



IBEX Technologies Inc. / Technologies IBEX Inc.
Unaudited Condensed Interim Consolidated Financial Statements
First Quarter ended October 31, 2017 and 2016

Condensed Interim Consolidated Financial Statements

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

Management's Statement of Responsibility for Financial Information

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

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

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

Paul Baehr
President and Chief Executive Officer

Montréal, Canada
December 14, 2017

Richard Collin, CPA, CA
Director of Finance

Montréal, Canada
December 14, 2017

**IBEX Technologies Inc. / Technologies IBEX Inc.**Unaudited Condensed Interim Consolidated Financial Statements
First Quarter ended October 31, 2017 and year ended July 31, 2017**Condensed Interim Consolidated Statements of Financial Position**

In Canadian dollars

	Notes	October 31, 2017 \$	July 31, 2017 \$
Assets			
Current assets			
Cash and cash equivalents		3,108,941	3,004,627
Trade and other receivables	4	744,785	544,166
Inventories	5	417,635	478,357
Prepaid expenses		119,375	109,463
Total current assets		4,390,736	4,136,613
Non-current assets			
Property, plant, equipment and intangible assets	6	2,974,882	2,954,823
Deferred income tax assets		2,443,327	2,443,327
Total assets		9,808,945	9,534,763
Liabilities			
Current liabilities			
Trade and other payables		838,906	739,241
Current portion of long-term debt	7	50,440	48,317
Total current liabilities		889,346	787,558
Non-current liabilities			
Long-term debt	7	1,013,154	993,536
Total non-current liabilities		1,013,154	993,536
Total liabilities		1,902,500	1,781,094
Equity			
Share capital	11	52,660,078	52,660,078
Contributed surplus		586,574	585,159
Deficit		(45,819,778)	(45,949,637)
Accumulated other comprehensive income		479,571	458,069
		7,906,445	7,753,669
Total liabilities and equity		9,808,945	9,534,763

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



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Condensed Interim Consolidated Statements of Changes in Equity

In Canadian dollars

	Notes	Share capital \$	Contributed surplus \$	Deficit \$	Accumulated other comprehensive income \$	Total \$
As at July 31, 2017		52,660,078	585,159	(45,949,637)	458,069	7,753,669
Share-based compensation		-	1,415	-	-	1,415
Net earnings		-	-	129,859	-	129,859
Cumulative translation adjustments		-	-	-	21,502	21,502
As at October 31, 2017		52,660,078	586,574	(45,819,778)	479,571	7,906,445
As at July 31, 2016		52,660,078	568,633	(48,931,476)	481,506	4,778,741
Net earnings		-	-	198,888	-	198,888
Cumulative translation adjustments		-	-	-	30,744	30,744
As at October 31, 2016		52,660,078	568,633	(48,732,588)	512,250	5,008,373

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Condensed Interim Consolidated Statements of Earnings and Comprehensive Income

In Canadian dollars

	Notes	For the three-month period ended October 31, 2017	For the three-month period ended October 31, 2016
		\$	\$
Revenues		1,183,013	1,210,574
Cost of sales	8	673,122	611,684
Research and development expenses	8	47,065	56,214
Selling, general and administrative expenses	8	420,017	398,937
Operating earnings		42,809	143,739
Foreign exchange gain	8	(82,098)	(48,889)
Finance expenses	8	10,048	15,719
Other gains – net	8	(15,000)	(21,979)
Earnings before income taxes		129,859	198,888
Provision for income taxes		-	-
Net earnings		129,859	198,888
Other comprehensive income			
Foreign currency translation adjustments – gain		21,502	30,744
Comprehensive income		151,361	229,632
Basic and diluted net earnings per share	2	0.01	0.01

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Condensed Interim Consolidated Statements of Cash Flows

In Canadian dollars

	Notes	For the three-month period ended October 31, 2017 \$	For the three-month period ended October 31, 2016 \$
Cash flows generated from operating activities			
Net earnings		129,859	198,888
Adjustments for non-cash income and expenses			
Depreciation of property, plant, equipment and intangible assets	6	60,908	71,583
Stock-based compensation expense		1,415	-
		192,182	270,471
Changes in non-cash working capital balances			
Increase in trade and other receivables		(195,259)	(279,080)
Decrease in inventories		64,231	100,440
Increase in prepaid expenses		(8,793)	(24,740)
Increase in trade and other payables		96,091	82,476
Net changes in non-cash working capital balances		(43,730)	(120,904)
Net cash generated from operating activities		148,452	149,567
Cash flows used in investing activities			
Purchase of property, plant and equipment	6	(28,724)	(155,432)
Purchase of intangible assets	6	(3,486)	-
Net cash used in investing activities		(32,210)	(155,432)
Cash flows used in financing activities			
Repayment of long-term debt	7	(11,928)	(11,592)
Net cash used in financing activities		(11,928)	(11,592)
Net increase in cash and cash equivalents		104,314	(17,457)
Cash and cash equivalents at beginning of year		3,004,627	2,899,622
Cash and cash equivalents at end of quarter		3,108,941	2,882,165
Interest paid		11,160	12,639
Interest received		5,642	1,406

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

Notes to Unaudited Condensed Interim Consolidated Financial Statements

1 General information

IBEX Technologies Inc. / Technologies IBEX Inc. (“IBEX” or the “Company”), through its wholly owned subsidiaries, manufactures and markets enzymes for biomedical use. IBEX also manufactures and markets a series of arthritis assays which are widely used in osteoarthritis research. These unaudited condensed interim consolidated financial statements were authorized for issue by the Board of Directors on December 14, 2017 and were signed on its behalf.

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

2 Summary of significant accounting policies

Basis of presentation

These unaudited condensed interim consolidated financial statements (“interim financial statements”) were prepared in accordance with International Financial Reporting Standards (“IFRS”), as issued by the International Accounting Standards Board (“IASB”), and in compliance with International Accounting Standard 34 – Interim Financial Reporting (“IAS 34”). Accordingly, certain information and notes disclosures normally included in the audited annual consolidated financial statements have been omitted or condensed. These interim financial statements should be read in conjunction with the Company’s audited annual consolidated financial statements for the year ended July 31, 2017.

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

Accounting policies

These interim financial statements have been prepared using the same accounting policies as those presented in the Company’s audited annual consolidated financial statements for the year ended July 31, 2017, except as described below.

Accounting standards issued but not yet applied

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

IFRS 9 “Financial Instruments”

In July 2014, the IASB completed IFRS 9, “Financial Instruments”, in its three-part project to replace IAS 39, “Financial Instruments: Recognition and Measurement” with a single approach to determine whether a financial asset is measured at amortized cost or fair value. The standard includes requirements for recognition and measurement, impairment, derecognition and general hedge accounting. The standard is effective for fiscal years beginning on or after January 1, 2018 with earlier adoption permitted. The Company is currently evaluating the impact of this standard on its consolidated financial statements.

IFRS 15 “Revenue from Contracts with Customers”

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



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the IASB deferred the mandatory effective date of IFRS 15 to fiscal years beginning on or after January 1, 2018 with earlier adoption permitted. The Company is currently evaluating the impact of this standard on its consolidated financial statements.

IFRS 16 “Leases”

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

Critical accounting estimates and judgments

The preparation of financial statements requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the Company’s accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements have been set out in *Note 2* of the Company’s audited annual consolidated financial statements for the year ended July 31, 2017 and were the same as those used in the interim financial statements for the quarter ended October 31, 2017.

3 Financial instruments

Currency risk

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

The Company’s objective in managing its foreign currency risk is to minimize its net exposure to foreign currency cash flows by buying, from time to time, forward foreign exchange contracts to hedge a portion of the exposure of its foreign currency cash flows. Foreign exchange contracts will usually have a maturity of less than two years. As at October 31, 2017 and 2016, the Company has no forward foreign exchange contracts outstanding.

The Company is exposed to foreign currency risk primarily as a result of revenues and expenses denominated in US dollars. Financial instruments denominated in foreign currencies as at October 31, 2017 and July 31, 2017 were as follows:

	October 31, 2017		July 31, 2017	
	\$	US\$	\$	US\$
Cash and cash equivalents	1,711,255	1,327,275	1,718,661	1,376,581
Trade and other receivables	510,438	395,903	411,754	329,799
Trade and other payables	41,489	31,179	3,323	2,662

The impact on the Company’s (excluding Bio-Research Products Inc.) financial instruments of a 5% increase in the US dollar exchange rate would be a foreign exchange gain of \$109,010 recorded in net earnings for the three-month period ended October 31, 2017 (July 31, 2017 gain of \$106,355).



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Interest rate risk

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

Given the above, the Company considers the interest rate risk to be low. A 0.5% change in interest rates would not have a material impact on net earnings for the three-month period ended October 31, 2017.

Credit risk

Financial instruments that potentially subject the Company to credit risk include cash and cash equivalents, trade and other receivables and marketable securities. Cash and cash equivalents consist of bank balances and money market funds maintained at financial institutions with high credit ratings. Marketable securities consist of Guaranteed Investment Certificates ("GICs") held at highly rated institutions. The Company's practice is to invest in GICs held at highly rated institutions with maturities at the date of purchase of four months or more. Therefore, the Company considers the risk of non-performance for cash, cash equivalents and marketable securities to be low.

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

The aging of trade receivables as at October 31, 2017 was as follows:

Trade receivables	\$	%
Current	686,300	97
Past due 31–90 days	19,512	3
Over 90 days	-	-
	<u>705,812</u>	<u>100</u>

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

	October 31, 2017	July 31, 2017
	%	%
Customer 1	<u>44</u>	<u>48</u>
Customer 2	<u>28</u>	<u>-</u>
Customer 3	<u>10</u>	<u>15</u>
Customer 4	<u>-</u>	<u>14</u>

Liquidity risk

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



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The following table details the maturities of the financial liabilities as at October 31, 2017.

	Carrying amount \$	Contractual cash flows \$	Less than 1 year \$	Between 1 and 3 years \$	Between 3 and 5 years \$	More than 5 years \$
Trade and other payables	838,906	838,906	838,906	-	-	-
Long-term debt obligations ¹	1,063,594	1,452,945	95,275	190,550	190,550	976,570
	1,902,500	2,291,851	934,181	190,550	190,550	976,570

1- See Note 7

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

Financial instruments

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

The fair value of the Company's long-term debt was estimated at \$979,481 (US\$759,700) as at October 31, 2017 based on discounted future cash flows, using market interest rates available as at October 31, 2017 (July 31, 2017 - \$970,575 (US\$777,393)).

4 Trade and other receivables

	October 31, 2017 \$	July 31, 2017 \$
Trade	705,812	479,416
Sales tax receivable	38,973	64,750
	744,785	544,166

5 Inventories

	October 31, 2017 \$	July 31, 2017 \$
Finished goods – Enzymes	374,274	444,229
Finished goods – Arthritis diagnostic kits	43,361	34,128
	417,635	478,357



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6 Property, plant, equipment and intangible assets

	October 31, 2017 \$	October 31, 2016 \$
Opening July 31, 2017 and 2016		
Cost	6,372,057	5,637,818
Accumulated depreciation	(3,417,234)	(3,263,193)
Net book amount	2,954,823	2,374,625
Three-month period ended October 31, 2017 and 2016		
Opening net book amount	2,954,823	2,374,625
Additions	32,210	155,432
Depreciation charge	(60,908)	(71,583)
Effect of exchange rate variations	48,757	47,777
Closing net book amount	2,974,882	2,506,251
Ending October 31, 2017 and 2016		
Cost	6,496,521	5,873,338
Accumulated depreciation	(3,521,639)	(3,367,087)
Net book amount	2,974,882	2,506,251

7 Long-term debt

	October 31, 2017		July 31, 2017	
	US\$	CA\$	US\$	CA\$
Term loan	824,939	1,063,594	834,484	1,041,853
Less: current portion	39,122	50,440	38,700	48,317
	785,817	1,013,154	795,784	993,536



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8 Expense by nature

	October 31, 2017	October 31,
	\$	2016
		\$
Salaries and benefits expense	560,506	556,508
Share-based compensation expense	1,415	-
Board compensation	27,990	15,400
Contracts and collaborators	27,279	5,211
Professional fees	42,226	39,832
Shareholders' relation fees	3,545	3,570
Occupancy costs	91,168	81,750
Insurance	28,754	27,595
Royalties	5,031	4,052
Sales, administration and all other expenses	226,707	163,042
Foreign exchange gain	(82,098)	(48,889)
Finance expense	10,048	15,719
Changes in inventory allocation, work in process and finished goods	64,675	98,292
Depreciation of property, plant, equipment and intangible assets	60,908	71,583
Other gains – net	(15,000)	(21,979)
	1,053,154	1,011,686

9 Key management compensation

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

	October 31, 2017	October 31,
	\$	2016
		\$
Salaries, share-based compensation and employee benefits	208,777	171,412

10 Segment information and economic dependence

Reliance on key customers

The Company is highly reliant on sales from a small number of customers. During the three-month period ended October 31, 2017, 61% of its sales derived from its three top customers (July 31, 2017 – 70%).

	October 31, 2017	July 31,
	%	2017
		%
Customer A	38	57
Customer B	16	6
Customer C	7	7



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Industry

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

Geographic information

The Company has production facilities in Canada and in the United States. The Company's sales by geographic region for the quarter ended October 31, 2017 and the year ended July 31, 2017 were as follows:

	October 31, 2017	July 31, 2017
	%	%
Canada	<u>17</u>	<u>11</u>
United States	<u>52</u>	<u>71</u>
United Kingdom	<u>21</u>	<u>9</u>
Other	<u>10</u>	<u>9</u>
	<u>100</u>	<u>100</u>

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

	October 31, 2017	July 31, 2017
	\$	\$
Canada	<u>1,435,498</u>	<u>1,421,769</u>
United States	<u>1,539,384</u>	<u>1,533,054</u>
	<u>2,974,882</u>	<u>2,954,823</u>

11 Stock options

The following tables summarize the IBEX stock option plan for the three-month period ended October 31, 2017 and the year ended July 31, 2017:

	October 31, 2017		July 31, 2017	
	Number of options	Weighted average exercise price \$	Number of options	Weighted average exercise price \$
Beginning balance	<u>1,020,000</u>	<u>0.19</u>	<u>1,015,000</u>	<u>0.19</u>
Granted	-	-	105,000	0.24
Expired	-	-	(100,000)	0.23
Ending balance	<u>1,020,000</u>	<u>0.19</u>	<u>1,020,000</u>	<u>0.19</u>



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The following table summarizes the IBEX stock options outstanding as at October 31, 2017:

Options outstanding and currently exercisable			
Exercise prices \$	Number outstanding	Number vested and exercisable	Weighted average remaining contractual life (years)
0.05	20,000	20,000	6.39
0.08	50,000	50,000	5.92
0.10	235,000	235,000	0.65
0.23	600,000	600,000	2.39
0.24	115,000	80,000	8.88
	1, 020,000	985,000	