

# **Covalon Technologies Ltd.**

Management's Discussion and Analysis of Financial  
Condition and Results of Operations

**September 30, 2014**

## **MANAGEMENT'S DISCUSSION & ANALYSIS**

### **For year ended September 30, 2014**

#### **January 23, 2015**

The following discussion of Covalon Technologies Ltd.'s ("Covalon" or the "Company") financial condition and results of operations should be read in conjunction with our audited consolidated financial statements for the year ended September 30, 2014. Additional information on Covalon Technologies Ltd. can be obtained on SEDAR at [www.sedar.com](http://www.sedar.com), as well as the Company's website at [www.covalon.com](http://www.covalon.com). Unless otherwise indicated, all references to the terms "we", "us", "our", "Covalon" and "Company" refer to Covalon Technologies Ltd. and its subsidiaries.

In this MD&A, financial information for the three month periods and years ended September 30, 2014 and 2013 are based on consolidated financial statements of the Company, which were prepared in accordance with International Financial Reporting Standards ("IFRS"), and are presented in Canadian dollars unless otherwise specified. In accordance with its terms of reference, the Audit Committee of the Company's Board of Directors reviews the contents of the MD&A and recommends its approval to the Board of Directors. The Board of Directors approved this MD&A on January 23, 2015. Disclosure contained in this document is current to that date, unless otherwise noted.

#### **Management's Responsibility for Financial Reporting**

The Consolidated Financial Statements and MD&A have been prepared by management, who, when necessary, have made informed judgments and estimates of the outcome of events and transactions with due consideration given to materiality. Management acknowledges its responsibility for the fairness, integrity, and objectivity of all information provided in the consolidated financial statements and in the MD&A thereof. As a means of fulfilling its responsibility, management relies on the Company's system of internal controls. This system has been established to ensure, within reasonable limits, that assets are safeguarded, transactions are properly recorded and are executed with management's authorization, and that the accounting records provide a solid foundation from which to prepare the Consolidated Financial Statements and the MD&A. The Board of Directors carries out its responsibility for the consolidated financial statements principally through its Audit Committee. This committee meets periodically, reviews the scope of the external audit, the adequacy of the systems of internal control and the appropriateness of financial reporting, and then makes its recommendations to the Board of Directors. Based on those recommendations, the Board approves the Consolidated Financial Statements and the MD&A.

#### **Non-IFRS Financial Measures**

In this MD&A, we refer to terms that are not specifically defined under IFRS. These non-IFRS measures may not be comparable to similar measures presented by other companies.

#### **Forward-looking Statements**

This MD&A contains forward-looking statements which reflect the Company's current expectations regarding future events. The forward-looking statements are often, but not always, identified by the use of words such as "seek", "anticipate", "plan", "estimate", "expect", "intend" and statements that an event or result "may", "will", "should", "could", or "might" occur or be achieved and other similar expressions. These forward-looking statements involve risk and uncertainties, including the difficulty in predicting product approvals, acceptance of and demands for new products, the impact of the products and pricing strategies of competitors, delays in developing and launching new products, the regulatory environment, fluctuations in operating results, and other risks, any of which could cause results, performance, or achievements to differ materially from the results discussed or implied in the forward-looking statements. Many risks are inherent in the industry; others are more specific to the Company. Investors should consult

the “Risks & Uncertainties” section of this MD&A as well as the Company’s ongoing quarterly filings for additional information on risks and uncertainties relating to these forward-looking statements. Investors should not place undue reliance on any forward-looking statements. Management assumes no obligation to update or alter any forward-looking statements whether as a result of new information, further events, or otherwise.

### **Nature of Our Business**

Covalon Technologies Ltd. is a researcher, developer, manufacturer, and marketer of patent-protected medical products that improve patient outcomes and save lives in the areas of advanced wound care and infection management. Our offices and laboratories are located in Mississauga, Ontario, Canada.

Covalon leverages its patented medical technology platforms and expertise in two ways; (i) we develop products that we sell under Covalon’s name; and (ii) we develop and commercialize medical products for other medical companies under development and license contracts.

The majority of Covalon-branded products are sold through independent distributors to various health care providers such as hospitals, wound care centers, burn centers, extended/alternate care facilities, acute care facilities, home health care agencies, and physicians’ offices. Our products require regulatory clearances and are sold on a prescription basis in the United States, Canada, and a number of international countries.

We also license our technologies and products to large medical device companies as well as work with niche start-ups to create novel technology to advance their product offerings in various medical device markets. Covalon has worked with over twenty medical companies including leaders in vascular access devices, I.V. infusion, orthopedics, device and patient care distributors, wound care product companies, specialty medical device manufacturers and major contract manufacturers.

Covalon currently has three proprietary platform technologies that have the potential to be developed into dozens of medical devices: (i) Collagen matrix; (ii) Antimicrobial silicone adhesive; and (iii) Medical coating technology. These platform technologies are protected by patents, patent applications and patents pending, patented and proprietary manufacturing processes, trade secrets, brands, trademarks, and trade names.

### **Our Products**

We have obtained regulatory clearance on four families of medical device products derived from our platform technologies:

**ColActive and ColActive Plus: Collagen Matrix Dressings.** The ColActive family of products is based on our patented collagen matrix and is used to treat chronic and infected wounds including diabetic ulcers (including diabetic foot ulcers), pressure ulcers, venous ulcers (including venous leg ulcers), donor and graft sites, traumatic wounds healing by secondary intention, dehisced surgical wounds, and first and second degree burns. These dressings begin from a collagen base, which is generally biocompatible with the human body, and enable the release of beneficial materials, such as antimicrobials, into the wound site and/or enhance the removal of undesirable materials, such as wound exudate from the wound. Covalon’s patented manufacturing process for ColActive has certain clinical advantages over other dressings, such as open binding sites for destructive enzymes, effective antimicrobial activity, and exudate management properties that help chronic wounds heal.

**IV Clear: Antimicrobial Clear Silicone Adhesive Dressings with Chlorhexidine and Silver.** IV Clear is intended to cover and protect insertion sites and to secure intravenous devices to skin, including IV catheters, central venous lines, peripherally inserted central catheters (PICCs), hemodialysis catheters, other intravascular catheters, and percutaneous devices. IV Clear is the only antimicrobial clear silicone vascular access dressing that combines silver and chlorhexidine to provide broad-spectrum antimicrobial activity for 7 days. IV Clear meets the current FDA “greater than 4 log reduction” standard for an antimicrobial claim against bacteria, and yeast, most commonly associated with healthcare acquired infections. The soft silicone adhesive provides greater patient comfort, does not macerate or damage the skin, and was shown to be up to 10 times less painful upon removal when compared to acrylic adhesives.

**SurgiClear: Antimicrobial Clear Silicone Adhesive Dressings with Chlorhexidine and Silver.** Covalon developed SurgiClear based on the same technology as IV Clear to address the shortcomings of other surgical site cover dressings in the market. SurgiClear is intended to cover and protect wound sites against external contamination, including post-operative, debrided or partial thickness wounds such as skin graft donor sites, abrasions lacerations, skin tears, and first and second degree burns. SurgiClear can be used to cover and protect wound closure devices (i.e. sutures, staples, clips), orthopedic pins, fixtures and wires, as well as drains. SurgiClear may also be used to cover and secure primary dressings. SurgiClear inhibits microbial colonization and suppresses microbial regrowth under the dressing. SurgiClear is gentle on the skin for maximum patient comfort. Its removal will not tear or damage fragile skin, and the novel adhesive film provides excellent tissue contact and infection management. The use of silicone materials on wounds is known to help reduce excessive scarring during the healing process.

**SilverCoat: Antimicrobial Silicone Foley Catheters:** Covalon’s SilverCoat urinary Foley catheter is coated with Covalon’s patented antimicrobial silver polymer coating which is lubricious and elutes silver from the surface to kill bacteria and yeast over a seven day period. SilverCoat Foley’s are used via prescription in hospitals, extended care facilities, acute care facilities, and home health care situations to catheterize patients for extended periods of time. Among urinary tract infections (UTI) acquired in the hospital, approximately 75% are associated with a urinary catheter, which is a tube inserted into the bladder through the urethra to drain urine. Between 15-25% of hospitalized patients receive urinary catheters during their hospital stay. The most important risk factor for developing a catheter-associated UTI (CAUTI) is prolonged use of the urinary catheter, according to the United States Center for Disease Control.

## **Our Services**

We engage our service customers by developing novel medical devices for clients, as well as licensing our technology and products to medical companies on a global basis. Some medical companies and distributors license our technologies for incorporating into their own product offerings, which they sell to healthcare providers under their own brand names. Referred to by the industry as an OEM sales model (original equipment manufacturer), this approach assigns the major cost of selling to our customers, who are able to penetrate the market with a large sales force in geographical locations where Covalon does not have staff or offices. Our revenue streams are typically generated from product sales, services, technology licensing fees, and royalties from the sale or commercialization of products.

## Analysis of Operating and Financial Results

Covalon continues to transition from a research lab to a successful market focused technology business with a broad platform of patented technologies and products. The Company distributes products under the Covalon brand name as well as utilizing an OEM business model to realize value in the marketplace.

The Company has set up distribution relationships with a number of companies in North America, the Middle East, Asia, and is in the process of expanding into other important global markets. The Company's attendance at selected medical products trade shows has led to increased awareness of the Covalon brand and end user interest in its products.

Covalon continues to also utilize an OEM revenue model based on selling our technologies to large medical companies. OEM models do not produce consistent revenues on a quarterly basis. Consequently, any one quarter's results are not particularly indicative of the Company's prospects. Most OEM sales models involve a long sales cycle – from initial discussion, product evaluation, regulatory filings, contract negotiation, performance of services, and then to market roll-out. This process generally takes twelve to eighteen months although there are exceptions for both shorter and longer times for the completion of a project. The start and finish of projects is dependent on many factors, many of which are outside the control of Covalon.

On November 4, 2013, Covalon licensed its antimicrobial silicone adhesive technology to Molnlycke Heath Care (“Molnlycke”). Under the license agreement, Covalon granted Molnlycke the exclusive rights to exploit Covalon's patent-pending antimicrobial silicone adhesive technology in the field of single-use surgical, wound care, and vascular access medical dressings. Covalon received \$3.5 million USD in upfront fees and receives additional ongoing minimum royalties, milestone payments, and other fees. Covalon retained the rights to exploit the antimicrobial silicone adhesive technology in other fields and commercialize new life-saving products in its development pipeline while continuing to distribute its other products. The parties simultaneously signed a supply and distribution agreement under which Covalon provides to Molnlycke its United States Food and Drug Administration cleared products, SurgiClear™ and IV Clear™, for distribution under the Molnlycke brand.

## Financial Highlights for Year Ended September 30, 2014

- Total revenue for the year ended September 30, 2014 was \$9,061,329, an increase of \$4,927,186 or 119% over the prior year. This increase was primarily due to the transformative licensing of Covalon's antimicrobial silicone adhesive technology.
- Revenue from advanced wound care product sales for the year ended September 30, 2014 increased \$590,100 or 16% over the prior year.
- Medical device coating sales of \$476,100 for the year reflect a \$400,000 sale of coating equipment design specifications. Consistent with the Company's transition to a royalty-based model of outsourced production of medical coating devices, Covalon provides designs and equipment to enable third party manufactures to produce products that meet Covalon's stringent quality standards.
- As a result of the licensing agreement executed with Molnlycke in November 2013, revenue from licensing fees increased to \$4,232,160 compared to \$300,082 for the years ended September 30, 2014 and 2013.
- Gross margin on product sales and services (excluding licensing fees) for the year increased to 49% compared to 47% for the same period of the prior year. The increase in margin is attributable to a

high margin on the sale of design documentation which is partially offset by lower margins on contract manufacturing of products sold to Molnlycke.

- Operating expenses for the year ended September 30, 2014 increased \$1,043,435 or 34% to \$4,139,669 compared to \$3,096,234 for the prior year. Improved financial resources have allowed the company to rebuild staffing levels and competitively compensate its employees and directors. Current year operating expenses also include a charge for bad debts of \$381,024 compared to \$25,255 for the prior year.
- Income per share for the year ended September 30, 2014 was \$0.26 compared to a loss per share of \$0.11 for the year ended September 30, 2013.

### **Financial Highlights for Three Months Ended September 30, 2014**

- Quarterly revenue for the three months ended September 30, 2014 was \$1,206,159, compared to \$1,554,651 for the same period of the prior year. This decrease is largely a result of the absence of silicone product sales in the fourth quarter of 2014 as compared to 2013 due to the transfer of the right to distribute the IV Clear and SurgiClear products to Molnlycke.
- Gross margin for the quarter was 30% and included a \$279,935 inventory write down required in large part to provide for aging silicone inventory that can longer be sold as a result of the transition of the IV Clear and SurgiClear product lines to Molnlycke. Excluding the inventory write down and other one-time adjustments in both years, gross margin for the fourth quarter of 2014 was 43% compared to 56% for the same period last year.
- Operating expenses for the quarter were up \$695,668 in the three months ended September 30, 2014 compared to the same period in 2013 as a result of increased head count and travel expenditures as well as a \$381,024 provision for bad debt.
- The net loss was \$909,704 or \$0.10 per share for the fourth quarter of fiscal 2014 compared to income of \$121,308 or \$0.01 per share in 2013.

## Consolidated Statement of Comprehensive Loss

(Canadian \$)	3 months ended September 30,		Year ended September 30,	
	2014	2013	2014	2013
<b>Revenue</b>				
Product and Services				
Advanced wound care	\$ 1,099,855	\$ 1,352,854	\$ 4,353,069	\$ 3,762,969
Specialized medical device coatings	-	71,092	476,100	71,092
Licensing fees	106,304	130,705	4,232,160	300,082
<b>Total revenue</b>	<b>1,206,159</b>	<b>1,554,651</b>	<b>9,061,329</b>	<b>4,134,143</b>
<b>Cost of sales</b>	<b>846,253</b>	<b>837,443</b>	<b>2,478,335</b>	<b>2,045,325</b>
<b>Gross Profit</b>	<b>359,906</b>	<b>717,208</b>	<b>6,582,994</b>	<b>2,088,818</b>
<b>Operating Expenses</b>	<b>1,289,685</b>	<b>594,016</b>	<b>4,139,669</b>	<b>3,096,234</b>
<b>Earnings (loss) before undernoted</b>	<b>(929,778)</b>	<b>123,192</b>	<b>2,443,326</b>	<b>(1,007,416)</b>
Interest income (expense)	20,074	(1,884)	(41,557)	14,249
<b>Net earnings (loss) and comprehensive gain (loss) for the period</b>	<b>\$ (909,704)</b>	<b>\$ 121,308</b>	<b>\$ 2,401,769</b>	<b>\$ (993,167)</b>
Earnings (loss) per share	\$ (0.10)	\$ 0.01	\$ 0.26	\$ (0.11)

### Product and Service Revenue, Licensing and Gross Profit

Total product and service revenue increased \$955,108 to \$4,829,169 for the year ended September 30, 2014 compared to \$3,834,061 for the prior year. Licensing revenue increased to \$4,232,160 for the year ended September 30, 2014 compared to \$300,082 for the same period last year. Licensing revenue for the current year is mainly attributable to the licensing of the Company's IV Clear and SurgiClear products to Molnlycke under the license agreement announced November 4, 2013.

Product and services revenue is comprised of: (i) Advanced wound care product sales, which include ColActive Plus, IV Clear, SurgiClear and other wound care products sold under Covalon brands or sold by third parties under private label brands; and (ii) Specialized medical device coatings, which include coating services revenue and royalties, development services contract fees, and consulting services fees.

Quarter-to-quarter revenue continues to be inherently unpredictable due to our OEM business model. Revenue fluctuates from quarter to quarter depending on the composition of contractual arrangements entered into in each quarter, the timing of product shipments, and completion of services in any period.

The Company utilizes an outsourced manufacturing model for the production of both the wound care products and specialized medical device coated products. This allows the Company to control operating expenses, maintain margins and focus internal resources on high margin advanced wound care product development and sales.

Gross margin on product sales and services, which does not include licensing fees, fluctuates as a result of the mix of products sold in any given quarter, or year, by product type and geography. Gross margin was 49% in the year ended September 30, 2014 compared to 47% in the prior year. Gross margin is highly influenced by: product mix between advanced wound care and specialized medical device coatings; the mix of silicone-based wound dressings and collagen dressings sold in the periods; and the amount of funded coating services included in revenue and costs.

The Company disclosed two product segments in its consolidated financial statements: Advanced Wound Care and Specialized Medical Device Coatings. These segments have been identified based on the underlying technology of the product.

For the three-month period ended September 30, 2014, product and services revenue from advanced wound care was \$1,099,855 compared to \$1,352,854 in the same period of the prior year. The decrease in advanced wound care product revenue during the quarter was primarily due to the transition of the IV Clear and SurgiClear products to Molnlycke.

Products and services revenue (excluding licensing fees) for the year ended September 30, 2014 from specialized medical device coatings was \$476,100 compared to \$71,092 for the prior year. This increase is due to \$400,000 in revenue earned on sale of design plans for specialized device coatings equipment. Specialized medical device coatings revenue in the fourth quarter of fiscal 2014 was \$nil compared to \$71,092 for the same period last year. The prior period year revenue was earned on development fees earned through the provision of development services associated with designing new medical devices for customers under development services contracts.

### **Interest Expense**

Interest expense was \$41,557 in the year ended September 30, 2014 compared to interest income of \$14,249 in the same period of the previous year. Interest income includes interest earned on investments, interest expense associated with the face value of convertible debentures and the accretion of interest on convertible debentures to bring the interest expense up to an estimated fair market value. All investments are made in accordance with the Company's Audit Committee investment guidelines of investing cash of the Company in low-risk interest-bearing instruments.



## Operating Expenses

(Canadian \$)	3 months ended September 30,		Year ended September 30,	
	2014	2013	2014	2013
<b>Operations</b>				
Wages, benefits and consulting fees	\$ 130,645	\$ 60,680	\$ 475,318	\$ 375,874
Depreciation and amortization	2,222	2,015	8,867	11,073
Other	27,159	(1,444)	94,639	29,856
	<u>160,026</u>	<u>61,251</u>	<u>578,824</u>	<u>416,803</u>
<b>Research and development activities</b>				
Wages, benefits and consulting fees	93,007	85,753	382,495	366,389
Depreciation and amortization	6,157	2,206	24,634	30,793
Recovery of refundable investment tax credit, net	(28,669)	-	(28,669)	-
Other	9,817	13,875	33,220	38,937
	<u>80,313</u>	<u>101,834</u>	<u>411,681</u>	<u>436,119</u>
<b>Sales and marketing</b>				
Wages, benefits and consulting fees	124,331	30,533	552,802	638,247
Travel	43,672	8,477	144,654	66,296
Other	11,415	68,384	114,784	175,149
	<u>179,418</u>	<u>107,394</u>	<u>812,240</u>	<u>879,692</u>
<b>General and administrative</b>				
Wages, benefits and consulting fees	200,301	129,113	1,077,728	657,310
Directors compensation	26,000	-	94,000	62,400
Professional fees	27,901	31,901	200,390	152,498
Facility	37,173	47,081	165,665	178,187
Depreciation and amortization	13,992	21,035	80,279	88,856
Provision for doubtful accounts	381,024	25,244	381,024	25,244
Other	183,539	69,163	337,839	199,114
	<u>869,930</u>	<u>323,537</u>	<u>2,336,925</u>	<u>1,363,620</u>
<b>Total Operating Expenses</b>	<u>\$ 1,289,686</u>	<u>\$ 594,016</u>	<u>\$ 4,139,669</u>	<u>\$ 3,096,234</u>

Operating expenses for the year ended September 30, 2014 increased \$1,043,435 or 34% to \$4,139,669 compared to \$3,096,234 for the prior year. Improved financial resources have allowed the company to rebuild staffing levels and competitively compensate its employees and directors. Operating expenses also include a bad debts write off of \$381,024 in 2014 compared to \$25,255 for the year ended September 31, 2013.

## Related Party Transactions

The following is a summary of the Company's related party transactions related to key management compensation for the periods ended September 30, 2014 and 2013:

	Year ended September 30,	
	2014	2013
Salary, benefits, management and directors fees	\$ 740,172	\$ 319,725
Share-based payments	127,675	22,881
	<u>\$ 867,847</u>	<u>\$ 342,606</u>

## **Critical Accounting Estimates and Judgements**

The preparation of financial statements requires that management makes estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the Consolidated Financial Statements, and the reported amounts of revenue and expenses during the reporting periods. Actual results could differ from estimates and such differences would be material.

### **ESTIMATES**

The effect of a change in an accounting estimate is recognized prospectively by including it in comprehensive income in the period of the change, if the change affects that period only, or in the period of the change and future periods if the change affects both.

#### **i) Share-based Payment Transactions**

The Company measures the cost of equity-settled transactions with directors, officers, and employees by reference to the fair value of the equity instruments at the date at which they are granted. Estimating fair value for share-based payment transactions requires determining the most appropriate valuation model, which is dependent on the terms and conditions of the grant. This estimate also requires determining the most appropriate inputs to the valuation model including the expected life of the share option, volatility and dividend yield, and making assumptions about them. The assumptions and models used for estimating fair value for share-based payment transactions are disclosed in Note 14 of the Consolidated Financial Statements.

#### **ii) Intangible Assets**

The values calculated for intangible assets involve significant estimates and assumptions, including those with respect to future cash flows, discount rates, and asset lives. These significant estimates and judgments could impact the Company's future results if the current estimates of future performance and fair value change. Variance from management's estimates could affect the amount of amortization expense on intangible assets in future periods.

#### **iii) Impairment of non-financial assets**

The Company reviews the carrying value of non-financial assets for potential impairment when events, or changes in circumstances, indicate that the carrying amount may not be recoverable. The impairment test is carried out by comparing the carrying amount of the asset against the value computed using the discounted cash flow method. This calculation which requires numerous assumptions to estimate future cash flows. The recoverable amount is impacted significantly by the discount rate selected to be used in the discounted cash flow model, as well as the quantum and timing of expected future cash flows, and the growth rate used for the extrapolation.

#### **iv) Income taxes**

The Company recognizes deferred tax assets, related tax-loss carryforwards and other deductible temporary differences where it is probable that sufficient future taxable income can be generated in

order to fully utilize such losses and deductions. This requires significant estimates and assumptions regarding future earnings, and the ability to implement certain tax planning opportunities in order to assess the likelihood of utilizing such losses and deductions.

Uncertainties exist with respect to the interpretation of complex tax regulations and the amount, as well as timing, of future taxable income. Given the cross border business relationships, differences arising between the actual results and the assumptions made, or future changes in such assumptions, could necessitate future adjustments to taxable income and deductions already recorded. The Company established provisions, based on reasonable estimates, for possible consequences of audits by the tax authorities of the restive countries in which it operates. The amount of such provisions is based on various factors, such as experience of previous tax audits and differing interpretations of tax regulations by the taxable entity and the responsible tax authority. Such differences of interpretation may arise on a wide variety of issues depending on the conditions prevailing in the respective Company domicile.

## **JUDGMENTS**

Information about critical judgments in applying accounting policies that have the most significant risk of causing material adjustment to the carrying amounts of assets and liabilities recognized in the consolidated financial statements within the next financial year are discussed below:

### **i) Foreign Currency translation:**

The determination of functional currency for each of the Company's entities requires considerable judgment. The functional currency is determined based on the currency of the primary economic environment in which that entity operates. As the Company generates and expends cash in both the US and Canadian currencies, management considers several factors including: the currency in which it receives its various revenue streams and the magnitude of each; the currency in which it purchases materials and pays its employees; and the geographic environment influencing each of its consolidated entities and products.

### **ii) Provisions**

A provision is a liability of uncertain timing or amount. Provisions are recognized when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. A legal obligation can arise through a contract, legislation, or other operation of law. A constructive obligation arises from an entity's actions; whereby, through an established pattern of past practice, published policies, or a sufficiently specific current statement the entity has indicated it will accept certain responsibilities and has thus created a valid expectation that it will discharge those responsibilities. The amount recognized as a provision is the best estimate, at each period end, of the expenditures required to settle the present obligation considering the risks and uncertainties associated with the obligation. Judgment is necessary to determine the likelihood that pending litigation (or other claims) will succeed, or that a liability will arise and estimate the amount.

## Summary of Quarterly Results and Financial Position

The quarterly financial information presented below represents eight quarters of operating results and financial position:

(in Canadian \$)	2014 Fourth Quarter	2014 Third Quarter	2014 Second Quarter	2014 First Quarter	2013 Fourth Quarter	2013 Third Quarter	2013 Second Quarter	2013 First Quarter
Revenue (1)	\$ 1,226,233	\$ 1,270,058	\$ 2,024,661	\$ 4,498,820	\$ 1,547,398	\$ 1,482,132	\$ 535,224	\$ 578,267
Operating income (loss) before amortization	(861,770)	(151,710)	528,677	3,224,298	346,228	323,742	(479,448)	(712,591)
Net income (loss)	(909,704)	(240,156)	431,211	3,120,419	121,300	238,837	(558,831)	(794,481)
Net income (loss) per share (2)	(0.10)	(0.03)	0.05	0.34	0.01	0.03	(0.06)	(0.01)
Cash and cash equivalents	3,574,836	4,154,773	4,201,068	4,718,049	633,103	\$ 439,366	\$ 416,038	\$ 727,024
Net working capital	3,904,504	4,663,313	4,818,051	4,319,614	1,069,858	\$ 261,121	\$ (2,815)	\$ 584,019
Current Ratio	3.6	3.4	3.3	2.9	1.6	1.1	1.0	1.3

(1) includes Product Revenue, Licensing Revenue and interest income for comparative purposes to prior quarters

(2) Reflects 1 for 10 share consolidation which occurred in July 2013

Revenue of the Company continues to be inherently unpredictable due to our business model and fluctuates from quarter to quarter depending on both: the composition of contractual arrangements entered into in each quarter; and, the timing of completed coating and development services milestone in any period.

## Liquidity & Capital Resources

(Canadian \$)	September 30, 2014	As at September 30, 2013
Cash and cash equivalents	<b>3,574,836</b>	633,103
Short-term investments	<b>541,000</b>	500,000
Total assets	<b>7,961,393</b>	5,670,246
Deferred revenue	<b>996,246</b>	1,225,107

On September 30, 2014 cash, cash equivalents, restricted cash, and short-term investments amounted to \$4,268,345 as compared to \$1,196,103 as at September 30, 2013. During the last twelve months the Company has maintained profitable operations and generated overall positive cashflow of \$2,941,733.

On November 4, 2013 the Company licensed its antimicrobial silicone adhesive technology to Molnlycke Heath Care and as a result Covalon received \$3.5 million USD in upfront fees and continues receive additional ongoing minimum royalties, milestone payments, and other fees.

Cash flows from customer contracts will continue to be unpredictable quarter-to-quarter due to the timing of receipt of upfront payments under new contracts and the timing of royalty payments.

Cash and cash equivalents with less than three months to maturity totaled \$3,574,836 at September 30, 2014. At September 30, 2014, the Company had an additional \$152,509 assigned as collateral to secure the Company's credit card and automated clearing house (ACH) facilities with a major financial institution as well as a letter of credit available to support contract bids. These funds are expected to be restricted for more than one year and are not included in cash and cash equivalents.

Total assets at September 30, 2014 were \$7,961,393 compared to \$5,670,246 at September 30, 2013. Cash, cash equivalents and short-term investments comprised 52% of total assets at September 30, 2014. The Company's accounts receivable and inventories are liquid, with collection periods and turnover ratios in the 60 to 180 day range. The balance of our assets is comprised of property, plant and equipment, and the Company's intangible assets; these have low liquidity but represent much of the intellectual property assets that are used to generate Covalon's revenue streams.

Deferred revenue decreased by \$228,861 to \$996,246 at September 30, 2014 compared to \$1,225,107 at September 30, 2013.

### **Share Capital and Reserves**

The Company is authorized to issue an unlimited number of common shares with no par value. All shares are fully paid.

During the year ended September 30, 2014 the Company raised \$30,000 for 30,000 shares issued under a warrant agreement.

In the prior year, the Company completed two financings:

On October 26, 2012 the Company raised gross proceeds of \$496,600 through a non-brokered private placement comprised of 9.55 million units at a price of \$0.052 per unit pre-consolidation. Each unit is comprised of one common share and one common share purchase warrant. Each common share purchase warrant entitles the holder to acquire an additional common share at a pre-consolidation price of \$0.10 per share for a period of five years from the closing date. All securities issued pursuant to the Offering were subject to a hold period expiring February 27, 2013. Directors and officers of Covalon participated in the non-brokered private placement for an aggregate of 1.8 million units. The remaining units were subscribed for by an individual who subsequently became a Director of the Company. Proceeds of the private placement were used by Covalon to develop and commercialize new wound care products, expand international distribution channels and for general working capital. Net proceeds raised from the offering were \$481,736.

On August 30, 2013, the Company announced the closing of a non-brokered private placement comprised of 750 units at a price of \$1,000 per unit for gross proceeds of \$750,000. Each unit consisted of \$1,000 principal amount of 12% senior secured convertible debenture and 6,452 warrants. Proceeds of the private placement are intended to be used by Covalon to fund the market launch of the Company's new products IV Clear and SurgiClear and for general working capital. Each Debenture is convertible at the holder's option into 6,452 common shares of the Company at a conversion price of \$0.155 at any time on or prior to the maturity date. These conversion rights are subject to standard anti-dilution provisions. The debentures bear interest at the rate of 12% per annum and are direct secured obligations of the Company ranking senior to all indebtedness of the Company. Interest accrues and is

added to the principal amount outstanding under the debentures. Each warrant entitles the holder thereof to acquire one Common Share at an exercise price of \$0.155 at any time for a period of three years from the date of the private placement. Insiders acquired 450 of the 750 units.

The Company has an incentive Stock Option Plan (“the Plan”) under which non-transferable options to purchase common shares of the Company may be granted to directors, officers, employees, or service providers of the Company. The terms of the Plan provide that the Directors have the right to grant options to acquire common shares of the Company at not less than the closing market price of the shares on the day preceding the grant at terms of up to five years. No amounts are paid or payable by the recipient on receipt of the option, and the options granted are not dependent on any performance-based criteria. Unless the board of directors decides otherwise options granted under the plan will vest as follows: 33% of the options vest in one year, with a further 33% vesting in each of the subsequent two years on the anniversary of the initial grant date.

On June 13, 2014 the Company granted 102,500 options at an exercise price of \$2 with a weighted average fair market value of the options calculated at \$1.89 per option. Total expenses arising from share-based payment transactions recognized during the year ended September 30, 2014 was \$149,489 compared to \$(2,120) in the previous year.

### Sources and Uses of Cash

	<b>Year ended September 30,</b>	
	<b>2014</b>	<b>2013</b>
Cash inflows (outflows) from operating activities	<b>3,102,488</b>	(1,485,949)
Cash outflows from investing activities	<b>(117,883)</b>	(187,702)
Cash inflows (outflows) from financing activities	<b>(90,509)</b>	1,172,919

### Operating Activities

Cash generated by operating activities for the year ended September 30, 2014 was \$3,102,488 compared to cash used of \$1,485,949 in the same period of the prior year due to the transformative licensing transaction with Molnlycke and strict cash management policies. Non cash working capital generated \$158,198 of cash during the year ended September 30, 2014 compared working capital used of \$825,204 for the prior year.

### Investing Activities

Investing activities comprised expenditures on general office furniture, lab equipment, and expenditures on intangible assets relate to filing and maintaining patents and trademarks.

### Financing Activities

During the year, the Company restricted \$85,274 in cash to support a contract bid and raised \$30,000 in shares issued under a warrant agreement. During the year ended September 30, 2013, the Company raised net proceeds of \$1,212,919 through private placements.

### Off-Balance Sheet Arrangements

The Company does not have any off-balance sheet arrangements.

### Financial Instruments

Unless otherwise noted it is Management’s opinion that the Company is not exposed to significant interest or credit risks arising from financial instruments. The Company is exposed to currency risk

arising from fluctuations in foreign exchange rates and the degree of volatility in those rates. The Company does not use derivative instruments to reduce its exposure to foreign currency risk.

Short-term investments consists of Ontario Savings Bonds (redeemable every 6 months and maturing on June 21, 2014 and subsequently renewed) and the carrying value approximates fair market value.

All of the Company's cash is maintained by two of the major financial institutions located in Canada.

The Company has not entered into any futures, forward contracts, or other derivative instruments as at the date of this MD&A.

### **Risks and Uncertainties**

An investment in the securities of the Company is speculative due to the proposed nature of the Company's business and the fact that Covalon Technologies Ltd. has only this year achieved an annual profit. Consequently, an investment in the Company is subject to certain risks and investors should not invest in securities of the Company unless they can afford to lose their entire investment. In addition to the factors disclosed elsewhere in this MD&A, investors should consider the following risk factors in assessing the investment merits of such securities.

Medical Device and Biotechnology companies in the early revenue stage are subject to a number of risks and uncertainties that are inherent to the development of any new technology. General business risks include, among other things: uncertainty in product development and related clinical trials, the regulatory environment including delays or denial of approval to market products, the impact of technological change and competing technologies, the ability to protect and enforce its patent portfolio and intellectual property assets, the availability of capital to finance continued and new product development, the ability to secure strategic collaborators and its reliance on these collaborators for the development, regulatory approval, testing; manufacturing; commercialization and/or distribution of its products, and, the risk of product liability claims. In addition, market prices for securities of biotechnology companies are generally volatile and may or may not move in a manner consistent with the progress being made by a company.

Without limiting the foregoing, the following risks are discussed in more detail:

***Covalon achieved net income in 2014, but has a history of net losses and may not maintain profitability in future periods.***

Covalon has only this year achieved annual profitability and there is no guarantee that Covalon will be able to consistently achieve profitability in the future. Covalon has never paid a dividend on its common shares and does not expect to do so in the foreseeable future. Covalon's business and prospects must be considered in light of the risks, expenses, and difficulties frequently encountered by companies in new and rapidly evolving markets such as healthcare.

Covalon cannot predict if sustained profitability will ever be achieved and, if it is, whether or not it will be sustainable on a quarterly or an annual basis. Even if Covalon is not able to successfully further commercialize its products, Covalon believes that it has sufficient capital to fund its business and operations through at least fiscal 2015. However, Covalon may need to raise additional capital in the future. Additional financing may not be available, and even if available, may not be available on acceptable terms.

***Any failure to obtain or protect intellectual property could adversely affect Covalon.***

Covalon's success depends, in part, on its ability to obtain patents, or licenses to patents, maintain trade secret protection, and enforce its rights against others. Covalon has filed and is actively pursuing patent applications in Canada, the United States, and other jurisdictions. Covalon may not be able to obtain patent protection for key elements of its technology.

There can be no assurance that:

- patent applications will result in the issuance of patents;
- additional proprietary products developed will be suitably protected from infringement;
- patents issued will provide adequate protection or any competitive advantages;
- patents will not be successfully challenged by any third parties; and,
- patents of others will not impede Covalon's ability to commercialize its technology.

Covalon may need to obtain licenses for the development of its products. Licenses may not be available on satisfactory terms or at all. If available, these licenses may obligate Covalon to exercise diligence in bringing its technology to market and may obligate Covalon to make minimum guarantees or milestone payments. These guarantees and milestone payments may be costly and could seriously harm Covalon's business. Covalon may also be obligated to make royalty payments on the sales, if any, of products resulting from licensed technology, and may be responsible for the costs of filing and prosecuting patent applications. These costs could affect Covalon's results of operations and decrease its earnings.

Covalon's intellectual property includes trade secrets and know-how that may not be protected by patents. There can be no assurance that Covalon will be able to protect its trade secrets. To help protect its rights, Covalon requires employees, consultants, advisors, and collaborators to enter into confidentiality agreements. These agreements may not adequately protect Covalon's trade secrets, know-how, or other proprietary information in the event of any unauthorized use or disclosure.

***Covalon's development programs and products subject it to the risk of product liability claims for which Covalon may not be able to obtain adequate insurance coverage.***

Human therapeutic products and medical devices involve the risk of product liability claims and associated adverse publicity. Covalon's principal risks relate to the sales of its products and currently their use in clinical trials. Claims may be made by consumers, healthcare providers, third party strategic collaborators, or others selling Covalon's products. There can be no assurance that Covalon will be able to obtain or maintain sufficient and affordable insurance coverage for any of these claims. Without sufficient coverage any claim, any threat of such a claim, or any product withdrawal could seriously harm Covalon's business.

***Covalon may incur substantial costs as a result of litigation or other proceedings relating to patent and other intellectual property rights.***

Covalon's future success and competitive position depends, in part, on its ability to obtain and maintain certain proprietary intellectual property rights used in its principal products. Any such success may be achieved in part by prosecuting claims against others who Covalon believes are infringing its rights, and by defending claims of intellectual property infringement brought by its competitors and others. Covalon's involvement in intellectual property litigation could result in significant expenses adversely affecting the development of product candidates, sales of the challenged products, or sales of intellectual



property. The litigation would also divert the efforts of Covalon's technical and management personnel whether or not such litigation is resolved in Covalon's favour. Some of Covalon's competitors may be able to sustain the costs of complex patent litigation more effectively than Covalon can because they have substantially greater resources. Uncertainties resulting from the initiation, and continuation, of any litigation could affect Covalon's ability to continue its operations.

In the event of an adverse outcome as a defendant in any such litigation, Covalon may, among other things, be required to:

- pay substantial damages;
- cease the development, manufacture, use, or sale of product candidates or products that infringe upon the intellectual property of others;
- expend significant resources to design around a patent, to develop, or acquire non-infringing intellectual property;
- discontinue processes incorporating infringing technology; and,
- obtain licenses to the infringed intellectual property.

If third-parties file patent applications, or are issued patents claiming technology also claimed by Covalon in pending applications, Covalon may be required to participate in interference proceedings with the United States Patent and Trademark Office (or other proceedings outside the United States). The proceedings may include oppositions to determine priority of invention, or patentability which could result in substantial cost to Covalon even if the eventual outcome were favourable.

Covalon or its clients are frequently required to receive regulatory approval for each of Covalon's product candidates before they can be sold commercially in North America, or internationally, which can take significant time and be very costly.

The development, manufacture, and sale of both medical devices and human therapeutic products in Canada, the United States, and internationally is governed by a variety of statutes and regulations.

These laws require, among other things:

- approval of manufacturing facilities and practices;
- adequate and well-controlled research and testing of products in pre-clinical and clinical trials;
- review and approval of submissions containing manufacturing, pre-clinical and/or clinical data in order to obtain marketing approval based on establishing the safety and efficacy of the product for each use sought including adherence to good manufacturing practices during production and storage; and,
- control of marketing activities, including advertising and labelling.

Some product candidates currently under development by Covalon will require significant development, pre-clinical and clinical testing, pre-market review and approval, and investment of significant funds prior to their commercialization. The process of completing clinical testing and obtaining such approvals (if required) is likely to take many years and require the expenditure of substantial resources. Covalon does not know whether any clinical studies will be successful, if regulatory approvals will be received, or if regulatory approvals will be obtained in a timely manner. Despite the time and resources expended by Covalon regulatory approval is never guaranteed.

***Even if some of Covalon's products and manufacturing facilities receive regulatory approval those products and facilities may still face subsequent regulatory difficulties.***

If Covalon receives regulatory approval to sell any of its products, regulatory agencies will limit the approval to certain diseases, conditions, or categories of patients who can use them. In addition, regulatory agencies subject a marketed product, its manufacturer, and the manufacturer's facilities to ongoing regulatory requirements. Regulatory agencies may also require expensive post-approval studies. Any adverse effects associated with Covalon's products must also be reported to regulatory authorities. If new data are developed, previously unknown adverse experiences with a product occur, deficiencies in Covalon's manufacturing and laboratory facilities are discovered, or Covalon fails to comply with applicable post-market regulatory requirements a regulatory agency may impose restrictions on that product or on Covalon. These may include the requirement to withdraw the product from the market; close the facility; suspend manufacturing; change the product's labels; or, pay substantial fines.

***Covalon's success is partly dependent on its partners' success and the relationship with partners is governed by contracts.***

Covalon is reliant on partners to execute certain key business processes. If its partners do not perform to Covalon's expectations, Covalon may be unable to enforce a change due to contractual terms. This may significantly impact Covalon's ability to generate revenues and profits.

Examples of such issues include:

- Manufacturing may be prioritized other than as Covalon's customers desires;
- Production quality measures may not be achieved;
- Sales expectations are not achieved; and,
- New products are not launched expeditiously.

***If Covalon fails to hire and retain key management, scientific, and technical personnel it may be unable to successfully implement its business plan.***

Covalon is highly dependent on its senior management and its scientific and technical personnel for their domain knowledge and technical expertise. The competition for qualified personnel in the healthcare field is intense and Covalon relies heavily on its ability to attract and retain qualified managerial, scientific, and technical personnel. Covalon's ability to manage growth effectively will require continued implementation and improvement of its management systems and the ability to recruit and train new employees. Covalon may not be able to successfully attract and retain skilled and experienced personnel which could harm its ability to develop product candidates and generate revenues.

### **International Financial Reporting Standards Standards, Amendments and Interpretations Not Yet Effective**

Certain pronouncements were issued by the IASB or the IFRS Interpretations Committee that are mandatory for accounting periods beginning after October 1, 2013 or later periods. None of these are expected to have a significant effect on the consolidated financial statements except for the following standards and interpretations that have been issued but are not yet effective:

#### *IFRS 9 Financial Instruments*

IFRS 9 Financial Instruments is part of the IASB's wider project to replace IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 retains but simplifies the mixed measurement model and

establishes two primary measurement categories for financial assets: amortized cost and fair value. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. The standard is effective for annual periods beginning on or after January 1, 2018. The Company is in the process of evaluating the impact of the new standard.

#### *IFRS 15 Revenue From Contracts with Customers*

IFRS 15, Revenue From Contracts with Customers establish the principles that an entity shall apply to report useful information to users of financial statements about the nature, amount, timing, and uncertainty of revenue and cash flows arising from a contract with a customer. The standard is effective for annual periods beginning on or after January 1, 2017. Covlaon has not yet assessed the impact of adopting this standard.

There are no other IFRSs or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Company.

### **Disclosure Controls and Procedures and Internal Controls over Financial Reporting**

Effective as of December 15, 2008, the Ontario Securities Commission approved the revised *National Instruments 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings* ("NI 52-109"). The revised NI 52-109 extends the exemption for venture issuers from certifications relating to the establishment and maintenance of disclosure controls and procedures ("DC&P) and internal controls over financial reporting ("ICFR"), as defined in NI 52-109. Additional risks to the quality, reliability, transparency, and timeliness of the Company's interim and annual filings may result from the inherent limitations on management's ability to design and implement on a cost effective basis DC&P and ICFR. The Company recognizes the importance of DC&P and ICFR, and will endeavour to have sufficient controls in place to ensure financial statements are materially correct and sufficiently disclosed.

The Company continues to formalize procedures and control measures that are already in place and to introduce new ones to ensure good evaluation and control practices. As of September 30, 2014, the Company's management evaluated the effectiveness of the design and operation of its disclosure controls and procedures as defined under the rules. The evaluation was performed under the supervision, and with the participation, of the Chief Executive Officer (CEO) and Chief Financial Officer (CFO). Based on the evaluation of the DC&P, the CEO and the CFO have concluded that, subject to the fact that an evaluation of controls can provide only reasonable, not absolute, assurance that all control issues and instances of fraud or error, if any, within the Company have been detected, the Company's DC&P are effective in providing reasonable assurance that material information relating to the Company is made known to management. Changes and new controls are evaluated and implemented as required to provide greater business control.

The design of ICFR within the Company is management's responsibility to provide reasonable assurance that the reliability of financial reporting and that the preparation of financial statements for external purposes follow Canadian generally accepted accounting principles.