



IBEX Technologies Inc. / Technologies IBEX Inc.
Unaudited Condensed Interim Consolidated Financial Statements
First Quarter ended October 31, 2018 and 2017

Condensed Interim Consolidated Financial Statements

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**NOTICE TO THE READER OF THE UNAUDITED CONDENSED
INTERIM CONSOLIDATED FINANCIAL STATEMENTS**

Management's Statement of Responsibility for Financial Information

The condensed interim consolidated financial statements are the responsibility of management and have been prepared in accordance with International Financial Reporting Standards. Where necessary, management has made judgments and estimates of the outcome of events and transactions, with due consideration given to materiality. Management is also responsible for all other information in these condensed interim consolidated financial statements and for ensuring that this information is consistent, where appropriate, with the information and data included in the condensed interim consolidated financial statements.

The Company maintains a system of internal controls to provide reasonable assurance as to the reliability of the financial records and safeguarding of its assets. The condensed interim consolidated financial statements have not been audited by the Company's independent auditor, PricewaterhouseCoopers LLP.

The Board of Directors is responsible for overseeing management in the performance of its responsibilities for financial reporting. The Board exercises its responsibilities through the Audit Committee which comprises three independent directors. The Audit Committee meets from time to time with management and the Company's independent auditor to review the financial statements and matters relating to the audit. The Company's independent auditor has full and free access to the Audit Committee. These condensed interim consolidated financial statements have been reviewed by the Audit Committee, who recommended their approval by the Board of Directors.

Paul Baehr
President and Chief Executive Officer

Montréal, Canada
December 13, 2018

Richard Collin, CPA, CA
Director of Finance

Montréal, Canada
December 13, 2018



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Condensed Interim Consolidated Statements of Financial Position

In Canadian dollars

	Notes	October 31, 2018 \$	July 31, 2018 \$
Assets			
Current assets			
Cash and cash equivalents		2,858,008	3,140,372
Trade and other receivables	4	833,498	718,030
Inventories	5	302,562	344,968
Prepaid expenses		129,707	90,086
Total current assets		4,123,775	4,293,456
Non-current assets			
Property, plant, equipment and intangible assets	6	2,743,956	2,771,042
Deferred income tax assets		2,382,125	2,382,125
Total assets		9,249,856	9,446,623
Liabilities			
Current liabilities			
Trade and other payables		622,218	621,213
Current portion of long-term debt	7	53,868	52,787
Total current liabilities		676,086	674,000
Non-current liabilities			
Long-term debt	7	978,594	982,870
Total non-current liabilities		978,594	982,870
Total liabilities		1,654,680	1,656,870
Equity			
Share capital	11	52,672,258	52,672,258
Contributed surplus		682,620	674,840
Deficit		(46,253,567)	(46,044,826)
Accumulated other comprehensive income		493,865	487,481
		7,595,176	7,789,753
Total liabilities and equity		9,249,856	9,446,623

The accompanying notes are an integral part of these Condensed Interim Consolidated Financial Statements.



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Condensed Interim Consolidated Statements of Changes in Equity

In Canadian dollars

	Notes	Share capital \$	Contributed surplus \$	Deficit \$	Accumulated other comprehensive income \$	Total \$
As at July 31, 2018		52,672,258	674,840	(46,044,826)	487,481	7,789,753
Net loss		-	-	(208,741)	-	(208,741)
Share-based compensation	11	-	7,780	-	-	7,780
Cumulative translation adjustments		-	-	-	6,384	6,384
As at October 31, 2018		52,672,258	682,620	(46,253,567)	493,865	7,595,176
As at July 31, 2017		52,660,078	585,159	(45,949,637)	458,069	7,753,669
Net earnings		-	-	129,859	-	129,859
Share-based compensation	11	-	1,415	-	-	1,415
Cumulative translation adjustments		-	-	-	21,502	21,502
As at October 31, 2017		52,660,078	586,574	(45,819,778)	479,571	7,906,445

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Condensed Interim Consolidated Statements of (Loss) Earnings and Comprehensive (Loss) Income

In Canadian dollars

	Notes	For the three-month period ended October 31, 2018	For the three-month period ended October 31, 2017
		\$	\$
Revenues		1,039,473	1,183,013
Cost of sales	8	745,578	720,513
Research and development expenses	8	58,748	47,065
Selling, general and administrative expenses	8	471,849	372,626
Operating (loss) earnings		(236,702)	42,809
Foreign exchange gain	8	(23,007)	(82,098)
Finance expenses – net	8	5,046	10,048
Other gains	8	(10,000)	(15,000)
(Loss) earnings before income taxes		(208,741)	129,859
Provision for income taxes		-	-
Net (loss) earnings		(208,741)	129,859
Other comprehensive (loss) income			
Foreign currency translation adjustments – gain		6,384	21,502
Comprehensive (loss) income		(202,357)	151,361
Basic and diluted net (loss) earnings per share	2	(0.01)	0.01

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Condensed Interim Consolidated Statements of Cash Flows

In Canadian dollars

	Notes	For the three-month period ended October 31, 2018 \$	For the three-month period ended October 31, 2017 \$
Cash flows (used) generated from operating activities			
Net (loss) earnings		(208,741)	129,859
Adjustments for non-cash income and expenses			
Depreciation of property, plant, equipment and intangible assets	6	71,167	60,908
Stock-based compensation expense	11	7,780	1,415
		(129,794)	192,182
Changes in non-cash working capital balances			
Increase in trade and other receivables		(113,615)	(195,259)
Decrease in inventories		43,617	64,231
Increase in prepaid expenses		(39,300)	(8,793)
(Decrease) increase in trade and other payables		(259)	96,091
Net changes in non-cash working capital balances		(109,557)	(43,730)
Net cash (used) generated from operating activities		(239,351)	148,452
Cash flows used in investing activities			
Purchase of property, plant and equipment	6	(29,985)	(28,724)
Purchase of intangible assets	6	-	(3,486)
Net cash used in investing activities		(29,985)	(32,210)
Cash flows used in financing activities			
Repayment of long-term debt	7	(13,028)	(11,928)
Net cash used in financing activities		(13,028)	(11,928)
Net (decrease) increase in cash and cash equivalents		(282,364)	104,314
Cash and cash equivalents at beginning of year		3,140,372	3,004,627
Cash and cash equivalents at end of first quarter		2,858,008	3,108,941
Interest paid		10,962	11,160
Interest received		10,890	5,642

The accompanying notes are an integral part of these Condensed Interim Consolidated Financial Statements.

Notes to Condensed Interim Consolidated Financial Statements

1 General information

IBEX Technologies Inc. / Technologies IBEX Inc. (“IBEX” or the “Company”), through its wholly owned subsidiaries, manufactures and markets enzymes for biomedical use. IBEX also manufactures and markets a series of arthritis assays which are widely used in osteoarthritis research. These unaudited condensed interim consolidated financial statements were authorized for issue by the Board of Directors on December 13, 2018 and were signed on its behalf.

The Company is a public company listed on the TSX Venture Exchange and is incorporated and domiciled in Canada. The address of its registered office is 5485 Paré Street, Suite 100, Montréal, Québec.

2 Summary of significant accounting policies

Basis of presentation

These unaudited condensed interim consolidated financial statements (“interim financial statements”) were prepared in accordance with International Financial Reporting Standards (“IFRS”), as issued by the International Accounting Standards Board (“IASB”), and in compliance with International Accounting Standard 34 – Interim Financial Reporting (“IAS 34”). Accordingly, certain information and notes disclosures normally included in the audited annual consolidated financial statements have been omitted or condensed. These interim financial statements should be read in conjunction with the Company’s audited annual consolidated financial statements for the year ended July 31, 2018.

The interim financial statements include all adjustments considered necessary by management to fairly state the Company’s results of operations, financial position and cash flows. The operating results for interim periods are not necessarily indicative of results that may be expected for any other interim period or for the full year.

Accounting policies

These interim financial statements have been prepared using the same accounting policies as those presented in the Company’s audited annual consolidated financial statements for the year ended July 31, 2018, except as described below.

Accounting standards issued but not yet applied

New accounting standards, amendments and interpretations issued but only effective for the Company beginning on or after August 1, 2018 are as follows:

IFRS 9 “Financial Instruments”

In July 2014, the IASB completed IFRS 9, “Financial Instruments”, in its three-part project to replace IAS 39, “Financial Instruments: Recognition and Measurement” with a single approach to determine whether a financial asset is measured at amortized cost or fair value. The standard includes requirements for recognition and measurement, impairment and general hedge accounting. The standard is effective for fiscal years beginning on or after January 1, 2018 with earlier adoption permitted. The adoption of this standard will have no significant impact on the Company’s consolidated financial statements.

IFRS 15 “Revenue from Contracts with Customers”

In May 2014, the IASB issued IFRS 15, “Revenue from Contracts with Customers”, to specify how and when to recognize revenue as well as requiring the provision of more informative and relevant disclosures. IFRS 15 supersedes IAS 18, “Revenue”, IAS 11, “Construction Contracts”, and other revenue-related interpretations. In September 2015,

the IASB deferred the mandatory effective date of IFRS 15 to fiscal years beginning on or after January 1, 2018 with earlier adoption permitted. The adoption of this standard will have no significant impact on the Company's consolidated financial statements.

IFRS 16 "Leases"

In January 2016, the IASB issued IFRS 16, "Leases", which will replace IAS 17, "Leases". The new standard will be effective for fiscal years beginning on or after January 1, 2019, with early adoption permitted provided the Company has adopted IFRS 15 "Revenue from Contracts with Customers". The new standard requires lessees to recognize a lease liability reflecting future lease payments and a "right-of-use asset" for virtually all lease contracts, and record it on the balance sheet, except with respect to lease contracts that meet limited exception criteria. The Company is evaluating the impact of this standard on its consolidated financial statements.

Critical accounting estimates and judgments

The preparation of financial statements requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements have been set out in *Note 2* of the Company's audited annual consolidated financial statements for the year ended July 31, 2018 and were the same as those used in the interim financial statements for the three-month period ended October 31, 2018.

3 Financial instruments

Currency risk

The Company operates internationally, and its sales are mainly contracted in US dollars. A change in the currency exchange rate between the Canadian dollar and the US dollar could have a material effect on its consolidated (loss) earnings and comprehensive (loss) income, financial position and cash flows.

The Company's objective in managing its foreign currency risk is to minimize its net exposure to foreign currency cash flows by buying, from time to time, forward foreign exchange contracts to hedge a portion of the exposure of its foreign currency cash flows. Foreign exchange contracts will usually have a maturity of less than two years. As at October 31, 2018 and 2017, the Company has no forward foreign exchange contracts outstanding.

The Company is exposed to foreign currency risk primarily as a result of revenues and expenses denominated in US dollars. Financial instruments denominated in foreign currencies as at October 31, 2018 and July 31, 2018 were as follows:

	October 31, 2018		July 31, 2018	
	\$	US\$	\$	US\$
Cash and cash equivalents	1,040,004	791,359	902,616	693,413
Trade and other receivables	503,719	383,290	532,155	408,815
Trade and other payables	17,747	13,504	16,797	12,904

The impact on the Company's (excluding Bio-Research Products Inc.) financial instruments of a 5% increase in the US dollar exchange rate would be a foreign exchange gain of \$76,299 recorded in net loss for the three-month period ended October 31, 2018 (July 31, 2018 gain of \$70,899).



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Interest rate risk

The Company's interest rate risk related to the long-term debt is fixed for five years. Every five years, the interest rate will be revised based on the weekly average yield on US Treasury Securities adjusted (see note 7).

Given the above, the Company considers the interest rate risk to be low. A 0.5% change in interest rates would not have a material impact on net loss for the three-month period ended October 31, 2018.

Credit risk

Financial instruments that potentially subject the Company to credit risk include cash and cash equivalents, as well as trade and other receivables. Cash and cash equivalents consist of bank balances and money market funds maintained at financial institutions with high credit ratings. Therefore, the Company considers the risk of non-performance for cash and cash equivalents to be low.

The Company performs ongoing credit reviews of its debtors and records an allowance for doubtful accounts when accounts are determined to be uncollectible.

The aging of trade receivables as at October 31, 2018 was as follows:

Trade receivables	\$	%
Current	676,429	87
Past due 31–90 days	101,253	13
Over 90 days	-	-
	<u>777,682</u>	<u>100</u>

The Company's exposure to credit risk for trade receivables for customers with greater than 10% of the total balance was as follows:

	October 31, 2018 %	July 31, 2018 %
Customer 1	<u>37</u>	<u>35</u>
Customer 2	18	-
Customer 3	12	14
Customer 4	11	-
Customer 5	-	11

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial liabilities when due. The Company's financial liabilities include its trade and other payables presented on the consolidated statement of financial position, which are due within the next 12 months and long-term debt. The Company manages liquidity risk by maintaining adequate cash balances to discharge its liabilities when due.



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The following table details the maturities of the financial liabilities as at October 31, 2018.

	Carrying amount \$	Contractual cash flows \$	Less than 1 year \$	Between 1 and 3 years \$	Between 3 and 5 years \$	More than 5 years \$
Trade and other payables	622,218	622,218	622,218	-	-	-
Long-term debt obligations ¹	1,032,462	1,379,252	96,790	193,579	193,579	895,304
	1,654,680	2,001,470	719,008	193,579	193,579	895,304

1- See Note 7

Management believes that the Company has sufficient funds to meet its obligations and planned expenditures for the ensuing twelve months as they fall due. In assessing whether the going concern assumption is appropriate, management takes into account all available information about the future, which is at least, but not limited to, twelve months from the end of the reporting period.

Financial instruments

The Company has evaluated the fair value of its financial instruments based on the current interest rate environment, related market values and current pricing of financial instruments with comparable terms. The carrying value of its financial instruments is considered to approximate fair value with the exception of long-term debt.

The fair value of the Company's long-term debt was estimated at \$899,501 (US\$684,448) as at October 31, 2018 based on discounted future cash flows, using market interest rates available as at October 31, 2018 (July 31, 2018 - \$907,074 (US\$696,838)).

4 Trade and other receivables

	October 31, 2018 \$	July 31, 2018 \$
Trade	777,682	684,311
Sales tax receivable	55,816	33,719
	833,498	718,030



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5 Inventories

	October 31, 2018	July 31, 2018
	\$	\$
Finished goods – Enzymes	<u>275,640</u>	251,023
Finished goods – Arthritis diagnostic kits	<u>26,922</u>	30,480
Work in process – Enzymes	<u>-</u>	63,465
	<u>302,562</u>	<u>344,968</u>

6 Property, plant, equipment and intangible assets

	October 31, 2018	October 31, 2017
	\$	\$
Opening July 31, 2018 and 2017		
Cost	<u>6,530,188</u>	6,372,057
Accumulated depreciation	<u>(3,759,146)</u>	(3,417,234)
Net book amount	<u>2,771,042</u>	<u>2,954,823</u>
Three-month period ended October 31, 2018 and 2017		
Opening net book amount	<u>2,771,042</u>	2,954,823
Additions	<u>29,985</u>	32,210
Depreciation charge	<u>(71,167)</u>	(60,908)
Effect of exchange rate variations	<u>14,096</u>	48,757
Closing net book amount	<u>2,743,956</u>	<u>2,974,882</u>
Ending October 31, 2018 and 2017		
Cost	<u>6,588,492</u>	6,496,521
Accumulated depreciation	<u>(3,844,536)</u>	(3,521,639)
Net book amount	<u>2,743,956</u>	<u>2,974,882</u>

7 Long-term debt

	October 31, 2018		July 31, 2018	
	US\$	CA\$	US\$	CA\$
Term loan	<u>785,620</u>	<u>1,032,462</u>	795,619	1,035,657
Less: current portion	<u>40,989</u>	<u>53,868</u>	40,553	52,787
	<u>744,631</u>	<u>978,594</u>	<u>755,066</u>	<u>982,870</u>



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8 Expense by nature

	October 31, 2018	October 31,
	\$	2017
	\$	\$
Salaries and benefits expense	667,917	560,506
Share-based compensation expense	7,780	1,415
Board compensation	32,500	27,990
Contracts and collaborators	42,995	27,279
Professional fees	41,143	42,226
Shareholders' relation fees	3,439	3,545
Occupancy costs	92,850	91,168
Insurance	29,101	28,754
Royalties	4,806	5,031
Sales, administration and all other expenses	238,750	226,707
Foreign exchange gain	(23,007)	(82,098)
Finance expense	16,043	15,784
Finance revenue	(10,997)	(5,736)
Changes in inventory allocation, work in process and finished goods	43,727	64,675
Depreciation of property, plant, equipment and intangible assets	71,167	60,908
Other gains	(10,000)	(15,000)
	1,248,214	1,053,154

9 Key management compensation

Key management includes the Company's executives, members of the Audit Committee and the Board of Directors. Compensation awarded to key management included:

	October 31, 2018	October 31,
	\$	2017
	\$	\$
Salaries, share-based compensation and employee benefits	255,744	208,777

10 Segment information and economic dependence

Reliance on key customers

The Company is highly reliant on sales from a small number of customers. During the three-month period ended October 31, 2018, 63% of its sales derived from its three top customers (July 31, 2018 – 64%).



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	October 31, 2018	July 31, 2018
	%	%
Customer A	41	42
Customer B	13	13
Customer C	9	9

Industry

The Company operates in one industry segment: the production and sale of diagnostic products.

Geographic information

The Company has production facilities in Canada and in the United States. The Company's sales by geographic region for the three-month period ended October 31, 2018 and the year ended July 31, 2018 were as follows:

	October 31, 2018	July 31, 2018
	%	%
Canada	13	19
United States	52	56
United Kingdom	20	14
Other	15	11
	100	100

Property, plant and equipment attributed to the countries based on location are as follows:

	October 31, 2018	July 31, 2018
	\$	\$
Canada	1,263,797	1,286,534
United States	1,480,159	1,484,508
	2,743,956	2,771,042

11 Share capital

Issued and fully paid

	October 31, 2018		July 31, 2018	
	Number of shares	Book value \$	Number of shares	Book value \$
Beginning balance	24,773,244	52,672,258	24,703,244	52,660,078
Stock options exercised	-	-	70,000	12,180
Ending balance	24,773,244	52,672,258	24,773,244	52,672,258



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Stock options

The following tables summarize the IBEX stock option plan for the three-month period ended October 31, 2018 and the year ended July 31, 2018:

	October 31, 2018		July 31, 2018	
	Number of options	Weighted average exercise price \$	Number of options	Weighted average exercise price \$
Beginning balance	1,505,000	0.21	1,020,000	0.19
Granted	-	-	775,000	0.20
Exercised	-	-	(70,000)	0.10
Expired	-	-	(220,000)	0.13
Ending balance	1,505,000	0.21	1,505,000	0.21

The following table summarizes the IBEX stock options outstanding as at October 31, 2018:

Options outstanding and currently exercisable			
Exercise prices \$	Number outstanding	Number vested and exercisable	Weighted average remaining contractual life (years)
0.05	20,000	20,000	5.14
0.08	50,000	50,000	4.67
0.20	775,000	375,000	9.14
0.23	550,000	550,000	1.13
0.24	110,000	92,500	8.14
	1,505,000	1,087,500	