



TITAN LOGIX

Management's Discussion and Analysis Q1 Fiscal 2021

NOVEMBER 30, 2020



MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis (MD&A) has been prepared by management as of January 20, 2021. It updates the annual MD&A included in our 2020 annual report and should be read in conjunction with the unaudited condensed consolidated interim financial statements and notes for the period ended November 30, 2020 as well as the audited consolidated financial statements and MD&A included in the Company's 2020 annual report for fiscal year ended August 31, 2020. The Company prepares and files its condensed consolidated interim financial statements in Canadian dollars and in accordance with International Financial Reporting Standards (IFRS). This MD&A compares the Company's fiscal 2021 first quarter results to the previous year's first quarter. We have not provided an update where an item is not material or where there has been no material change from the discussion in our annual MD&A.

The condensed consolidated interim financial statements and MD&A for the three months ended November 30, 2020 as well as the 2020 annual audited financial statements and MD&A and additional information regarding Titan Logix Corp. are available at www.sedar.com and on the Company's website at www.titanlogix.com. Titan Logix Corp.'s board members and its audit committee have reviewed and approved the discussion in this MD&A.

Cautionary Note Regarding Forward-Looking Statements

Some of the information contained in this MD&A may contain forward-looking statements. These forward-looking statements may include, among others, statements regarding our plans, costs, objectives or economic performance, or the assumptions underlying any of the foregoing. Forward-looking statements are based on information available at the time they are made, on the date of this report, and should not be read as guarantees of future performance or results as they are subject to risks and uncertainties, many of them beyond our control. We do not undertake any obligation to publicly update or to revise any forward-looking statements except as expressly required by applicable securities laws.

Such risks and uncertainties include, but are not limited to the following:

- *Titan's ability to successfully market to current and new customers;*
- *Industry competition;*
- *Technological developments;*
- *Uncertainties as to Titan's ability to implement its strategic plan;*
- *Titan's ability to obtain raw materials from suppliers;*
- *The impact of general economic and industry conditions;*
- *The impact of pandemics and natural disasters;*
- *Fluctuations in oil and gas prices;*
- *Fluctuations in the level of oil and gas industry expenditures that affect demand for Titan's products and services;*
- *Fluctuations in currency rates;*
- *The ability to attract and retain key personnel or management;*
- *Expansion of products by internal growth, partnerships or acquisitions;*
- *Incorrect assessment of value of acquisitions;*
- *Inability to complete strategic acquisitions of additional business;*
- *Stock market volatility;*
- *Obtaining required approvals from regulatory authorities;*
- *Titan's ability to achieve an acceptable return on investment from new product development costs in a timely manner;*
- *and,*
- *Other risks described under the heading "Business Risks and Uncertainties" in this document.*

THE TITAN VISION, BRAND PROMISE AND CORE VALUES

Titan Logix Corp.'s VISION is to be a "Catalyst for Transformative Thinking" for our customers. We do this by enabling our customers to be leaders in the gathering, management, and analysis of their data, making smarter, faster business decisions more adaptable to change. We aim to transform our customer's value of data-centric decisions on commercial transportation applications by delivering operational efficiencies, regulatory compliance and inventory tracking to let them be more profitable and to lead in their respective industries.

Our Brand Promise: "Be ahead of the Traffic with Titan - Data that works."

Titan Logix has four core values that are integrated into the work we do and are the cornerstone of our strong corporate culture. Our commitment to; **Be Curious, Be Collaborative, Have an Innovative Mindset, and Own It** are instrumental in inspiring our team and guiding our decisions and actions for a successful future.

CORPORATE OVERVIEW

Founded in 1979, Titan Logix Corp. ("Titan" or "the Company") is a public company listed on the TSX Venture Exchange and its shares trade under the symbol TLA.

Titan focuses on providing data driven solutions for Supply Chain Management (SCM) of goods and services supplied to oil and gas, and the transportation industries. Titan's solutions have traditionally focused on mobile liquid level sensor technology. Our cloud connected products enable data from our edge sensor technology and others' sensors to be collected, managed and packaged for business intelligence and control. The complete solution consists of Titan's sensor products interconnected by rugged gateway devices to the internet and integrated to enable best-in-class data analytics and end-to-end Industrial Internet of Things (IIoT) solutions for our customers.

For almost 30 years, Titan Logix Corp. has designed and manufactured advanced technology instruments for businesses that transport corrosive, hazardous and/or valuable liquids while ensuring accurate, automated inventory management of these assets. Our technology is designed to reduce the risks of hazardous, costly, and time-consuming overfills and spills. Titan's TD Series of tank level monitors are the market leader in mobile fluid measurement, and are known for their rugged, solid-state reliability with no floats or moving parts that can fail in challenging environments. These Guided Wave Radar (GWR) level monitoring technologies are a part of a complete IIoT digital supply chain management solution. Operating independently or as part of a fully integrated data collection and analytics system, these liquid level monitoring devices provide time-sensitive data for business decision and control.

For our clients that require a complete solution that enables real-time monitoring of their assets at each stage in the workflow process as they move their products to market, Titan's IIoT solution enable them to monitor their fluid assets from the convenience of their dispatch center, back office environment, or through a mobile device. Titan's edge computer, the Titan Gateway, re-introduced as the SmartTruck Edge for mobile tankers, provides the ability to transmit the asset data from Titan's TD100™, Finch II, LoadMaxx products and other 3rd party sensors and data devices. The Titan SmartTruck Edge can collect real time data on driver performance, driver health, equipment status, fluid level and weight inventories, alarm conditions, and GPS location data. All data is conditioned and packaged for efficiency and transmitted to our TDS cloud platform. Through cloud-based technology, data can be displayed on web enabled dashboards to provide customers with a unique view into productivity, environmental compliance, driver behavior and driver health monitoring. The supply chain management solution equips business managers with a variety of business intelligence and data analytics to effectively measure, manage and enhance the performance of their mobile tanker fleet.

We currently serve the crude oil, produced water, refined fuel, used oil collection, aircraft refueling, chemical, and vacuum truck markets. New drilling activity employs mobile tankers to deliver necessary process fluids to well sites. The initial well head activity requires offsite transfer of process fluids and wastewater for treatment or disposal. Production wells not directly connected to pipeline networks require mobile transfer of crude oil to pipeline terminals and processing. Each stage requires mobile tanker engagement. These liquids are transported in many shapes and sizes of mobile tankers. Each of these tankers requires a level measurement and overflow prevention system to enable rolling-stock inventory management, ensure against overfills (which would result in high-impact environmental incidents), protect equipment from damage, improve the efficiency of the operation and help ensure driver safety. Titan's TD80™ and TD100™ provides these valuable features. Titan's main sales channel for our transport

products is through mobile tank Original Equipment Manufacturers (OEMs), dealers, and channel partners in Canada, the U.S. and Mexico.

Titan Logix in partnership with its tech partners have developed industry leading supply chain management solutions for the management of various fluids.

Titan solutions enable customers to track and monitor their assets while simultaneously automating transportation logistics. Improved road safety and addressing environmental issues is our mission. Titan systems support accuracy across the supply chain from ticketing through invoicing. We put the right numbers in front of the customer, measured with precision, so that the focus can be on what matters and make the best decisions for the business. Titan solutions save time and operating costs, creating efficiency in the supply chain. Our advanced hardware and software technology are reliable and secure from source to customer software systems. Our innovative software orchestrates and helps manage and track the supply chain across vendors instantaneously. Exploration and production (E&P) companies are beginning to understand the value proposition that comes with the implementation of our SCM solutions.

Titan's strategy is to research, design, develop and/or acquire field sensor products (data generators) that are:

- Safe to install, operate, and maintain,
- Ruggedized to withstand the harshest of industrial environments,
- Simple and cost effective to implement,
- Best in class technologically,
- Flexible in application,
- Designed to be system agnostic and platform independent,
- Forward thinking and scalable to meet customer needs today and tomorrow.

Building upon a solid foundation in advanced fluid management for mobile tankers we continue to develop applications internally and seek out technology partners externally.

QUARTERLY HIGHLIGHTS

- Revenues for the first quarter of fiscal 2021 ending November 30, 2020 were \$849,184, a \$559,192 or a 40% decrease from the \$1,408,376 recorded in the comparative period. Revenues were impacted by the decline in global oil prices, combined with the lack of access to markets in Canada, and the continued impact of the COVID-19 pandemic.
- Gross profit for the first quarter of fiscal 2021 decreased by \$358,043 to \$381,173 or 45% of revenue compared to \$739,216 or 52% of revenue in the comparative prior period. This decrease in gross profit is primarily due to the decrease in unit demand and the reduction in revenue. The reduction in gross margin as a percentage of sales is primarily due to underutilized capacity costs included in cost of sales.
- Total expenses in the first quarter of fiscal 2021 were \$682,143 as compared with \$843,411 in the comparative prior period. This reduction in expenses is primarily due to benefits received of \$89,982 from the Company's continued participation in the Canada Emergency Wage Subsidy Program ("CEWS") combined with cost savings realized from cost containment efforts implemented in fiscal 2020, which included wage reductions and cuts on discretionary spending. The Company continued with its product enhancements including the development of IIoT solutions. Sales and marketing programs focused on expanding applications through product differentiators and reaching new customer channels with digital platforms.
- The Company reported an operating loss before other items of \$300,970 compared to an operating loss of \$104,195 in the first quarter of fiscal 2020. Adjusted for interest income and other items, the net loss after income taxes for the first quarter of fiscal 2021 was \$142,488 compared to net earnings after taxes of \$69,060 in the prior period. The operating loss before other items and the loss and after income taxes in the current fiscal quarter was due to the decrease in sales and gross profit and was positively impacted by the reduction in total expenses which included the receipt of COVID-19 related government subsidies combined with cost containment efforts implemented in fiscal 2020.

FISCAL 2021 Q1 RESULTS OF OPERATIONS

	Three months ended November 30,			
	2021	2020	Increase (Decrease)	
	\$	\$	\$	%
Revenue	849,184	1,408,376	(559,192)	(40)
Cost of sales	468,011	669,160	(201,149)	(30)
Gross profit	381,173	739,216	(358,043)	(48)
Gross margin (%)	45	52		
Expenses				
General and administration	240,938	286,681	(45,743)	(16)
Marketing and sales	207,133	283,581	(76,448)	(27)
Engineering	131,977	181,657	(49,680)	(27)
Depreciation and amortization	96,519	92,195	4,324	5
Loss (gain) on foreign exchange	5,576	(703)	6,279	(893)
Total expenses	682,143	843,411	(161,268)	(19)
Net (loss) earnings	(142,488)	69,060	(211,548)	(306)
EPS - Diluted	(0.00)	0.00	0.00	

Revenue and gross profit

The Company's revenue is largely derived from instrument sales of its GWR product line of technologies (TD80™/TD100™, Finch II and related components) throughout Canada and the U.S. These technologies are sold primarily into the mobile tanker truck market, servicing upstream/midstream oil customers. Primarily due to industry conditions, including the impact of COVID-19, revenue in the first quarter of fiscal 2021 decreased by 40% to \$849,184, as compared to \$1,408,376 for the first quarter of fiscal 2020.

Revenues generated from the Canadian market in the current quarter decreased by \$150,502 or 40% to \$221,799 as compared to \$372,301 in the comparative prior period. Sales to the U.S. decreased by \$408,690 or 39% to \$627,385 as compared to \$1,036,075 in the comparative period. These sales accounted for 74% of the revenues in the first quarter of fiscal 2021 (2020 – 74%). These sales are transacted in U.S. dollar currency and any change in the exchange rate affects the value at which transactions are recorded. Revenue was recorded at an average exchange rate of \$1.32 Canadian during the three months ended November 30, 2020 and for the comparative prior period.

As a percentage of revenue, sales of the Company's GWR product line of technologies contributed 96% to sales in the first quarter of fiscal 2021. This compares to 91% in the comparative prior period.

Gross profit decreased by \$358,043 to \$381,173, or 45% as a percentage of sales for the first quarter of fiscal 2021 compared with \$739,216, or 52% as a percentage of sales for the comparative period. This decrease in gross profit is primarily due to the decrease in unit demand and the reduction in revenue. Gross margin as a percentage of sales declined to 45% from the 52% recorded in the corresponding fiscal period largely due to the reduction in unit demand and excess capacity costs included in cost of sales.

Expenses, general and administration

General and administrative expenses (G&A) for the first quarter of fiscal 2021 were \$240,938, a decrease of \$45,743 or 16% from the \$286,681 recorded in the first quarter of fiscal 2020. The decrease is primarily a result of a decrease in compensation costs combined with benefits of \$23,437 received from the CEWS program. These positive impacts largely offset one-time consulting costs for the implementation and conversion of its accounting and manufacturing software to a new ERP system. G&A, as a percentage of revenue, was 28% for the three months ended November 30, 2020 compared to 20% for the same period of fiscal 2020.

Expenses, marketing and sales

Marketing and sales expenses for the first quarter of fiscal 2021 were \$207,133 a decrease of \$76,448 or 27% from the \$283,581 recorded in the first quarter of fiscal 2020. The decrease is primarily a result of a decrease in compensation costs, a reduction in travel expenses and benefits of \$23,159 received from the CEWS program. As a percentage of revenue, marketing and sales expenses were 24% for the three months ended November 30, 2020 compared to 20% for the same period of fiscal 2020.

Expenses, engineering

Engineering expenses for the first quarter of fiscal 2021 were \$131,977 a decrease of \$49,680 from the \$181,657 recorded in the first quarter of fiscal 2020. The decrease is primarily due to \$43,386 received from the CEWS program and \$16,875 received from Alberta innovates funding. The wage subsidies offset engineering consulting costs, development of additional versions of its TD100™ transmitter, (including a wireless version, a low-cost version and a version for stationary tanks) and the development of products for its software portfolio.

Expenses, depreciation and amortization

Depreciation and amortization expenses included in operating expenses in the first three months of fiscal 2021 totalled \$96,519 compared to \$92,195 in the comparable period of fiscal 2020. Additional depreciation expenses recorded in cost of sales in the current three month period totalled \$22,440, compared to \$23,256 in the comparable period.

Expenses, foreign exchange

Changes in the value of the Canadian dollar during the period and management of conversion of receipts from U.S. revenue resulted in a loss of \$5,576 on foreign currency exchange in the three months ended November 30, 2020 consisting of a realized gain on exchange of \$1,432 and an unrealized loss of \$7,008. This compares to a gain of \$703 on foreign currency exchange in the previous period consisting of a realized gain on exchange of \$5,902 and an unrealized loss of \$5,199.

Operating loss and net earnings

The operating loss before other items and income taxes was \$300,970 for the first quarter of fiscal 2021 as compared to an operating loss before other items and income taxes of \$104,195 in the comparative prior period. The increase in the operating loss was due to the decrease in the gross profit. The reduction in gross profit was positively impacted by the reduction in operating expenses which included the impact of subsidies received under the CEWS program and compensation savings from wage rollbacks. In the fiscal quarter, the Company benefited from COVID-19 government wage subsidy programs in the amount of \$113,835. The net loss after income taxes was \$142,488 in the current quarter as compared to net earnings of \$69,060 in the comparative prior period. This decrease in net earnings was primarily due to the increase in the operating loss and a decrease in finance income to \$165,396 from \$181,118 in the prior period.

SUMMARY OF QUARTERLY RESULTS

(\$000's, except per share amount)

Fiscal year	2021	2020				2019		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Revenue	849	609	782	1,311	1,408	1,375	1,316	1,405
Gross profit	381	355	382	695	739	675	742	760
Operating (loss) earnings before other items and income taxes	(301)	(262)	(580)	(293)	(104)	(147)	(159)	4
Net (loss) earnings before income taxes	(142)	(108)	(417)	(122)	69	24	16	167
Net (loss) earnings	(142)	(108)	(417)	(122)	69	(28)	16	167
EPS - Basic	(0.00)	(0.00)	(0.01)	0.00	(0.00)	0.00	0.00	0.01
EPS - Diluted	(0.00)	(0.00)	(0.01)	0.00	(0.00)	0.00	0.00	0.01

Quarterly financial data is derived from the Company's consolidated financial statements and is prepared in accordance with IFRS.

The reduction in revenue and quarterly gross profits in the current quarter and last two quarters of fiscal 2020 when compared to the previous five quarters is primarily a result of the decrease in demand due to low oil prices caused by the COVID-19 pandemic. Gross profits in the fourth quarters of fiscal 2020 and fiscal 2019 were negatively impacted by impairments of inventory of \$1,537 and \$64,349, respectively.

FINANCIAL CONDITION AND LIQUIDITY

The Company's principal cash requirements are for ongoing operating costs, working capital and product development costs. The Company intends to fund its liquidity needs primarily from cash flow from operations and when necessary from cash on hand. Management continues to work on maintaining an optimal inventory level and the timely collection of accounts receivable to minimize its working capital requirements. As well, the Company will continue to focus on cost management and control programs. The Company expects that current cash balances and funds from operations will be sufficient in the near-term to meet anticipated obligations and to fund intended capital expenditures and product development. As needed, the Company will assess and select funding mechanisms for long term growth including additional R&D projects, expansion of the distribution channels and corporate development activities.

Total assets of the Company were \$16,425,074 on November 30, 2020 as compared to \$16,711,107 on August 31, 2020. Cash and cash equivalents increased by \$164,675 to \$9,548,354. Collections from customers decreased accounts receivable by \$53,148 and inventories decreased by \$168,883. Total liabilities decreased by \$143,545. As at November 30, 2020, Titan had positive working capital (current assets less current liabilities) of \$10,982,553 compared to \$10,963,795 at August 31, 2020.

Summary of Cash Flows

Operating Activities

Net cash flows used in operating activities for the three-month fiscal period totalled \$34,072, compared to \$203,742 used in the comparative period. This decrease in cash flows used in operating activities is primarily due to changes in non-cash working capital accounts and partially offset by the net loss as compared to net earnings in the comparative prior period.

Non-cash working capital generated or consumed is largely a result of the timing of cash receipts and payments in the normal course of business. Non-cash working capital provided in the amount of \$147,939 in the three-month fiscal period is largely a result of cash flow from a consumption of inventory and the collection of accounts receivables, offset by the decrease in accounts payable. This compares with non-cash working capital used in the comparable period in the amount of \$214,998, largely a result of cash flow used for an increase in inventories and decrease in accounts payable.

Investing Activities

Net cash flows generated in investing activities for the three-month fiscal period totalled \$238,830 primarily as a result of the finance income and payments received on the secured note offset by capital equipment purchases. This compares with \$2,311,436 generated in the comparative prior period primarily as a result of the maturity of \$2,041,227 of short term investments combined with finance income and payments received on the secured note.

Financing Activities

Net cash flows used in financing activities for the three-month fiscal period amounted to \$40,083 for payment of finance lease obligations as compared to \$41,199 in the comparable period.

CONTRACTUAL OBLIGATIONS

The Company has no commitments for future capital assets and its only financial obligations are operating leases for office equipment, office spaces and its manufacturing facility.

OFF-BALANCE SHEET ARRANGEMENTS

The Company did not enter into any off-balance sheet arrangements during the current or comparable reporting period.

OUTSTANDING SHARE DATA

Titan Logix Corp. has authorization to issue an unlimited number of common shares with no par value. The common shares of the Company trade on the TSX Venture Exchange under the symbol "TLA".

Issued and Outstanding

	January 20, 2021	November 30, 2020	August 31, 2020
Common shares issued and outstanding	28,536,132	28,536,132	28,536,132
Options outstanding	300,000	300,000	300,000

IMPACT OF COVID-19 PANDEMIC

In March 2020, the World Health Organization declared a world-wide pandemic resulting from the outbreak of coronavirus, specifically identified as "COVID-19". Many countries enacted emergency measures to combat the spread of the virus. These measures, which included the implementation of travel bans, temporary restriction on all non-essential business, self-imposed quarantine periods and social distancing, caused material disruption to businesses globally resulting in an economic slowdown. The Company has assessed the economic impacts of the COVID-19 pandemic on its interim consolidated financial statements. As at November 30, 2020, management has determined that the Company's ability to execute its medium and longer term plans, the economic viability of its assets and the carrying value of its long-lived assets are not materially impacted.

The current lack of global demand combined with over-supply of oil has resulted in a significant decrease in spot and forward oil prices. The impact of COVID-19 combined with the decrease in oil prices have resulted in a decrease in demand for our products and the Company has experienced a material decline in revenues and gross profit in the year. Cost containment efforts have been implemented in order to mitigate the impact of the decline in revenues and gross profit. The Company has reduced discretionary spending and downsized production costs to match current demand. Compensation was rolled back by 10% to 20% for employees and directors and certain employee benefits were also suspended. The Company received subsidy funding through the Government of Canada's, Canada Emergency Wage Subsidy ("CEWS") and Canada Emergency Rent Subsidy ("CERS") that was available to any Canadian employer and business, subject to eligibility criteria, whose business has been adversely affected by COVID-19.

Management of the Company has enacted its COVID-19 business continuity plan including safety protocol and remote working arrangements and currently only has experienced minimal disruptions to its business operations. At this point, management cannot reasonably estimate the duration, complexity, or severity of this pandemic, which could have a material adverse impact on the Company's business, results of operations, financial position and cash flows. Other possible effects may include disruptions in the demand for our products, absenteeism in the Company's labor workforce, unavailability of products and supplies used in operations, and a decline in the fair value of assets held by the Company. The full extent of the impact that the COVID-19 outbreak may have on the Company will depend on future developments that are highly uncertain and that cannot be predicted with confidence. Management is closely monitoring the impact of the pandemic on all aspects of its business.

BUSINESS OUTLOOK

We expect continued weakness in demand for our traditional hardware for tank manufacturers and tanker sales companies in the O&G sector. Uncertainty in the markets, low oil prices and the changing political landscape have led us to compensate for low sales with the roll out of our IoT initiatives and ramping up development of new marketing materials focusing on a new class of channel partners, including software IoT companies creating digital solutions to transportation logistics problems. In reaction to our reduction in revenue we continue to maintain discretionary spending controls and are focused on sales programs, improvement of corporate culture and overall performance.

Our marketing is focused on expanding applications through product differentiators and reaching new customer channels with digital platforms. Several of our combined hardware/software solutions are in trial, with others currently in the works. Titan is committed to entering new markets with its TD100™ GWR product line as sales in the traditional crude market recover and the company gains momentum with its Industrial Internet of Things (IIoT) product sales and marketing.

The Company continues to invest in its TD100™ hardware technology, including an upgrade to our smart battery uninterruptable power supply (UPS) module. To better access broader market applications, Titan will introduce three additional versions of its standard TD100™ hazardous area base product. Our software products include the AWS enabled Titan Data System, TDS and Titan Application Program Interface, TAPI. We believe these products will generate hardware sales into non-traditional markets, such as bulk fuel transport, hydrovac service companies and aggregates supply chain companies. We are on target with our engineering projects.

On the IIoT front Titan has engaged in networking, social media and digital marketing efforts to partner with clients to solve their transportation and logistical challenges. The Company's evolution from primarily a hardware provider to an IIoT solutions provider is leading to new relationships in other markets. The adoption of Titan's IIoT technology for generating, collecting and managing data for its customers will bring value to those who want to see improvement in the management of their resources.

Titan's expanded vision of data management has opened market opportunities in data mining and analytics for business control solutions. Titan's focus on providing timely, accurate, relevant data to its customers will enhance market penetration of its hardware in the target markets. Titan is in a unique position; it creates and controls the liquid asset data required by many of the newest IIoT use cases being solved by great data science companies. Our strategy is that the need for our data will create the demand for our hardware and software as the many great use case solutions for fluid transport supply chains begin to emerge.

BUSINESS RISKS AND UNCERTAINTIES

Titan Logix Corp. faces risks that have the potential of affecting its financial condition, results of operations and cash flow. The Board and management of the Company take prudent measures to mitigate risks which may affect the Company. The Company's sales are substantially derived from one product line and as a result, a sudden or sustained decline in demand for, or production of, the product could have a material adverse effect on the Company's financial condition and results of operations. Events which could cause a drop in demand include industry factors, market economic conditions, competition and impact of pandemics as described in the Company's business risks and uncertainties in its 2020 annual report. Events that could cause an interruption in the Company's ability to produce the product include supply shortages and proprietary protections. A complete discussion of business risk factors faced by the Company can be found in the "Business Risks and Uncertainties" section of the MD&A portion of its 2020 annual report.

ADDITIONAL INFORMATION

Additional information relating to Titan Logix Corp., including its 2020 Audited Financial Statements, is available on SEDAR at www.sedar.com or on its website, www.titanlogix.com.

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