## **QUIKFLO HEALTH INC.**

# MANAGEMENT'S DISCUSSION & ANALYSIS FOR THE YEAR ENDED JULY 31, 2016

This management's discussion and analysis ("MD&A") discusses the activities and financial position of QuikFlo Health Inc. (formerly Viper Gold Ltd.) (the "Company") for the year ended July 31, 2016. The following information should be read in conjunction with the audited consolidated financial statements of the Company for the years ended July 31, 2016 and 2015, and the related notes contained therein, which have been prepared in accordance with International Financial Reporting Standards ("IFRS").

Additional information can be accessed through the System for Electronic Document Analysis and Retrieval ("SEDAR") website at www.sedar.com, and the Company's website at www.vipergoldltd.com.

All dollar amounts are expressed in Canadian currency unless otherwise stated.

This commentary is dated November 16, 2016 and presents material information up to this date.

## **Forward-Looking Statements**

This MD&A may contain forward-looking statements relating to future events. In some cases, forward-looking statements can be identified by words such as "anticipate", "continue", "estimate", "expect", "forecast", "may", "will", "project", "should", "believe", or similar expressions. These forward-looking statements by their nature involve risks and uncertainties that could cause actual results to differ materially from those contemplated by such statements, including the "Risks and Uncertainties" discussed in this MD&A. The Company considers the assumptions on which these forward-looking statements are based to be reasonable at the time they were prepared, but cautions the reader that these assumptions regarding future events, many of which are beyond the control of the Company, may ultimately prove to be incorrect.

#### **Brief Description of Business**

The Company is a Canadian-based company whose focus was the acquisition, exploration and development of mineral resource properties. Up until May 8, 2014, the Company held an interest in certain mineral claims in Peru. At present, the Company does not own any exploration property and is not carrying out any active exploration programs.

On September 1, 2015, the Company entered into an agreement with the shareholders of QuikFlo Technologies Inc. ("QuikFlo"), a private Alberta company, pursuant to which Viper will acquire all of issued and outstanding QuikFlo shares in exchange for 30 million common shares of Viper ("Viper Shares") at a deemed price of \$0.20 per Viper Share (the "Transaction").

QuikFlo's sole asset is the exclusive worldwide rights to intellectual property (the "QuikFlo Diagnostic Tool") that is being developed into an automated diagnostic tool which interprets computerized tomography ("CT") scans of ischemic stroke patients and provides specific treatment options to attending physicians.

The Quikflo Technologies Inc. acquisition closed on November 23, 2015, and the Company changed its name to QuikFlo Health Inc.

Additional information and details on the QuikFlo Transaction can be found on the Management Information Circular dated September 30, 2015 which is filed on SEDAR.

# **Nature of Operations and Going Concern**

Viper Gold Ltd. (the "Company") was incorporated pursuant to the provisions of the Business Corporations Act (Alberta) on January 29, 2008. The Company's executive office is located at 430 – 580 Hornby Street, Vancouver, British Columbia, Canada. The Company changed its name to QuikFlo Health Inc. on November 23, 2015. The Company was in the business of acquiring and exploring mineral properties. The Company has recently acquired a company in the medical diagnostic field, and has therefore switched its focus to developing innovative solutions for the analysis of medical images. Primarily, the Company is focused on improving outcomes for stroke patients, where existing time delays are solvable through more efficient triage based on rapid, accurate analysis of medical images.

The ability of the Company to realize its business plan and continue operations is dependent upon the Company being able to commercialize a product for sale, to finance research, development and commercialization costs and compete in a competitive marketplace for stroke monitoring products. Although the Company believes it will be successful, there is no guarantee the Company will produce a product that is marketable or obtains consumer acceptance. These consolidated financial statements have been prepared on the basis of accounting principles applicable to a going concern. Accordingly, they do not give effect to adjustments that would be necessary should the Company be unable to continue as a going concern and therefore be required to realize its assets and liquidate its liabilities and commitments in other than the normal course of business and at amounts different from those in the accompanying consolidated financial statements. Such adjustments could be material.

In assessing whether the going concern assumption is appropriate, management takes into account all available information about the future, which is at least, but is not limited to, twelve months from the end of the reporting period. Management believes they can raise sufficient working capital to continue current operations for the next twelve months, but is aware, in making its going concern assessment, of material uncertainties related to events or conditions that raise significant doubt upon the entity's ability to continue as a going concern. The Company has incurred a loss of \$3,674,780 (2015 - \$40,843) and has an accumulated deficit of \$3,715,623 (2015 - \$40,843) and a working capital deficiency of \$682,875 (2015 - \$43,288).

## Acquisition of QuikFlo Technologies Inc.

On November 23, 2015, QuikFlo Health acquired a 100% ownership in QuikFlo Technologies by issuing 30,000,000 common shares to the shareholders of QuikFlo Technologies. For accounting purposes, this acquisition is accounted for as a reverse takeover transaction and recapitalization as the acquisition resulted in the former shareholders of QuikFlo Technologies having control of the combined entity. This was accounted for as an acquisition of assets of QuikFlo Health and not a business combination. Accounting for the acquisition as a reverse takeover results in the following:

- The consolidated financial statements of the combined entities are issued as the consolidated financial statements of the legal parent, QuikFlo Health, but are considered a continuation of the financial statements of the legal subsidiary, QuikFlo Technologies.
- ii. Since QuikFlo Technologies is deemed to be the acquirer for accounting purposes, its assets and liabilities are included in the consolidated financial statements at their historical carrying values.
- iii. The deficit of QuikFlo Health up to the date of acquisition was eliminated.
- iv. The number of shares issued in the consolidated entity is that of QuikFlo Health up to the RTO date on November 23, 2015, plus all shares issued on and after the RTO date. The dollar amount of the issued share capital in the consolidated statement of financial position immediately prior to acquisition is the dollar value of QuikFlo Technologies' issued capital up to the RTO date on November 23, 2015 plus the value of all shares issued by the Company on and after the RTO date, including the value of shares issued to acquire QuikFlo Technologies.
- v. Change of fiscal year end from December 31 to July 31 to coincide with the fiscal year end of QuikFlo Technologies.

The fair value of the consideration paid by QuikFlo Technologies for the acquisition of QuikFlo Health this based on the fair value of equity instruments in the combined entities allocated to the existing shareholders in QuikFlo Health. The consideration paid by QuikFlo Technologies consists of the fair value of QuikFlo Health's common shares, share purchase options and share purchase warrants outstanding immediately before the date of the reverse takeover acquisition. The identifiable assets acquired and liabilities of QuikFlo Health assumed by QuikFlo Technologies are measured at their fair values at the acquisition date. Excess of the aggregate of the consideration transferred by QuikFlo Technologies over the fair value of the identifiable net assets acquired and liabilities of QuikFlo Health assumed by QuikFlo Technologies is attributable to the cost of obtaining a listing status. This amount is expensed as it does not meet the criteria for recognition as an asset.

The following are the fair values of QuikFlo Health's assets acquired and liabilities assumed by QuikFlo Technologies on November 23, 2015 and consideration paid by QuikFlo Technologies:

Net assets acquired:	\$
Cash and cash equivalents	475,307
Prepaid expenses	34,301
Accounts payable and accrued liabilities	(252,091)
Total net assets acquired	257,517
Consideration paid:	
Fair value of QuikFlo Health's existing common shares deemed issued by	
QuikFlo Technologies	1,715,400
Fair value of QuikFlo Health's existing post consolidation share purchase	
warrants deemed granted by QuikFlo Technologies	515,200
Total consideration paid	2,230,600
Listing expense	1,973,083

# **Intangible Assets**

On July 27, 2015, the Company acquired all of the rights, title and interest in and to the intellectual property rights and technology rights ("IP Rights") related to an automated imaging tool for quick and appropriate triage of stroke patients by way of an intellectual property assignment agreement. The intellectual property rights comprise a worldwide, perpetual right, title and interest in the invention and any improvements that may be afforded protection under laws of a given jurisdiction through the application and granting of a patent, trademark, copyright or other similar forms of intellectual property protection. The intellectual property rights include a United States provisional patent application that was filed on December 1, 2014. QuikFlo filed a regular utility patent application by December 1, 2015 to claim priority to and the benefit of the provisional patent filing date. If the full patent is granted in the United States, the technology detailed in the patent will be protected for a period of 20 years. The technology rights comprise the right, title and interest in any technical information, know-how, processes, procedures, compositions, devices, methods, formulae, protocols, techniques, software, designs, drawings or data created. In consideration for the IP Rights, the Company issued 600 common shares to the inventors of the IP Rights with an estimated grant date fair value of \$625 per common share based on the value of common shares issued for cash around the same date, for total consideration of \$375,000. Additionally, the Company signed an Assignment Agreement with UTI Limited Partnership for the IP Rights. Pursuant to this agreement, the Company shall pay the following i) a running royalty of 1% of net sales; ii) royalty conversion at the time of a liquidation event or an Initial Public Offering ("IPO") equal to 1% of the aggregate consideration for a liquidation event or a valuation for an IPO; and iii) change of control fee equal to 2% of either the aggregate consideration for a liquidation event or a valuation for an IPO.

On February 12, 2016, the Company has reached agreement to enter into a worldwide non-exclusive license agreement with the University of Western Ontario ("Western") to use certain CT perfusion intellectual property that has been developed by Dr. Ting Lee, the Company's former Chief Technology Officer. This technology was assigned to Western by Dr. Lee, who is a professor at Western, in accordance with that university's policies. This same technology has been an integral part of General Electric's CT scanner programs for several years. In consideration for the license agreement, the Company issued 100,000 common shares to Western with a grant date fair value of \$0.14 per common share, for total consideration of \$14,000. Pursuant to this agreement, the Company shall pay the following i) a running royalty of 0.5% of net sales; and ii) change of control fee equal to 0.5% of the aggregate consideration for a liquidation event.

## **Shareholders' Equity**

#### Authorized

- unlimited number of common shares without par value
- unlimited number of preferred shares issuable in series

## **Issued Common Shares**

	Number of Shares	Amount \$
Balance at July 31, 2015	601	372,555
Common shares issued for cash	400	250,000
Reverse takeover transaction (RTO)	(1,001)	-
RTO acquisition of QuikFlo Technologies	30,000,000	-
QuikFlo Health shares on RTO	8,577,200	1,715,400
Common shares issued for warrant exercise	700,000	144,300
Common shares issued for license acquisition	100,000	14,000
Balance at July 31, 2016	39,377,200	2,496,255

Prior to the reverse takeover, QuikFlo Technologies issued 400 common shares, to officers and directors of the Company, for total proceeds of \$250,000.

During the year, the Company issued 700,000 common shares for warrants exercised for total proceeds of \$35,000 (residual recorded in share based payments reserve).

The Company issued to Western, 100,000 common shares for the license acquisition.

Subsequent to July 31, 2016, the Company issued 318,000 units at \$0.08 per unit for gross proceeds of \$25,440. Each unit is made up of one common share and one common share purchase warrant, whereby each warrant is exercisable for one common share at a price of \$0.20 per share for 18 months.

Subsequent to July 31, 2016, 3,475,000 stock options were forfeited, 3,400,000 of which were forfeited by directors and officers.

# **Outstanding Share Data**

Details about the Company's capitalization as at July 31, 2016 and November 16, 2016, are as follows:

	July 31, 2016	November 16, 2016
Common shares issued and outstanding	39,377,200	39,695,200
Warrants outstanding	-	318,000
Stock options outstanding	4,575,000	1,100,000

# **Consolidated Statements of Loss and Comprehensive Loss**

	Year Ended	Year Ended
	July 31, 2016	July 31, 2015
	\$	\$
Expenses		
Listing expense	1,973,083	-
Stock based compensation	519,593	-
Management and consulting fees	423,924	-
Filling fees and communications	36,275	-
Payroll	65,727	-
Professional fees	549,316	40,843
General and administrative expenses	106,862	-
Net loss and comprehensive loss for the year	3,674,780	40,843
Basic and diluted loss per share	0.10	887.89
Weighted average number of common shares	35,660,320	46

For the year ended July 31, 2016, the Company incurred a net loss of \$3,674,780 or \$0.10 per share. For the year ended July 31, 2015, the Company incurred a net loss of \$40,843, or \$887.89 per share.

The overall higher expenditures incurred in 2016 is due to costs incurred towards investigating and reviewing various potential business opportunities, some of which are no longer under consideration, and more specifically costs incurred in the QuikFlo Transaction. See details in the "Brief Description of Business" section of this report and the Management Information Circular dated September 30, 2015 filed on SEDAR.

# **Selected Quarterly Financial Information**

A summary of selected financial information for the periods indicated follows:

# Net Loss for the last four quarters

	2016	2016	2016	2015
	Jul. 31	Apr. 30	Jan. 31	Oct. 31
Revenue (net of royalties)				
Net Income/(Loss) Basic/Diluted Income/(Loss) Per Share	(2,721,208) (0.07)	(230,757) (0.01)	(722,815) (0.02)	(114,400) (190.35)
Number of weighted Average shares Outstanding	39,723,939	39,231,644	30,602,000	601

No dividends have been declared or paid by the Company in any of the periods presented above. The Company does not anticipate declaring or paying any dividends on its common shares in the foreseeable future.

# **Commitments and Contingencies**

The Company entered into a lease for office space for 12 months from February 1, 2016 to January 31, 2017. The Company has a rental commitment of \$19,391 at July 31, 2016 (2015 - \$nil).

The Company entered into a consulting agreement, with a senior engineer, for 3.5 years from December 15, 2015 to January 1, 2019. The Company has a commitment of \$233,552 at July 31, 2016 (2015 - \$nil).

# Significant accounting judgments and use of estimates

The preparation of the consolidated financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ materially from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis with revisions to the accounting recognized in the period in which the estimates are revised and in any applicable future period. Significant assumption about the future and other sources of estimation uncertainty that management has made at the statement of financial position date, 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, but are not limited to, the following:

## Share-based payments

Management determines costs for share-based payments using market-based valuation techniques. The fair value of the market-based share awards are determined at the date of grant using generally accepted valuation techniques. Assumptions are made and judgment used in applying valuation techniques. These assumptions and judgments include estimating the future volatility of the stock price, expected dividend yield, future employee turnover rates and future employee stock option exercise behaviors and corporate performance. Such judgments and assumptions are inherently uncertain. Changes in these assumptions affect the fair value estimates.

## Intangible assets' carrying values and impairment charges

In the determination of carrying values and impairment charges, management looks at the higher of recoverable amount or fair value less costs to sell in the case of assets and at objective evidence, significant or prolonged decline of fair value on financial assets indicating impairment. These determinations and their individual assumptions require that management make a decision based on the best available information at each reporting period.

# Recently adopted accounting standards and interpretations issued but not yet adopted

Certain pronouncements were issued by the IASB or the IFRIC that are mandatory for accounting periods on or after August 1, 2016 or later periods. Many are not applicable or do not have a significant impact to the Company and have been excluded. The following have not yet been adopted and are being evaluated to determine their impact on the Company.

#### IFRS 9 - Financial Instruments

IFRS 9 is part of the IASB's wider project to replace IAS 39 'Financial Instruments: Recognition and Measurement'. IFRS 9 retains but simplifies the mixed measurement model and establishes two primary measurement categories for financial assets, amortized cost and fair value. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. The standard is effective for annual periods beginning on or after January 1, 2018; with earlier adoption permitted.

## IAS 1 – Presentation of Financial Statements

The amendments to IAS 1 are a part of a major initiative to improve disclosure requirements in IFRS financial statements. The amendments clarify the application of materiality to note disclosure and the presentation of line items in the primary statements provide options on the ordering of financial statements and additional guidance on the presentation of other comprehensive income related to equity accounted investments. The effective date for these amendments is for annual periods beginning on or after January 1, 2016; with earlier adoption permitted.

# IAS 38 - Intangible Assets and IAS 16 - Property, Plant and Equipment

In May 2014, the IASB issued amendments to IAS 16 and IAS 38 to clarify acceptable methods of depreciation and amortization. The amended IAS 16 eliminates the use of a revenue-based depreciation method for items of property, plant and equipment. Similarly, amendments to IAS 38 eliminate the use of a revenue-based amortization model for intangible assets except in certain specific circumstances. The amendments are to be applied prospectively and are effective for annual periods beginning on or after January 1, 2016; with earlier adoption permitted.

#### IFRS 16 - Leases

In January 2016, the IASB issued the standard to replace IAS 17 "Leases". For lessees applying IFRS 16, a single recognition and measurement model for leases would apply, with required recognition of assets and liabilities for most leases. The standard will come into effect for annual periods beginning on or after January 1, 2019; with earlier adoption permitted.

## IFRS 15 Revenue from Contracts with Customers

IFRS 15 establishes principles for reporting the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. It provides a single model for an entity to recognize revenue in order to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods and services. IFRS 15 supersedes the following standards: IAS 11 Construction Contracts, IAS 18 Revenue, IFRIC 13 Customer Loyalty Programmes, IFRIC 15 Agreements for the Construction of Real Estate, IFRIC 18 Transfers of Assets from Customers and SIC-31 Revenue- Barter Transactions Involving Advertising Services. Application of the standard is mandatory for all IFRS reporters and it applies to nearly all contracts with customers: the main exceptions are leases, financial instruments and insurance contracts. This standard is effective for annual periods beginning on or after January 1, 2017; with earlier adoption permitted.

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

The Company has no off-balance sheet arrangements.

## **Compensation of Key Management and Related Party Transactions**

The remuneration of directors and members of key management personnel during the years ended July 31, 2016 and 2015 were as follows:

	2016	2015
	\$	\$
Compensation	224,495	-
Stock based compensation	468,418	-
Total	692,913	

During the year ended July 31, 2016, the Company incurred legal fees and share issue costs in the amount of \$383,315 (2015 - \$40,843) from a law firm of which a director of the Company is a partner. As at July 31, 2016, the Company owed the law firm \$312,113 (2015 - \$nil). These amounts are unsecured, non-interest bearing with no fixed terms of repayment.

As at July 31, 2016, the Company owed directors and officers \$46,500 (2015 - \$nil). These amounts are included in accounts payable and accrued liabilities on the statement of financial position and are unsecured, non-interest bearing with no fixed terms of repayment.

As at July 31, 2016, the Company has a loan with a director of the Company for \$121,000(2015 - \$nil). This loan is unsecured, non-interest bearing with no fixed terms of repayment.

## **Risk Management**

The Company's risk exposures and the impact on the Company's financial instruments are summarized below. There have been no changes in the risks, objectives, policies and procedures from the previous year.

## Credit risk management

Credit risk is the risk of loss associated with counterparty's inability to fulfill its payment obligations. The Company's credit risk is primarily attributable to cash and amounts receivables. Cash is held with a reputable Canadian financial institution, from which management believes the risk of loss is remote. Financial instruments included in amounts receivable consist of harmonized sales tax due from the Federal Government of Canada. Management believes that the credit risk concentration with respect to financial instruments included in amounts receivable is minimal.

#### Liquidity risk

As at July 31, 2016, the Company had a working capital deficiency of \$682,875 (2015 - \$43,288). The Company's approach to managing liquidity risk is to ensure that it will have sufficient liquidity to meet liabilities when due. As at July 31, 2016, the Company does not have sufficient cash to settle current liabilities.

At July 31, 2016 the Company had a cash balance of \$1,208, and at July 31, 2015 the Company had a cash balance of \$1.

# Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign currency rates. As at July 31, 2016, the Company had cash balances of \$449 (2015 - \$nil) in U.S. dollars. Sensitivity to a plus or minus 5% change in the foreign exchange rate would not have had a material effect to the net loss for year. The Company does not undertake currency hedging activities to mitigate its foreign currency risk.

#### Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company has cash balances and currently does not carry interest-bearing debt. The Company's current policy is to invest excess cash in investment-grade short-term deposit certificates issued by its financial institutions. It is management's opinion that the Company is not exposed to significant interest rate risk.

# Fair value of financial assets and liabilities

IFRS 13 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities and the lowest priority to unobservable inputs. The three levels of the fair value hierarchy are as follows:

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 (ie. as prices) or indirectly (i.e. derived from prices); and

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

The statement of financial position carrying values of the cash, sales tax receivable, accounts payable and accrued liabilities and shareholder loan approximate their respective fair values due to the short-term nature of these instruments.

## Capital risk

The Company defines capital as Shareholders' Equity which at July 31, 2016 was \$(293,875) (2015 - \$331,712). The Company manages its capital structure and makes adjustments to it, in order to have the funds available to support its exploration, development and operations activities.

The Company's objective when managing capital is to safeguard the Company's ability to continue as a going concern in order to pursue the development of its intellectual property and maximize shareholder returns. The Company satisfies its capital requirements through careful management of its cash resources and by utilizing bank indebtedness or equity issues, as necessary, based on the prevalent economic conditions of both the industry and the capital markets and the underlying risk characteristics of the related assets. As at July 31, 2016, the Company had no bank debt (2015 - \$nil). As discussed in the "Nature of Operations and Going Concern" section, the Company's ability to continue to carry out its planned operations is uncertain and dependent upon the continued financial support of its shareholders and securing additional financing.

Management reviews its capital management approach on an ongoing basis. There were no changes in the Company's approach to capital management during the years ended July 31, 2016 and 2015.

#### Regulatory risks

The activities and biomedical products of the Company will be subject to regulation by governmental authorities, including Health Canada, the U.S. Food and Drug Administration, and others. Achievement of the Company's business objectives are contingent, in part, upon compliance with regulatory requirements enacted by these governmental authorities and obtaining all regulatory approvals, where necessary, for the sale of its products. The Company cannot predict the time required to secure all appropriate regulatory approvals for its products, or the extent of testing and documentation that may be required by governmental authorities. Any delays in obtaining, or failure to obtain regulatory approvals would significantly delay the development of markets and products and could have a material adverse effect on the business, results of operations and financial condition of the Company.

# Limited operating history

The Company has yet to generate revenue from the sale of products. The Company is therefore subject to many of the risks common to early-stage enterprises, including under-capitalization, cash shortages, limitations with respect to personnel, financial, and other resources and lack of revenues. There is no assurance that the Company will be successful in achieving a return on shareholders' investment and the likelihood of success must be considered in light of the early stage of operations.

## Reliance on management

The success of the Company is dependent upon the ability, expertise, judgment, discretion and good faith of its senior management. While employment agreements are customarily used as a primary method of retaining the services of key employees, these agreements cannot assure the continued services of such employees. Any loss of the services of such individuals could have a material adverse effect on the Company's business, operating results or financial condition.

## Dependence on patent and other proprietary rights

The Company operates in an industry characterized by extensive patent litigation. Patent litigation can result in significant damage awards and injunctions that could prevent the manufacture and sale of affected products or require the Company to pay significant royalties in order to continue to manufacture or sell affected products. At any given time, the Company could be involved as both a

plaintiff and a defendant in a number of patent infringement actions, the outcomes of which may not be known for prolonged periods of time. While it is not possible to predict the outcome of patent litigation, the Company believes the results associated with any such litigation could result in the payment of significant monetary damages and/or royalty payments, negatively impacting the ability to sell current or future products, or prohibiting the Company from enforcing its patent and proprietary rights against others, which would generally have a material adverse impact on consolidated earnings, financial condition, and/or cash flows.

## Factors which may prevent realization of growth targets

The Company is currently in the early development stage. There is a risk that the Company will not be able to obtain additional resources on time, on budget, or at all, as they can be adversely affected by a variety of factors, including some that are discussed elsewhere in these risk factors and the following:

- delays in obtaining, or conditions imposed by, regulatory approvals;
- non-performance by third party contractors;
- increases in materials or labour costs;
- construction performance falling below expected levels of output or efficiency;
- breakdown, aging or failure of equipment or processes;
- contractor or operator errors;
- labour disputes, disruptions or declines in productivity; and
- inability to attract sufficient numbers of qualified workers.

As a result, there is a risk that the Company may never have product for shipment to meet the anticipated demand or to meet future demand when it arises.

The Company has a history of net losses, may incur significant net losses in the future and may not achieve or maintain profitability.

The Company has incurred losses in recent periods. The Company may not be able to achieve or maintain profitability and may continue to incur significant losses in the future. In addition, the Company expects to continue to increase operating expenses as it implements initiatives to continue to grow its business. If the Company's revenues do not increase to offset these expected increases in costs and operating expenses, the Company will not be profitable.

## Additional financing

The building and operation of production facilities and businesses are capital intensive. In order to execute the anticipated growth strategy, the Company will require some additional equity and/or debt financing to support on-going operations, to undertake capital expenditures or to undertake acquisitions or other business combination transactions. There can be no assurance that additional financing will be available when needed or on terms which are acceptable. The Company's inability to raise financing to support on-going operations or to fund capital expenditures or acquisitions could limit its growth and may have a material adverse effect upon future profitability.

If additional funds are raised through further issuances of equity or convertible debt securities, existing shareholders could suffer significant dilution, and any new equity securities issued could have rights, preferences and privileges superior to those of holders of common shares. Any debt financing secured

in the future could involve restrictive covenants relating to capital raising activities and other financial and operational matters, which may make it more difficult for the Company to obtain additional capital and to pursue business opportunities, including potential acquisitions.

The biomedical and medical software devices & pharmaceutical industries are highly competitive

There is potential that the Company will face intense competition from other companies, some of which can be expected to have longer operating histories and more financial resources and manufacturing and marketing experience than the Company. Increased competition by larger and better financed competitors could materially and adversely affect the business, financial condition and results of operations of the Company.

The Company faces a mixture of competitors ranging from large manufacturers with multiple business lines to small manufacturers that offer a limited selection of niche products. Development by other companies of new or improved products, processes, or technologies may make our products or proposed products less competitive.

In the current environment of managed care, consolidation among health care providers, increased competition, and declining reimbursement rates, the Company may be increasingly required to compete on the basis of price. In order to continue to compete effectively, the Company must continue to create, invest in, or acquire advanced technology, incorporate this technology into its proprietary products, obtain regulatory approvals in a timely manner, and manufacture and successfully market our products. Given these factors, the Company cannot guarantee that it will be able to continue its level of success in the industry.

Because of the early stage of the industry in which the Company intends to operate, the Company expects to face additional competition from new entrants. To be competitive, the Company will require a continued high level of investment in research and development, marketing, sales and client support. The Company may not have sufficient resources to maintain research and development, marketing, sales and client support efforts on a competitive basis which could materially and adversely affect the business, financial condition and results of operations of the Company.

# **Product liability**

As a manufacturer and distributor of biomedical products, the Company will face an inherent risk of exposure to product liability claims, regulatory action and litigation if its products are alleged to have caused significant loss or injury. The Company may be subject to various product liability claims, including, among others, that its products caused injury or illness, include inadequate instructions for use or include inadequate warnings. A product liability claim or regulatory action against the Company could result in increased costs, could adversely affect the Company's reputation with its clients and consumers generally, and could have a material adverse effect on the Company's results of operations and financial condition. There can be no assurances that the Company will be able to obtain or maintain product liability insurance on acceptable terms or with adequate coverage against potential liabilities. Such insurance is expensive and may not be available in the future on acceptable terms, or at all.

The inability to obtain sufficient insurance coverage on reasonable terms or to otherwise protect against potential product liability claims could prevent or inhibit the commercialization of the Company's potential products.

#### **Product recalls**

Manufacturers and distributors of products are sometimes subject to the recall or return of their products for a variety of reasons, including product defects, such as contamination, unintended harmful side effects or interactions with other substances, packaging safety and inadequate or inaccurate labeling disclosure. If any products are recalled due to an alleged product defect or for any other reason, the Company could be required to incur the unexpected expense of the recall and any legal proceedings that might arise in connection with the recall. The Company may lose a significant amount of sales and may not be able to replace those sales at an acceptable margin or at all. In addition, a product recall may require significant management attention. Although the Company intends to have detailed procedures in place for testing finished products, there can be no assurance that any problems will be detected in time to avoid unforeseen product recalls, regulatory action or lawsuits. Additionally, if one of the Company's products were subject to recall, the image of the brand and the Company could be harmed. A recall for any of the foregoing reasons could lead to decreased demand for the Company's products and could have a material adverse effect on the results of operations and financial condition of the Company. Additionally, product recalls may lead to increased scrutiny of the Company's operations by Health Canada or other regulatory agencies, requiring further management attention and potential legal fees and other expenses.

Consolidation in the health care industry could have an adverse effect on the business

Many health care industry companies, including health care systems, are consolidating to create new companies with greater market power. As the health care industry consolidates, competition to provide goods and services to industry participants will become more intense. These industry participants may try to use their market power to negotiate price concessions or reductions for medical devices that incorporate components produced by the Company. If the Company is forced to reduce its prices because of consolidation in the health care industry, revenues would decrease and consolidated earnings, financial condition, and/or cash flows would suffer.

The business is indirectly subject to health care industry cost-containment measures that could result in reduced sales of medical devices

Most of the Company's future customers, and the health care providers to whom future customers supply medical devices, rely on third-party payers, including government programs and private health insurance plans, to reimburse some or all of the cost of the procedures in which medical devices that incorporate components we manufacture or assemble are used. The continuing efforts of governmental authorities, insurance companies, and other payers of health care costs to contain or reduce these costs could lead to patients being unable to obtain approval for payment from these third-party payers. If third-party payer payment approval cannot be obtained by patients, sales of medical devices may decline significantly and customers may reduce or eliminate purchases of the Company's products. The cost-containment measures that health care providers are instituting, both in the U.S. and internationally, could harm the Company's ability to operate profitably.

The development of products depends upon the Company's ability to maintain strong relationships with physicians

If the Company fails to maintain working relationships with physicians, many of its products may not be developed and marketed in line with the needs and expectations of the professionals who use and

support the Company's products, which could cause a decline in earnings and profitability. The research, development, marketing, and sales of the Company's products is dependent upon the ability to maintain working relationships with physicians. The Company relies on these professionals to provide knowledge and experience regarding the development, marketing, and sale of its products. Physicians assist as researchers, marketing and product consultants, inventors, and public speakers. If the Company is unable to maintain strong relationships with these professionals, the development and marketing of its products could suffer, which could have a material adverse effect on consolidated earnings, financial condition, and/or cash flows.

# Dependence on suppliers and skilled labour

The ability to compete and grow will be dependent on the Company having access, at a reasonable cost and in a timely manner, to skilled labour, equipment, parts and components. No assurances can be given that the Company will be successful in maintaining its required supply of skilled labour, equipment, parts and components.

## Difficulty to forecast

The Company must rely largely on its own market research to forecast sales as detailed forecasts are not generally obtainable from other sources at this stage of the medical device industry in Canada. A failure in the demand for its products to materialize as a result of competition, technological change or other factors could have a material adverse effect on the business, results of operations and financial condition of the Company.

## Operating risk and insurance coverage

The Company intends to obtain insurance to protect its assets, operations and employees. While the Company believes insurance coverage can adequately address all material risks to which it may be exposed and is adequate and customary in its current state of operations, such insurance is subject to coverage limits and exclusions and may not be available for the risks and hazards to which the Company is exposed. In addition, no assurance can be given that such insurance will be adequate to cover the Company's liabilities or will be generally available in the future or, if available, that premiums will be commercially justifiable. If the Company were to incur substantial liability and such damages were not covered by insurance or were in excess of policy limits, or if the Company were to incur such liability at a time when it is not able to obtain liability insurance, its business, results of operations and financial condition could be materially adversely affected.

# Management of growth

The Company may be subject to growth-related risks including capacity constraints and pressure on its internal systems and controls. The ability to manage growth effectively will require it to continue to implement and improve its operational and financial systems and to expand, train and manage its employee base. The inability to deal with this growth may have a material adverse effect on its business, financial condition, results of operations and prospects.

## Conflicts of interest

Certain of the directors and officers of the Company are also directors and officers of other companies, and conflicts of interest may arise between their duties as officers and directors of the Company and as officers and directors of such other companies.

#### Litigation

The Company may become party to litigation from time to time in the ordinary course of business which could adversely affect its business. Should any litigation in which the Company becomes involved be determined against the Company, such a decision could adversely affect its ability to continue operating. Even if the Company is involved in litigation and wins, litigation can redirect significant company resources.

The market price of the common shares may be subject to wide price fluctuations

The market price of the common shares may be subject to wide fluctuations in response to many factors, including variations in operating results, divergence in financial results from analysts' expectations, changes in earnings estimates by stock market analysts, changes in the business prospects for the Company, general economic conditions, legislative changes, and other events and factors outside of the Company's control. In addition, stock markets have from time to time experienced extreme price and volume fluctuations, which, as well as general economic and political conditions, could adversely affect the market price for the common shares.

#### Dividends

The Company has no earnings or dividend record, and does not anticipate paying any dividends on the common shares in the foreseeable future. Dividends paid by the Company would be subject to tax and, potentially, withholdings.

## Limited market for securities

There can be no assurance that an active and liquid market for the common shares will develop or be maintained and an investor may find it difficult to resell any securities of the Company.

# **Outlook**

The current priorities for the Company are to engage professional industry-experienced development personnel and to arrange funding, both equity and non-equity, and to keep advancing product development.

The Company is also looking at other business opportunities.

The ability of the Company to realize its business plan and continue operations is dependent upon the Company being able to commercialize a product for sale, to finance research, development and commercialization costs and compete in a competitive marketplace for diabetes monitoring products. Although the Company believes it will be successful, there is no guarantee the Company will produce a product that is marketable or obtains consumer acceptance.

## **Additional Information**

Additional information on the Company can be accessed through www.sedar.com.