun 2012 ($)	Sep 2012 ($)	Dec 2012 ($)	Mar 2013 ($)
Total Revenues	1,066,107	1,645,225	1,197,968	143,063
Loss	(346,472)	(46,203)	(467,682)	(838,759)
Loss Per Share – basic & diluted	(0.00)	(0.00)	(0.01)	(0.01)
	Jun 2011 ($)	**Sep 2011 ($)**	**Dec 2011 ($)**	**Mar 2012 ($)**
Total Revenues	276,398	785,689	1,937,749	303,450
Loss	(1,253,291)	(1,103,803)	(2,282,010)	(1,071,915)
Loss Per Share – basic & diluted	(0.02)	(0.02)	(0.04)	(0.02)

Selected Annual Information

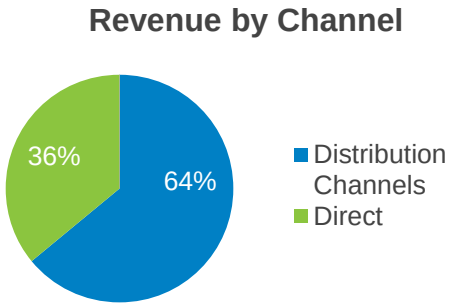
The following is selected information on Smartcool's financial performance for the past three years:

	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2012
Revenue	$4,209,645	**$3,943,794**	**$4,212,750**
Selling, General & Administrative	$3,272,909	**$4,355,436**	**$3,209,334**
Net loss	$(1,619,771)	**$(5,217,928)**	**$(1,932,272)**
Net loss – Per Share (Basic and Diluted)	$(0.04)	**$(0.09)**	**$(0.03)**
Total Assets	$5,343,272	**$7,365,680**	**$5,467,176**
Total Long Term Liabilities	$531,167	**$860,932**	**$500,188**
Cash Dividends	**$0**	**$0**	**$0**

Summary of Operating Results

Revenue

Smartcool sells its products both directly to major customers, and through a network of independent distributors.



Distribution sales for the quarter were $91,710 or 64% of total revenue, compared to $260,485 or 86% of total revenue for the first quarter of 2012. Though Australian distributor has received approval for a number of large installation projects, none of them started in the first quarter. No revenue was produced by this major distribution channel in the quarter.
Direct sales for the quarter were $51,893 or 36% of total revenue, compared to $42,965 or 14% for the first quarter of 2012.

Revenue from the EMEA (Europe, Middle East, Africa, & India) region contributed $71,516 of the quarter's total revenue compared to $50,345 for the first quarter of 2012.. The Americas region contributed $72,087, compared to $111,594 in the first quarter of 2012. No revenue was generated from the Australia region (1st quarter of 2012 - $141,511).

The ESM™ is Smartcool's original product, and due to its complexity is generally reserved for direct sales and only the most experienced and well-resourced distributors. Revenue for the ESM™ in the quarter was $85,247 or 59% of total revenue compared to $192,591 or 63% of total reveue for the first quarter of 2012. The decrease in distribution sales was again a result of no orders from Australian distribution channel. Smartcool is delivering the ECO^3™ to a large market base including the residential sector, through small independent distributors. This strategy will provide stable, recurring long-term revenue for Smartcool, but requires more time to develop. Revenue for the ECO^3™ for the quarter was $58,356 or 41% of total revenue compared to $110,859 or 37% of total revenue for the first quarter of 2012.

Gross profit

Gross profit for the quarter was $97,873 compared to $197,691 for the first quarter of 2012, an decrease of $99,818 or 50%. Profit margin for the quarter was 68%, compared to 65% for the first quarte of 2012. The quarter's margin has improved and was at the high end of the expected range.

General and administrative expenses

General and administrative ("G & A") expenses for the quarater were reduced to $630,104 from $840,816 for the first quarter of 2012, a decrease of $210,712 or 25%. All expenses had been thoroughly reviewed and major cuts included salary reduction of $73,944 (from $464,208 in the first quarter of 2012 to $390,264), consulting fee reduction of $54,960 (from $113,781 in the first quarter of 2012 to $58,821), commission expense reduction of $16,958 and travel expense reduction of $15,680.

	Three months ended March 31, 2013	Three months ended March 31, 2012	Change	%
Management and consulting fees	$58,821	$113,781	($54,960)	(48%)
Salaries and benefits	390,264	464,208	(73,944)	(16%)
Professional fees	1,086	9,481	(8,395)	(89%)
Investor relations and media	7,980	7,523	457	6%
Travel	45,034	60,714	(15,680)	(26%)
Rent, office and other expenses	126,919	185,109	(58,190)	(31%)
Total selling, general & admin expenses	630,104	840,816	(210,712)	(25%)
Share-based compensation	7,167	58,261	(51,094)	(88%)
Research & Development	21,376	-	21,376	-
Amortization & depreciation	259,455	272,999	(13,544)	(5%)
Total operating expenses	**$918,102**	**$1,172,076**	**($253,974)**	**(22%)**

Net loss

Net loss for the quarter was $838,759 compared to $1,071,915 for the first quarter of 2012, a decrease of $233,156 or 22%. Attributable to this decrease was a more efficient operation with the implementation of all possible cost reduction measures.

The loss per share (basic and diluted) for the quarter was $0.01, compared to $0.02 for the first quarter of 2012. Loss per share is calculated based on the weighted average number of common shares outstanding throughout the period.

Comprehensive income

Comprehensive loss of $797,481 for the quarter consists of net operating loss $838,759 and the partially offsetting foreign currency translation adjustment $41,278. As the functional currencies of Smartcool EMEA, Smartcool UK and Smartcool USA are different from the reporting currency (Canadian dollar), their monetary assets and liabilities as well as non-monetary assets and liabilities in the consolidated financial statements must be translated into the reporting currency based on March 31, 2013 exchange rate under IFRS. This method of foreign currency translation resulted in the above adjustment which is classified as a component of equity. Comprehensive loss for the first quarter of 2012 was $1,049,935, consisting of net operating loss $1,071,915 and foreign currency translation adjustment $21,980.

Amortization and depreciation

Amortization expenses for the quarter were $259,455 compared to $272,999 for the same quarter of 2012. Amortization on property and equipment was $19,561 (March 31, 2012 - $21,331) and amortization of intangible assets was $239,894 (March 31, 2012 - $251,668).

Share-based compensation

Share-based compensation costs for the quarter were $7,167, compared to $58,261 for the first quarter of 2012, a decrease of $51,094. No options were granted in the quarter while 775,000 options were granted in the first quarter of 2012.

Capital expenditures
Capital expenditures for the quarter were $1,903 compared to $55,227 for the first quarter of 2012, a decrease of $53,324. The Company upgraded its ERP (Enterprise Resource Planning) system in the previous year, resulting in an unusually high capital expenditure for that period.

Liquidity and Capital Resources
As at March 31, 2013, the Company had $45,320 in cash and cash equivalents (December 31, 2012 - $247,150).

Working capital deficit at the end of the quarter was $2,707,927 (December 31, 2012 - $2,484,192). Part of the obligations under Smartcool UK acquisition contract, scheduled for payments in 2012 and classified as current liabilities, can be deferred at the Company's discretion. These scheduled payments total $1,156,275 (£750,000).

The Company's net cash flow used in operating activities during the quarter was $234,166, decreased by $343,557 or 59% from $577,723 in the first quarter of 2012. The average monthly burn for the quarter was $78,000 compared to $193,000 in the first quarter of 2012. Cash resources consumed in the quarter were for the financing of operating losses.

To ensure that the Company continues to be a going concern with adequate working capital through 2013, more cost reduction measures have been carried out and a non-brokered private placement to raise gross proceeds of $250,000 has been announced in May 2013. The Company expects to close this private placement in early June 2013.

The Company has received confirmation from holders of major debt obligations that they will not require settlement of outstanding amounts through 2013. Management has also proposed an extension of the terms of debentures and obtained acceptance from the majority of the debenture holders.

Management has arranged with a UK bank to have a short term overdraft protection. Prelimimary agreement of accounts receivable factoring service has also been obtained from another lending party. These measures will improve the timing of cash receipt from customers.

Debentures
In May 2010, the Company completed its offer of 122 units of debenture and share purchase warrants for aggregate proceeds of $610,000. The debenture is not redeemable by the holder.

Each unit comprises of a debenture in the principal amount of $5,000 plus 8,600 warrants, issued at a price of $5,000 per unit. They are for a term of three years and entitle the holder to receive interest payment of $150 each quarter per $5,000 of principal amount with an additional interest payment of $150 if the debenture is repaid by December 31, 2011 and two additional interest payments (for a total of $300) if the debenture is repaid after December 31, 2011, but before maturity. The debentures receive 5% of gross cash revenue as principal repayment each quarter. The debentures are secured by a general security agreement over the assets of the Company.

The payment of quarterly principal payments owing during the first twelve-month period commencing from the closing date, however, may be delayed and paid on a date that is 13 months from the closing date. When such payments are delayed, the Company is required to deposit into a separate trust account, on a quarterly basis, an amount equal to any first year quarterly principal payment that would otherwise have been payable. As at March 31, 2013, total principal payments of $66,833 have been deferred. The debenture holders have not expressed an intention to demand payment.

As at December 31, 2012, the Company has not made quarterly principal payments totaling $74,272 as scheduled. In January 2013, the Company approached all holders of these units requesting an extension of up to two years under these terms:

1. Two additional interest payments ($300 per unit) as specified by the original terms will be added to December 31, 2012 outstanding balance.
2. Interest of 12% on outstanding principal amount will be paid quarterly
3. The new principal balance will be repaid in equal quarterly payments within one to two years.

The majority of the holders have agreed to provide the Company with the requested extension, effective March 1, 2013..

Interest expenses for the three months ended March 31, 2013 were $24,404 (March 31, 2012 - $24,240). Interest payments totaling $18,300 were paid during the period.
As at March 31, 2013, the outstanding principal balance was $345,090 (December 31, 2012 - $$308,490) and carrying amount was $354,624 ((December 31, 2012 - $$348,520).

Outstanding Share Data

The authorized share capital of the Company is an unlimited number of common shares without par value. As at March 31, 2013 the Company had 64,287,297 (December 31, 2011 – 64,287,297) common shares outstanding. The weighted average number of common shares outstanding for the quarter was the same number of shares 64,148,246 (March 31, 2012 – 63,728,035).

As at May 28, 2013, the outstanding shares were 64,287,297 and diluted were 69,810,297.

Warrants and Stock Options

As at March 31, 2013, there were 1,623,000 share purchase warrants and 3,900,000 stock options outstanding which collectively could result in the issuance of 5,523,000 common shares if these warrants and stock options are exercised. The outstanding options have a weighted average exercise price of $0.28. The outstanding warrants have weighted average exercise price of $0.43.

As at March 31, 2013 there were 3,776,250 (December 31, 2012 - 3,402,500) exercisable options with a weighted average exercise price of $0.29 (December 31, 2012 - $0.29). No option were granted during the three months ended March 31, 2013 (December 31, 2012 - 805,000 options with weighted average fair value of $0.11). As at May 28, 2013, there are 1,623,000 outstanding warrants and 3,900,000 outstanding options. The outstanding options have weighted average exercise price of $0.28.

Intangible Assets

a. *ESM™ Intellectual Property and worldwide distribution rights*

The Company acquired $2,278,350 of intangible assets in relation to the acquisition of Abbotly.

Management has performed a review of the carrying value of its distribution agreements. As a result of its assessment, in 2008, the Company recognized an impairment of $116,914 related to distribution agreements. As a result of this impairment recognition, the total cost of distribution agreements was reduced by $148,799 to $1,835,702. As at March 31, 2013, cost of distribution agreements consisted of:

ESM™ Distribution agreements (b)	$1,835,702
Other distribution rights	$26,040
Total	**$1,861,742**

No impairment was recorded in the three months ended March 31, 2013 and the impairment loss recognized in 2008 was not reversed upon transition to IFRS.

b. *Distribution Rights from TECC Services*

On July 11, 2008, the Company acquired the exclusive rights to distribute the ESM™ in the United Kingdom, Spain, Portugal, and the Middle East from T.E.C.C. Services Ltd. ("TECC"). Consideration of $1,738,750 (£1,035,000) was payable in cash and $532,067 (£265,000) was payable in the form of common shares of the Company. Upon closing, payment of $873,393 (£435,000) was made and 743,709 shares were issued. The share price was based on the average closing price of the Company's shares on the TSX Venture Exchange for 20 consecutive trading days, with the last of such trading days being the second day preceding the date of closing as prescribed by trading regulations.

The remaining balance of $1,204,680 (£600,000) is due in scheduled instalments over four years with the last payment due on July 16, 2012. These instalments are non-interest bearing. At the acquisition date, the fair value of consideration was determined to be $2,270,800 based on discounting the future payments at a rate of 16%. Transaction costs of $28,300 were also incurred.

The purchase agreement was amended on December 21, 2009 where payments were rescheduled with the first payment due on January 16, 2010 and the last one on July 16, 2012. The parties also agreed that interest would accrue on $118,493 (£75,000) at Royal Bank of Canada prime rate plus 4% from January 16, 2009 and additionally on $118,493 (£75,000) from July 16, 2009 until these amounts are fully paid. The amendment had no material impact on the Company's financial position and no gain or loss was recognized in 2009. During the year ended December 31, 2012, all parties agreed to accrue interest on the remaining outstanding balance of $687,565 (£425,000) at Royal Bank of Canada prime rate plus 4% effective on January 1, 2012 (note 10). The Company was unable to make scheduled payments under the amended agreement. As at March 31, 2013, the balance of $751,540 (£487,475), including accrued interest of $96,317 (£62,475) remained outstanding. Under the purchase agreement the outstanding balance will become due and payable upon default of payment. However, the Company has received confirmation from the holders of these obligations that they will not require settlement of outstanding amounts through 2013.

c. ***Intangible assets from Smartcool UK***

On February 28, 2011, the Company acquired $4,842,731 of intangible assets in relation to the acquisition of Smartcool UK as described in note 3.

These intangible assets include the following definite lived intangible assets: distribution rights of the ESM™ in the United Kingdom, the distribution right related to sales to a major customer and a customer relationship. The remaining balance of the intangible assets acquired related to goodwill which is an indefinite life intangible asset. The expected life of the definite life intangible assets has been determined to be 5 years.

Distribution rights - General	$595,884
Distribution rights - Major customer	1,974,978
Customer relationship	1,058,584
Goodwill	1,213,285
Total	**$4,842,731**

During the three months ended March 31, 2013, total amortization of $138,753 (March 31, 2012 - $143,722) was recorded against the asset costs.

In 2011, management performed a review of the carrying value of these assets. As discrepancies between revenue projections and actual operating results in 2011 have resulting in significant uncertainty in future cash generation of these assets, an impairment loss was recorded as at December 31, 2011 based on cash flow projections at this time. The value of goodwill was written off and the other assets were impaired as follows:

	Impairment
Distribution rights - General	$104,919
Distribution rights - Major customer	347,740
Customer relationship	188,484
Goodwill	1,213,285
Total impairment for the year ended December 31, 2011	**$1,854,428**

No impairments were recorded in the three months ended March 31, 2013 and the impairment loss recognized in 2011 was not reversed.

Transactions with Related Parties

The Company's related parties consist of companies owned by executive officers and directors and key management as follows:

	Nature of Transaction
384518 BC Ltd.	Consulting services
Windstone Financial Corp.	Consulting services
Richards Buell Sutton LLP	Legal services
Accupro Trademark Services LLP	Legal services
Albion Management	Rent expense
Magnum Energy Inc.	Rental income
T.E.C.C. Services Ltd.	Vehicle lease payments

The Company incurred the following expenses in connection with the companies owned by key management and directors. These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

	March 31, 2013	March 31, 2012
Consulting fees	$20,630	$28,636
Legal fees	969	3,110
Rent expense	-	-
Rental income	-	(3,000)
Tools and materials	-	2,240
Vehicle lease payments	7,039	8,839
	$28,638	**$39,825**

As at March 31, 2013, $170,487 (December 31, 2012 - $206,127) was due to the related parties.

Financial Instruments

The Company has classified its financial instruments as follows:

	March 31, 2013	December 31, 2012
Financial assets		
Fair value through profit or loss , measured at fair value:		
Cash and cash equivalents	$45,320	$247,150
Loans and accounts receivable, recorded at amortized cost:		
Trade and other receivables	218,548	747,684
	$263,868	**$994,834**
Other financial liabilities, recorded at amortized cost		
Trade payables	$646,255	$696,514
Acquisition obligations, finance leases and debentures	2,825,467	2,904,286
	$3,471,722	**$3,600,800**

Interest income from FVTPL and interest expense from acquisition obligations, debentures and other financial liabilities are recognized in finance income and expense.

Financial Risk Management

The Company is exposed to certain financial risks, including credit risk, liquidity risk, and market risk.

a. *Credit risk*

Credit risk is the risk of an unexpected loss if a customer or third party to a financial instrument fails to meet its contractual obligations and arises principally from the Company's cash and cash equivalents and trade and other receivable. The Company limits its exposure to credit loss by placing its cash and cash equivalents and short-term investments with high credit quality financial institutions. To mitigate credit risk with respect to trade receivables the Company subjects all major customer accounts to its credit evaluation process.

The Company has $213,548 (December 31, 2012 - $742,684) in trade receivables which are subject to credit risk.

b. *Liquidity risk*

The Company's consolidated financial statements have been prepared on a going concern basis, which assumes the realization of assets and the settlement of liabilities in the normal course of business. Liquidity risk results from the Company's inability to meet its financial obligations when they become due. As part of the risk management process, the Board approves the Company's annual operating and capital budgets as well as any material transactions outside the ordinary course of business. To ensure

that the Company has sufficient liquidity to meet its current obligations in the next 12 months, measures have been taken to increase cash resources including equity financing through a private placement.

The timing of future payments related to financial liabilities is outlined in the table below:

	Total	1 year	1-2 years
Trade payables	$646,255	$646,255	$-
Finance leases	11,560	11,560	-
Abbotly minimum royalties	40,624	40,624	-
Premises leases	201,980	94,020	107,960
Debentures	354,624	91,266	263,358
Obligations under acquisition contracts	2,459,283	2,459,283	-
Total	**$3,714,326**	**$3,343,008**	**$371,318**

c. ***Market risk***

Market risk is the risk that changes in market prices, such as foreign exchange rates and interest rates, will affect the Company's income or valuation of its financial instruments.

d. ***Foreign currency risk***

The Company is exposed to fluctuations in foreign currency as most of its international distribution transactions are settled in U.S. dollars, Australian dollars, Canadian dollars and British pounds. The Company's net income and cash flow will therefore be affected by fluctuations in foreign exchange rates. None of these risks has been mitigated through the use of foreign currency forward contracts.

As at March 31, 2013, the Company's monetary assets and liabilities denominated in foreign currencies are as follows:

	USD	AUD	GBP	Euro
Assets				
Cash and cash equivalents	$316	$85	£-	€92
Trade and other receivables	98,895	-	-	-
Total	**$99,211**	**$84**	**£-**	€92
Liabilities				
Trade payables	$38,958	$6,737	£27,126	€-
Acquisition obligations, current	-	-	293,773	-
Total	**$38,958**	**$6,737**	**£320,899**	€-

e. ***Interest rate risk***

The Company is exposed to this risk as late payments under TECC acquisition obligations are subject to interest based on Royal Bank of Canada prime rate plus 4%. As at March 31, 2013, the total of such payments was $655,222 (£425,000).

The Company is exposed to this risk as late payments under Smartcool UK acquisition obligations are subject to interest based on Royal Bank of Canada prime rate plus 5%. As at March 31, 2013, the total of such payments was $1,541,700 (£1,000,000).

f. ***Sensitivity analysis***

Assuming a 100-basis point increase in RBC prime rate, as at March 31, 2013, the impact on income before income taxes would be a negative adjustment of $21,969 (£14,250).

Critical Accounting Policies & Estimates

Business combinations

The identifiable assets, liabilities and contingent liabilities of a subsidiary, joint venture entity or an associate, which can be measured reliably, are recorded at their provisional fair values at the date of acquisition. Goodwill is the fair value of the consideration transferred (including contingent and previously held non-controlling interests) less the fair value of the Company's share of identifiable net assets on acquisition. Transaction costs incurred in connection with the business combination are expensed. Provisional fair values are finalized within twelve months of the acquisition date.

Where the fair value of the identifiable net assets acquired exceeds the cost of the acquisition, the surplus, which represents the discount on the acquisition, is recognized directly in the statement of operations and total comprehensive loss in the period of acquisition.

Revenue Recognition

Revenue from the sale and installation of the ESM™ and ECO3™ is recognized when the ESM™ & ECO3™ have been installed, significant risks and rewards of ownership of the equipment have been transferred to the customer, the Company does not retain continuing managerial involvement or effective control over the equipment, the sales price can be determined and probably collectible, and the cost of the transaction can be measured reliably.

Revenue from the international distribution of the ESM™ & ECO3™ is recognized when the equipment has been shipped, title has been transferred, the sales price has been determined and the cost of the equipment can be measured reliably. Revenue is also recognized when equipment has been ordered and laid away as instructed by the customer, the sales price has been determined and a significant portion of it has been paid. Provisions are established for estimated warranty costs at the time revenue is recognized. The Company records deferred revenue when cash is received in advance of the above revenue recognition criteria being met.

Share-based Payments

The fair value of all stock options granted to employees is determined using the Black-Scholes option pricing model, and the resulting value is charged to operations over the vesting period.

The fair value of options granted to non-employees is determined using fair value of the goods or services received. The resulting value is charged to operations when a performance commitment is made or the options are fully vested and non-forfeitable, whichever is earliest, and the expense is recognized over the period in which the goods or services from the non-employees are received. A corresponding increase in equity reserve is recorded when stock options are expensed. When stock options are exercised, share capital is credited by the sum of the consideration paid and the related portion previously recorded in equity reserve. At the time of grant, the expense is determined based on estimated forfeiture rate. The expense will be adjusted to recognize the effect of actual forfeitures as they occur.

The fair value of warrants issued to agents for their finder's fee is determined using the Black-Scholes option pricing model and the resulting value is charged to share issuance costs.

Intangible assets

Intangible assets are recorded at cost and include the ESM™ brand, ESM™ intellectual property, distribution agreements, supplier agreements and customer relationship. The ESM™ brand has been determined to have an indefinite life and is not amortized. The remaining intangible assets with finite lives are amortized on a straight-line basis over their estimated useful lives as follows:

ESM™ Intellectual property	10 years
North American distribution rights	10 years
United Kingdom distribution rights	9 years
Distribution agreements	5 - 15 years
Supplier agreements	10 years
Customer relationships	5 years

Total amortization for the three months ended March 31, 2013 of $239,894 (December 31, 2012 – $1,001,343) is included under net loss for the period on the statement of operations.

Forward-looking statements

This MD&A contains forward-looking information and statements regarding the future results of operations and marketing activities. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may", "will", "expect", "intend", "anticipate", "plan", "foresee", "believe" or similar terminology. Although these forward-looking statements are based on what management believes to be current and reasonable assumptions, they involve known and unknown risks, uncertainties and other factors that may cause the actual results and performance to differ materially from those stated, anticipated, or implied in these forward-looking statements. Readers are cautioned not to place undue reliance on forward-looking information as no assurances can be given to future results, performances, or achievements.

The forward-looking statements included in this MD&A speak only as of the date of this document. The Company does not undertake any obligation to publicly update or revise any of these forward-looking statements to reflect events or circumstances after this date except when required by applicable legislation.

Additional Information

Additional information relating to the Company, including the Company's latest Annual Financial Statements and news releases can be located on the Company's website at www.smartcool.net or on the SEDAR website at www.sedar.com.