



**NanoSphere Health Sciences Inc.**

**Management Discussion & Analysis**

**For the three and nine months ended September 30, 2019**

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**Management Discussion and Analysis**  
**For the Period Ended September 30, 2019**

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*The following Management Discussion and Analysis (“MD&A”) of NanoSphere Health Sciences Inc. (the “Company” or “NanoSphere Health Sciences” or “ NanoSphere”) should be read in conjunction with the condensed consolidated interim financial statements of the Company for the period ended September 30, 2019 which have been prepared in accordance with the International Financial Reporting Standards (“IFRS”). This MD&A includes certain statements that may be deemed “forward looking statements”. All statements in this MD&A, other than statements of historical fact, that address future exploration activities and events or developments that the Company expects, are forward looking statements. Although the Company believes the expectations expressed in such forward-looking statements are based on reasonable assumptions, such statements are not guarantees of future performance and actual results or developments may differ materially from those in the forward-looking statements. Additional information can be found on SEDAR at [www.sedar.com](http://www.sedar.com). This MD&A is dated as of November 29, 2019.*

**DESCRIPTION OF THE COMPANY**

NanoSphere Health Sciences is a biotechnology firm that created a patented NanoSphere Deliver System, a revolutionary platform using nanotechnology in the biodelivery of supplements, nutraceuticals and over-the-counter medications for the cannabis, pharmaceutical and animal health industries, and beyond. NanoSphere Delivery System represents one of the most important developments for advancing the non-invasive and user-friendly delivery of biological agents in over 25 years. The Company trades on the Canadian Securities Exchange under the symbol ‘NSHS’.

**Company Updates and Highlights**

Subsequent to year-end 2017 the Company was formally granted its Master patent on the NanoSphere Delivery System, protecting the Company’s core technology of nanoencapsulation and delivery of bioactive compounds. This patent is a significant milestone for the Company and protects our novel bioactive delivery technology. for Nutraceuticals, Cosmeceuticals, Pharmaceuticals, Animal health and others. These are all areas of opportunity for the Company to expand and develop ground breaking products. The Company was further granted it’s second Patent which provides our exclusivity for Cannabinoid delivery utilizing our NanoSphere Delivery System. This patented technology is first being utilized to produce our flagship products, Evolve, NanoSerums, which are branded under Evolve Formulas name. Evolve NanoSerums were developed as the Company saw a unique opportunity for our patented delivery platform in the cannabis marketplace.

The cannabis industry is growing rapidly, and NanoSphere’s technology has the ability to help by solving several of its most limiting problems, i.e. the delivery of cannabis, cannabinoids and terpenes into body tissues more efficiently and without the need to draw potentially toxic smoke into the lungs or produce excessive levels of unwanted metabolites which can occur when using edible cannabis products. The Company currently has had two Evolve products in the Colorado market, on and off for two years now for various reasons and has approval for production of these same products in California, where

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commercial production and sales are to begin in late Q4-2019 or early Q1-2020. Company is awaiting commercial production and final approval for sale in Canada through our Canadian licensee by Q1-2020. Our Oregon licensee is currently awaiting approval of their state marijuana license and plans to begin production and launch sales of our Evolve products late Q1 2020.

The Company experienced several significant setbacks in its rollout of Evolve products in Colorado and California, largely due to changes in regulations, packaging challenges and licensee resource constraints. These setbacks, to some considerable extent, contributed to the serious underperformance experienced in 2018 thru the first three quarters of 2019. The Company has encountered difficulties in receiving payments on fees from certain licensees and has made modifications to its licensee and joint venture agreements going forward to circumvent more of the same.

In June 2019, the Board of Directors appointed Dr. Mark Percival as the new Chief Executive Officer of the Company, succeeding Robert Sutton upon his retirement and David Sutton stepped down as President and C.O.O.

With due diligence by Percival still underway, priorities, focus and revenue expectations are being reset. Percival, with full board support, is cognizant of the folly in “overpromising and underdelivering”. While investors who had hoped for a quick return on their investment in Company are undoubtedly disappointed at this time, we have adopted a strategy and approach that will establish our foundation for long-term, sustainable growth and value. Percival’s approach has been to meet with the industry’s top companies in order to understand their interests and priorities in regard to our technology and potential joint ventures. Our go-forward strategy is to grow through effective joint venture partnerships in cooperative agreements. To do so we must understand the needs and plans of those premier companies we are striving to partner with. This understanding allows us to leverage one another’s respective strengths. What has emerged to date is the need to further our research and scientific understandings underpinning our technology’s effectiveness and furthering both new product development and IP protection. As joint venture discussions progress with some of the largest and most successful companies in the markets we are in, and those we will be entering, it has become apparent that the key to our success lies in our expanding the science and evidence behind our technology and products. This did not get the time, attention and resources it required previously and is now no small task as it commands considerable time, attention and resources, yet it establishes the foundation for long-term, sustainable success with world class partnerships. In tandem, we continue to invest in the expansion and protection of our Intellectual Property. In addition to the two patents granted in 2018, we have applied for a continuation patent on our US cannabinoid patent and have been issued the patent in Canada for “Methods of Treating Inflammatory Disorders and Global Inflammation with Compositions Comprising Phospholipid Nanoparticle Encapsulations of NSAIDs”. This new patent opens the door to discussions with pharmaceutical companies on how we may partner to develop and commercialize a line of NSAID-related products. Company has begun an investor relations campaign to ensure understanding of the need for R&D and more sustainable long-term growth to be our priority at this time. It will likely take us the better part of 18-24 months to establish the foundation, science and strong JV partnerships we need, yet we have a very promising future.

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As reported previously, additional capital was raised in February 2019, wherein the Company issued 6,666,394 units at CAD\$0.30 per unit for gross proceeds of \$1,505,237 (CAD\$1,999,918). Each unit consisted of one common share and one half of one share purchase warrant entitling the holder to purchase one common share at a price of CAD\$0.50. In connection with the financing, 106,050 finder warrants with a fair value of \$12,871 and cash of \$40,654 (CAD\$54,119) was recorded as share issuance costs.

While every effort has been made and continues to be made to:

- Eliminate waste and inefficiencies, cut costs and limit go-forward expenses,
- Work closely with current licensees to get our products to market and generate sales revenues,
- Cultivate new, profitable and sustainable JV and licensee relationships.

The Company requires new working capital to accomplish its goals and objectives. Opportunities to bring in the working capital required, with a minimum of debt and dilution, are ongoing.

**SUMMARY OF QUARTERLY RESULTS**

**Results of Operations for the three-month period ended September 30, 2019 compared to 2018**

The net loss for the three-month period ended September 30, 2019 increased by \$219,635 to \$871,327 (2018 – \$651,692). The significant increase in net loss was due to share-based payment \$224,220 (2018 - \$74,378) as a result of options granted during the period.

	2019			2018				2017
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Sales, net of provision	-	4,200	265,060	37,881	-	-	-	-
Net loss	871,327	525,755	728,958	2,058,539	651,692	809,285	995,189	9,285,808
Basic and diluted net loss per share	0.01	0.01	0.01	0.02	0.01	0.02	0.01	0.90

**Results of Operations for the nine-month period ended September 30, 2019 compared to 2018**

The net loss for the period decreased by \$330,126 to \$2,126,040 (2018 – \$2,456,166). Individual items contributing to the net loss:

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- Revenue decreased by \$312,224 to \$269,260 (2018 - \$581,484). The Company signed Definitive Master Licensing Agreements with Delta 9 Cannabis Inc. and Pure Cascade LLC. and received licensing revenue of \$269,260.
- Allowance for note receivable increased by \$329,380 to \$329,380 (2018 - \$Nil) as a result of an assessment of the collectability of line of credit agreement with a licensee.
- Depreciation increased by \$102,274 to \$130,803 (2018 - \$28,529) as the Company acquired assets through business expansion and adopted IFRS 16 by recording office lease right-of-use asset, for which the Company recognized higher depreciation.
- Investor relations and marketing decreased by \$534,560 to \$289,615 (2018 - \$824,175). During the comparative period, the Company entered into multiple investor relations contracts for a large-scale investor relations campaign. The Company does not expect these costs to persist and is focusing on reducing its investor relations expenditures.
- Office and administrative decreased by \$224,697 to \$21,183 (2018 - \$245,880) as the Company focused on reducing office expenditures. The Denver office facilities have been deemed to be excessive for current needs and was sublet in early October, 2019, saving more than \$12,000 per month in related expenses.
- Professional fees decreased by \$270,817 to \$260,445 (2018 - \$531,262) as the Company incurred legal fees related to corporate affairs.
- Salaries and consulting decreased by \$15,981 to \$870,419 (2018 - \$886,400) as the Company reduced and suspended management fees, with more reductions underway in Q4-2019.
- Share-based payment increased by \$110,704 to \$321,222 (2018 - \$210,518). The expense relates primarily to stock options granted and vested during the period and are not expected to be comparable over the two periods as the expense is dependent on the timing of grants and vesting schedules.
- Travel decreased by \$145,512 to \$80,143 (2018 - \$225,655) as the management focused on reducing travel expenditures.

**Cash flows for the nine-month period ended September 30, 2019 compared to 2018**

- Cash outflows from operating activities decreased by \$1,614,591 to \$971,201 (2018 – \$2,585,792) primarily due to the decrease in investor relations, office and administrative and travel expense.

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- Cash outflows from investing activities decreased by \$786,463 to \$382,378 (2018 – \$1,168,841) primarily due to a decrease in the line of credit advance for the nine-month period ended September 30, 2019 as compared to the same period in 2018.
- Cash inflows from financing activities increased by \$1,108,911 to \$1,278,686 (2018 - \$169,775) as the Company completed a non-brokered private placement by issuing 6,666,394 units at CAD\$0.30 per unit for gross proceeds of \$1,505,237 (CAD\$1,999,918) less share issuance costs of \$40,654. Of the total proceeds, \$100,000 (CAD\$132,000) was received in advance as at December 31, 2018. During the period ended September 30, 2019, the Company also made payments on its lease liability of \$85,897.

**LIQUIDITY AND CAPITAL RESOURCES**

The Company has no significant revenues to date. In order to manage risk, the Company closely monitors its cash requirements and expenditures. At September 30, 2019 and December 31, 2018, the Company's working capital and deficit were as follows:

	September 30, 2019	December 31, 2018
Working capital (deficit)	\$ (691,829)	\$ (168,153)
Deficit	(18,746,762)	(16,620,722)

As at September 30, 2019, the Company has a working capital deficit of \$691,829. Management is actively reviewing financing opportunities in order to meet working capital requirements for the current fiscal year.

**BASIS OF PRESENTATION - INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)**

The annual consolidated financial statements of the Company comply with IFRS as issued by the International Accounting Standards Board ("IASB") and interpretations of the International Financial Reporting Interpretations Committee ("IFRIC").

The consolidated financial statements of the Company have been prepared on an accrual basis and are based on historical costs, modified where applicable. The consolidated financial statements are presented in US dollars unless otherwise noted.

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***New standards adopted***

IFRS 16 – Leases

The Company adopted IFRS 16 - Leases ("IFRS 16") on January 1, 2019. The objective of the new standard is to eliminate the classification of leases as either operating or financing leases for a lessee and report all leases on the statement of financial position. The only exemption to this will be for leases that are one year or less in duration or for leases of assets with low values. Under IFRS 16 a lessee is required to recognize a right-of-use asset, representing its right to use the underlying asset, and a lease liability, representing its obligations to make lease payments. IFRS 16 also changes the nature of expenses relating to leases, as lease expenses previously recognized for operating leases are replaced with depreciation expense on capitalized right-of-use assets and finance or interest expense for the corresponding lease liabilities associated with the capitalized right-of-use leased assets.

The Company adopted IFRS 16 using the modified retrospective approach and did not restate comparative amounts for the year prior to first adoption. For all leases, the lease liability was measured at January 1, 2019 as the present value of any future minimum lease payments discounted using the appropriate incremental borrowing rate. The associated right of use assets was measured at the amount equal to the lease liability on January 1, 2019. The Company's accounting for finance leases remained substantially unchanged.

The following leases accounting policies have been applied as of January 1, 2019 on adoption of IFRS 16. For comparative periods prior to 2019, we applied leases policies in accordance with IAS 17, Leases and IFRS 4, Determining Whether an Arrangement Contains a Lease.

At inception of a contract, we assess whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. We assess whether the contract involves the use of an identified asset, whether we have the right to obtain substantially all of the economic benefits from use of the asset during the term of the arrangement and if we have the right to direct the use of the asset. At inception or on reassessment of a contract that contains a lease component, we allocate the consideration in the contract to each lease component on the basis of their relative standalone prices.

As a lessee, we recognize a right-of-use asset, which is included in property, plant and equipment, and a lease liability at the commencement date of a lease. The right-of-use asset is initially measured at cost, which is comprised of the initial amount of the lease liability adjusted for any payments made at or before the commencement date, plus any decommissioning and restoration costs, less any lease incentives received.

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The right-of-use asset is subsequently depreciated from the commencement date to the earlier of the end of the lease term, or the end of the useful life of the asset. In addition, the right-of-use asset may be reduced due to impairment losses, if any, and adjusted for certain measurements of the lease liability.

A lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by the interest rate implicit in the lease, or if that rate cannot be readily determined, the incremental borrowing rate. Lease payments included in the measurement of the lease liability are comprised of:

- fixed payments, including in-substance fixed payments, less any lease incentives receivable;
- variable lease payments that depend on an index or a rate, initially measured using the index or rate as at

the commencement date;

- amounts expected to be payable under a residual value guarantee;
- exercise prices of purchase options if we are reasonably certain to exercise that option; and
- payments of penalties for terminating the lease, if the lease term reflects the lessee exercising an option to

terminate the lease.

The lease liability is measured at amortized cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, or if there is a change in our estimate or assessment of the expected amount payable under a residual value guarantee, purchase, extension or termination option. Variable lease payments not included in the initial measurement of the lease liability are charged directly to profit.

As part of the initial application of IFRS 16, we have elected not to recognize right-of-use assets and lease liabilities for short-term leases that have a lease term of 12 months or less and leases of low-value assets. The lease payments associated with these leases are charged directly to profit on a straight-line basis over the lease term.

We adopted IFRS 16 as at January 1, 2019 in accordance with the transitional provisions outlined in the standard, using a cumulative catch-up approach where we have recorded leases from that date forward and have not restated comparative information.

We have recorded an office lease right-of-use asset of \$247,339 within property, plant and equipment, measured at either an amount equal to the lease liability or their carrying amount as if IFRS 16 had been applied since the commencement date, discounted using our incremental borrowing rate on January 1, 2019 of 10% per annum. We have recorded lease liabilities of \$247,339 as at January 1, 2019.



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Reconciliation of lease liabilities as of January 1, 2019:

Reconciliation of lease liabilities	January 1, 2019
Future aggregate minimum lease payments under operating leases at December 31, 2018	\$ 273,846
Effect of discounting at the incremental borrowing rate	<u>(26,507)</u>
Total lease liabilities as at January 1, 2019	\$ 247,339

There are no other IFRSs or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Company.

#### **RELATED PARTY TRANSACTIONS**

The consolidated financial statements include the financial statements of NanoSphere Health Sciences Inc. and its 100% owned subsidiaries.

#### **Key management compensation**

During the nine months period ended September 30, 2019, the Company paid or accrued:

- a) Salaries and consulting fees of \$47,500 (2018 - \$Nil) to the CEO of the Company, \$104,825 (2018 - \$120,000 ) to the Chief Science Officer of the Company, \$54,163 (2018 - \$83,900 ) to Vice President of Finance of the Company, \$21,654 (2018 - \$15,000) to the CFO of the Company, \$112,500 (2018 - \$112,500) to the former CEO of the Company, \$32,500 (2018 - \$58,000) to the former Chief Marketing Officer of the Company, \$69,150 (2018 - \$34,000) to the former President and COO of the Company;
- b) Professional fees of \$101,986 to a director of the Company;
- c) Share-based compensation of \$220,019 (2018 - \$129,680) to the officers and directors of the Company was recorded

Included in accounts payable and accrued liabilities is \$255,513 (December 31, 2018 - \$6,280) due to directors, officers, and companies controlled by directors and officers of the Company that is non-interest bearing and due on demand.

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**CRITICAL ACCOUNTING ESTIMATES**

*Critical accounting estimates*

Management is required to make certain estimates, judgments and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported expenses during the period. Actual results could differ from these estimates.

Significant assumptions about the future and other sources of estimation and judgement uncertainty that management has made at the end of the reporting period, that could result in a material adjustment to the carrying amounts of assets and liabilities in the event that actual results differ from assumptions made, relate to:

I. Going concern

The assessment of the Company's ability to continue as a going concern involves critical judgement based on historical experience. Significant judgements are used in the Company's assessment of its ability to continue as a going concern. Management understands the need to raise additional funds within the next 3 months to pay operational costs and fund any investing activities. To the extent financing is not available, lease payments, rental payments, and other payments may not be satisfied and could result in a loss of earning opportunities for the Company. These material uncertainties may cast significant doubt upon the Company's ability to continue as a going concern which is further described in Note 1 and Note 2 in the financial statements.

II. Licensing agreement

During the year of December 31, 2018, the Company entered into two licensing arrangements for the use of proprietary technology. To date in 2019, the Company has entered into two more licensing arrangements for use of proprietary technology. Management concluded that these licensing arrangements do not result in control of the licensee, in accordance with IFRS.

III. Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. After initial recognition, loans and receivables are measured at amortized cost using the effective interest rate method, less any impairment losses. The carrying amount is reduced through the use of an allowance account. When an amount receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance are recognized in profit or loss.

## **RISKS AND UNCERTAINTIES**

This section discusses factors relating to the business of Company that should be considered by both existing and potential investors. The information in this section is intended to serve as an overview and should not be considered comprehensive and the Company may face risks and uncertainties not discussed in this section, or not currently known to us, or that we deem to be immaterial. All risks to the Company's business have the potential to influence its operations in a materially adverse manner

The following sets out the principal risks (non-inclusive) faced by the Company.

**Financing risks.** The Company will be dependent upon the capital markets to raise additional financing in the upcoming months, while it maintains essential operations and furthers the research, science and product development that will underpin the commercialization of our technology and future products. As such, the Company is subject to liquidity risks in meeting its development and future operating cost requirements in instances where cash positions are unable to be maintained or appropriate financing is unavailable. These factors impact the Company's ability to raise equity or obtain loans and other credit facilities in the future and on terms favorable to the Company and its management. If uncertain market conditions persist, the Company's ability to raise capital could be jeopardized, which could have an adverse impact on the Company's operations and the trading price of the Company's shares on the Exchange.

**Share Price Volatility and Price Fluctuations.** The market price for the Common Shares of the Company could be subject to wide fluctuations. Factors such as commodity prices, government regulation, interest rates, share price movements of peer companies and competitors, as well as overall market movements, may have a significant impact on the market price of the Company. The stock market has from time to time experienced extreme price and volume fluctuations, which have often been unrelated to the operating performance of particular companies.

**Key personnel risks.** The Company's business development efforts are dependent to a large degree on the skills and experience of certain of its key personnel. The Company does not maintain "key man" insurance policies on these individuals. Should the availability of these persons' skills and experience be in any way reduced or curtailed, this could have a material adverse outcome on the Company and its securities.

**Collection of revenue risk.** The Company recorded licensing revenue but to date has not received payment. The Company has assessed the collectability of revenue and determined that the Colorado licensee revenues are at high risk for not being paid. Should revenue not be collected, it could be reserved in subsequent filings.

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**Collection of line of credit risk.** The Company entered into a revolving line of credit agreement (“LOC”) as the lender to CCBA LLC (“CCBA”), a laboratory with which the Company entered into a licensing arrangement. The outstanding balance due to the Company as at September 30, 2019 was \$740,000 (December 31, 2018 - \$740,000) which includes accrued interest of \$Nil (December 31, 2018 - \$87,372). During the period ended September 30, 2019, the Company recognized a provision against LOC receivable of \$329,380 (December 31, 2018 - \$552,804) as a result of an assessment of the collectability of LOC.

**History of Net Losses; Accumulated Deficit; Lack of Revenue from Operations.** The Company has incurred net losses to date. Its deficit as of September 30, 2019 was \$18,746,762. The Company does not have a strong history of sales operations and there is no assurance that it will produce revenue, operate profitably or provide a return on investment in the future.

**Uninsurable risks.** The Company may be subject to liability for risks against which it cannot insure or against which the Company may elect not to insure due to the high cost of insurance premiums or other factors. The payment of any such liabilities would reduce the funds available for the Company’s normal business activities. Payment of liabilities for which the Company does not carry insurance may have a material adverse effect on the Company’s financial position and operations.

**Change in Law, Regulations and Guidelines.** The Company’s business is subject to a variety of laws, regulations and guidelines relating to marketing, acquisition, manufacture, management, transportation, storage, sale and disposal of medical marijuana but also laws and regulations relating to health and safety, the conduct of operations and the protection of the environment. Changes to such laws, regulations and guidelines may cause adverse effects to the Company’s operations. On February 24, 2016, the Federal Court released its decision in the case of Allard et al v. Canada, declaring that the Marijuana for Medical Purposes Regulations (“MMPR”), as it was drafted, was unconstitutional in violation of the plaintiffs’ rights under section 7 of the Charter of Rights and Freedoms. On August 24, 2016, the Access to Cannabis for Medical Purposes Regulations (“ACMPR”) came into force, replacing the MMPR as the regulations governing Canada’s medical cannabis regime which permits patients to produce a limited amount of cannabis for their own medical purposes or to designate a person to produce a limited amount of cannabis. The ACMPR could potentially decrease the size of the market for the Company’s business, and potentially materially and adversely affect the Company’s business, its results of operations and financial condition.

**Unfavourable Publicity or Consumer Perception.** The success of the medical marijuana industry may be significantly influenced by the public’s perception of marijuana’s medicinal applications. Medical marijuana is a controversial topic, and there is no guarantee that future scientific research, publicity, regulations, medical opinion and public opinion relating to medical marijuana will be favourable. The medical marijuana industry is an early-stage business that is constantly evolving with no guarantee of viability. The market for medical marijuana is uncertain, and any adverse or negative publicity, scientific research, limiting regulations, medical opinion and public opinion relating to the consumption of medical marijuana may have a material adverse effect on our operational results, consumer base and financial results.

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**Political and Economic Instability.** The Company may be affected by possible political or economic instability. The risks include, but are not limited to, terrorism, military repression, extreme fluctuations in currency exchange rates and high rates of inflation. Changes in medicine and agriculture development or investment policies or shifts in political attitude in certain countries may adversely affect the Company's business. Operations may be affected in varying degrees by government regulations with respect to restrictions on production, distribution, price controls, export controls, income taxes, expropriation of property, maintenance of assets, environmental legislation, land use, land claims of local people and water use. The effect of these factors cannot be accurately predicted.

**FINANCIAL INSTRUMENTS AND RISK MANAGEMENT**

Financial instruments measured at fair value are classified into one of three levels in the fair value hierarchy according to the relative reliability of the inputs used to estimate the fair values. The three levels of the fair value hierarchy are:

Level 1: Unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2: Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly; and

Level 3: Inputs that are not based on observable market data.

The fair value of the Company's receivables, accounts payable and accrued liabilities, approximate carrying value, which is the amount recorded on the consolidated statement of financial position. Cash and receivables, under the fair value hierarchy are based on level one quoted prices in active markets for identical assets or liabilities.

The Company is exposed in varying degrees to a variety of financial instrument related risks. The Board of Directors approves and monitors the risk management processes, inclusive of documented investment policies, counterparty limits, and controlling and reporting structures. The type of risk exposure and the way in which such exposure is managed is provided as follows:

***Credit risk***

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Company's primary exposure to credit risk is on its cash held in bank accounts. The majority of cash is deposited in bank accounts held with major banks in Canada. This risk is managed by using major banks that are high credit quality financial institutions as determined by rating agencies. The Company's secondary exposure to risk is on its other receivables. This includes GST receivable of \$44,017 from the Government of Canada. Management believes that the credit risk concentration with respect to receivables is minimal.

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***Liquidity risk***

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company has a planning and budgeting process in place to help determine the funds required to support the Company's normal operating requirements on an ongoing basis.

Historically, the Company's sole source of funding has been the issuance of equity securities for cash, primarily through private placements. The Company's access to financing is always uncertain. There can be no assurance of continued access to significant equity funding.

All of the contractual maturities of the Company's non-derivative financial liabilities are within one year of the financial statement end date.

***Market risk***

Market risk is the risk of loss that may arise from changes in market factors such as interest rates, foreign exchange rates, and commodity and equity prices.

**a) Interest rate risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The risk that the Company will realize a loss as a result of a decline in the fair value of the short-term investments included in cash is minimal.

**b) Foreign currency risk**

The Company is exposed to foreign currency risk on fluctuations related to cash, accounts receivable and accounts payable and accrued liabilities that are denominated in Canadian Dollars (CAD). Based on management's knowledge and experience of the financial markets, the Company believes that 10% fluctuation in the CAD against the US Dollars would have a nominal effect on net loss for the period.

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**c) Price risk**

The Company is exposed to price risk with respect to commodity and equity prices. Equity price risk is defined as the potential adverse impact on the Company's earnings due to movements in individual equity prices or general movements in the level of the stock market. Commodity price risk is defined as the potential adverse impact on earnings and economic value due to commodity price movements and volatilities. The Company closely monitors commodity prices of gold, individual equity movements, and the stock market to determine the appropriate course of action to be taken by the Company.

***Sensitivity Analysis***

The carrying amount of cash, receivables, and accounts payable and accrued liabilities approximates their fair value due to their short-term nature. The Company does not have significant exposure to changing interest rates.

Based on management's knowledge and experience of the financial markets, the Company believes the following movement is "reasonably possible".

***Commitments and contingencies***

A liquidating trust acting on behalf of the creditors of a company that declared bankruptcy in 2006 has initiated a lawsuit against a former director-officer of the Company in the Federal District Court of Colorado. The claim alleges that the former director-officer made fraudulent disclosures of his financial resources to the trust in connection with the settlement of prior litigation relating to the bankruptcy, resulting in the trust being defrauded into executing the settlement and releasing the former director-officer from the litigation. The trust has named the Company and NanoSphere Health Sciences, LLC ("Nano LLC"), as well as a number of other individuals and business entities, as third party defendants in the current action based on the trust's assertion that Nano LLC, established in 2013, was founded on funds received from the former director-officer and thus conspired in the fraud. The trust has made no attempt to quantify the claim or amount of damages it is asserting versus the Company. The Company vigorously denies any wrongdoing or liability to the trust and considers the claim against the Company to be frivolous. Based on advice received from litigation counsel, the Company considers the prospect for judgement against the Company to be remote as the claim appears to lack merit, and the Company will vigorously defend itself and seek dismissal from the action. The trustee and the former director-officer are currently in settlement discussions.

The Company did not accrue any loss contingencies in this respect as of September 30, 2019 and December 31, 2018, as the Company did not consider an unfavorable outcome in any material respects in these legal proceedings and litigations to be probable.

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***Capital management***

The Company's primary objectives in capital management are to safeguard the Company's ability to continue as a going concern in order to provide returns for shareholders and to maintain sufficient funds to finance current production of the Company's patented NanoSphere Delivery System and development of future products utility system. Capital is comprised of the Company's shareholders' equity. The Company manages its capital structure to maximize its financial flexibility making adjustments to it in response to changes in economic conditions and the risk characteristics of the underlying assets and business opportunities.

The Board of Directors does not establish quantitative return on capital criteria for management, but rather relies on management to sustain future development and commercialization of the business. The Company will continue to assess sources of financing available and to assess the potential for collaboration with interested partners with a view to managing its current financial resources in the interest of sustaining the long-term viability of the Company's operations. The Company's overall strategy with respect to management of capital at September 30, 2019 remains fundamentally unchanged.

**OUTSTANDING SHARE DATA**

Common shares, options, warrants and convertible securities outstanding as at the date of this report:

<b>Security</b>	<b>Outstanding</b>
Common Shares	108,355,051
Options	6,610,000
Warrants	17,638,869

**SUBSEQUENT EVENT**

Subsequent to September 30, 2019, the Company:

- a) Received equipment lease of \$20,000 from Vertical Companies in California. The equipment was leased to manufacture licensed product with a total of \$100,000 leasing fee in 5 annually equal instalments of \$20,000.
- b) Denver office space has been successfully sublet.
- c) Personnel (and related expenses) have been reduced by 3 full-time equivalents
- d) California licensee has scheduled their first production run of two Company Evolve Formula products for December 2019



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- e) Canadian licensee has scheduled production of initial test batch of the first Company Evolve Formula product for Jan.6, 2020.
- f) The Company's licensee in Colorado has reported that it is unable to maintain its manufacture and distribution of the Company's Evolve products within that territory. The parties are in discussions with respect to the dissolution of the license arrangement and the Company intends to seek out a new licensee.

**PROPOSED TRANSACTIONS**

The Company has no proposed transactions other than already disclosed.

**OFF BALANCE SHEET ARRANGEMENTS**

The Company has no off-balance sheet arrangements.

**OTHER INFORMATION**

Additional information on the Company is available on SEDAR at [www.SEDAR.COM](http://www.SEDAR.COM)