## M Pharmaceutical Inc.

#### MANAGEMENT DISCUSSION AND ANALYSIS

Period Ended – September 30, 2016

This Management Discussion and Analysis ("MD&A") of M Pharmaceutical Inc. (the "Company") provides analysis of the Company's financial results for the third quarter ending September 30, 2016. The following Information should be read in conjunction with the unaudited financial statements for the nine months ended September 30, 2016 and the audited financial statements for the year ended December 31, 2015.

#### FORWARD-LOOKING STATEMENTS

Forward-looking statements look into the future and provide an opinion as to the effect of certain events and trends on the business. Forward-looking statements may include words such as "plans", "intends", "anticipates", "should", "estimates", "expects", "believes", "indicates", "suggests" and similar expressions.

This MD&A contains forward-looking statements. These forward-looking statements are based on current expectations and various estimates, factors and assumptions of management and are subject to known and unknown risks, uncertainties and other factors that could cause actual events or results to differ materially from those projected in the forward-looking statements. In particular, forward-looking information and statements contained in this MD&A include: (i) statements regarding the further development and regulatory approvals of the Company's intellectual property; and (ii) statements regarding the requirement that additional cash will be required. Risk factors that could cause results to differ materially include changes to regulatory rules, changes to market conditions and the ability of the Company to obtain adequate financing. Due to the risks, uncertainties and assumptions inherent in forward-looking statements, prospective investors in securities of the Company should not place undue reliance on these forward-looking statements. In addition, forward-looking statements include with respect to the commercialization of the rights to the eMosquito, Trimeo and Trimtec biomedical technologies. Since forward-looking statements address future events and conditions, by their very nature they involve inherent risks and uncertainties. These statements speak only as of the date of this this Management Discussion and Analysis ("MD&A") of M Pharmaceutical Inc. (the "Company"). Actual results could differ materially from those currently anticipated due to a number of factors and risks including various risk factors discussed in the Company's disclosure documents which can be found under the Company's profile on www.sedar.com and such factors as the Company failing to complete the commercialization of the its biomedical technologies.

The forward-looking statements contained in this MD&A are made as of the date hereof and the Company undertakes no obligation to update publicly or revise any forward-looking statements or in any other documents filed with Canadian securities regulatory authorities, whether as a result of new information, future events or otherwise, except in accordance with applicable securities laws. The forward-looking statements are expressly qualified by this cautionary statement.

Date of Report: November XX, 2016

#### General

M Pharmaceutical Inc. ("the Company") is a biomedical technology company developing innovative products for the treatment of obesity and weight loss.

Prior to its recent acquisition of its reformulated orlistat drug ("C-103"), the Company had acquired the exclusive rights to three technologies: (1) Trimeo capsules, temporary controllable pseudobezoars for non-invasive gastric volume reduction for the treatment of obesity; (2) Trimtec, gastrointestinal neurostimulators implanted laparoscopically for the treatment of obesity and gastroparesis without permanent anatomical modification of the stomach; and (3) eMosquito wearable blood monitor, for

automatic and autonomous monitoring of blood glucose by diabetics. The Company intends to minimize continued investment in Trimtec and eMosquito to concentrate its development efforts on its oral products for obesity and weight loss, Trimeo and C-103. On July 15, 2016 the Company acquired assets from Chelatexx, LLC related to C-103. The addition of C-103 provides a novel weight loss pharmaceutical product to the M Pharma pipeline. The Company paid an up-front cash payment of US\$ 200,000, has issued 10 million common shares at a deemed price of \$0.10 per share, and will pay a low single-digit royalty on net sales. 10% of the common shares issued will be subject to trading restrictions until November 8, 2016. The balance of the common shares issued are subject to an escrow agreement that will have them released over the 3 years from the date of closing.

Commercial development of these biomedical technologies will require successful coordination and execution of a wide variety of technology disciplines.

The Company was incorporated on March 11, 2003 under the laws of the Province of Ontario. On November 26, 2014, the Company was continued into the Province of Alberta from Ontario. The address of its head office is suite 734-1055 Dunsmuir Street. Vancouver. BC V7X 1B1.

The Company was formerly engaged in the acquisition, exploration and evaluation of resource properties. As at the date of this report, it has disposed of all its resource properties to pursue its biomedical technology business.

#### **Overall Performance**

Overall, the year has marked a critical transition in the business of the Company. M Pharmaceutical Inc. is committed to developing and commercializing innovative biomedical technologies for the treatment of obesity and weight loss. During the past 18 months, the Company has underwent many significant changes, including a change of business, various financings and divestitures, with highlights as described below.

On November 26, 2014, the Company entered into a letter of intent for the acquisition of M Diagnostics Inc., a Calgary-based company owning all of the intellectual property and commercial rights to a glucose monitoring device named the e-mosquito, along with all relevant patents. This transaction subsequently closed. The Company is obligated to pay a 3% royalty on all future e-mosquito product sales, issued 806,668 (8,066,676 before consolidation) common shares of the Company's common stock and made a cash payment of USD \$150,000 upon closing on February 19, 2015.

In February 2015, the Company disposed of its New Brunswick and Quebec resource properties in exchange for 5,000,000 common shares in a private company and 5,000,000 common shares of its subsidiary.

In February 27, 2015, the Company entered into an agreement for the acquisition of a private company, RX Global Capital Inc. RX Global Capital holds a perpetual, exclusive, world-wide license of all intellectual property and commercial rights to the technology of temporary, controllable pseudobezoars, (the "License Agreement") owned by Eatlittle, Inc. This transaction closed on April 28, 2015. The Company issued a total of 9,522,400 common shares at a deemed price of \$0.25 per share, including 3,500,000 shares to EatLittle Inc. pursuant to the License Agreement. These 3,500,000 shares are subject to a 3 year escrow agreement, with 10% of the escrowed shares being immediately releasable, and the balance being released in equal tranches every six months thereafter. The Company also issued 5,664,000 replacement warrants, exercisable at \$0.25 per warrant.

On May 7, 2015, the Company entered into an agreement for the acquisition of rights to intellectual property associated with neural gastrointestinal stimulators through the purchase of Trimtec Biomedical, Inc., a private British Columbia company, for 1000 common shares of M Pharmaceutical. Since the transaction, Trimtec Biomedical, Inc. operates as a wholly owned subsidiary of M Pharmaceutical and holds a license to the technology with UTI Limited Partnership at the University of Calgary in Alberta. Under this license, Trimtec Biomedical paid an initial fee of \$50,000 and is obligated to repay patent costs

of \$156,937 to UTI over 20 months, a milestone payment of \$10,000 and ongoing royalty of 3% on sales. This transaction closed on June 26, 2015.

On November 20, 2015, the Company entered into a Letter of Intent to acquire assets from Chelatexx, LLC related to a reformulated orlistat for weight loss. The terms of this acquisition include an upfront cash payment, issuance of 10 million shares of M Pharmaceutical, and a royalty on sales of that product. This transaction closed on July 15, 2016.

# Net Revenue and Net Income (Loss) for the last eight (8) quarters

	2016	2016	2016	2015	2015	2015	2014	2014
	Sep. 30	Jun. 30	Mar. 31	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31
Revenue (net of royalties)	-	-	-	-	-	-	-	-
Net Income/(Loss)	(1,073,293)	(939,285)	92,727	(2,989,559)	(738,945)	(832,080)	(502,052)	226,074
Basic/Diluted Income/(Loss) Per Share	(0.01)	(0.01)	(0.00)	(0.11)	(0.03)	(0.04)	(0.04)	0.03
Number of shares Outstanding	89,448,174	89,448,174	33,150,355	33,198,829	26,734,766	25,920,559	14,273,343	8,066,676

## General & Administrative and Operating Expenses

Combined General & Administrative and Operating expenses\* (see table below) for the third quarter ended September 30, 2016 was \$735,816 (versus \$606,639 for the third quarter ended September 30, 2015). The Company incurred more operating expenditures due to an increase in interest expenses.

Consulting fees decreased to \$257,356 for the third quarter ended September 30, 2016 (\$434,590 – 2015) due to a decrease in research and development activities.

Professional fees increased to \$362,541 for the third quarter ended September 30, 2016 (\$29,071 - 2015) due to an increasing in acquisition and financing activities during the period.

Travel expenses were increased to \$64,951 for the third quarter ended September 30, 2016 (\$17,514 - 2015) due to an increasing in research and development activities during the period.

Interest expense increased to \$20,796 for the third quarter ended September 30, 2016 (\$6,908- 2015) due to an increase in debenture interest.

*G&A and Operating Expense	Three Months Ended 09/30/16	Three Months Ended 09/30/15	Change (\$)	Change (%)
Professional fees	362,541	29,071	333,470	1,147,09%
General and administrative	30,172	118,555	(88,393)	(74.38)%
Travel and promotions	64,951	17,514	47,437	270,85%
Consulting fees	257,356	434,590	(177,234)	(40.78)%
Interest Expenses	20,796	6,908	13,888	201.04%
	735,816	606,639	129,177	21.32%

# **Liquidity and Capital Resources**

At September 30, 2016 the Company has a cash position of \$1,391,486 (September 30, 2015 - \$2,509). The Company had a net working capital deficiency of \$348,022 (September 30, 2015 – working capital deficiency \$764,911).

The ability of the Company to settle its obligations is dependent upon the Company being able to obtain financing to continue to research and develop its products and to commence commercialization and sales. Operations may be hindered by a future working capital deficiency. The success of the Company depends on the Company obtaining further funds to ensure its liquidity.

#### Investments

On November 4, 2014, the Company was paid 2,000,000 common shares of Maxim Resources, a publicly traded company on the TSX-V as a finder's fee during the year. The Company reported a gain for \$290,000 which was the fair market value of the securities at the time of issuance to the Company.

The Company recorded a \$50,000 other comprehensive loss as at December 31, 2014 relating to the investment to record the "marked to market" adjustment of the securities as at December 31, 2014, due to a reduction in the market share price of the investment.

During the three months period ended June 30, 2015 194,500 Maxim shares were sold for total proceeds in the amount of \$21,483.

During the three months period ended September 30, 2015 1,805,500 Maxim shares were sold for total proceeds in the amount of \$63,445.

The Company recorded a \$155,072 other comprehensive loss as at September 30, 2015 relating to the investment to record the "marked to market" adjustment of the securities as at September 30, 2015, due to a sale of the investment.

In February 2015 the Company issued 806,667 (8,066,670 before consolidation) common shares of the Company's common stock (the "Acquisition Shares") at fair market value \$0.35 (\$0.035 before consolidation) for total amount \$282,333 and made a cash payment of \$US150,000 (\$188,910) to shareholders of M Diagnostics Inc.

In February 2015, the Company disposed of its New Brunswick and Quebec properties and the associated decommissioning obligation in exchange for 5,000,000 common shares in a private company and 5,000,000 common shares of its subsidiary. The value attributed to shares is equal to the carrying value of net assets disposed off which was \$ nil. 2,000,000 common shares of the private company were transferred to a promissory note holder.

In April 2015, the Company closed the acquisition of RX Global Capital Inc. a private company that holds as its sole asset an exclusive, world-wide license agreement from EatLittle Inc. covering all development and production rights to temporary controllable pseudobezoars, an innovative method for non-invasive dynamic gastric volume reduction for weight loss, and several other medical applications. The Company issued a total of 9,522,400 common shares, including 3,500,000 shares pursuant to the license agreement. The 3,500,000 shares are subject to a 3 year escrow agreement, with 10% of the escrowed shares being immediately releasable, and the balance being released in equal tranches every six months thereafter. The Company also issued 5,664,000 replacement warrants, exercisable at \$0.25 per warrant expiring on February 10, 2020.

On June 2015, the Company closed the acquisition of the rights to the intellectual property associated with neural gastrointestinal stimulators through the purchase of Trimtec Biomedical Inc. ("Trimtec"), a private Alberta company. The Company issued 1,000 common shares at a deemed price of \$0.20 per share from treasury and assumed the obligations of the exclusive worldwide license agreement covering

this technology that Trimtec holds with UTI Limited Partnership at the University of Calgary in Calgary, Alberta and paid \$50,000 for Licence.

On July 15, 2016 the Company closed on its previously announced (April 6, 2016) agreement to acquire assets from Chelatexx, LLC related to a reformulated version of orlistat (product "C-103"). The addition of C-103 provides a novel weight loss pharmaceutical product to the M Pharma pipeline.

The Company paid an up-front cash payment of US\$ 200,000, has issued 10 million common shares at a deemed price of \$0.10 per share, and will pay a low single-digit royalty on net sales. 10% of the common shares issued will be subject to trading restrictions until November 8, 2016. The balance of the common shares issued are subject to an escrow agreement that will have them released over the 3 years from the date of closing.

# **Off Balance Sheet Arrangements**

There are no off balance sheet arrangements.

# TRANSACTIONS WITH RELATED PARTIES

The following is a summary of the Company's related party transactions during the period:

- (a) Key Management compensation consists of:
  - (i) Consulting fees

During the nine months ended September 30, 2016, the Company incurred total consulting fees to the directors and to the director's companies for \$60,000 (2015 - \$83,400) of which \$Nil (2015 - \$47,476) is owed at period end.

During the nine months ended September 30, 2016, the Company incurred total consulting fees to Management and to Management's companies for \$165,649 (2015 - \$301,991). A balance of \$116,227 (2015 - \$53,898) is owed at period end.

- (ii) Accounting fees
  - During the nine months ended September 30, 2016, the Company incurred and paid total accounting fees to the Management's company for \$28,800 (2015 17,000).
- (iii) Legal and Professional fees

During the nine months ended September 30, 2016, the Company incurred and paid total legal and professional fees to a director's company for \$76,279 (2015 - \$175,594). A balance of \$461,817 (2015 - \$492,674) is owed at period end.

On April 4, 2016, the Company announced Brian Keane as Interim President and CEO and signed the consulting agreement for initial consulting fees of US \$60,000 annually commencing on April 1, 2016. The Company will grant a one-time stock option to purchase up to one million (1,000,000) shares of restricted common stocks. No options were granted yet.

## **PROMISSORY NOTES PAYABLE**

On March 8, 2012, the Company issued a promissory note with a face value of \$300,000 bearing annual interest of 10% payable in common shares. The promissory note matured on March 8, 2014. The Company settled the promissory note with \$200,000 of cash, 2,000,000 common shares of the Company, 1,000,000 warrants at a strike price of \$0.05 per share, 2,000,000 common shares of a private exploration Company, and a new promissory note for principal amount of \$100,000 that matures June 29, 2016 and bears annual interest of 10% which is payable at the anniversary of the note.

The common shares of the Company were valued at \$60,000, based on closing price on the day they were issued. The common share purchase warrants were valued at \$40,000, see note 5(c) of the financial statements. Common shares of the exploration private company were valued at \$Nil. The new promissory note was recorded at its fair value of \$53,526. The discount rate used in the present value calculation was 53%. The difference between the carrying value of previous promissory note and above mentioned items is \$15,761 which is considered a gain on settlement and is recorded in the Statement of Comprehensive Income during the year.

RX Global Capital Inc. issued promissory notes to shareholders with a face value of \$280,000. Principal is payable on March 31, 2016. Interest is payable on the Principal amount outstanding hereunder at ten percent (10%) per annum, calculated annually, with interest on the outstanding Principal payable semi-annually on March 31 and September 30 of each year, commencing September 30, 2015; provided that any missed or late payments under the Note shall bear interest on such missed or late payment amounts at the same amount until such missed or late payments are paid.

During the nine months period ended September 30, 2016 \$32,953 accretion and interest was recorded.

	September 30, 2016		De	cember 31, 2015
Balance, beginning of the year	\$	92,718	\$	66,907
Issuance of promissory notes		-		208,400
Accrued accretion and interest expense		32,953		76,411
Repayment, principle and interest		-		(259,000)
Balance, end of the period	\$	125,671	\$	92,718

#### **Share Capital**

# **Common Shares Outstanding**

On April 20 2015, the Company completed a share consolidation on a 10:1 basis of its Common shares "the Share Consolidation". This MD&A has been adjusted to reflect the Share Consolidation unless otherwise noted.

As of the date of this MD&A, the Company has 33,150,355 Common Shares outstanding (2014 – 8,066,676) and 54,618,370 Common Shares outstanding on a fully diluted basis (2014 – 8,066,676).

On October 20, 2015, the Company announced the issuance of convertible securities to settle trade payables in the amount of \$743,266.36. These convertible securities, which include common stock, warrants, and notes convertible for stock, are not reflected in the financial statements as of September 30, 2015.

Details of common share issuances during the six months period ended June 30, 2016 are as follows:

On June 27, 2016, the Company issued 34,433,179 common shares. The common shares are being issued for cash with an exercise price of \$0.025 per common share. The Company issued 900,800 finder's warrants related to the private placement.

On June 30, 2016, the Company issued 21,864,640 common shares as a result of debenture conversions at an exercise price of \$0.025 per common share.

On July 11, 2016 2,000,000 shares were issued pursuant to exercise of warrants at \$0.05.

On July 15, 2016 10,000,000 shares were issued pursuant to Chellatex acquisition at \$0.02.

On July 11, 2016 2,000,000 shares were issued pursuant to exercise of warrants at \$0.05.

On July 15, 2016 10,000,000 shares were issued pursuant to Chellatex acquisition at \$0.02.

On August 11, 2016 640,000 common shares. The common shares are being issued for debenture conversion with an exercise price of \$0.025 per common share.

On September 7, 2016 6,774,640 shares were issued. The common shares are being issued for debenture interest prepaid units at price of \$0.075 per common share and of \$0.08 per warrant.

On September 20, 2016 1,678,000 shares were issued. The common shares are being issued for debenture interest prepaid units at price of \$0.075 per common share and of \$0.08 per warrant.

On October 3, 2016, the Company issued 3,926,000 common shares. The common shares are being issued for debenture conversion with an exercise price of \$0.025 per common share.

On November 8, 2016 20,000,000 shares were issued pursuant to Chellatex acquisition at \$0.02.

#### Warrants

On February 6, 2016 110,600 common share purchase warrants expired unexercised. On June 18, 2016 5,174,998 common share purchase warrants expired unexercised.

A summary of the changes in the Company's share purchase warrants during the nine months period ended September 30, 2016 and September 30, 2015 (post consolidated) are as follows:

Balance, January 1, 2015 Issued Expired Balance, September 30, 2015	Number of Warrants (Post Consolidated) 13,026,265 5,664,000 (1,104,000) 17,586,265	Avei	ghted rage rcise Price 0.05 0.25 050 0.43
Exercised Issued Balance, December 31, 2015	(330,000) 3,652,925 20,909,194	\$ \$ \$	0.13 0.18 0.05
Issued Issued Issued Issued Issued Issued Exercised Expired	34,433,179 900,800 21,864,640 640,000 8,425,640 (2,000,000) (110,600)	\$ \$ \$ \$ \$ \$	0.05 0.05 0.05 0.05 0.08 0.50 0.50

Expired	(5,174,998)	\$ 0.50
Balance, September 30, 2016	79,914,855	\$ 0.10

As at September 30, 2016, the following common share purchase warrants were outstanding:

Expiry date	Exercise Price (\$)	Warrants
July 24, 2017	0.50	100,000
February 6, 2017	0.50	4,375,000
February 13, 2017	0.50	1,025,000
October 27, 2017	0.10	4,459,596
February 7, 2017	0.25	5,440,000
February 7, 2020	0.25	224,000
June 27, 2017	0.05	34,433,179
June 27, 2017	0.05	900,800
June 30, 2017	0.05	19,864,640
June 30, 2017	0.05	640,000
September 7, 2020	0.08	6,774,640
September 20, 2020	0.08	1,678,000

79,914,855

## **Stock Options**

The Company has established a stock option plan pursuant to which options to purchase common shares may be granted to certain officers, directors and employees of the Company as well as persons providing ongoing services to the Company. The maximum number of common shares reserved for issuance upon the exercise of options is not to exceed 10% percent of the total number of common shares outstanding immediately prior to such an issuance. Under the plan, the Board of Directors has the choice of either vesting or allowing options issued to be exercisable upon issuance. Options are normally issued for a five-year term. During the year ended December 31, 2015, 2, 775,000 options were granted. During the three months ended March 31, 2016 no options were granted.

A summary of the share option transactions for the nine month ended September 30, 2016 and September 30, 2015; and the years ended December 31, 2015 and 2014 are summarized as follows:

	Number of Options*		Weighted Average Exercise Price
Balance, December 31, 2014	54,083	\$	1.92
Expired	(26,333)	\$	2.00
Granted Balance, September 30, 2015	2,375,000	\$	0.17
	<b>2,402,750</b>	<b>\$</b>	<b>0.38</b>
Forfeited Balance, December 31, 2015 Granted Balance, September 30, 2016	(425,000) <b>2,352,750</b> 7,400,000 <b>9,752,750</b>	\$ \$ \$	0.17 0.17 0.08 0.10

The following table summarizes stock options outstanding and exercisable under the Company's stock option plan as at September 30, 2016:

Expiry date	Options Outstanding*	Exercise Price per share (\$)	Options Exercisable
Nov 18, 2016	2,750	0.50	2,750
May 17, 2020	700,000	0.17	233,333
June 10, 2020	1,250,000	0.17	416,667
August 31, 2020	400,000	0.11	100,000
July 25, 2020	7,400,000	0.08	2,466,667
	9,752,750	0.10	3,219,417

#### Convertible debentures

On October 27, 2015, the Company issued unsecured convertible securities ("Debentures") with face value of \$743,266 to settle trade payables in the amount of \$449,266 and promissory notes with fair value of \$245,000 (Note 12).

Each Debenture is convertible to common shares at an exercise price of \$ 0.10. However, conversion price will be adjusted if the Company completes a rights offering for less than 90% of the quoted price. The variability of the conversion price creates a derivative which has been recognized as a liability.

The terms of the Debentures are 36 months at 10% annual simple interest. The interest shall be paid up front, through the issuance of an Interest Unit. Each Interest Unit consists of one common share of the Company's common stock and one common share purchase warrant with an exercise price of \$0.10 and a term of two years.

The modification of terms resulted in an extinguishment of the trade payables and promissory notes and recognition of a new convertible debt instrument. This resulted in a loss of \$102,544 related to the trade payables and a loss of \$99,003 related to the promissory notes.

The Company has determined that the fair value of the modified loan should be recognized together with the conversion derivative liability. The fair value of the loan was determined to be \$114,183 by applying a risk-adjusted rate of 84% to discount the monthly repayments and coupon payments over the remaining life of the loan. During the period accretion and interest of \$29,513 (December 31, 2015 - \$11,308) was recorded. The embedded derivative was estimated using an option pricing model.

The fair value of the derivative liability was determined to be \$364,942 at initial recognition using the below assumptions. It was re-measured at the financial position date, with adjustments made to the derivative liability and reflected in the profit and loss. A fair value adjustment of \$49,268 (December 31, 2015 - \$7,295) was recognized at September 30, 2016.

During the period the Company completed an offering for less than 90% of the quoted price. As a result the conversion price was adjusted from \$0.10 to \$0.025, the same price as the offering. Subsequently 562,716 (June 30, 2016 - 546,716) of the 743,266 units were converted into 22,504,640 (June 30, 2016 - 21,864,640) units which included one common share and one share purchase warrants. The share purchase warrants have a one year term and an exercise price of \$0.05. The warrants were attributed a value of \$490,000 using an option pricing model.

	October 27, 2015	December 31, 2015	September 30, 2016
Exercise price	\$0.10	\$0.10	\$0.02
Share Price	\$0.06	\$0.06	\$0.08
Time to maturity	3 years	2.8 years	2.1 years
Risk-free rate	1.25%	1.25%	1.25%
Volatility	169%	169%	169%
Dividend rate	nil	nil	nil

The 4,459,596 common shares issued with the Interest Units were recognized using the quoted market price (Note 7).

The 4,459,596 warrants granted with the Interest Units have been valued using the Black-Scholes option pricing model with assumptions that are further described in Note 7(c).

During the period the Corporation closed a non-brokered private placement of convertible debentures for cash proceeds of \$2,035,160. The debentures bear interest of 10% per annum for a term of 3 years, and be convertible into common shares of the Company at a conversion price of \$0.075 per share. Interest on the debentures will be pre-paid by the issuance of units ("Prepaid Interest Units") at a price of \$0.08 per unit, each unit consisting of one common share and one common share purchase warrant entitling the holder to acquire one additional common share for \$0.08 for a period of two years. In connection the closing, 8,452,640 common shares and warrants were issued as prepaid interest. In addition, finders fees of \$115,560 and 110,360 broker warrants, which have the same terms as the warrants issued as part of the Prepaid Interest Units, were issued. All securities issued on the second closing are restricted from trading until January 21, 2017.

The Company has determined that the fair value of the modified loan should be recognized together with the conversion derivative liability. The fair value of the loan was determined to be \$568,230 by applying a risk-adjusted rate of 53% to discount the repayments and coupon payments over the remaining life of the loan. During the period accretion of \$13,700 was recorded.

The fair value of the warrants were determined to be \$490,053 at initial recognition using an option pricing model and the below assumptions.

	September 30,
	2016
Exercise price	\$0.08
Share Price	\$0.12
Time to maturity	2.0 years
Risk-free rate	1.25%
Volatility	63%
Dividend rate	nil

# Summary of significant accounting policies

These unaudited interim condensed consolidated financial statements have been prepared using the same policies and methods as the annual consolidated financial statements of the Corporation for the year ended December 31, 2015. Refer to note 4 and 5 of the Corporation's audited annual consolidated financial statements for the year ended December 31, 2015 for more information on new accounting standards and amendments not yet effective.

# Capital management

The Company considers its capital structure to include working capital, debt and shareholders' equity. The Company monitors capital based on annual funds used in operations, flow through share obligations and the availability of debt and equity capital. The Company prepares budgets for its capital expenditures, which are updated as necessary and are reviewed and periodically approved by the Company's Board of Directors.

The Company's objective is met by retaining adequate equity to provide for the possibility that cash flows from assets will not be sufficient to meet future cash flow requirements. In order to maintain or adjust its capital structure, the Company may issue new shares. The Board of Directors does not establish quantitative return on capital criteria for management. The Company is not subject to any externally imposed capital requirements and the Company's overall strategy with respect to capital management remains unchanged from the year ended December 31, 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 device & 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.

## Financial instruments and risk management

Set out below is a comparison, by category, of the carrying amounts and fair values of all of the Company financial instruments that are carried in the financial statements and how the fair value of financial instruments is measured.

#### Fair values

Fair value represents the price at which a financial instrument could be exchanged in an orderly market, in an arm's length transaction between knowledgeable and willing parties who are under no compulsion to act. The Company classifies the fair value of the financial instruments according to the following hierarchy based on the amount of observable inputs used to value the instrument.

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in the active market for identical assets or liabilities. The Company has no level 1 financial instruments.
- Level 2 fair value measurements are those derived from inputs other than quoted prices that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (derived from prices). Cash equivalents are classified as level 2 financial instruments; and
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs). The Company has no level 3 financial instruments.

The carrying value of cash equivalents and accounts payable and accrued liabilities reflected in the statements of financial position approximate fair value because of the limited term of these instruments.

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk (currency fluctuations, interest rates and commodity prices. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Company's financial performance.

#### **Credit Risk**

Credit risk is the risk of loss associated with a counter party's inability to fulfill its payment obligations. The Company's credit risk is primarily attributable to cash and cash equivalents. Cash and cash equivalents are composed of financial instruments issued by large Canadian financial institutions with high investment grade ratings and are closely monitored by management. Management believes credit risk with respect to cash is minimal.

# Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they come due. The Company prepares periodic capital expenditure budgets, which are regularly monitored and updated as considered necessary. Further, the Company utilizes authorizations for expenditures on both operated and non-operated projects to further manage capital expenditures. At September 30, 2016 the Company has a cash position of \$1,391,486 (September 30, 2015 - \$2,509). The Company had a net working capital deficiency of \$348,022 (September 30, 2015 – working capital deficiency \$764,911). The Company will require additional financing to continue operations.

#### Market risk

Market risk is the risk that changes in foreign exchange rates, commodity prices, and interest rates will affect the Company's net earnings or the value of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable limits, while maximizing returns.

#### Foreign exchange risk

The Company does not currently hold significant balances in foreign currencies to give rise to foreign exchange risk. However, the company is committed to developing further R&D operations in the United States as this is the largest global market for the Company's biomedical products. As these operations expand, significantly more of the Company's expenses are expected to be incurred in U.S. Dollars. While the Company intends to implement prudent exchange rate risk mitigation steps, changes in foreign exchange rates between the Canadian and U.S. dollars may have a significant impact on the Company's financial performance in the future.

## Commodity price risk

The Company has no significant exposure to fluctuations in commodity prices. Manufacturing of the Company's biomedical products require certain chemical and biological commodities; however, the cost for such raw materials is not considered material to the overall performance of the Company.

#### Interest rate risk

The Company is not exposed to interest rate risk as it has no revolving loan facilities.

#### Outlook

The priorities for the Company are to engage professional industry-experience development personnel and finalize product development plans for its two obesity technologies – C-103 and Trimeo. The Company intends to minimize continued investment in Trimtec and eMosquito to concentrate its development efforts on oral products for obesity and weight loss.

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 obesity 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.