



## **Abacus Health Products, Inc.**

**Condensed Interim Consolidated Financial Statements  
For the Three and Nine Month Periods Ended September 30, 2019 and 2018  
(expressed in U.S. dollars)  
(unaudited)**

The condensed interim consolidated financial statements which are included in this report have not been subject to a review by the Company's external auditors.

# Abacus Health Products, Inc.

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**For the Three and Nine Month Periods Ended September 30, 2019 and 2018**  
**(expressed in U.S. dollars)**  
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# Abacus Health Products, Inc.

## Condensed Interim Consolidated Statements of Financial Position As at September 30, 2019 and December 31, 2018 (expressed in U.S. dollars)

	Note	September 30, 2019 (unaudited)	December 31, 2018 (audited)
<b>ASSETS</b>			
<b>Current assets</b>			
Cash		\$28,239,971	\$3,814,489
Trade receivables		2,727,244	912,601
Advances to supplier	4	2,340,000	-
Inventories	5	2,163,232	1,003,893
Prepaid expenses and other current assets		1,043,648	751,222
Income tax receivable		140,000	-
Due from LLC members	7	-	21,633
<b>Total current assets</b>		<b>36,654,095</b>	<b>6,503,838</b>
<b>Non-current assets</b>			
Deposits		7,825	13,673
Property and equipment	6	405,217	56,749
Right-of-use assets	3	464,677	-
Deferred taxes	15	4,055,402	87,983
Prepaid services		1,996,761	-
<b>Total non-current assets</b>		<b>6,929,882</b>	<b>158,405</b>
<b>Total assets</b>		<b>\$43,583,977</b>	<b>\$6,662,243</b>

See accompanying notes

Approved on behalf of the Board

[signed] Philip C. Henderson \_\_\_\_\_

Director

[signed] Perry Antelman \_\_\_\_\_

Director

**Abacus Health Products, Inc.**  
**Condensed Interim Consolidated Statements of Financial Position**  
**As at September 30, 2019 and December 31, 2018**  
**(expressed in U.S. dollars)**

	Note	September 30, 2019 (unaudited)	December 31, 2018 (audited)
<b>LIABILITIES AND EQUITY</b>			
<b>Current liabilities</b>			
Trade payables	7	\$4,696,147	\$2,473,948
Distributions payable to LLC members	7	-	270,822
Income taxes payable		3,712	7,149
Lease obligations - current portion	3	183,226	-
Derivative financial liability	9,12	2,114,107	1,847,682
<b>Total current liabilities</b>		<b>6,997,192</b>	<b>4,599,601</b>
<b>Non-current liabilities</b>			
Lease obligations	3	288,706	-
Convertible debentures	9	-	2,197,909
<b>Total non-current liabilities</b>		<b>288,706</b>	<b>2,197,909</b>
<b>Total liabilities</b>		<b>7,285,898</b>	<b>6,797,510</b>
<b>Commitments</b>	8		
<b>Shareholders' capital (deficit)</b>			
Share capital	12	46,574,474	4,651
Subscriptions receivable	11	-	(11,850,256)
Contributed surplus		3,256,819	13,236,246
Accumulated other comprehensive income		85,746	456
Accumulated deficit		(13,618,960)	(1,526,364)
<b>Total shareholders' capital (deficit)</b>		<b>36,298,079</b>	<b>(135,267)</b>
<b>Total liabilities and shareholders' capital</b>		<b>\$43,583,977</b>	<b>\$6,662,243</b>

See accompanying notes

**Abacus Health Products, Inc.**  
**Condensed Interim Consolidated Statements of Comprehensive Income (Loss)**  
**For the Three and Nine Month Periods Ended September 30, 2019 and 2018**  
**(expressed in U.S. dollars)**  
**(unaudited)**

		Three Months ended September 30,		Nine Months ended September 30,	
	Note	2019	2018	2019	2018
<b>Revenues</b>	14	\$4,073,928	\$2,064,117	\$11,118,478	\$5,579,000
<b>Cost of sales and expenses</b>					
Cost of sales		1,623,984	839,168	4,271,290	2,298,954
Shipping and delivery		220,192	55,913	425,636	112,217
Salaries, wages and benefits		1,508,471	111,143	4,331,907	128,996
Management services		(17,100)	153,204	77,018	392,820
Marketing and advertising		4,361,625	362,062	8,747,259	670,033
Professional fees		998,514	418,240	2,697,356	616,233
Office and general		514,845	56,393	1,352,032	74,975
Depreciation and amortization	3	72,913	976	155,089	1,317
Research and development		62,567	25,550	520,959	42,851
<b>Total cost of sales and expenses</b>		9,346,011	2,022,649	22,578,546	4,338,396
<b>Income (loss) before other expenses and income taxes</b>		(5,272,083)	41,468	(11,460,068)	1,240,604
<b>Other income (expense)</b>					
Interest income		116,903	-	246,550	-
Interest and bank charges		(60,143)	(106,976)	(499,278)	(158,537)
Foreign exchange loss		(44,463)	(37,354)	(249,072)	(37,354)
Loss on debenture conversion		-	-	(572,619)	-
Reverse take-over listing expense	11	-	-	(1,755,174)	-
Change in fair value income (loss)	9,12	3,055,181	-	(1,755,351)	-
<b>Total other income (expense)</b>		3,067,478	(144,330)	(4,584,944)	(195,891)
<b>Income (loss) before income taxes</b>		(2,204,605)	(102,862)	(16,045,012)	1,044,713
Tax provision	15	2,211,261	-	3,952,416	-
<b>Net income (loss)</b>		6,656	(102,862)	(12,092,596)	1,044,713
<b>Other comprehensive income</b>					
Foreign currency translation adjustment		51,928	-	85,290	-
<b>Total other comprehensive income</b>		51,928	-	85,290	-
<b>Net and comprehensive income (loss)</b>		\$ 58,584	\$ (102,862)	\$(12,007,306)	\$1,044,713
Attributable to shareholders		\$ 58,584	\$ (102,862)	\$(12,007,306)	\$ (102,862)
Attributable to LLC members		-	-	-	\$1,147,575
<b>Basic and diluted weighted average number of shares outstanding</b>					
Basic		21,387,499	N/A	18,857,181	N/A
Diluted		22,927,470	N/A	18,857,181	N/A
<b>Earnings (loss) per share</b>					
Basic		\$0.00	N/A	\$(0.64)	N/A
Diluted		\$0.00	N/A	\$(0.64)	N/A

See accompanying notes

**Abacus Health Products, Inc.**  
**Condensed Interim Consolidated Statements of Equity**  
**(expressed in U.S. dollars)**  
**(unaudited)**

	Note	Member units	Members' capital	Share units	Share capital	Subscriptions receivable	Contributed surplus	Accumulated deficit	Accumulated comprehensive income	Total
<b>Balance, December 31, 2017</b>		307,282	\$ 733,304	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Membership units granted		3,000	60,000	-	-	-	-	-	-	-
Membership units repurchased		(1,250)	(25,000)	-	-	-	-	-	-	-
Distributions		-	(416,000)	-	-	-	-	-	-	-
Net income attributable to LLC members		-	1,147,575	-	-	-	-	-	-	-
Equity conversion	10	(309,032)	(1,499,879)	3,090	3	-	1,499,876	-	-	1,499,879
Net loss		-	-	-	-	-	-	(102,862)	-	(102,862)
<b>Balance, September 30, 2018</b>		-	-	3,090	3	-	1,499,876	(102,862)	-	1,397,017
<b>Balance, December 31, 2018</b>		-	-	1,378,671	4,651	(11,850,256)	13,236,246	(1,526,364)	456	(135,267)
Issuance of subscription receipts	11	-	-	-	728	(2,688,687)	2,512,393	-	-	(175,566)
Issuance of warrants to broker	11	-	-	-	-	-	80,000	-	-	80,000
Issuance of shares in private placement	11	-	-	4,000,000	-	14,538,943	-	-	-	14,538,943
Reverse take-over transaction	11	-	-	302,980	15,908,222	-	(14,772,047)	-	-	1,136,175
Issuance of shares in bought deal	12	-	-	2,464,450	22,516,269	-	-	-	-	22,516,269
Derivative liability on issuance of equity	12	-	-	-	(2,287,660)	-	-	-	-	(2,287,660)
Issuance of warrants to broker	12	-	-	-	-	-	1,537,307	-	-	1,537,307
Conversion of debenture	9	-	-	1,047,119	2,983,516	-	-	-	-	2,983,516
Exercise of warrants	13	-	-	468,139	5,840,956	-	(269,112)	-	-	5,571,844
Voting share exchange	12	-	-	2,059,423	-	-	-	-	-	-
Share-based compensation for services	12, 13	-	-	302,835	1,607,792	-	227,210	-	-	1,835,002
Share-based compensation	13	-	-	-	-	-	704,822	-	-	704,822
Other comprehensive income		-	-	-	-	-	-	-	85,290	85,290
Net loss		-	-	-	-	-	-	(12,092,596)	-	(12,092,596)
<b>Balance, September 30, 2019</b>		-	\$ -	12,023,617	\$ 46,574,474	\$ -	\$ 3,256,819	\$ (13,618,960)	\$ 85,746	\$ 36,298,079

See accompanying notes

**Abacus Health Products, Inc.**  
**Condensed Interim Consolidated Statements of Cash Flows**  
**For the Three and Nine Month Periods Ended September 30, 2019 and 2018**  
**(expressed in U.S. dollars)**  
**(unaudited)**

	Three Months ended September 30,		Nine Months ended September 30,	
	2019	2018	2019	2018
<b>Cash provided by (used for) the following activities:</b>				
<b>Operating activities</b>				
Net and comprehensive income (loss)	\$58,584	\$(102,862)	\$(12,007,306)	\$1,044,713
Depreciation and amortization	72,913	976	155,089	1,317
Stock-based compensation	495,850	-	1,033,251	-
Foreign exchange on foreign denominated liabilities	(20,774)	37,482	77,434	37,482
Interest accretion on convertible debentures	-	27,816	175,291	27,816
Loss on debenture conversion	-	-	572,619	-
Loss (gain) from change in fair value of derivative liability	(3,055,181)	-	1,755,351	-
Reverse take-over listing expense	-	-	1,136,175	-
Deferred income taxes	(2,211,807)	-	(3,967,419)	-
Changes in working capital accounts:				
Trade receivables	(10,589)	(16,607)	(1,814,643)	(672,830)
Advances to supplier	(2,340,000)	-	(2,340,000)	-
Inventories	2,209,371	(305,213)	(1,159,339)	(443,044)
Prepaid expenses and other current assets	628,713	(177,859)	217,386	(262,127)
Prepaid services	(1,000,000)	-	(1,000,000)	-
Income tax receivable	-	-	(140,000)	-
Trade payables	1,186,843	708,211	2,513,865	1,579,649
Income taxes payable	-	-	(3,437)	-
Due from a major LLC member	-	-	-	34,947
<b>Cash flows provided by (used for) operating activities</b>	<b>(3,986,077)</b>	<b>171,944</b>	<b>(14,795,683)</b>	<b>1,347,923</b>
<b>Financing activities</b>				
Proceeds from equity financings, net of transaction costs	-	-	38,207,442	-
Issuance of convertible debentures, net of transaction costs	-	2,908,295	-	2,908,295
Proceeds from warrant exercises	21,364	-	1,755,521	-
Lease payments	(45,019)	-	(96,891)	-
Distributions paid	-	(115,665)	(270,822)	(145,178)
Membership units repurchased	-	-	-	(25,000)
<b>Cash flows provided by (used for) financing activities</b>	<b>(23,655)</b>	<b>2,792,630</b>	<b>39,595,250</b>	<b>2,738,117</b>
<b>Investing activities</b>				
Due from LLC members	22,431	(21,633)	21,633	(21,633)
Deposits	14,371	-	5,848	-
Additions to furniture and equipment	(56,939)	(26,964)	(401,566)	(38,043)
<b>Cash flows provided by (used for) investing activities</b>	<b>(20,137)</b>	<b>(48,597)</b>	<b>(374,085)</b>	<b>(59,676)</b>
<b>Increase (decrease) in cash</b>	<b>(4,029,869)</b>	<b>2,915,977</b>	<b>24,425,482</b>	<b>4,026,364</b>
<b>Cash, beginning of the period</b>	<b>32,269,840</b>	<b>1,455,388</b>	<b>3,814,489</b>	<b>345,001</b>
<b>Cash, end of the period</b>	<b>\$28,239,971</b>	<b>\$4,371,365</b>	<b>\$28,239,971</b>	<b>\$4,371,365</b>

See accompanying notes

**Abacus Health Products, Inc.**  
**Condensed Interim Consolidated Statements of Cash Flows**  
**For the Three and Nine Month Periods Ended September 30, 2019 and 2018**  
**(expressed in U.S. dollars)**  
**(unaudited)**

	Three Months ended September 30,		Nine Months ended September 30,	
	2019	2018	2019	2018
<b>Supplemental disclosure with respect to cash flows</b>				
Interest paid	\$ 241	\$ -	\$239,812	\$ -
Taxes paid	-	-	140,000	-
<b>Supplemental disclosure of non-cash activities</b>				
Lease obligation	-	-	(565,493)	-
Right-of-use assets	-	-	565,493	-
Share capital	-	-	(2,983,516)	-
Convertible debenture	-	-	2,983,516	-
Distributions payable to members	-	-	-	(270,822)
Distributions	-	-	-	270,822
Transaction fees due	-	-	(329,488)	-
Subscriptions receivable	-	-	329,488	-
Due to ultimate LLC members	-	-	-	60,000
Membership units granted	-	-	-	(60,000)

See accompanying notes



**Abacus Health Products, Inc.**  
**Notes to Condensed Interim Consolidated Financial Statements**  
**For the Three and Nine Month Periods Ended September 30, 2019 and 2018**  
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**1. Incorporation and nature of business**

Abacus Health Products, Inc. (the "Company" or "Abacus Canada") is a Canadian corporation governed by the provisions of the *Business Corporations Act* (Ontario) and results from the October 30, 1996 amalgamation of 1194137 Ontario Inc. and Silver Circle Compact Disc Books Inc. to form World Wide Interactive Discs Inc. The Company changed its name to World Wide Co-Generation Inc. on February 13, 2004 and to World Wide Inc. on July 17, 2007. On January 28, 2019, in connection with the reverse take-over transaction discussed in note 11, the Company changed its name to Abacus Health Products, Inc. and became the parent of Abacus US.

Abacus Health Products, Inc. ("Abacus US"), a wholly-owned subsidiary of the Company as a result of the RTO (as defined herein), was originally organized under the name Abacus of Colorado LLC in the state of Delaware on September 2, 2014. In April 2017, Abacus US changed its name to Abacus Health Products LLC. On June 29, 2018, Abacus Health Products LLC converted from a Delaware limited liability corporation to a Delaware corporation and changed its name to Abacus Health Products, Inc. All membership units of Abacus Health Products LLC were converted into common stock of Abacus US.

On July 29, 2018, Abacus US incorporated a wholly-owned subsidiary company, CBD Pharmaceuticals Ltd., in Tel Aviv, Israel. The subsidiary performs marketing, customer service and product development services for the Company.

The 2018 comparative amounts presented in these condensed interim consolidated financial statements are those of Abacus US.

The Company's head office is located at 10 Wanless Avenue, Suite 201, Toronto, Ontario, M4N 1V6 Canada. Its corporate office and principal place of business is located at 25 John A. Cummings Way, Woonsocket, RI, 02895 USA.

The Company develops, markets and sells over-the-counter ("OTC") topical medications with active pharmaceutical ingredients and which contain organic and natural ingredients, including a cannabinoid-rich hemp extract containing cannabidiol ("CBD") from the *Cannabis sativa L* plant. Abacus' products are aimed at the rapidly growing markets for topical pain relief and therapeutic skincare. Utilizing analgesic ingredients permitted by the U.S. Food and Drug Administration ("FDA"), all OTC products are produced in FDA-compliant and audited manufacturing facilities. The Company's CBD-infused formulations provide natural and safe pain relief. A patent has been filed (patent pending) with the intention to protect the Company's core CBD formulations and technology ensuring a safe and healthy delivery of the remedy.

The Company primarily sells two lines of products, CBD CLINIC, marketed to the professional practitioner market, and CBDMEDIC, marketed to the consumer market. CBD CLINIC products are sold exclusively to registered health practitioners such as chiropractors, acupuncturists, massage therapists, physical therapists, naturopaths and osteopaths. CBDMEDIC products are sold directly to consumers through retail outlets, health and fitness locations as well as through an e-commerce platform.

These condensed interim consolidated financial statements have been approved by the Board of Directors for issue on November 20, 2019.

**Abacus Health Products, Inc.**  
**Notes to Condensed Interim Consolidated Financial Statements**  
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**2. Significant accounting policies**

The significant accounting policies that have been applied, on a consistent basis, in the preparation of these condensed interim consolidated financial statements are included in Abacus US audited consolidated financial statements for the year ended December 31, 2018. Those accounting policies have been used throughout all periods presented in the condensed interim consolidated financial statements, except for the accounting standards adopted as at January 1, 2019 discussed in note 3.

**Statement of compliance and functional currency**

These condensed interim consolidated financial statements are for the three and nine month periods ended September 30, 2019 and 2018 and are presented in U.S. dollars which is the functional currency of the parent company. They have been prepared in accordance with IAS 34 *Interim Financial Reporting*. They do not include all of the information required in annual financial statements and should be read in conjunction with the Abacus US consolidated financial statements for the year ended December 31, 2018.

**Basis of consolidation**

These condensed interim consolidated financial statements incorporate the financial statements of the Company and its wholly-owned subsidiary, Abacus US, and Abacus US's wholly-owned subsidiary, CBD Pharmaceuticals Ltd. The accounts of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. Intercompany transactions, balances and unrealized gains or losses on transactions have been eliminated.

**3. New standards adopted as at January 1, 2019**

The Company adopted the following accounting standards as at January 1, 2019.

**IFRS 16: Leases**

IFRS 16 supersedes IAS 17 *Leases* and related interpretations and is effective for periods beginning on or after January 1, 2019. The new standard brings most leases on-balance sheet for lessees under a single model, eliminating the distinction between operating and finance leases. Lessor accounting however, remains largely unchanged and the distinction between operating and finance leases is retained. Under IFRS 16, a lessee recognizes a right-of-use asset and a lease liability. The right-of-use asset is treated similarly to other non-financial assets and depreciated accordingly and the liability accrues interest. This will typically produce a front-loaded expense profile (whereas operating leases under IAS 17 would typically have had straight-line expenses) as an assumed linear depreciation of the right-of-use asset and the decreasing interest on the liability will lead to an overall decrease of expense over the reporting period.

The lease liability is initially measured at the present value of the lease payments payable over the lease term, discounted at the rate implicit in the lease if that can be readily determined. If that rate cannot be readily determined, the lessee shall use their incremental borrowing rate. As with IFRS 16's predecessor, IAS 17, lessors classify leases as operating or finance in nature. A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership of an underlying asset. Otherwise a lease is classified as an operating lease.

The Company has elected to apply the retrospective method by setting right-of-use assets based on the lease liability at the date of initial application, adjusted by the amount of any prepaid or accrued lease payments.

**Abacus Health Products, Inc.**  
**Notes to Condensed Interim Consolidated Financial Statements**  
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**3. New standards adopted as at January 1, 2019 (continued)**

On transition to IFRS 16, the Company recognized a right of use asset and lease liability of \$443,650. The recognition of the right of use asset and lease liability are considered non-cash items within the statement of cash flows. When measuring operating lease commitments, the Company used a weighted average rate of 5.5%.

The following table reconciles the Company's operating lease commitments as at December 31, 2018 as previously disclosed in the audited consolidated financial statements of Abacus US, to the lease obligations recognized on initial application of IFRS 16 on January 1, 2019:

Operating lease commitments as at December 31, 2018	\$599,000
Effect of discounting using the incremental borrowing rate	(22,597)
Lease contract for where right-of-use has not commenced	(132,753)
Lease liability recognized as at January 1, 2019	\$443,650

**IFRIC 23: Uncertainty over Income Tax Treatments**

IFRIC 23 clarifies application of recognition and measurement requirements in IAS 12 *Income Taxes* when there is uncertainty over income tax treatments. The Interpretation specifically addresses whether an entity considers uncertain tax treatments separately, the assumptions an entity makes about the examination of tax treatments by taxation authorities, how an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates and how an entity considers changes in facts and circumstances.

The amendments are effective for annual periods beginning on or after January 1, 2019. The Company has adopted the new interpretation with no impact on the interim condensed consolidated financial statements.

**4. Restatement of inventory**

During the period ended September 30, 2019, the Company discovered that it had been erroneously invoiced for purchases of finished goods during 2019 from Aidance. As a consequence, the inventory balances as of March 31, 2019 and June 30, 2019 were overstated. Management has estimated the value of the invoices at \$2,340,000 and has reflected this amount as Advances to Supplier in the condensed interim consolidated statement of financial position. Management believes the amounts will be settled within twelve months.

**5. Inventories**

	September 30, 2019	December 31, 2018
Raw materials	\$ 396,688	\$ 420,000
Finished goods	1,766,544	583,893
	<b>\$2,163,232</b>	<b>\$1,003,893</b>

For the three month periods ended September 30, 2019 and 2018, inventory recognized as an expense amounted to \$1,623,984 and \$839,168, respectively. For the nine month periods ended September 30,

**Abacus Health Products, Inc.**  
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**5. Inventories (continued)**

2019 and 2018, inventory recognized as an expense amounted to \$4,271,290 and \$2,298,954, respectively.

**6. Property and equipment**

The following table shows the movement in property and equipment:

<b>Gross carrying amount</b>	
Balance at December 31, 2017	\$ -
Additions	62,714
Balance at December 31, 2018	62,714
Additions	401,566
Balance at September 30, 2019	464,280
<b>Depreciation and impairment</b>	
Balance at December 31, 2017	-
Depreciation	(5,965)
Balance at December 31, 2018	(5,965)
Depreciation	(53,098)
Balance at September 30, 2019	(59,063)
Carrying amount at December 31, 2018	\$ 56,749
Carrying amount at September 30, 2019	\$ 405,217

**7. Related party transactions**

Aidance Skincare & Topical Solutions, LLC ("Aidance") is the manufacturer of nearly all of the Company's products. Prior to 2019, Aidance owned a majority interest in Abacus US. In January 2019, Aidance distributed to its members a significant portion of its Abacus US shares reducing its overall percentage of ownership in Abacus US to less than 10% of the outstanding voting securities. The Company's Chief Executive Officer serves Aidance in a similar capacity and is an Aidance Member and Director. Additionally, Aidance's Board of Directors includes an Abacus Director and an Abacus shareholder both of whom are Aidance Members.

On June 29, 2018, Abacus US signed a manufacturing, fulfillment and business service agreement with Aidance pursuant to which Abacus US shall not order less than 80%, 70% and 50% of the prior annual orders for contract year one, two, three and beyond, respectively. Either Aidance or Abacus US may terminate the agreement at any time. Aidance would continue supplying merchandise for a 12-month period subsequent to the date of termination. In the event that Abacus US terminates the agreement, Abacus US shall pay a one-time lump sum buyout payment equal to 15%, 11%, and 8% of the Abacus US' total net sales in year one, two and three, respectively.

**Abacus Health Products, Inc.**  
**Notes to Condensed Interim Consolidated Financial Statements**  
**For the Three and Nine Month Periods Ended September 30, 2019 and 2018**  
**(expressed in U.S. dollars)**  
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**7. Related party transactions (continued)**

The table below summarizes the Company's related party transactions for the following periods:

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2019	2018	2019	2018
<b>Aidance</b>				
Inventory purchases	\$1,794,540	\$ 989,567	\$ 7,377,205	\$2,488,786
Advances	(2,340,000)	-	(2,340,000)	-
Fulfillment services	46,125	-	84,090	-
Management services received	24,900	128,942	148,078	364,103
Management services provided	(42,000)	-	(142,731)	-
	(516,435)	1,118,509	5,126,642	2,852,889
<b>Other Shareholders</b>				
Marketing and advertising	22,287	9,000	185,498	33,000
Professional fees	32,812	8,245	126,552	18,345
	\$ 55,099	\$ 17,245	\$ 312,050	\$ 51,345

As at September 30, 2019 and December 31, 2018, the amounts due to and from related entities are as follows:

	September 30,	December 31,
	2019	2018
Trade payables, Aidance	\$952,249	\$724,081
Trade payables, other shareholders	137	24,157
Advances to supplier, Aidance	2,340,000	-
Trade receivables, Aidance	106,958	-
Distributions payable to LLC members	-	270,822
Due from LLC members	-	21,633

The amounts outstanding are unsecured and will be settled in cash. No guarantees have been given or received. No expense has been recognized in the current or prior years for bad or doubtful debts in respect of the amounts owed by Aidance.

**8. Commitments**

The Company has entered into several agreements which require aggregate payments of \$2,650,000 through October 2020. The remaining minimum annual payments are as follows:

2019	\$1,300,000
2020	1,350,000
	\$2,650,000

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**8. Commitments (continued)**

The Company has also entered into agreements with two service providers that require the Company to issue warrants for the purchase of Subordinate Voting Shares. Such warrants are to be issued each August during the years 2020 through 2023. The aggregate number of warrants to be issued each year will be determined by dividing \$535,000 by the average trading price of the Company's Subordinate Voting Shares during a ten-day period prior to issuance, which average trading price will be the exercise price of the warrants.

**9. Senior secured convertible debenture units**

On August 31, 2018, Abacus US executed senior secured convertible debenture units ("Convertible Debenture Units") agreements with four lenders for gross aggregate proceeds in the amount of CDN\$4,000,000 (\$3,051,716 at inception). The Convertible Debentures (as defined below) mature on August 31, 2020 and shall bear interest at a rate of 10% per annum and shall be payable quarterly in cash.

On May 15, 2019, the Company gave notice to the holders of the Convertible Debentures of its intent to pay cash to settle the outstanding principal balance. The holders exercised their right to receive equity upon settlement. Accordingly, on June 17, 2019, the Company issued 1,047,119 Subordinate Shares in full repayment of the principal of the Convertible Debentures of \$2,983,516. This amount was transferred to share capital.

Each Convertible Debenture Unit of CDN\$1,000 initially consisted of CDN\$1,000 (\$755) principal amount ("Convertible Debenture") and warrants of Abacus US exercisable to purchase common stock equal to CDN\$1,000 divided by the applicable conversion price. The principal amount shall be convertible into common stock at the option of the holder at any time prior to the maturity date. The conversion price per share shall be equal to the price per security issued by Abacus US in a qualified financing (at least CDN\$5,000,000 (\$3,775,580)) multiplied by 0.75.

The Convertible Debentures were secured by a first ranking security on all assets of Abacus US, however, the security was subordinated to existing and future loans from bank lenders to a maximum of CDN\$5,000,000 (\$3,775,580).

Following the completion of a qualified financing, each warrant can be exercised to acquire one common stock for an exercise price equal to the financing price at any time up to two years following the commencement of trading of the Company's common stock. As discussed in note 11, Abacus US completed a qualified financing transaction and RTO in January 2019. Abacus US' Convertible Debentures and Warrants were exchanged for similar instruments of Abacus Canada. The Convertible Debentures were converted into 1,048,371 Subordinate Voting Shares in accordance with their terms. The warrants may be exercised for an equal number of Subordinate Voting Shares for \$3.75 per share ("Debenture Warrants").

At the closing of the financing in August 2018, the number of common shares issuable upon exercise of the warrant and the exercise price were subject to the completion of a future financing. Based on analysis provided by an independent valuation firm, Management initially valued these warrants at \$734,701. Fair value has been subsequently calculated using a Black-Scholes valuation model with the assumptions presented in the following table:

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**9. Senior secured convertible debenture units (continued)**

	Fair Value	Black-Scholes valuation assumptions				
		Exercise price	Market price	Expected volatility	Risk-free interest rate	Expected life
At loan inception	\$ 734,701					
Fair value adjustment	<u>1,112,981</u>	\$3.75	\$3.75	85.74%	2.63%	2.00
Balance at December 31, 2018	1,847,682					
Fair value adjustment	<u>930,401</u>	\$3.75	\$12.62	89.91%	2.24%	1.83
Transfers to share capital	(1,139,778)					
Fair value adjustment	<u>7,601,203</u>	\$3.75	\$12.98	89.91%	2.24%	1.83
Balance at March 31, 2019	9,239,508					
Fair value adjustment	<u>(41,039)</u>	\$3.75	\$12.66	89.91%	2.24%	1.83
Transfers to share capital	(2,676,545)					
Fair value adjustment	<u>(3,412,719)</u>	\$3.75	\$7.47	94.46%	1.84%	1.58
Balance at June 30, 2019	3,109,205					
Fair value adjustment	<u>(1,786,000)</u>	\$3.75	\$4.58	83.88%	1.70%	1.33
Balance at September 30, 2019	<u>\$ 1,323,205</u>					

The components of the Convertible Debentures are as follows:

Face value of the Convertible Debentures at inception	\$ 3,051,716
Transaction costs	(143,420)
Derivative financial liability – warrants	<u>(734,701)</u>
Convertible Debentures at August 31, 2018	2,173,595
Interest accretion	112,623
Foreign exchange adjustment	<u>(88,309)</u>
Convertible Debentures at December 31, 2018	2,197,909
Interest accretion	92,313
Foreign exchange adjustment	<u>45,382</u>
Convertible Debentures at March 31, 2019	2,335,604
Interest accretion	82,978
Foreign exchange adjustment	<u>(7,685)</u>
Loss on debenture conversion	572,619
Debenture settlement	<u>(2,983,516)</u>
Convertible Debentures at June 30, 2019	\$ -

**10. Equity conversion**

On June 29, 2018, Abacus US converted from a Delaware limited liability corporation to a Delaware corporation and changed its name to Abacus Health Products, Inc. All LLC membership units were converted into common stock of Abacus US. Membership units were exchanged at a ratio of one hundred membership units for one share of common stock in Abacus US, resulting in 309,032 membership units being exchanged for 3,090 shares, of which 30,000 membership units were converted into 300 Class C common stock and the remaining 279,032 were converted into 2,790 Class A common stock.

Prior to the equity conversion, Abacus US issued 3,000 units in settlement of amounts due to ultimate LLC members, and 1,250 units were repurchased by Abacus US for \$25,000.

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**11. Private placement and reverse take-over**

**Private placement**

In 2018, Abacus US began a brokered private placement offering of a total of 4,000,000 subscription receipts at \$3.75 per receipt (the "Financing"). In connection with this Financing, Abacus US issued subscription receipts in two tranches, one in 2018 and one in 2019, with proceeds less certain expenses and commissions held in escrow pursuant to the terms of a subscription receipt agreement. The escrow release conditions, among other items, required the completion of a qualified financing transaction.

On December 21, 2018, the first tranche was completed and a total of 3,272,350 subscription receipts were issued for gross proceeds of \$12,271,313. In connection with this tranche, Abacus US incurred costs totaling \$1,506,889 for fees and commissions. The costs include \$656,726 for the value of warrants issued as a commission. The warrants were exercisable for 174,927 Class A common stock at a per share price of \$3.75 ("Commission Warrants"). The warrants expire two years from the closing of the RTO discussed below. At December 31, 2018, Abacus US recorded a subscription receivable in the amount of \$11,850,256 for the expected net cash proceeds of this tranche.

On January 7, 2019, the second tranche was completed and Abacus US issued a total of 727,650 subscription receipts for gross proceeds of \$2,728,687. In connection with this tranche, Abacus US incurred costs totaling \$103,620 for fees and commissions. The costs include \$80,000 for the value of warrants issued as a commission. The warrants were exercisable for 21,000 Class A common shares of Abacus US at per share price \$3.75. The warrants expire two years from the closing of the RTO. Abacus US recorded a subscription receivable in the amount of \$2,688,687 for the expected net cash proceeds of this tranche.

Following the satisfactory completion of the escrow release conditions on January 29, 2019, each subscription receipt was converted immediately prior to the closing of the RTO into one share of Class A common stock of Abacus US.

**Reverse take-over**

On January 29, 2019, Abacus US completed, pursuant to an agreement and plan of merger, its reverse take-over transaction ("RTO") with Abacus Canada (formerly known as World Wide Inc.), a largely inactive mineral exploration company located in Canada. Pursuant to the RTO:

- a) A subsidiary of Abacus Canada was merged with and into Abacus US with Abacus US surviving as a wholly-owned subsidiary of Abacus Canada.
- b) Each outstanding share of Class A common stock of Abacus US, including shares issued upon conversion of the subscription receipts, and shares of Class C common stock of Abacus US was exchanged on a one-for-one basis for Subordinate Voting Shares of Abacus Canada ("Subordinate Voting Shares"). Each outstanding share of Class B common stock of Abacus US was exchanged on a one-to-one basis for Proportionate Voting Shares of Abacus Canada ("Proportionate Voting Shares").
- c) The 2018 Equity Incentive Plan was assumed by Abacus Canada and amended to provide that existing options under the plan will be exercisable for Subordinate Voting Shares.
- d) Each outstanding Abacus US warrant was exchanged for an Abacus Canada warrant exercisable for Subordinate Voting Shares.
- e) Each outstanding Abacus US debenture was exchanged for an Abacus Canada debenture convertible into Subordinate Voting Shares.



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**11. Private placement and reverse take-over (continued)**

Immediately after the closing of the RTO, the shareholders of Abacus US held 5,261,351 Subordinate Voting Shares and 117,320 Proportionate Voting Shares representing 98% of the Company's aggregate voting securities while shareholders of Abacus Canada immediately prior to the closing held 302,980 Subordinate Voting Shares representing 2% of the Company's voting securities. Since Abacus Canada did not meet the definition of a business under IFRS 3 *Business Combinations*, the acquisition was accounted for as a purchase of Abacus Canada's net assets by Abacus US. The consideration paid was determined as an equity-settled share-based payment under IFRS 2 *Share-Based Payment* at the fair value of the equity retained by Abacus Canada shareholders, which was determined to be \$3.75 per share based on Abacus US' Financing.

The Company recorded a listing expense of \$1,755,174 in other expense in the condensed interim consolidated statement of comprehensive loss for the three month period ended March 31, 2019. The details of the listing expense are as follows:

Fair value of consideration paid:	
302,980 Subordinate Voting Shares at \$3.75 per share	\$1,136,175
Fair value of net liabilities of Abacus Canada	14,487
	1,150,662
Transaction costs	604,512
RTO listing expense	<b>\$1,755,174</b>

The net liabilities of Abacus Canada consisted of trade payables of \$23,858 less other current assets of \$9,371.

**12. Share capital**

The Company's authorized share capital consists of an unlimited number of Subordinate Voting Shares and Proportionate Voting Shares. The two classes generally have the same rights, are equal in all respects and are treated if they were shares of one class only. Rights and preferences include the following:

*Conversion rights*

Each Proportionate Voting Share is convertible at the option of the holder into 100 Subordinate Voting Shares. The Board may elect to convert all Proportionate Voting Shares into Subordinate Voting Shares. The right of conversion is subject to certain conditions in order to maintain Abacus Canada's status as a foreign private issuer under U.S. securities laws.

*Voting rights*

Each Subordinate Voting Share is entitled to one vote. Each Proportionate Share is entitled to 100 votes.

*Dividend rights*

Holders of Proportionate Voting Shares and Subordinate Voting Shares are entitled to receive dividends when and if declared by the Board of Directors. Holders of Proportionate Voting Shares are entitled to receive 100 times the amount paid per Subordinate Voting Share.

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**12. Share capital (continued)**

*Liquidation rights*

In the event of a liquidation, shareholders will be entitled to receive on a pro rata basis any net proceeds after settlement of all liabilities.

**Service provider agreements**

On August 26, 2019, as discussed in notes 8 and 13 the Company entered into an agreement with a service provider pursuant to which it issued 283,024 Subordinate Voting Shares. Management calculated a fair market value of \$1,502,613 using the closing price of CDN\$ 7.05 (\$5.31) on the date of the agreement. The fair value was charged to share capital. The Company also entered into an agreement with a second service provider pursuant to which it issued 19,811 Subordinate Voting Shares. Management calculated a fair market value of \$105,179 using the closing price on the date of the agreement. The fair value was charged to share capital.

**Bought deal offering**

On May 8, 2019, the Company issued 2,464,450 units by way of a prospectus offering completed on a bought deal basis at CDN\$14.00 (\$10.40 at receipt) per unit for total gross consideration of \$25,621,788. Each unit consisted of one Subordinate Voting Share and one-half of one Subordinate Voting Share purchase warrant ("Purchase Warrant"). Each Purchase Warrant will be exercisable for one Subordinate Voting Share at an exercise price of CDN\$18.00 (\$13.59) for a period of 36 months following closing. In connection with this offering, the Company incurred costs totalling \$3,105,519 for fees and commissions. The costs include \$1,537,307 of warrants issued as a commission. These warrants are exercisable for 147,867 Subordinate Voting Shares at a per share price of CDN\$14.00 (\$10.57) for a period of 36 months following closing.

The exercise price of the Purchase Warrants was denominated in a price other than the Company's functional currency. In accordance with IAS 32, a share warrant denominated in a price other than an entity's functional currency fails to meet the definition of equity. Accordingly, such an instrument would be accounted for as a derivative liability and measured at fair value with changes in fair value recognized in the consolidated statements of comprehensive income at each period end. On May 8, 2019, the Purchase Warrants commenced trading on the Canadian Securities Exchange under the ticker "ABCS.WT". The fair value of the 1,232,225 Purchase Warrants was determined using the closing price on the date of issuance of CDN\$2.50 (\$1.86) for a total fair value of \$2,287,660. Management has subsequently calculated fair value using the closing price at the end of each period and recorded income from any change in value offset by the fluctuation in exchange rates.

The following table presents the changes in fair value since issuance:

	Fair Value	Market Price
Upon issuance	\$ 2,287,660	CDN\$2.50 (\$1.86)
Fair value adjustment	(267,314)	CDN\$2.21 (\$1.69)
Foreign exchange adjustment	60,511	
Balance at June 30, 2019	2,080,857	
Fair value adjustment	(1,269,181)	CDN\$0.85 (\$0.64)
Foreign exchange adjustment	(20,774)	
Balance at September 30, 2019	\$ 790,902	

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**12. Share capital (continued)**

**Voting share conversion**

During the nine months ended September 30, 2019, holders of 7,086 Proportionate Voting Shares converted their shares into 708,623 Subordinate Voting Shares. At September 30, 2019, 96,517 Proportionate Voting Shares and 11,927,100 Subordinate Voting Shares are issued and outstanding, all as fully paid.

**13. Share-based compensation**

**Stock options**

On December 5, 2018, the Company adopted the Long Term Incentive Plan (the "LTIP") which provides for the issuance of equity-based compensation in the form of stock options, stock appreciation rights, stock awards, stock units, restricted stock units, performance shares, performance units, and other stock-based awards to eligible participants. Eligible participants under the plan include directors, officers, employees and certain consultants of the Company and any of its subsidiaries. The LTIP is administered by the Board of Directors. The terms and conditions of the stock options are determined by the Board.

On June 18, 2019, the shareholders approved a change in LTIP to provide for a 10% "rolling" limit under which the aggregate number of Subordinate Voting Shares reserved for issuance under the LTIP is equal to 10% of the number of Subordinate Voting Shares issued and outstanding from time to time (and calculated assuming the conversion of the Proportionate Voting Shares), less any Subordinate Voting Shares issuable under the Legacy Plan (as defined below). The exercise price of stock option granted under the LTIP shall not be lower than the exercise price permitted by the Canadian Securities Exchange. As at September 30, 2019, an aggregate of 1,310,154 Subordinate Voting Shares are reserved for issuance under the LTIP after giving effect to the number of Subordinate Voting Shares issuable under the Legacy Plan.

On June 30, 2018, Abacus US adopted the 2018 Equity incentive plan (the "Legacy Plan"), which provided for grants of stock options, incentive stock options and non-qualified stock options, stock appreciation rights, restricted stock, restricted stock units or other rights under the Legacy Plan to employees, officers, directors, agents, consultants, advisors and independent contractors of the Company or any parent or subsidiary. The Abacus US Board of Directors established the terms and conditions of any grants under the Legacy Plan.

On October 16, 2018, a total of 802,206 stock options were granted under the Legacy Plan at an exercise price of \$3.0865 per option. These options vest on a quarterly basis over two and three years and expire ten years after grant.

On January 10, 2019, a total of 85,337 stock options were granted under the Legacy Plan at an exercise price of \$3.75 per option. These options vest on a quarterly basis over two and three years and expire ten years after grant. The Company recognizes compensation expense for option grants based on the fair value at the date of grant using the Black-Scholes valuation model. The following assumptions were used to determine the fair value of these option grants: Market price \$3.75, exercise price \$3.75, expected volatility (based on comparables) 92.6% to 97.7%, a risk-free interest rate of 2.54% to 2.59% and an expected life of one to three years.

On September 26, 2019, a total of 884,000 stock options were granted under the LTIP at an exercise price of \$5.09 per option. These options vest on a quarterly basis over three years and expire ten years

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**13. Share-based compensation (continued)**

after grant. The following assumptions were used to determine the fair value of these option grants: Market price \$5.09, exercise price \$5.09, expected volatility (based on comparables) 81.56% to 89.20%, a risk-free interest rate of 1.60% to 1.78% and an expected life of one to three years.

Share-based compensation cost recognized for the three and nine month periods ended September 30, 2019 was \$198,327 and \$704,822 (2018 - \$Nil). At September 30, 2019, the number of option grants outstanding pursuant to the LTIP and the Legacy Plan is 884,000 and 847,729, respectively.

The following table summarizes information regarding the option grants outstanding as of September 30, 2019:

	Number of options	Weighted average exercise price
Balance at December 31, 2017	-	\$ -
Granted	802,206	\$3.09
Balance at December 31, 2018	802,206	\$3.09
Granted	969,337	\$4.97
Forfeited	(39,814)	\$3.64
Balance at September 30, 2019	1,731,729	\$4.13
Exercisable at September 30, 2019	245,406	\$3.11

The weighted average remaining contractual life is 9.5 years. The weighted average grant-date fair value of options granted was \$2.26.

**Stock appreciation rights**

On June 12, 2019, pursuant to the LTIP the Company issued 139,989 stock appreciation rights to certain employees and consultants with a base price of CDN\$9.70 (\$7.32). On August 15, 2019, the Company issued 8,881 stock appreciation rights to an employee with a base price of \$5.66. All awards expire ten years after grant and vest on a quarterly basis over three years. Holders of the awards may exercise vested amounts and receive cash representing the fair market value less base price. At September 30, 2019, the number of vested awards totalled 17,188.

**Warrants**

On February 20, 2019, the Company agreed to issue warrants to a service provider to purchase 35,000 Subordinate Voting Shares for \$8.43 per warrant. The warrants will vest quarterly from the grant date and will expire in five years. The Company recognized compensation expense of \$30,409 during the period ended March 31, 2019 based on the fair value at the date of grant using the Black-Scholes valuation model. The following assumptions were used to determine the fair value: Market price \$8.43, exercise price \$8.43, expected volatility (based on comparables) 87.2%, a risk-free interest rate of 2.50% and an expected life of two years.

During the three month period ended March 31, 2019, holders of Commission Warrants exercised warrants for the purchase of 41,990 Subordinate Voting Shares in exchange for cash proceeds of \$157,462 or \$3.75 per share. A Debenture Warrant holder exercised warrants for the purchase of 118,800 Subordinated Voting Shares for \$445,500. Management calculated a fair market value of \$1,139,778 and recorded a fair value adjustment of \$930,401. The fair value and warrant exercise proceeds were transferred to share capital. Management calculated a fair market value of \$9,239,508

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**13. Share-based compensation (continued)**

as of March 31, 2019 for the remaining 929,571 debenture warrants and recorded a loss from the change in fair value of \$7,601,203.

During the three month period ended June 30, 2019, a holder of Commission Warrants exercised warrants for the purchase of 23,906 Subordinate Voting Shares in exchange for cash proceeds of \$89,648 or \$3.75 per share. A Debenture Warrant holder exercised warrants for the purchase of 277,746 Subordinated Voting Shares for \$1,041,548. Management calculated a fair market value of \$2,676,545 and recorded a gain from the change in fair value adjustment of \$41,039. The fair value and warrant exercise proceeds were transferred to share capital. Management calculated a fair market value of \$3,109,205 as of June 30, 2019 for the remaining 651,825 debenture warrants and recorded a gain from the change in fair value of \$3,412,719.

On August 26, 2019, the Company entered separate agreements with two service providers pursuant to which the Company agreed to issue warrants to purchase 35,666 Subordinate Voting Shares for \$15 per warrant. The warrants will expire in five years. Management calculated the fair value at \$49,696 at the date of grant using the Black-Scholes valuation model. The following assumptions were used to determine the fair value: Market price \$5.31, exercise price \$15, expected volatility (based on comparables) 59.78%, a risk-free interest rate of 1.43% and an expected life of five years. The Company recognized compensation expense of \$4,025 for the services rendered during the period ended September 30, 2019.

As discussed in notes 8 and 12, under the terms of the above agreements the Company agreed to issue warrants each August during the years 2020 through 2023. The aggregate number of warrants to be issued each year will be determined by dividing \$535,000 by an average trading price of the Company's Subordinate Voting Shares during a ten-day period prior to issuance, which average trading price will be the exercise price of the warrants. Management calculated the fair value at \$1,417,475 at the date of the agreements using the Black-Scholes valuation model. The following assumptions were used to determine the fair value: Market price \$5.31, exercise price \$5.31, expected volatility (based on comparables) 60.03% to 70.76%, a risk-free interest rate of 1.46% to 1.52% and an expected life of six to nine years. The Company recognized compensation expense of \$147,105 for the services rendered during the period ended September 30, 2019.

During the three month period ended September 30, 2019, a holder of Commission Warrants exercised warrants for the purchase of 5,697 Subordinate Voting Shares in exchange for cash proceeds of \$21,364 or \$3.75 per share. The fair value and warrant exercise proceeds were transferred to share capital. Management calculated a fair market value of \$3,109,205 as of September 30, 2019 for the remaining 651,825 debenture warrants and recorded a gain from the change in fair value of \$1,786,000.

All outstanding warrants are exercisable. The following table summarizes information regarding the warrants outstanding as of September 30, 2019:

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**13. Share-based compensation (continued)**

	Note	Number of warrants	Weighted average exercise price
Balance at December 31, 2017		-	\$ -
Granted – debenture warrants	9	1,048,371	\$3.75
Granted – commission warrants	11	174,927	\$3.75
Balance at December 31, 2018		1,223,298	\$3.75
Granted – commission warrants	11	21,000	\$3.75
Granted – warrant for services		35,000	\$8.43
Granted – warrant for services		35,666	\$15.00
Granted – commission warrants	12	147,867	\$10.57 (CDN\$14)
Issued – purchase warrants	12	1,232,225	\$13.59 (CDN\$18)
Exercise – debenture warrants	9	(396,546)	\$3.75
Exercise – commission warrants	11	(65,896)	\$3.75
Exercise – commission warrants	11	(5,697)	\$3.75
Balance at September 30, 2019		2,226,917	\$9.90

**14. Revenues**

Revenues from product sales have been recognized at a point in time and result from sales within the United States. The Company's revenues, disaggregated by product line, are as follows:

Product Lines	Three Months ended September 30,		Nine Months ended September 30,	
	2019	2018	2019	2018
CBD CLINIC	\$2,874,443	\$2,014,032	\$ 8,858,154	\$5,506,115
CBDMEDIC	1,199,634	50,085	2,167,044	72,885
Private label	(149)	-	93,280	-
	\$4,073,928	\$2,064,117	\$11,118,478	\$5,579,000

**15. Income taxes**

Prior to the equity conversion discussed in note 10, the net and comprehensive income constituted the income of the previous LLC members. As such, no provisions were made in periods ending prior to June 30, 2018 for any income taxes which may be assessable to the previous LLC members.

Income taxes reported in 2019 differ from the amount computed by applying the statutory rates to the loss before income tax because of permanent differences totalling approximately \$4,604,000. As at September 30, 2019, there were approximately \$10,865,000 tax losses available in the United States for which a deferred tax asset of approximately \$2,865,000 was recorded. These tax losses may be applied against earnings of future years through 2040, subject to certain limitations following a change in ownership.

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**16. Remuneration of directors and key management of the Company**

The table below summarizes the Company's remuneration awarded to directors and senior key management for the following periods:

	Three months ended September 30,		Nine months ended September 30,	
	2019	2018	2019	2018
Wages	\$128,308	\$ -	\$ 381,318	\$ -
Director fees	35,625	-	99,375	-
Consulting fees	52,500	22,000	151,000	61,000
Management fees	-	128,942	-	364,103
Share-based compensation	118,433	-	416,580	-
	<b>\$334,866</b>	<b>\$150,942</b>	<b>\$1,048,273</b>	<b>\$425,103</b>

Prior to 2019, the Company's Chief Executive Officer provided services to the Company as an employee of Aidance. The cost of his services is included in management fees.

**17. Financial instruments and risk management**

The Company is exposed to risks that arise from its use of financial instruments. This note describes the Company's objectives, policies and processes for managing those risks and the methods used to measure them.

**Fair value**

As at September 30, 2019, the Company's financial assets include cash and trade receivables. Financial liabilities include trade payables and derivative financial liability. The carrying amounts of current assets and liabilities approximate their fair value due to their short period to maturity. The derivative financial liability is measured at FVTPL.

The fair value measurement of the Company's financial and non-financial assets and liabilities utilizes market observable inputs and data as far as possible. Inputs used in determining fair value measurements are categorized into different levels based on how observable the inputs used in the valuation technique utilized are (the 'fair value hierarchy'):

- Level 1: Quoted prices in active markets for identical items (unadjusted);
- Level 2: Observable direct or indirect inputs other than Level 1 inputs; and
- Level 3: Unobservable inputs (i.e. not derived from market data).

The classification of an item into the above levels is based on the lowest level of the inputs used that has a significant effect on the fair value measurement of the item. Transfers of items between levels are recognized in the period they occur.

The Company's cash is subject to level 1 valuation. The derivative financial liability is subject to level 3 valuation.

The basis of the valuation of the derivative financial liability is fair value. The derivative financial liability is revalued each period using the Black-Scholes valuation model and quoted market rates. This

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**17. Financial instruments and risk management (continued)**

valuation technique maximizes the use of observable market data where it is available and relies as little as possible on entity specific estimates.

Movement in level 3 liabilities during the current year are as follows:

Derivative financial liability at December 31, 2017	\$ -
Additions	734,701
Loss from change in fair value	1,112,981
Derivative financial liability at December 31, 2018	1,847,682
Transfers to share capital	(3,816,323)
Additions	2,287,660
Foreign currency adjustments	39,737
Loss from change in fair value	3,541,351
Derivative financial liability at September 30, 2019	\$ 3,900,107

The unobservable input with regards to the derivative financial liability is expected volatility. The Company used a rate of 94.46%. Assuming a 10% change in volatility, the resulting fair value would increase by approximately \$91,000.

**Credit risk**

Credit risk is the risk of financial loss to the Company if a customer or counterpart to a financial instrument fails to meet its contractual obligations. Financial instruments that potentially subject the Company to a concentration of credit risk consist of cash and trade receivables. The Company limits its exposure to credit loss on cash by only accepting banks and financial institutions with a minimum "A" rating. As at September 30, 2019, five (2018 - four) of the Company's customers account for 86% (2018 - 83%) of the Company's trade receivables. The Company does not obtain collateral or other security to support the accounts receivable subject to credit risk but mitigates this risk by dealing only with what management believes to be financially sound counterparties and, accordingly, does not anticipate significant loss for non-performance.

**Liquidity risk**

Liquidity risk is the risk that the Company will encounter difficulty in meeting its financial obligations as they fall due. The Company is exposed to liquidity risk primarily from its trade payables and other vendor commitments. The Company believes that its recurring financial resources are adequate to cover all its expenditures. The trade payables will be repaid within the next 12 months.



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**17. Financial instruments and risk management (continued)**

Maturities of the Company's financial liabilities are as follows:

	<b>Contractual cash flows</b>	<b>Less than one year</b>	<b>1-3 years</b>	<b>Greater than 3 years</b>
<b>September 30, 2019</b>				
Trade payables	\$4,696,147	\$4,696,147	\$ -	\$ -
Lease obligations	513,423	212,040	301,383	-
Vendor commitments	2,650,000	1,300,000	1,350,000	-
Total	7,859,570	6,208,187	1,651,383	-
<b>December 31, 2018</b>				
Trade payables	2,473,948	2,473,948	-	-
Distributions payable to LLC members	270,822	270,822	-	-
Convertible debentures	2,932,121	-	2,932,121	-
Total	\$5,676,891	\$2,744,770	\$2,932,121	\$ -

**Foreign exchange risk**

Foreign exchange risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Company has certain monetary liabilities denominated in Canadian dollars. The United States equivalent carrying amounts of these liabilities are as follows:

	<b>September 30, 2019</b>	<b>December 31, 2018</b>
Trade payables	\$ 165,414	\$ 371,917
Derivative liability	790,902	-
Convertible debentures	-	2,197,909
Net monetary liability	\$ 956,316	\$ 2,569,826

The Company has certain monetary assets and liabilities denominated in New Israeli Shekels. The United States equivalent carrying amounts are as follows:

	<b>September 30, 2019</b>	<b>December 31, 2018</b>
Cash	\$ 344,728	\$ 319,062
Trade payables	302,311	204,248
Net monetary liability	\$ 42,417	\$ 114,814

Assuming all other variables remain constant, a fluctuation of +/- 1.0 percent in the exchange rate between the United States dollar and the foreign currencies would impact loss before taxes by less than \$20,000 during the nine months ended September 30, 2019.

To date, the Company has not entered into financial derivative contracts to manage exposure to fluctuations in foreign exchange rates.