

## CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

# **TERRABIOGEN TECHNOLOGIES INC.**

(Expressed in Canadian Dollars)

For the three months ended September 30, 2017

(Unaudited - Prepared by Management)

Notice: These consolidated interim financial statements have been prepared by management and they have not been reviewed by the Company's external auditors

## NOTICE OF NO AUDITOR REVIEW OF CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

The accompanying unaudited condensed consolidated interim financial statements of TerraBioGen Technologies Inc. for the three months ended September 30, 2017 have been prepared by management of the Company and approved by the Company's Audit Committee and the Company's Board of Directors.

Under National Instrument 51-102, Part 4, subsection 4.3 (3)(a), if an auditor has not performed a review of the consolidated interim financial statements, they must be accompanied by a notice indicating that an auditor has not reviewed the financial statements.

The accompanying unaudited condensed consolidated interim financial statements of the Company have been prepared by and are the responsibility of the Company's management.

The Company's independent auditor has not performed a review of these interim financial statements in accordance with standards established by the Canadian institute of Chartered Accountants for a review of interim financial statements by an entity's auditor.

## TERRABIOGEN TECHNOLOGIES INC. CONDENSED CONSOLIDATED INTERIM STATEMENTS OF FINANCIAL POSITION

(Expressed in Canadian Dollars) (Unaudited – Prepared by management)

	ıber 30, 2017	June 30, 2017		
ASSETS				
Current				
Cash	\$	326,179	\$	213,957
Amounts receivable		21,628		15,298
Inventory		23,610		23,610
Deposits and prepaid expenses		1,227		17,497
CURRENT ASSETS		372,644		270,362
Property and equipment		126,976		115,990
Long term assets		47,355		47,355
TOTAL ASSETS	\$	546,975	\$	433,707
LIABILITIES				
Current				
Accounts payable and accrued expenses	\$	264,143	\$	342,022
CURRENT LIABILITIES		264,143		342,022
Deferred rent (Note 6)		9,440		-
Provision for dismantling		6,447		6,447
TOTAL LIABILITIES		280,030		348,469
SHAREHOLDERS' EQUITY				
Share capital (Note 4)		40,478,088		40,478,088
Subscriptions for common shares		384,000		-
Contributed surplus		2,842,421		2,842,421
Deficit		(43,437,564)	(4	3,235,271)
SHAREHOLDERS' EQUITY (DEFICIENCY)		266,945		85,238
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$	546,975	\$	433,707

Nature of Operations and Going Concern (Note 1) Commitments (Note 6) Subsequent Event (Note 8)

Signed on its behalf by:

"Blair Heffelfinger"	
Director	

<u>"Theodore Deuel"</u> Director

## TERRABIOGEN TECHNOLOGIES INC. CONDENSED CONSOLIDATED INTERIM STATEMENTS OF COMPREHENSIVE LOSS

For the Three Months ended September 30 (Expressed in Canadian Dollars)

(Unaudited - prepared by management)

	2017	2016
REVENUE		
Other income	\$ 1,162	\$ -
TOTAL REVENUE	1,162	-
EXPENSES		
Administration	75,673	86,842
Research and development	127,210	111,419
TOTAL EXPENSES	202,883	198,261
Loss before other items	(201,721)	(198,261)
Other items:		
Interest income	86	14
Interest expense	(658)	(1,303)
TOTAL OTHER ITEMS	(572)	(1,289)
NET LOSS AND COMPREHENSIVE LOSS	\$ (202,293)	\$ (199,550)
BASIC AND DILUTED LOSS PER SHARE	\$ (0.09)	\$ (0.10)
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING	2,243,513	1,967,513

## TERRABIOGEN TECHNOLOGIES INC. CONSOLIDATED INTERIM STATEMENTS OF SHAREHOLDERS' DEFICIT

For the Periods Ended September 30 (Expressed in Canadian Dollars)

	Commo	on sl	nares	_						
	Number of Shares		Amount		Commitment to Issue Shares	С	ontributed Surplus	_	Accumulated Deficit	Total
Balance at July 1, 2016	1,967,513	\$	39,656,113	\$	-	\$	2,405,759	\$	(41,955,291)	\$ 106,581
Comprehensive loss for the period			-	_	-		-	_	(199,550)	 (199,550)
Balance at Sept. 30, 2016	1,967,513	\$	39,656,113	\$	-	\$	2,405,759	\$	(42,154,841)	\$ (92,969)
Balance at July 1, 2017	2,243,513	\$	40,478,088	\$	-	\$	2,842,421	\$	(43,235,271)	\$ 85,238
Subscriptions for common shares Comprehensive loss for	-		-		384,000		-		-	384,000
the period			-	-	-		-	-	(202,293)	 (202,293)
Balance at Sept. 30, 2017	2,243,513	\$	40,478,088	\$	384,000	\$	2,842,421	\$	(43,437,564)	\$ 266,945

## TERRABIOGEN TECHNOLOGIES INC. CONSOLIDATED INTERIM STATEMENTS OF CASH FLOWS For the Three Months ended September 30

(Expressed in Canadian Dollars) (Unaudited – prepared by management)

	2017	2016
OPERATIONS		
Net loss	\$ (202,293)	\$ (199,550)
Items not involving cash:		
Depreciation	9,815	17,927
Interest expense	658	1,289
Deferred rent	9,440	-
Accretion on provision for dismantling	-	78
Changes in non-cash working capital balances:	(182,380)	(180,256)
Amounts receivable	(6,330)	2,287
Deposits and prepaid expenses	16,270	5,931
Accounts payable and accrued liabilities	(77,879)	(32,024)
	(250,319)	(204,062)
Interest paid	(658)	(1,289)
CASH USED IN OPERATING ACTIVITIES	(250,977)	(205,351)
INVESTING		
Purchase of property and equipment	(20,801)	(5,283)
CASH USED IN INVEST ACTIVITIES	(20,801)	(5,283)
FINANCING		
Increase in bank loans	-	33,779
Commitment to issue common shares	384,000	-
CASH PROVIDED BY FINANCING ACTIVITIES	384,000	33,779
Increase (decrease) in cash	112,222	(176,855)
Cash, beginning of period	213,957	176,855
CASH AND CASH EQUIVALENTS, end of period	\$ 326,179	\$ -

## TERRABIOGEN TECHNOLOGIES INC. NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS For the Three Months Ended September 30, 2017

(Expressed in Canadian Dollars)

## 1. NATURE OF OPERATIONS AND GOING CONCERN

TerraBioGen Technologies Inc. was incorporated in British Columbia, Canada, on August 17, 1993.

The Company has identified active ingredients that impart growth promotion and disease suppression in plants, and is planning to commercialize this technology. In recent years, the company has increased its research and development capabilities including a lab scale pilot line. The facility in Burnaby, BC is used exclusively for strain screening and development, product formulation, growth room and greenhouse trials, and production of materials for field trials.

These unaudited condensed consolidated interim financial statements have been prepared on a going concern basis. At September 30, 2017, the Company had working capital of \$108,501 (2016 – (\$301,328)), an accumulated deficit of \$43,437,564 (2016 - \$42,154,841), and a net cash outflow from operating activities of \$250,977 for the three months then ended (2016 - \$205,351). These conditions indicate the existence of a material uncertainty which may cast significant doubt about the Company's ability to continue as a going concern. The Company's ability to continue its operations and to realize assets at their carrying values is dependent upon the continued support of its major shareholders, and ultimately, generating profitable operations and positive operating cash flows. Failure to obtain sufficient financing or other appropriate arrangements would require the Company's assets and liabilities to be restated on a liquidation basis which may differ significantly from the going concern basis. These unaudited condensed consolidated interim financial statements do not give effect to any adjustments or disclosures which would be necessary should the Company be unable to continue as a going concern.

The address of the Company's corporate office and principal place of business is 8536 Baxter Place, Burnaby, BC V5A 4T8.

## 2. BASIS OF PRESENTATION

#### **Basis of Presentation**

The unaudited condensed consolidated interim financial statements were prepared using the same accounting policies and methods as those in the Company's consolidated financial statements for the year ended June 30, 2017. These unaudited condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard ("IAS") 34, *Interim Financial Reporting.* Accordingly, certain disclosures normally included in annual financial statements prepared in accordance with International Financial Statements prepared in accordance with International Financial Statements prepared in accordance with International Financial Reporting Standards have been omitted or condensed.

Certain comparative amounts have been reclassified to conform with the financial statement presentation adopted for the current year.

These condensed consolidated interim financial statements should be read in conjunction with the Company's audited consolidated financial statements for the year ended June 30, 2017.

#### **Approval of the Financial Statements**

These unaudited condensed consolidated interim financial statements were approved for issuance by the Board of Directors on November 20, 2017.

(Expressed in Canadian Dollars)

### 2. BASIS OF PRESENTATION (continued)

#### Use of estimates

The preparation of these condensed consolidated financial statements, in compliance with IFRS, requires management to make certain critical accounting estimates. It also requires management to exercise judgment in applying the Company's accounting policies. Significant areas requiring the use of management estimates include the fair value of property and equipment, deferred income tax asset valuations, provision for dismantling, and fair value measurements for financial instruments and share-based compensation. Actual results could differ from those estimates.

## 3. BANK LOAN

The Company has a loan agreement with HSBC Bank Canada under a credit facility. The credit facility consists of a \$100,000 operating loan which bears interest at the bank's prime rate plus 1.25% per annum and is payable on demand. The loan is secured by a general security agreement providing a first security interest in all of the Company's assets and ranks ahead of all other loans. As at September 30, 2017 and as at June 30, 2017, the Company had no outstanding drawings against this credit facility.

### 4. SHARE CAPITAL

### Authorized Share Capital

The Company has authorized share capital of an unlimited number of common shares without par value and an unlimited number of preferred shares without par value. There have been no preferred shares issued as at September 30, 2017.

## Issued and outstanding: See Consolidated Statement of Changes in Shareholders' Equity

Since July 1, 2016, the following share transactions occurred:

- a) On January 24, 2017, the Company issued 84,000 units at \$5.00 per unit for gross proceeds of \$420,000. Each unit consists of one common share and one warrant exercisable at \$6.00 per share until January 23, 2022.
- b) On May 30, 2017, the Company issued 192,000 units for gross proceeds of \$576,000. Each Unit consists of one common share and one warrant exercisable at \$5.00 per share expiring until May 29, 2022.

**Warrants** – Details of share purchase warrants during the periods ended September 30, 2017 and June 30, 2017 are as follows:

	Three Months Ended Sept. 30, 2017 Y			Year Ende	ar Ended June 30, 2017		
		Weighted Av	erage		Weighted Average		
	Number	Exercise P	rice	Number	Exercise Price		
Outstanding, beginning of period	869,125	\$	8.93	593,125	\$ 10.62		
Issued	-		-	276,000	5.30		
Outstanding, end of period	869,125	\$	8.93	869,125	\$ 8.93		

## 4. SHARE CAPITAL (continued)

As at September 30, 2017, the Company had share purchase warrants outstanding and exercisable as follows:

Number of Warra and Exe				
		Exercise Price		Weighted average
Sept. 30, 2017	June 30, 2017	per Share	Expiry Date	Remaining Life
90,000	90,000	\$12.00	March 7, 2018	0.43 years
46,000	46,000	\$12.00	May 31, 2018	0.67 years
43,000	43,000	\$12.00	Sept. 5, 2018	0.93 years
42,000	42,000	\$12.00	Oct. 25, 2018	1.07 years
8,123	8,123	\$12.00	Oct. 31, 2018	1.08 years
21,000	21,000	\$12.00	Jan. 22, 2019	1.31 years
21,000	21,000	\$12.00	April 24, 2019	1.56 years
21,000	21,000	\$12.00	June 10, 2019	1.69 years
21,000	21,000	\$12.00	Sept. 8, 2019	1.94 years
42,000	42,000	\$12.00	Dec. 28, 2019	2.24 years
42,000	42,000	\$12.00	Feb. 18, 2020	2.39 years
42,000	42,000	\$12.00	July 12, 2020	2.78 years
84,000	84,000	\$6.00	Dec. 28, 2020	3.25 years
70,002	70,002	\$7.50	May 5, 2021	3.60 years
84,000	84,000	\$6.00	Jan. 23,2022	4.32 years
192,000	192,000	\$5.00	May 29, 2022	4.67 years
869,125	869,125			2.75 years

The Company uses the Black-Scholes pricing model to estimate the fair value of share purchase warrants. The fair value of the warrants as estimated using the Black-Scholes pricing model also considers a discount factor due to the lack of liquidity of the warrants. The model requires management to make estimates which are subjective and may not be representative of actual results. Changes in assumptions can materially affect estimates of fair values. For purposes of the calculation, the following weighted average assumptions were used:

	Three months ended Sept. 30, 2017	Year ended June 30, 2017
Risk-free interest rate	-	0.99%
Expected dividend yield	-	0%
Expected stock price volatility	-	67%
Expected life of warrants	-	5.00 years

The weighted average fair value of the warrants issued during the period was \$nil (year ended June 30, 2017 - \$0.75).

(Expressed in Canadian Dollars)

### 4. SHARE CAPITAL (continued)

#### Stock options

The Company grants stock options to directors, officers, employees and consultants as compensation for services, pursuant to its Incentive Stock Option Plan (the "Plan") instituted in 1999 and amended, most recently in July 2010. Options issued pursuant to the Plan have an exercise price as determined by the Board. Options have a maximum expiry period of ten years from the grant date. The number of options, which may be issued under the plan, is limited to no more than 10% of the Company's issued and outstanding shares on the grant date. The aggregate number of options granted to any one optionee in a twelve-month period is limited to 5% of the Company's issued shares at the time the options are granted. Options granted under the plan are subject to vesting terms determined by the Board.

A summary of the Company's share options at September 30, 2017 and June 30, 2017 and the changes for the periods ended on those dates is presented below:

		e months ended ember 30, 2017	Year	ended June 30, 2017
	Options Outstanding	Weighted Average Exercise Price	Options Outstanding	Weighted Average Exercise Price
Opening balance	177,000	\$5.00	5,000	\$12.00
Forfeited or expired Granted	-	-	(5,000) 177,000	(12.00) 5.00
Ending balance	177,000	\$5.00	177,000	\$5.00

The Company had the following share options outstanding and exercisable:

September 30, 2017					
Qua	ntity	Exercise		Weighted Average	
Outstanding	Exercisable	Price	Expiry Date	Remaining Life	
90,000	90,000	\$5.00	Mar. 20, 2027	9.48 years	
87,000	87,000	\$5.00	May 23, 2027	9.65 years	
177,000	177,000			9.56 years	

The Company uses the Black-Scholes pricing model to estimate the fair value of stock options. The fair value of the stock options as estimated using the Black-Scholes pricing model also considers a discount factor due to the lack of liquidity of the stock options. The model requires management to make estimates which are subjective and may not be representative of actual results. Changes in assumptions can materially affect estimates of fair values. For purposes of the calculation, the following weighted average assumptions were used:

	Three months ended Sept. 30, 2017	Year ended June 30, 2017
Risk-free interest rate	-	1.57%
Expected dividend yield	-	0%
Expected stock price volatility	-	86%
Expected life of options	-	10.00 years

(Expressed in Canadian Dollars)

## 5. RELATED PARTY TRANSACTIONS

Related party transactions during the three months ended September 30, 2017:

a) Consulting fees of \$4,193 (2016 - \$4,000) were expensed for services provided by a company controlled by an officer.

b) Accounts payable and accrued expenses include fees payable to directors of \$7,000 (2016 - \$5,200). Fees to directors of \$1,200 (2016 - \$1,400) were expensed during the three months, and no fees (2016 - Nil) were paid to directors during the three months ended September 30, 2017.

## 6. RENT COMMITMENTS

In the year ended June 30, 2013, the Company signed a lease for premises located in Burnaby, British Columbia. The lease was renewed for an additional four-year term in May 2017. The future minimum lease payments are as follows:

2018	\$58,466
2019	91,406
2020	94.500
2021	86,625

The Company paid a security deposit of \$7,612 which will be applied against the final month's rent.

During the first 3 years of the renewed lease, the Company receives free lease periods. The total cost of the lease is spread equally over the full lease term resulting in higher expense than actually paid and deferred rent that will be realized as the rent free months occur.

## 7. GOVERNMENT ASSISTANCE

The Company receives government assistance under a number of government programs. During the three months ended September 30, 2017, the Company filed claims for \$18,900 and these amounts were received after September 30, 2017.

## 8. SUBSEQUENT EVENT

Subsequent to September 30, 2017, the Company closed a non-brokered private placement of 192,000 units at \$3.00 per unit for gross proceeds of \$576,000; \$384,000 of these funds had been received by September 30, 2017. Each unit consists of one common share and one warrant exercisable at \$5.00 per share expiring in five years.



## TERRABIOGEN TECHNOLOGIES INC.

## **MANAGEMENT DISCUSSION & ANALYSIS**

For the three months ended September 30, 2017

This discussion and analysis of financial position and results of operations is prepared as at November 20, 2017. The Management's Discussion and Analysis ("MD&A") should be read in conjunction with the audited consolidated financial statements of TerraBioGen Technologies Inc. (the "Company") as at and for the year ended June 30, 2017 and the unaudited condensed consolidated financial statements for the three months ended September 30, 2017 and related notes thereof which have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board. Except as otherwise disclosed, all dollar figures included therein and the following MD&A are quoted in Canadian dollars. Additional information relevant to the Company's activities can be found on SEDAR at <u>www.sedar.com</u> or the Company's website at <u>www.terrabiogen.com</u>.

## Forward Looking Statements

Certain information included in this discussion may constitute forward-looking statements. Forward-looking statements are based on current expectations and entail various risks and uncertainties. These risks and uncertainties could cause or contribute to actual results that are materially different than those expressed or implied. Forward-looking statements, which involve assumptions and describe our future plans, strategies, and expectations, are generally identifiable by use of the words "may," "will," "should," "expect," "anticipate," "estimate," "believe," "plan," "intend" or "project" or the negative of these words or other variations on these words or comparable terminology. Readers are cautioned regarding statements discussing profitability; growth strategies; anticipated trends in our industry; our future financing plans; and our anticipated needs for working capital.

While it is impossible to identify all such factors, factors that could cause actual results to differ materially from those estimated by us include: inability or delays in achieving its technical development and commercialization milestones, environmental factors that could impact the Company's product field trial performance, delays in achieving regulatory approval of its products, inability or delays in securing the necessary funding to complete the development and commercialization of its products.

The Company disclaims any obligation or intention to update or revise publicly any forward-looking statements, whether as a result of new information, future events, or otherwise, unless required to do so by law.

## Description of the Business

TerraBioGen Technologies Inc. was incorporated in British Columbia, Canada, on August 17, 1993. The Company's common shares were traded on the TSX Venture Exchange until June 11, 2012 when they were delisted at the Company's request.

The Company has developed microbial metabolite bioactive materials that improve plant health and yield, and impart biotics and abiotic stress tolerance in plants. The Company is in the process of commercializing this technology. In recent years, the company has increased its research and development capabilities including a lab scale pilot line. The facility in Burnaby, BC is used exclusively for strain screening and development, product formulation, growth room and greenhouse trials, and production of materials for field trials and commercialization.

The Company is committed to research and development to continue to improve the effectiveness of its technologies, the quality of its products, and the creation of new product lines. Through collaborations with some of the leading agricultural institutes in North America and funding from Canadian national and provincial government programs, TerraBioGen is developing and testing microbial derived bioactive materials that are responsible for the improved crop yields and increase stress tolerance in a wide range of plant varieties. Further, the Company is taking steps to secure intellectual property rights to these bioactive materials and to formulate them in order to fully commercialize their potential.

## **Overall Performance**

The Company is a development company with minimal revenues to date from its activities.

## **Quarterly Financial Results**

	Year ended June 30, 2018	Year ended June 30, 2017			Year ended June 30, 2016			
	Jul- Sep/17 <u>Q1 2018</u>	Apr- Jun/17 <u>Q4 2017</u>	Jan- Mar/17 <u>Q3 2017</u>	Oct- Dec/16 <u>Q2 2017</u>	Jul- Sep/16 <u>Q1 2017</u>	Apr-Jun/16 <u>Q4 2016</u>	Jan- Mar/16 <u>Q3 2016</u>	Oct- Dec/15 <u>Q2 2016</u>
Revenues	\$ 1,162	\$ 1,459	\$ -	\$ -	\$-	\$ -	\$ 1,219	\$ 3,501
Loss before other income (expense)	(201,721)	(537,241)	(258,652)	(282,194)	(198,261)	(318,686)	(277,228)	(275,113)
Net finance expense Gain/loss on sale of assets	(572)	(718) -	(838) -	(787)	(1,289) -	(532) 140	(752) 3,685	(553) (92)
Net Loss Net Loss per share (basic and diluted)	(202,293) \$ (0.09)	(537,959) \$ (0.26)	(259,490) \$ (0.13)	(282,981) \$ (0.14)	(199,550) \$ (0.10)	(319,078) \$ (0.16)	(274,295) \$ (0.15)	(275,758) \$ (0.15)
	Sept. 30/17	<u>June 30/17</u>	<u>Mar. 31/17</u>	Dec. 31/16	<u>Sept. 30/16</u>	<u>June 30/16</u>	<u>Mar. 31/16</u>	Dec. 31/15
Total assets Long term liabilities	\$ 546,975 15,887	\$ 433,707 6,447	\$ 358,131 6,407	\$ 209,513 6,368	\$ 237,509 6,329	\$ 435,226 6,251	\$ 289,626 6,251	\$ 585,932 6,211

## Comparison of the three months ended September 30, 2017 to the three months ended September 30, 2016

During the three months ended September 30, 2017, the Company recorded total expenses of \$202,883, compared to \$198,261 in the prior year. Administration costs decreased by \$10,169, and research and development costs increased by \$15,791.

The administration cost decrease was primarily due to decreases of \$5,447 in wages and management fees and \$8,405 in office expenses. The research and development increase was largely due to a \$11,510 increase in wages and benefits as a result of more hiring of co-op students and a \$4,875 decrease in government assistance.

During the three months ended September 30, 2017, the Company generated miscellaneous income of \$1,162, incurred interest expenses of \$658 and earned interest income of \$82, resulting in a net loss for the three months of \$202,293 or \$0.09 per share. In the previous year, the Company incurred net interest expenses of \$1,303 and earned interest income of \$14, resulting in a net loss for the three months of \$199,550 or \$0.10 per share.

Breakdov	Breakdown of Expenses							
		2017		2016				
ADMINISTRATION:								
Wages and management fees	\$	38,932	\$	44,379				
Depreciation		1,242 - 738 23,232 1,200		6,944 78 738 31,637 1,400				
Accretion for provision for dismantling								
Professional fees								
Office expenses								
Directors fees and expenses								
Travel & entertainment		2,112		824				
Regulatory fees		1,450		842				
	\$	75,673	\$	86,842				
RESEARCH AND DEVELOPMENT:								
Wages and benefits	\$	80,440	\$	68,930				
Contractors		5,083		4,002				
Growing trials		4,438		7,676				
Rent and utilities		28,454		30,428				
Depreciation		8,573		10,984				
Other expenses		19,122		13,174				
Government assistance		(18,900)		(23,775)				
	\$	127,210	\$	111,419				

## **Breakdown of Expenses**

## Liquidity and Capital Resources

During the three months ended September 30, 2017, the Company spent \$271,778 in cash on operating and investing activities, and received \$384,000 from financing activities, for a net cash inflow of \$122,222, leaving a net cash balance of \$326,179 at September 30, 2017.

At September 30, 2017, the Company had total liabilities of \$280,030, a decrease of \$68,439 from June 30, 2017. The Company had working capital of \$108,501 compared to a deficiency of \$71,660 at June 30, 2017. There are no committed capital expenditures required to meet the Company's planned research and development efforts. The Company signed a new 4 year lease on its premises in Burnaby, expiring on May 31, 2021. The remaining commitment for rent and operating costs is \$330,997 for the remainder of the four year renewal term; the Company paid a security deposit of \$7,612 which will be applied against the final month's rent.

The Company is dependent on cash from new financing activities and a \$100,000 bank line of credit in order to meet its obligations. Until the Company generates significant sales, it will be relying on new financing and any difficulty in raising new funds from these activities will have a significant impact on the Company's ability to operate. The Company anticipates that it will be able to raise new financing to cover its operating needs through private placements.

## Share Capital

In October, the Company completed a private placement of 192,000 units at \$3.00 per unit for gross proceeds of \$576,000. Each unit consisted of one common share and one warrant exercisable at \$5.00 per share expiring in five years. As.at November 20, 2017, the Company has 2,435,513 common shares issued and outstanding for a total of \$41,054,088 in share capital. There are 1,061,125 warrants exercisable into common shares at a weighted average exercise price of \$7.70 and 177,000 stock options exercisable into common shares at a weighted average exercise price of \$5.00.

## Off Balance Sheet Arrangements

To the best of management's knowledge, there are no off-balance sheet arrangements that have, or are reasonably likely to have, a current or future effect on the results of operations or financial condition of the Company.

## **Business Development**

The Company's focus has been the development, formulation and launch of its first generation product, TerraBioGen LCFX and its next generation products. The Company has pre-marketed LCFX to select, influential Canadian commercial greenhouse vegetable growers. Based on the results of the pre-market trials, the Company is further improving its formulations to optimize performance and is repeating trials to confirm product formulation efficacy. To support the launch of LCFX, the Company is collaborating with Canada's National Research Council, the University of Guelph, and McMaster University in understanding the mechanism of action of its bioactive materials.

The Company continues to conduct extensive research on its next generation of microbial metabolite bioactive materials through strain development and characterization, process optimization and formulation. The Company is working closely with grower/cooperator partners to ensure that the products are well formulated and effective.

## Patents 1 1

In September 2016, the Company filed a provisional patent with the US Patent and Trademark Office for its lead strain with claims covering production process and product formulation, and product application and performance on a wide variety of crops. The Company had until the end of September 2017 to file the full patent with the USPTO and PCT. However, the Company decided to postpone filing in order to incorporate further technical improvements through a renewed provisional patent.

## Transactions with Related Parties

During the three months ended September 30, 2017, the Company paid fees of \$4,193 for accounting and financial services to a company controlled by an officer. Also, directors receive a fee of \$200 for each meeting or committee meeting attended; directors' fees of \$1,200 were expensed during the three months ended September 30, 2017, and \$7,000 is owed to directors and is included in accounts payable and accrued liabilities at September 30, 2017.

## Critical Accounting Estimates and Judgments

The preparation of these consolidated financial statements requires management to make certain critical accounting estimates and assumptions that affect the application of accounting policies and the reported amount of assets, liabilities, income and expenses. It also requires management to exercise judgment in applying the Company's accounting policies. Significant areas requiring the use of management estimates include the fair value measurements for equity instruments. Actual results could differ from those estimates.

Information about assumptions and estimation uncertainties in applying accounting policies that have the most significant effect on the amounts recognized in the consolidated financial statements are included in the following notes:

• Note 11 Share capital – fair value measurements for equity instruments

Information about critical judgments that management has made in applying the Company's accounting policies that have the most significant effect on the amounts recognized in the consolidated financial statements include the going concern assessment, the classification of financial instruments, the applicability of government assistance programs, and the determination of cash generating units for purposes of impairment testing.

## **Changes in Accounting Polices**

## New standards and interpretations not yet adopted

The following is an overview of accounting standard changes that the Company will be required to adopt in future years. The Company does not expect to adopt any of these standards before their effective dates. The Company continues to evaluate the impact of these standards on its consolidated financial statements.

(a) IFRS 9 - Financial Instruments:

On July 24, 2014 the IASB issued the complete IFRS 9 (IFRS 9 (2014)).

IFRS 9 (2014) introduces new requirements for the classification and measurement of financial assets. Under IFRS 9 (2014), financial assets are classified and measured based on the business model in which they are held and the characteristics of their contractual cash flows.

The standard introduces additional changes relating to financial liabilities.

It also amends the impairment model by introducing a new 'expected credit loss' model for calculating impairment.

IFRS 9 (2014) also includes a new general hedge accounting standard which aligns hedge accounting more closely with risk management.

The mandatory effective date of IFRS 9 is for annual periods beginning on or after January 1, 2018 and must be applied retrospectively with some exemptions. Early adoption is permitted. The restatement of prior periods is not required and is only permitted if information is available without the use of hindsight.

The Company intends to adopt IFRS 9 (2014) in its financial statements for the annual period beginning on July 1, 2018. The extent of the impact of adoption of the standard has not yet been determined.

## (b) IFRS 15 Revenue from Contracts with Customers

On May 28, 2014 the IASB issued IFRS 15 Revenue from Contracts with Customers. The new standard is effective for annual periods beginning on or after January 1, 2017. On July 22, 2015, the IASB deferred the effective date of this standard to January 1, 2018 with earlier adoption permitted. The standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized.

The Company intends to adopt IFRS 15 in its financial statements for the annual period beginning on July 1, 2018. The extent of the impact of adoption of the standard has not yet been determined.

## (c) IFRS 16 Leases

In January 2016, the IASB issued IFRS 16 – Leases, which supersedes IAS 17 – Leases. IFRS 16 establishes principals for the recognition, measurements presentation and disclosure of leases. The standard establishes a single model for lessees to bring leases on balance sheet while lessor accounting remains largely unchanged and retains the finance and operation lease distinctions. IFRS 16 is effective for annual periods beginning on or after January 1, 2019 with earlier adoption permitted, but only if also applying IFRS 15 – Revenue from Contracts with Customers.

## **Financial Instruments**

The Company's financial instruments consist of cash, amounts receivable and accounts payables and accrued liabilities. The fair values of these financial instruments approximate carrying value because of their short-term nature. Cash and government grants receivable are classified as loans and receivables, which are measured at amortized cost. Accounts payable, accrued liabilities and customer deposits are classified as other financial liabilities and are measured at amortized cost.

The Company's risk exposures and the impact on the Company's financial instruments are summarized below:

## Foreign exchange risk

Most of the Company's operating expenditures are denominated in Canadian dollars and certain operating expenses are in United States dollars. The Company's exposure to foreign currency risk arises primarily on fluctuations between the Canadian dollar and the United States dollar.

The Company has not entered into any derivative instruments to manage foreign exchange fluctuations.

At September 30, 2017 and June 30, 2017, a change of 10% +/- in the US dollar would not result in a significant impact in the statements of loss and comprehensive loss.

#### Interest rate risk

The Company is subject to interest on its bank loans which are at negotiated rates of interest. Significant increase in these interest rates would result in increased costs for the Company.

#### Credit risk

Credit risk is the risk of an unexpected loss if a counterparty to a financial instrument fails to meet its contractual obligations. The credit risk associated with cash is believed to be minimal as cash is on deposit with Canadian banks that are believed to be creditworthy. Amounts receivable is comprised primarily of amounts due from the Government of Canada. The Company does not believe it is exposed to significant credit risk.

## Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company manages liquidity risk through the management of its capital structure and financial leverage as outlined above.

The Company monitors its ability to meet its short-term operating expenditures by raising additional funds through share issuance when required. All of the Company's financial liabilities have contractual maturities of 30 days or are subject to normal trade terms.

## **Reclassifications**

Certain comparative figures have been reclassified to conform with the financial statement presentation adopted for the current year.

## Additional Information

Additional information about TerraBioGen Technologies Inc. can be found on SEDAR at <u>www.sedar.com</u> or on the Company's website at <u>www.TerraBioGen.com</u>.