

**SOLES4SOULS CANADA**

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**Financial Statements**

**Year Ended June 30, 2020**

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## INDEPENDENT AUDITOR'S REPORT

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To the Board of Directors of Soles4Souls Canada

### **Qualified Opinion**

We have audited the accompanying financial statements of Soles4Souls Canada, which comprise the statement of financial position as at June 30, 2020, and the statements of operations, changes in net assets, and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

In our opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of Soles4Souls Canada as at June 30, 2020, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

### **Basis for Qualified Opinion**

In common with many charitable organizations, the Organization derives revenue from donations, the completeness of which is not susceptible of satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the Organization and we were not able to determine whether any adjustments might be necessary to donation revenue, deficiency of revenues over expenses, and cash flows from operations for the year ended June 30, 2020. Our audit opinion on the financial statements for the year ended June 30, 2020 was modified accordingly because of the possible effects of this limitation of scope.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

### **Responsibilities of Management and Those Charged with Governance for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting process. When individuals responsible for the oversight of the financial reporting process are the same as  
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Independent Auditor's Report to the Members of Soles4Souls Canada (*continued*)

those responsible for the preparation of the financial statements, no reference to oversight responsibilities is required.

***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

*NVS Professional Corporation*

NVS Professional Corporation  
Chartered Professional Accountants  
Authorized to practise public accounting by the  
Chartered Professional Accountants of Ontario

Markham, Ontario  
December 21, 2020

**SOLES4SOULS CANADA****Statement of Financial Position****June 30, 2020**

	2020	2019
<b>Assets</b>		
Current		
Cash and cash equivalents	\$ 16,369	\$ 8,518
Accounts receivable	16,394	148,155
Inventory	698	-
	<u>33,461</u>	156,673
Capital assets (Note 3)	15,797	-
Intangible assets (Note 4)	12,502	13,840
	<u>\$ 61,760</u>	<u>\$ 170,513</u>
<b>Liabilities and Net Assets</b>		
Current		
Accounts payable and accrued liabilities (Note 5)	\$ 383,318	\$ 98,363
Net assets (deficit)	<u>(321,558)</u>	72,150
	<u>\$ 61,760</u>	<u>\$ 170,513</u>

**Approved on behalf of the Board**\_\_\_\_\_  
*President*\_\_\_\_\_  
*Treasurer*

See notes to financial statements

**SOLES4SOULS CANADA****Statement of Operations****Year Ended June 30, 2020**

	2020	2019
<b>Revenues</b>	<b>\$ 7,792,129</b>	<b>\$ 11,696,949</b>
<b>Expenses</b>		
Amortization	3,768	1,595
Bank fees	1,632	1,859
Donations in-kind	7,700,116	11,259,886
Foreign exchanges loss on translation of financial statements	4,230	4,091
Insurance	671	-
Legal and professional fees	18,069	26,134
Office expenses	1,082	-
Payroll and other benefits	447,772	305,098
Travel	8,497	15,801
	<b>8,185,837</b>	<b>11,614,464</b>
<b>Excess (deficiency) of revenues over expenses</b>	<b>\$ (393,708)</b>	<b>\$ 82,485</b>

See notes to financial statements

**SOLES4SOULS CANADA****Statement of Changes in Net Assets****Year Ended June 30, 2020**

	<b>2020</b>	2019
<b>Net assets (deficit) - beginning of year</b>	<b>\$ 72,150</b>	\$ (10,335)
Excess (deficiency) of revenues over expenses	<u>(393,708)</u>	<u>82,485</u>
<b>Net assets (deficit) - end of year</b>	<b><u>\$ (321,558)</u></b>	<u>\$ 72,150</u>

See notes to financial statements

**SOLES4SOULS CANADA****Statement of Cash Flows****Year Ended June 30, 2020**

	2020	2019
<b>Operating activities</b>		
Excess (deficiency) of revenues over expenses	\$ (393,708)	\$ 82,485
Item not affecting cash:		
Amortization	<u>3,768</u>	1,595
	<u>(389,940)</u>	84,080
Changes in non-cash working capital:		
Accounts receivable	131,761	(148,155)
Inventory	(698)	-
Accounts payable and accrued liabilities	<u>284,955</u>	98,363
	<u>416,018</u>	(49,792)
Cash flow from operating activities	<u>26,078</u>	34,288
<b>Investing activities</b>		
Purchase of capital assets	<u>(18,227)</u>	15,435
Cash flow from (used by) investing activities	<u>(18,227)</u>	15,435
<b>Increase in cash flow</b>	7,851	49,723
Cash and cash equivalents - beginning of year	<u>8,518</u>	(41,205)
<b>Cash and cash equivalents - end of year</b>	<u>\$ 16,369</u>	\$ 8,518

See notes to financial statements



**1. PURPOSE OF THE ORGANIZATION**

Soles4Souls Canada (the "Organization") was incorporated on February 11, 2016 under the Canada Not-for-profit Corporations Act as a corporation without share capital. The Organization's mission is to relieve poverty in Canada by providing shoes and clothing to individuals and families in need. To relieve poverty in developing nations by providing shoes and clothing to individuals and families in need and provide shoes and clothing to qualified micro-enterprise programs designed to create jobs for individuals and families in need.

The Organization has submitted an application, which is under process to be granted a registered charity status by the Canada Revenue Agency (CRA).

On January 30, 2020, the World Health Organization ("WHO") declared a Public Health Emergency of International Concern resulting from an outbreak of pneumonia cases from an unknown cause which originated in Wuhan, China. Over a week later, on February 11, 2020, the WHO then announced a name for this new disease called the coronavirus ("COVID-19"). And on March 11, 2020, the WHO declared COVID-19 to be a global pandemic and a world-wide health concern to all of humanity. As a result, governing countries and their leaders around the world acted to mitigate the spread of this virus by restricting travel, testing and quarantining symptomatic individuals, enforcing social distancing, closing schools and non-essential businesses and requesting residents to stay inside their homes. These measures have had a direct impact on the global and Canadian economy.

The Canadian government acted by testing and treating symptomatic individuals, enforcing social distancing, closing schools and non-essential businesses and requesting the community to stay inside their homes. Due to these measures taken, many businesses were forced to lay off staff, postpone contracts and work, request financial relief and defer payments to their financial lenders, landlords and stakeholders and to close their businesses altogether. The Federal government also responded by extending tax filing and payment deadlines and made available a wage subsidy to qualifying businesses to help provide some relief during this challenging time

It is uncertain how long these COVID-19 conditions will last and what economic impact they will have on the organization's business, ongoing cash flows and its ability to continue as a going concern.

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**Basis of presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

Measurement uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates include amortization of capital assets and intangible assets and accrued liabilities and are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**Financial instruments

The organization's financial instruments consists of cash and cash equivalents, accounts receivable and accounts payable and accrued liabilities. It is management's opinion that the organization is not exposed to significant interest, currency or credit risks arising from these financial statements. The fair values of these financial instruments approximate their carrying values. The Organization initially measures its financial assets and financial liabilities at their fair value.

Revenue recognition

Revenue primarily consists of micro enterprises revenue generated when donated product is sold (with permission by donor) into social enterprise programming. This revenue stream is recognized at the point that the partner Soles4Souls Canada is selling and accepts the negotiation of the sale of the product. The partner assume ownership at the point the product is shipped.

Capital assets

Capital assets are stated at cost or deemed cost less accumulated amortization. Capital assets are amortized over their estimated useful lives at the following rates and methods:

Furniture and fixtures	5 years straight-line method
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The amortization method and estimates of the useful life are reviewed on a regular basis.

Capital assets acquired during the year but not placed into use are not amortized until they are placed into use.

Intangible assets

The trademarks are recorded at cost and are being amortized on a straight-line basis over their estimated useful lives of 15 years.

Leases

An operating lease is a lease where substantially all the benefits and risks incidental to ownership of property are not transferred to the entities in the Organization. Lease rentals under an operating lease are included in determination of the excess (deficiency) of revenues over expenses over the lease term on a straight-line basis.

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**Foreign currency transactions and balances

Accounts in foreign currencies have been translated into Canadian dollars using the temporal method. This method translates assets, liabilities, revenues and expenditures in a manner that retains their bases of measurement in terms of the Canadian dollar (it uses the Canadian dollar as the unit of measure).

Monetary items are translated at the exchange rate in effect at the balance sheet date.

Non-monetary items are translated at historical exchange rates, unless such items are carried at market, in which case they are translated at the exchange rate in effect at the balance sheet date.

Revenue and expense items are translated at the exchange rate in effect on the dates they occur.

Depreciation or amortization of assets translated at historical exchange rates is translated at the same exchange rates as the assets to which it relates.

Donated products (gifts in-kind)

Inputs for measuring fair value of contributed inventory items may be obtained from published catalogs, vendors, independent appraisals, or other sources. If methods such as estimates, averages, or computational approximations, such as average value per pound or subsequent sales, can reduce the cost measuring the fair value of inventory, use of those methods is appropriate, provided the methods are applied consistently, and the results of applying those methods are reasonably expected not to be materially different from the results of a detailed measurement of the fair value of contributed inventory. The fair value of the asset or liability represents the price that would be received to sell the asset or paid to transfer the liability.

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**3. CAPITAL ASSETS**

	Cost	Accumulated amortization	<b>2020 Net book value</b>	2019 Net book value
Furniture and fixtures	\$ 18,227	\$ 2,430	\$ 15,797	\$ -

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**4. INTANGIBLE ASSETS**

	<b>2020</b>	2019
Trademarks	\$ 15,434	\$ 15,435
Accumulated amortization	(2,932)	(1,595)
	<b>\$ 12,502</b>	\$ 13,840

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**5. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES**

	<u>2020</u>	<u>2019</u>
Trade payables	\$ 383,318	\$ 113,143
Payroll taxes payable (receivable)	-	(14,780)
	<u>\$ 383,318</u>	<u>\$ 98,363</u>

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**6. CONTRACTUAL OBLIGATIONS**(i) Occupancy costs

Operating leases contracted for but not capitalized in the financial statements. Future minimum lease payments plus HST as at June 30, 2020, are as follows:

The warehouse premises lease is a non-cancelable lease with a 3 year term, with minimal annual rental payments and additional rental increase per the lease agreement. The lease is for the period from November 1, 2019 to October 31, 2022, with an option to renew the lease for a further period of 3 years with minimum rentals to be determined post negotiations.

(ii) Fee for service

A fee for service contract has been entered into with Soles4Souls Inc., US on July 1, 2018 which provides for payment of an annual fixed fee in exchange for consultancy services, in addition to disbursements. The contract expires on June 30, 2021.

	(i) Operating leases	(ii) Fee for service	Total
2021	\$ 31,358	\$ 103,857	\$ 135,215
2022	34,748	-	34,748
2023 and thereafter	11,865	-	11,865
	<u>\$ 77,971</u>	<u>\$ 103,857</u>	<u>\$ 181,828</u>

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**7. ECONOMIC DEPENDENCE**

The Organization receives 100% of its inventory and consultancy services from one major service provider, Soles4Souls Inc., US. Should this vendor substantially change its dealings with the Organization, management is of the opinion that continued viable operations would be doubtful.

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**8. FINANCIAL INSTRUMENTS****Financial risks**

The main risks that the Organization is exposed to through its financial instruments are liquidity risk and foreign currency exchange risk.

***(a) Interest rate and credit risk***

The Organization is not exposed to significant interest rate and credit risks arising from its financial instruments.

***(b) Liquidity risk***

Liquidity risk refers to the risk that the entity will encounter difficulty in meeting obligations associated with financial liabilities. At year end, the Organization had \$383,318 (2019 - \$113,143) of current accounts payable and accrued liabilities subject to liquidity risk. The Organization's financial instruments consist mainly of deposits with banks, accounts receivable and accounts payable and accrued liabilities.

***(c) Foreign currency exchange risk***

The Organization is exposed to fluctuations in foreign currency exchange rates on all payments to Soles4Souls Inc., US in the United States for: (i) its expertise in solitication and procurement of materials from manufacturers and distributors in Canada, and (ii) provide financial and administrative management services. As a result, fluctuations in the United States dollar against the Canadian dollar have been adjusted in the Organization's financial results which are denominated in Canadian dollars.

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**9. COMPARATIVE FIGURES**

Certain of the 2019 figures have been reclassified to conform to the current period's financial statement presentation.

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