## MICROBIX BIOSYSTEMS INC.



## THIRD INTERIM REPORT

For the nine months ended June 30, 2021



#### **Message to Shareholders**

Our results for the third quarter of fiscal 2021 ending June 30, 2021 ("Q3") continue to reflect the fine work of everyone at Microbix, and of our collaborators, customers, and stakeholders. As a result, Q3 marks another quarter of record revenues, improved gross margins, and increased earnings. Specifically, Q3 sales of \$5.5 million were another all-time record (up by 88% over Q3 2020) and net earnings jumped dramatically to \$1.5 million (from a net loss). Please join me in thanking everyone who enabled these results.

Each of our three sales generating areas contributed to our strong Q3 top and bottom lines. Sales of antigens recovered by 9% from 2020 at much better gross margins. Our QAPs<sup>™</sup> line continues to perform strongly, with sales increasing by 84% year-overyear at on-target margins. Finally, we recorded our first larger deliveries of DxTM<sup>™</sup> brand viral transport medium (VTM) in Q3, strongly adding to sales at a solid margin level. As a total result, our available Q3 gross margin dollars increased by 154% from 2020, reaching \$3.45 million and comfortably exceeding our Q3 operating expenses of under \$2 million.

From today, our business outlook is quite positive. First, antigen sales are starting to recover toward prepandemic levels, as patients recognize that non-COVID healthcare cannot be indefinitely deferred. Second, sales of QAPs are continuing to grow as we add to our product offerings, access new clinical lab customers directly or through our nine distributors, and develop QAPs supply ties with multiple OEM test makers. Third, we are engaging with local health products procurement agencies to ensure that a meaningful amount of their VTM is from our secure, high-quality, and Ontario-based manufacturing.

Like you, we are closely monitoring how the COVID pandemic continues to unfold on a global and local basis. We are hopeful that vaccine uptake will reduce the rate of hospitalizations and deaths, and that authorities will continue to widely employ wellcontrolled testing to help minimize the use of broad lockdowns with their inherent economic and mental health damages. In short, we believe Microbix is positioned to help us move from this pandemic into the promised "broad and sunlit uplands." That being said, it is the post-pandemic world that most excites us. In it, the diagnostic testing capacity has increased manyfold and more sophisticated forms of testing will emerge to sensibly use that capacity. This evolution is expected to include tests to look for multiple pathogens at the same time (i.e., "multiplex" tests), and to both identify pathogens and direct treatment by evaluating drug resistance (i.e., "AMR" tests) . Microbix is already positioning for such developments, via collaborations such as that announced with Australia's SpeeDx Pty in April and multiple other discussions yet to be finalized.

In summary, our approach to the new reality of greater use of leading-edge diagnostic testing and increased bio-vigilance is both active and strategic. Likewise, we continue to pursue a well-structured partnering agreement for our Kinlytic<sup>®</sup> urokinase asset, and we will report progress on that file when it becomes sufficiently material.

To help accomplish such priorities, Microbix is now better capitalized than ever before. Specifically and unlike many life sciences peers, we have no "burn rate" meaning that we are generating positive cash from our operations. Additionally, we ended Q3 with a net cash balance of over \$7.5 million, and greatly-improved financial ratios. This strength will enable us to keep Microbix properly provisioned for a high rate of growth – providing for capital needs and ensuring we have properly competitive compensation and benefits for our talented staff. This clearer financial stability should also help us secure additional business alliances.

To summarize, Microbix is weathering this pandemic and remains on track for record full-year sales and net earnings for fiscal 2021. Our outlook is also positive well beyond that time horizon, with well-reasoned strategic goals and the means to achieve them. In turn, we hope that you will remain or become a shareholder, and thereby benefit from the value that we are striving to create.

Personally and on behalf of our team, I thank you for your continuing support and wish you all the best.

Cameron L. Groome Chief Executive Officer and President

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE QUARTERS ENDED JUNE 30, 2021 AND 2020

The Company's Management's Discussion and Analysis ("MD&A") should be read in conjunction with the unaudited interim condensed Consolidated Financial Statements for the three months ended June 30, 2021 and 2020 as well as the audited Consolidated Financial Statements and notes for the year ended September 30, 2020, prepared in accordance with International Financial Reporting Standards ("IFRS") and filed on SEDAR. Additional information relating to the Company, including its Annual Information Form ("AIF"), can be found on SEDAR at www.sedar.com. Reference to "we", "us", "our", or the "Company" means Microbix Biosystems Inc. unless otherwise stated. All amounts are presented in Canadian dollars unless otherwise stated. Statements contained herein, which are not historical facts, are forward looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially from those set forth or implied. These forward-looking statements include, without limitation, discussion of financial results or the outlook for the business, risks associated with its financial results and stability, its antigens and quality assessment products business, development projects such as those referenced herein, sales to foreign jurisdictions, engineering and construction, production (including control over costs, quality, quantity and timeliness of delivery), foreign currency and exchange rates, maintaining adequate working capital and raising further capital on acceptable terms or at all, and other similar statements concerning anticipated future events, conditions or results that are not historical facts. These statements reflect management's current estimates, beliefs, intentions and expectations; they are not guarantees of future performance. The Company cautions that all forward looking information is inherently uncertain and that actual performance may be affected by a number of material factors, many of which are beyond the Company's control. Accordingly, actual future events, conditions and results may differ materially from the estimates, beliefs, intentions and expectations expressed or implied in the forward looking information. All statements are made as of the date of this disclosure and represent the Company's judgment as of that date and the Company disclaims any intent or obligation to update such forward-looking statements. The Management Discussion and Analysis is dated August 11, 2021.

#### **COMPANY OVERVIEW**

Microbix Biosystems Inc. (Microbix or the Company) (TSX: MBX) is an award-winning life sciences innovator and exporter making critical ingredients that enable the production of clinical diagnostics (antigens), creating and manufacturing medical devices, including quality assessment products that help ensure test accuracy (also known as QAPs<sup>™</sup>), and viral transport medium for enabling the collection of patient samples to test for pathogens such as the virus causing COVID-19 disease (branded as DxTM<sup>™</sup>). In the context of Microbix's business, antigens are purified and inactivated bacteria and viruses, which are used in the immunoassay format of medical tests to assess exposure to, or immunity from, those pathogens. QAPs are inactivated and stabilized samples of a pathogen or an analogue to a pathogen, that are created to resemble patient samples in order to support one or more of (i) the proficiency testing of clinical labs (usually unbranded "white label"), (ii) test development, instrument validation and technician training (branded PROCEEDx<sup>™</sup>). Microbix' antigens and QAPs are sold to more than 100 customers worldwide, primarily to multinational diagnostics companies and laboratory accreditation organizations. The first private sector sales of Microbix's DxTM were recorded in fiscal Q2, 2021 with a material first order from the Province of Ontario received in April, 2021.

Microbix also applies its biological expertise and infrastructure to develop other proprietary products and technologies, most notably Kinlytic<sup>®</sup> urokinase, a biologic thrombolytic drug used to treat blood clots.

The COVID-19 pandemic is impacting all industries, including medical diagnostics. As a result, trend discussions here may be disrupted. For example, in fiscal 2020 and 2021 sales of antigens have been depressed due to fewer patients seeking or receiving care in relation to

#### **COMPANY OVERVIEW (Continued)**

diseases other than COVID-19. However, more broadly speaking, revenue from the antigens and QAPs business (Antigens & QAPs) are expected to continue growing for the foreseeable future. Antigen sales growth may be largely driven by certain public health tests becoming more widely used in the Asia Pacific region and, more recently, increased global testing for respiratory pathogens. QAPs sales growth may be driven by Microbix's creation of new value-added, branded and proprietary products and by increasing European and American quality-management regulation of clinical laboratories. Sales of DxTM began in fiscal Q2 of 2021 and, based on the initial firm purchase order from Ontario, have now become material.

The sales resulting from antigens, QAPs, and DxTM activities are expected to provide free cash flow to cover operating and debt service costs, and funding for business initiatives that leverage Microbix's expertise.

Microbix owns and operates a biologicals manufacturing facility at 265 Watline Avenue in Mississauga, Ontario. For that facility, Microbix has a Pathogen and Toxin license issued by the Public Health Agency of Canada. The Company's administrative offices, along with further production and lab spaces, are in a leased building located at 235 Watline Avenue, Mississauga, Ontario. A third adjacent site at 275 Watline Avenue has been leased as of July, 2021 with renovation planning now underway. Microbix is ISO 9001 & 13485 accredited, FDA & Health Canada establishment licensed, Australian TGA registered, and provides CE marked products.

#### FINANCIAL OVERVIEW

#### Quarter Ending June 30, 2021 ("Q3")

Q3 revenue was \$5,451,834, an 88% increase from Q3 2020 revenues of \$2,898,328. Included were antigen revenues of \$2,398,968 (Q3 2020 - \$2,245,912), QAPs revenues were \$1,051,618 (Q3 2020 - \$570,148) for segment growth of 84%. In turn, revenue from DxTM was \$1,924,300 (Q3 2020 - nil), and royalties were \$76,948 (Q3 2020 - \$82,268). Microbix's Q3 sales growth was most influenced by initial Ontario-driven deliveries of DxTM, followed by continuing diagnostics industry uptake of QAPs, and helped by stable antigen sales at improved margins.

Q3 gross margin was 63%, up from 47% in Q3 2020, due to a greater proportion of sales of QAPs, new DxTM sales, the effects of antigen product sales mix, and improved bioreactor-made antigen margins.

Operating expenses in Q3 increased by 7% relative to Q3 2020, impacted by the fluctuations in foreign currencies versus the prior year. Overall, greater sales and more available gross margin dollars during Q3 led to an operating income and net income of \$1,516,178 versus an operating loss and net loss of \$440,233 in Q3 2020. Cash used in operating activities was \$683,335, compared to cash provided of \$764,707 in Q3 2020, with the decrease coming primarily from changes in non-cash working capital (increases in accounts receivable and decreases in accounts payable), more than offsetting the favourable year-over-year growth in net income.

#### Nine Months Ending June 30, 2021 ("YTD")

YTD revenue was \$12,963,266, a 66% increase from prior year (YTD 2020) revenue of \$7,819,172. Included were antigen product revenues of \$7,061,161 (YTD 2020 - \$6,550,289), a recovery of 8%. QAPs revenues were \$3,509,127, an increase of 243% from YTD 2020 sales of \$1,022,153. Finally, DxTM was \$2,179,300 (YTD 2020 - nil) and royalties were \$213,679 (YTD 2020 - \$246,730). YTD sales were most influenced by the uptake of Microbix's COVID-19 related QAPs, especially PROCEEDx<sup>™</sup>FLOQ<sup>®</sup> and REDx<sup>™</sup>FLOQ<sup>®</sup>, followed by the start of DxTM sales, and then the beginning of a recovery in antigen sales.

#### FINANCIAL OVERVIEW (Continued)

## Nine Months Ending June 30, 2021 ("YTD") (Continued)

Gross margin YTD was 60%, up from 48% in YTD 2020, due to significant increase in higher margin QAPs sales, the start of DxTM sales, and changes in Antigens product mix & yields. YTD operating expenses increased by 8% from 2020, primarily due to year-over-year incremental foreign exchange losses. Stronger sales and gross margins YTD led to a net profit of \$2,454,461 versus a net loss of \$1,244,528 in YTD 2020. Cash provided by operations ("CFO") was \$485,115, compared to \$224,648 in YTD 2020, influenced by growth in accounts receivable and inventories.

At the end of Q3, Microbix's current ratio (current assets divided by current liabilities) was 4.02 and its debt to equity ratio (total debt over shareholders' equity) was 0.55.

Financial Highlights				
For the three months and nine months ended	June 30, 2021	June 30, 2020	June 30, 2021	June 30, 2020
Total Revenue \$	5,451,834	\$ 2,898,328	\$ 12,963,266	\$ 7,819,172
Gross Margin	3,445,814	1,355,595	7,798,217	3,719,942
SG&A Expenses	1,384,951	1,244,369	3,856,512	3,324,706
R&D Expense	271,503	294,774	685,663	837,726
Financial Expenses	273,182	256,685	801,581	802,038
Operating Income (Loss) for the period	1,516,178	(440,233)	2,454,461	(1,244,528)
Net Income (Loss) and Comprehensive Income (Loss) for the period	1,516,178	(440,233)	2,454,461	(1,244,528)
Cash Provided (Used) by Operating Activities	(683,335)	764,707	485,115	224,648
As at	June 30, 2021	September 30, 202	0	
Cash	7,506,506	92,661		
Accounts receivable	4,180,464	1,877,009		
Total current assets	16,805,249	6,492,832		
Total assets	25,863,846	15,598,011		
Total current liabilities	4,180,464	4,090,038		
Total liabilities	9,149,513	8,978,534		
Total shareholders' equity	16,714,333	6,619,477		
Current ratio	4.02	1.59		
Debt to equity ratio	0.55	1.36		

#### SELECTED QUARTERLY FINANCIAL INFORMATION

	Sep-30-19 \$	Dec-31-19 \$	Mar-31-20 \$	Jun-30-20 \$	Sep-30-20 \$	Dec-31-20 \$	Mar-31-21 \$	Jun-30-21 \$
Revenue	3,587,285	2,046,348	2,874,496	2,898,328	2,705,732	3,157,659	4,353,773	5,451,834
Net Income (Loss) and Comprehensive Income (Loss)	(48,816)	(585,265)	(219,030)	(440,233)	(4,982,997)	130,819	807,463	1,516,178
Operating Income (Loss) before debt restructuring, settlement expenses and Impairment of assets	(127,738)	(585,265)	(219,030)	(440,233)	(336,175)	130,819	807,463	1,516,178

#### OUTLOOK

Microbix' primary business is the result of over three decades of experience manufacturing high quality viral and bacterial antigens – for use in the medical diagnostic testing industry. Its many antigen products have received widespread and longstanding acceptance by "immunoassay" diagnostic test makers, with continuing growth in demand being the general trend prior to the pandemic. Microbix antigens are now used by over 100 diagnostics manufacturers and are the critical biology inside tens of millions of medical tests for bacterial and viral diseases.

From 2017 until the emergence of the COVID-19 pandemic, growth in demand for Microbix' antigens had been stronger to end-customers in both established and emerging markets. Much of that growth was believed to be due to a number of diagnostics for infectious diseases important to public health beginning to be adopted in the Asia-Pacific region. In fiscal 2018 and across fiscal 2019, we saw the emergence of this Asian demand materialize in orders from our distribution partner for such markets, as well as from customers based in North America and Europe that were achieving growing sales into Asia. While we believe Asia-Pacific demand for antigens should continue to grow over time, sales to this newer market were also adding to the quarter-to-quarter volatility of Microbix's revenues. From fiscal 2020, antigen demand has demonstrated further volatility as a result of the COVID-19 pandemic and its impacts on patient behaviours and global allocation of testing resources.

Beyond the COVID-19 pandemic, the long-term effect of increasing Asia-Pacific test usage may be to take Microbix's potential antigens market from being the population of North America and Western Europe to closer to the much larger overall global population. As a leading global supplier of such vital native antigens that has created and validated leading-edge production techniques, Microbix believes it is now well-prepared to fulfill such demand growth.

In fiscal 2020, a different antigens market driver emerged in the form of the COVID-19 pandemic. While Microbix does not currently supply native or recombinant antigens for immunoassay tests for the Coronavirus that causes COVID-19 disease (properly called the SARS-CoV-2 virus), it does expect to see lasting long-term benefits within its antigens business. Such benefits would initially come from increased testing capacity in general, and specifically from increased immunologic testing for exposure to respiratory pathogens other than the SARS-CoV-2 virus. Notably, healthcare practitioners and public health authorities are likely to want a definitive diagnosis of the reason for illness if a patient tests negative for SARS-CoV-2 (i.e., if not that, then what?) and may want to know if a patient is co-infected with another respiratory pathogen if they test positive for SARS-CoV-2 (e.g., at greater risk because co-infected with an influenza virus or a resulting bacterial infection). Microbix has begun to see its flow of orders for some of its respiratory antigens increase, as its products form an integral part of some approved tests. However, at present, patient testing in relation to diseases other than respiratory infections are continuing to be disrupted as a result of several factors, including testing resources limitations, patient reluctance to see medical professionals for non-emergency issues, and recurring societal lockdowns. It is important to note that these factors are not unique to Microbix, but are affecting the entire diagnostics industry on a worldwide basis.

Microbix's QAPs business involves the use of antigens, nucleic acids or proteins (collectively, biomaterials) for purposes beyond the large-scale manufacturing of medical test kits. This newer usage packages a very small amount of such stabilized and inactivated biomaterials into individual small vials (e.g., ~1.0 ml) or dried onto sample collection swabs (i.e., Copan<sup>®</sup> "FLOQSwabs<sup>®</sup>"). Such samples are used as tools to establish whether the quality objectives of clinical laboratories are being met – for example to assess whether testing equipment is functioning properly, if staff has been adequately trained and is performing properly, or if reagents have spoiled. Such innovative, proprietary, and branded quality assessment products (QAPs<sup>™</sup>, pronounced as "caps") are a high value end-use of Microbix's biologicals expertise and there is a growing need for such products as regulators progressively tighten their surveillance of the competence of medical testing labs. Notable drivers for such demand are the U.S. "CLIA" regulations, European Union IVD-D and IVD-R regulations, and ISO 15189 standards, that are all encouraging labs to increase use of quality products from qualified third-parties across their everbroadening portfolio of tests. In the nine months of the current fiscal 2021 year-to-date (YTD) , Microbix derived over one-quarter of its sales from providing QAPs – to laboratory accreditation organizations, diagnostic test and

#### **OUTLOOK** (Continued)

instrument-makers and to clinical laboratories (directly and via distributors). This is an increase from 15% across fiscal 2020, and 10% historically – reflecting the strong growth of the QAPs product category (e.g., sales increase of 243% for YTD fiscal 2021 compared to the prior year equivalent period).

The COVID-19 pandemic has presented a pertinent illustration of the need for QAPs and Microbix's capabilities to create, license/register, and manufacture such products. As Microbix concluded this emerging pathogen had potential to create a pandemic, it began the development of QAPs products directed at supporting the accuracy of emerging molecular (RT-PCR) tests for the virus. Discussions around the development of this product began in February, 2020, were followed by Canadian, EU and U.S. licensings/registrations through the spring, and led to first sales in all three markets prior to June 30, 2020. Subsequently, Microbix has also announced QAPs to support RT-PCR testing for multiple COVID variants-of-concern, for COVID antigen-tests, and, most recently, for COVID serological tests. However important, COVID remains only a portion of Microbix's QAPs portfolio, which now comprises more than 70 discreet products that are principally in the respiratory and sexually-transmitted disease categories. That broad portfolio of QAPs has enabled Microbix to build-out a global distribution network for this product line, with a total of nine distributors now providing end-user access and sales support in over 30 countries.

In fiscal 2021, Microbix announced further projects to support the fight against the pandemic – including its project to produce viral transport medium (DxTM) in support of Ontario's RT-PCR testing for COVID-19 disease. An Ontario Together Fund grant to support this project was announced in fiscal Q1, Microbix completed its technical file to enable Canadian sales in fiscal Q2, and a material first order of \$4.25 million was received from Ontario-based procurement Authorities in April, 2021. The benefits from that first order are reflected in the results for fiscal Q3, as they will again across fiscal Q4, 2021.

It is worth repeating that everyone at Microbix has been working hard to help conquer the new challenges to human health and well-being throughout this very challenging pandemic.

Due to the positive prospects of each of the above lines of its business and products, Microbix continues to reinvest to better ensure that it can meet expected growth in demand. Such work includes upgrading its manufacturing technologies, quality systems, processes and training, capacity and allocation of resources, along with developing and launching new products. This has involved many steps to both de-bottleneck and de-risk our production processes, work that will be ongoing as Microbix continues to grow sales across our product lines. Starting in fiscal 2018, multiple upgrades to facilities have been made and further investments will continue to be made in infrastructure going forward, such as those discussed in the Public Offering prospectus dated May 19, 2021 Additionally, Microbix will be investing in our people – with efforts to enhance training, career progression, and retention.

Benefits of the manufacturing upgrades have now become readily apparent, with Microbix capable of supporting year-over-year sales growth of over 80% in Q3, 2021 and 66% YTD. Additionally gross margins for Q3 2021 improved to 63% from just 47% the prior year due to both a greater proportion of branded products (55% vs. 20%), better control of production processes and an improved product mix. Fiscal Q3 2021 is the first quarter that fully reflects Microbix's work in positioning for continuing sales growth, to materially improve its percentage gross margins, and drive toward a higher proportion of higher margin products. This statement is most conclusively supported by the \$1.5 million of net earnings recorded for Q3 of fiscal 2021, for a gratifying net earnings margin of 28%.

More broadly speaking though, fiscal 2020 and 2021 have proved to be challenging for many companies, including Microbix. The COVID-19 pandemic is disrupting normal antigen ordering patterns and has delayed the widespread uptake of Microbix' novel and innovative QAPs for such areas as high-risk Human Papilloma Virus (HPV) molecular testing. The development and registration of leading-edge QAPs to support COVID-19 test accuracy have partially, but not fully, offset these disruptions and delays in fiscal 2020 and 2021. However, 2021 is now providing firm evidence of the interest in Microbix's QAPs

#### **OUTLOOK (Continued)**

from the global diagnostics and clinical laboratory industries, with YTD fiscal 2021 sales of approximately \$3.5 million demonstrating substantial growth from prior year-to-date. Management sees this growth continuing.

Going forward, Microbix is working to keep improving its percentage gross margin while also growing its sales of antigens and QAPs, and of DxTM. Percentage gross margin improvements, such as those seen in Q3 fiscal 2021, should be achievable by way of operational discipline across antigens, QAPs and DxTM, although variation in product sales mix will drive some quarter-to-quarter volatility. Achievement of Microbix's sales and gross margin goals is expected to lead to increasingly meaningful quarterly net earnings, with results reporting to regularly update shareholders on progress with such operational goals.

With regards to Kinlytic urokinase, Microbix's biologic clot-buster therapeutic, it is management's opinion that the COVID-19 pandemic has increased the difficulty of securing a partnering agreement to obtain the required re-development funding. This is for two reasons: (i) the pandemic has disrupted the business of the hospital-oriented product companies that are the logical partners for this asset (due to fewer normal-course procedures being done) and thereby constrained the new product budgets of such companies, and (ii) ongoing restrictions on physical travel (i.e., closed borders, quarantines, etc.) are making it more difficult to advance negotiations, conclude partnerships, and manage off-site manufacturing or clinical trial work.

Accordingly, Microbix cannot represent a precise timeline for securing a funding partner to advance the re-development of Kinlytic to sBLA filing and renewed commercial sales. As a consequence, management followed International Financial Reporting Standards (IFRS) and fully impaired the book value of this asset in Q4 of fiscal 2020. However, since that time, management has continued efforts to partner this asset and thereby return the drug to the United States market for its catheter-clearance sub-indication. Microbix remains optimistic that it will achieve that objective and thereby derive value from this asset.

To summarize, the company continues to target double-digit annual percentage growth in sales, while concurrently expanding gross margins and net earnings. Sustainable growth and consistent profitability are core goals for Microbix. Those objectives should be attainable based on increasing long-term demand for antigens, implementation of innovative antigen production methods, the launch of new QAPs product lines, material sales of DxTM, and successful partnering of Kinlytic. It is intended for success with such initiatives to drive share price appreciation.

#### LIQUIDITY, CASH FLOWS AND CAPITAL RESOURCES

These interim condensed consolidated financial statements have been prepared in accordance with the International Accounting Standard 34, Interim Financial Reporting, as issued by the International Accounting Standards Board ("IASB") and on a going concern basis, which presumes the Company will continue operating for the foreseeable future and will be able to realize a return on its assets and discharge its liabilities and commitments in the normal course of business.

The Company has incurred historical losses resulting in an accumulated deficit of \$39,439,549 as at June 30, 2021 (\$41,894,010 as at September 30, 2020). Management continuously monitors the financial position of the Company with respect to working capital needs, as well as long-term capital requirements compared to the annual operating budget. Variances are highlighted and actions are taken to ensure the Company is appropriately capitalized.

#### LIQUIDITY, CASH FLOWS AND CAPITAL RESOURCES (Continued)

#### Future Liquidity and Capital Needs

The Company primarily funds new product development activities and capital expenditures from profits earned by its business and, periodically from additional equity and/or debt.

Over the course of fiscal 2021, cash flow was expected to improve due to: 1) continued growth in antigen and QAPs sales, 2) the start of meaningful sales of DxTM, 3) improvements in product pricing or other sales terms, 4) sales of better percentage gross margin product from the Company's bioreactor production process, and 5) other business development and financial initiatives. Management expects these developments will continue and thereby significantly improve the overall liquidity position, as the Company's plans come to fruition.

To support the continued growth of the business, on January 30, 2020, the Company completed a non-brokered private placement offering of an aggregate of 11,800,000 units for total gross proceeds of \$2,360,000. Each unit consisted of one common share of Microbix and one common share purchase warrant. Each whole warrant entitles the holder to purchase one additional common share at an exercise price of \$0.36 for five years. The financing was non-brokered. Cash commissions of \$104,300 were paid and an aggregate of 521,500 Broker's Warrants were issued in the private placement offering. Each Broker's Warrant entitles the holder to purchase one unit at a price of \$0.36 for a period of five years. All securities issued under the private placement were subject to a hold period expiring four months and one day from the date of closing expiring four months and one day from the date of closing.

In addition, on May 19, 2021, the Company completed a public offering and concurrent private placement offering of an aggregate of 11,500,000 units for total gross proceeds of \$6,900,000, net proceeds of \$6,137,939 after share issuance costs of \$762,061. Each unit consisted of one common share of Microbix and one-half of one common share purchase warrant. Each whole warrant entitles the holder to purchase one additional common share at an exercise price of \$0.80 for two years. The financing was a "bought deal", with co-lead underwriters of the Offering (iA Private Wealth Inc. and Bloom Burton Securities Inc.). Cash commissions of \$402,500 were paid and an aggregate of 670,833 Broker's Warrants were issued in the public offering. Each Broker's Warrant entitles the holder to purchase one unit at a price of \$0.60 for a period of two years. All securities issued under the concurrent private placement were subject to a hold period expiring four months and one day from the date of closing.

Microbix will continue to monitor and manage its cash position, with the objective of anticipating and meeting all future liquidity and capital needs.

#### **Outstanding Share Capital**

Share capital issued and outstanding as at June 30, 2021 was \$42,215,667 for 123,901,267 common shares and September 30, 2020 was \$35,357,144 for 108,772,705 common shares.

#### **Global pandemic**

In early 2020, the novel coronavirus (named "SARS-CoV-2" and causing the disease "COVID-19") was confirmed in multiple countries throughout the world and on March 11, 2020, the World Health Organization declared a global pandemic.

As a result of the continued and uncertain economic and business impact of the COVID-19 pandemic, the Company has reviewed the estimates, judgments and assumptions used in the preparation of its financial statements, including with respect to the determination of whether indicators of impairment exist for its tangible and intangible assets and the credit risk of its counterparties.

The extent to which COVID-19 and any other pandemic or public health crisis impacts the Company's business, affairs, operations, financial condition, liquidity, availability of credit and results of operations will depend on future developments that are highly uncertain and cannot be predicted with any meaningful precision, including new information which may emerge concerning the severity of the COVID-19 pandemic and the actions required to continue to contain the COVID-19 pandemic or remedy its impact, among others.

#### LIQUIDITY, CASH FLOWS AND CAPITAL RESOURCES (Continued)

#### Global pandemic (Continued)

Any of these developments, and others, could have a material adverse effect on the Company's business, financial condition, operations and results of operations. In addition, because of the severity and global nature of the COVID-19 pandemic, it is possible that estimates in the Company's financial statements will change in the near term and the effect of any such changes could be material, which could result in, among other things, impairment of long-lived assets or a change in the estimated credit losses on accounts receivable. The Company is regularly evaluating the situation and monitoring any impacts or potential impacts to its business.

See the "Risks and uncertainties" section of this MD&A for a further discussion of the COVID-19 pandemic.

#### **OFF-BALANCE SHEET ARRANGEMENTS**

The Company has no off-balance sheet arrangements that have or are reasonably likely to have a current or future material effect on its financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources.

#### **TREND INFORMATION**

Historical spending patterns are no indication of future expenditures. Investment in the new products and technologies is at the discretion of management and the board of directors. The Company is not aware of any material trends related to its business that have not been discussed in this Management Discussion and Analysis dated August 11, 2021.

#### **RISKS AND UNCERTAINTIES**

The Company has exposure to credit risk, liquidity risk and market risk. The Company's Board of Directors has the overall responsibility for the oversight of these risks and reviews the Company's policies on an ongoing basis to ensure that these risks are appropriately managed, including through the use of financial instruments where appropriate. Further discussion of the management of such risks is included in Note 20 to the audited consolidated financial statements for the year ended September 30, 2020.

#### **COVID-19 Pandemic**

As previously discussed, the Company's business may be negatively impacted by the COVID-19 pandemic, which has created, and continues to create, significant societal and economic disruptions. The changing and rapidly-evolving effects of the COVID-19 pandemic – the duration, extent and severity of which remain unknown – on investors, businesses, the economy, government bodies, society and the financial markets could, among other things, add volatility to the global stock markets and change interest rate environments. The COVID-19 pandemic and measures to prevent its spread may negatively impact the Company, its customers, counterparties, employees, third-party service providers and other stakeholders, as applicable, in a number of ways, including, but not limited to, by: (i) adversely affecting the business operations of the Company, including the Company's planned sales and marketing processes for its approved products; (ii) disrupting the Company's supply chain, including the manufacture and/or delivery of its products to its customers and distributors on which the Company relies; (iii) adversely affecting local, national or international economies and employment levels; (iv) causing business interruptions, including as a result of steps taken by the Company in compliance with government recommendations and orders, such as requiring

## **RISKS AND UNCERTAINTIES (Continued)**

#### **COVID-19 Pandemic (Continued)**

employee to work remotely, which may cause strain on such existing resources as information technology systems, and suspension of all non-essential travel; (v) disrupting public and private infrastructure, including communications and financial services, which could disrupt the Company's normal business operations; (vi) disrupting health care delivery; disrupting or prolonging business development initiatives such as the partnering of Kinlytic<sup>®</sup> urokinase. At this point, the extent to which the COVID-19 pandemic will or may impact the Company is uncertain and these factors are beyond the Company's control; however, any of these events, in isolation or in combination, could have a material adverse effect on the Company's business, results of operations and financial condition and the market price of the Company's securities. The Company is exposed to business risks, both known and unknown, which may or may not affect its operations. Management works continuously to mitigate unacceptable risk, while still allowing the business to grow and prosper. These risk factors include the following:

## A significant portion of Antigens Product sales are dependent on key clients, open borders, international transportation systems, and access to raw materials.

A significant share of the Company's antigens products sales are sold to a few key customers globally. These products contributed a significant share of the revenues. The loss of a key customer, or restrictions on export, import, or international transportation of its products, raw materials or insufficient marketing resources, could materially impact revenue and profitability.

#### Environmental, safety and other regulatory

Microbix' research and manufacturing operations involves potentially hazardous materials. The Company takes extensive precautions to appropriately manage these materials as regulated by the applicable environmental and safety authorities. Changes in environmental and safety legislation may limit the Company's activities or increase costs. An environmental accident could adversely impact its operations. Microbix' antigen products are considered a production ingredient and not directly regulated by governments in Canada or other jurisdictions. Commercialization of certain quality assessment products require approval of regulatory agencies such as the FDA, in which case Microbix will not receive revenue until regulatory approval is obtained.

#### **Quality Assessment Products in development**

The Company has multiple quality assessment products under development, with the goal of building its sales of this category of product. There is no assurance that these development activities will result in the completion of new commercial products. If the Company is unable to develop and commercialize products, it will be unable to recover its related product development investments.

#### Product commercialization requires strategic relationships

To commercialize large market products in development, Microbix may need to establish strategic partnerships, joint ventures or licensing relationships with pharmaceutical, biotechnology or animal genetics companies. It is possible the Company may be unable to negotiate mutually acceptable terms.

#### **Operating and capital requirements**

Microbix seeks to earn a profit on the sale of its Antigens, QAPs and DxTM, which are a major source of funding for its research and development activities. The Company believes that cash generated from operations is sufficient to meet normal operating and capital requirements. However, the Company may need to raise additional funds, from time to time for several reasons including, to expand production capacity, to advance its current research and development programs, to support various collaboration initiatives with third parties, to underwrite the cost of filing, prosecuting and enforcing patents and other

## **RISKS AND UNCERTAINTIES (Continued)**

## **Operating and capital requirements (Continued)**

intellectual property rights, to invest in acquisitions, new technologies, manufacturing automation, and new market developments. Additional financing may not be available, and even if available, may not be offered on acceptable terms.

#### Future success may depend on successfully commercializing new products or technologies

In the nearer term, Microbix must maintain and grow its existing product sales. To survive and prosper over the longer term, Microbix may need to commercialize new products or technologies. Such work is inherently uncertain and there is no guarantee that Microbix will be successful with its efforts.

#### Failure to obtain and protect intellectual property could adversely affect business

Microbix' future success depends, in part, on its ability to obtain patents, or licenses to patents, maintain trade secret protection and enforce its rights against others. The Company's intellectual property includes trade secrets and know-how that may not be protected by patents. There is no assurance that the Company will be able to protect its trade know-how. To help protect its intellectual property, the Company requires employees, consultants, advisors and collaborators to enter into confidentiality agreements. However, these agreements may not adequately protect trade secrets, know-how or other proprietary information in the event of any unauthorized use or disclosure. Protection of intellectual property may also entail prosecuting claims against others who the Company believes are infringing its rights or securing its freedom to operate relative to the rights of other parties. Involvement in intellectual property litigation could result in significant costs, adversely affecting the development of products or sales of the challenged product, or intellectual property, and divert the efforts of its scientific and management personnel, whether or not such litigation is resolved in the Company's favour.

## Microbix will continue to face significant competition

Competition from life sciences companies, and academic and research institutions is significant. Many competitors have substantially greater resources and may have greater general capabilities in the areas of scientific and product development, legal review, manufacturing, sales and marketing, and financial support than Microbix. While the Company continues to expand its technological, commercial, legal and financial capabilities in order to remain competitive, Microbix' competitors may also be making significant investments in all of these areas, which could make it more difficult for Microbix to commercialize its products and technologies.

#### FINANCIAL RISK MANAGEMENT

The primary risks affecting the Company are summarized below and have not changed during the fiscal year. The list does not cover all risks, nor is there an assurance that the strategy of management to mitigate the risks is sufficient to eliminate the risk.

## Credit risk:

The Company's cash is held in accounts or short-term interest bearing accounts at one of the major Canadian chartered banks. Management perceives the credit risk to be low. Typically the outstanding trade receivable balance is relatively concentrated with a few large customers representing the majority of the value. As at June 30, 2021, five customers accounted for 81% (September 30, 2020 - five customers accounted for 74%) of the outstanding balance. In addition, for the quarter ended June 30, 2021, five customers accounted for 74%) of revenues. The Company has had minimal bad debts over the past several quarters and accordingly management has recorded an allowance of \$35,000 (September 30, 2020 - \$10,000).

#### FINANCIAL RISK MANAGEMENT (Continued)

### **Currency risk:**

The Company is exposed to currency risk given its global customer base. A significant amount of its revenue is denominated in either U.S. dollars or Euros. The Company does not use financial instruments to hedge this currency risk. At June 30, 2021, the significant balances, quoted in Canadian dollars, held in foreign currencies are:

	U.S	. dollars	Euros		
	June 30, September 30, 2021 2020		June 30, 2021	September 30, 2020	
Cash Accounts receivable Accounts payable and	\$ 1,650,193 1,152,382	\$    15,397 1,186,876	\$ 302,094 332,120	\$    1,551 273,858	
accrued liabilites	108,955	150,600	8,643	-	

Based upon 2020 results, the impact of a 5% increase in the U.S. dollar against the Canadian dollar would result in an increase in annual U.S. dollar based revenue of approximately \$327,900 Cdn. The impact of a 5% increase in the Euro against the Canadian dollar would result in an increase in annual Euro based revenue of approximately \$180,200.

Correspondingly, the impact of a 5% decrease in the U.S. dollar against the Canadian dollar would result in a loss in annual U.S. dollar based revenue of approximately \$327,900 Cdn. The impact of a 5% decrease in the Euro against the Canadian dollar would result in a loss in annual Euro-based revenue of approximately \$180,200.

#### Liquidity risk

Liquidity risk measures the Company's ability to meet its financial obligations when they fall due. To manage this situation, the Company projects and monitors its cash requirements to accommodate changes in liquidity needs. In addition, during fiscal 2017 the Company announced that it has arranged a secured revolving credit facility with The Toronto-Dominion Bank ("TD Bank") and Export Development Canada ("EDC"). The credit facility is being used to fund the Company's need for working capital to grow its existing business. This facility is helping to satisfy the Company's liquidity needs and to manage the liquidity risk going forward.

#### **Interest rate risk**

Financial instruments that potentially subject the Company to interest rate risk include those assets and liabilities with a variable interest rate. Exposure to interest rate risk is primarily on the BDC debt that has a variable rate pegged to the bank rate. The rate can be fixed, if the outlook indicates interest rates will move higher. The only other variable debt the Company has is the \$2,000,000 line of credit that bears interest at the bank's prime lending rate plus 2.0%. As at June 30, 2021 the Company has not drawn on this line of credit. A 1% increase in the bank rate would cost the Company approximately \$21,000 per year for BDC and about \$20,000 on the line of credit usage if it were fully used throughout the fiscal year.

#### **Market risk**

Market risk reflects changes in pricing for both Antigens & QAPs and raw materials based on supply and demand criteria; also market forces can affect foreign currency exchange rates as well as interest rates which could affect the Company's financial performance or the value of its financial instruments. Microbix products are valuable components in our customers' products and cannot be easily replaced. The Company works closely with customers to ensure its products meet their specific criteria.

## FINANCIAL RISK MANAGEMENT (Continued)

#### **Fair value**

The fair value of a financial instrument is approximated by the consideration that would be agreed to in an arm's length transaction between willing parties and through appropriate valuation methods, but considerable judgement is required for the Company to determine the value. The actual amount that could be realized in a current market exchange could be different than the estimated value.

The fair values of financial instruments included in current assets and current liabilities approximate their carrying values due to their short-term nature.

The fair value of the long-term debt is based on rates currently available for items with similar terms and maturities. The convertible and non-convertible debenture fair values are not readily determinable as the convertible debentures have been issued to shareholders of the Company. The fair values of financial instruments in other long-term liabilities approximate their carrying values as they are recorded at the net present values of their future cash flows, using an appropriate discount rate.

#### **CRITICAL ACCOUNTING ESTIMATES**

The preparation of these interim condensed consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses. The Company's audited consolidated financial statements are prepared in accordance with IFRS and the reporting currency is Canadian dollars. On an on-going basis, management bases its estimates on historical and other experience and assumptions, which it believes are reasonable in the circumstances. The significant accounting policies that the Company believes are the most critical in fully understanding and evaluating the reported financial results include:

#### **Intangible Assets**

Intangible assets include technology costs, patents, trademarks and licenses. Each is recorded at cost and amortized on a straight-line basis over the term of the agreements or useful life of the asset. Amortization commences when the intangible asset is available for use. Intangibles with definite lives but not yet available for use are assessed at least annually for impairment or more frequently if there are indicators of impairment.

#### **Impairment of Long-lived Assets**

The Company reviews the carrying value of non-financial assets with definite lives for potential impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. The carrying value of non-financial assets with definite lives but are not ready for use, are assessed at least annually for impairment based on the impairment test on cash-generating units (CGUs). The impairment test on CGUs is carried out by comparing the carrying amount of the CGU and its recoverable amount. The recoverable amount of a CGU is the higher of fair value less costs to sell and its value in use. This complex valuation process entails the use of methods such as the discounted cash method 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 risk-adjusted future cash flows and the growth rate used for the extrapolation. The impairment loss is calculated as the difference between the fair value of the asset and its carrying value.

#### Non-Convertible and Convertible Debentures

Management determines the fair value of the debenture using valuation techniques. Those techniques are significantly affected by the estimated assumptions used, including discount rates, expected life and estimates of future cash flows.

#### **CRITICAL ACCOUNTING ESTIMATES (Continued)**

## **Canadian Funds**

#### **Deferred income taxes**

Deferred income tax assets and liabilities are recognized for the estimated income tax consequences attributable to differences between financial statement carrying amounts of assets and liabilities and their respective income tax bases. Deferred income tax assets and liabilities are measured using tax rates expected to be in effect when the temporary differences are expected to be recovered or settled. The effects of changes in income tax rates are reflected in future income tax assets and liabilities in the year that the rate changes are substantively enacted.

#### **Share-based payments**

The Company applies the fair value method of accounting for stock-based compensation for awards granted to officers, directors, employees and consultants of the Company. The fair value of the award at the time of granting is determined using the Black-Scholes option pricing model, and recognized as a compensation expense on a straight- line basis over the vesting period with an offsetting amount recorded to contributed surplus. The amount of the compensation cost recognized at any date at least equals the value of the portion of the options vested at that date. When stock options are exercised, the consideration paid by employees or directors, together with the related amount in contributed surplus, is credited to capital stock. When an employee leaves the Company, vested options must be exercised within 90 days (unless extended at the discretion of the board of directors), or the options expire. Any options that are unvested are reversed in the period that the employee leaves.

#### **FINANCIAL INSTRUMENTS**

The fair value of a financial instrument is approximated by the consideration that would be agreed to in an arm's length transaction between willing parties and through appropriate valuation methods, but considerable judgment is required for the Company to determine the value. The actual amount that could be realized in a current market exchange could be different than the estimated value.

The carrying amounts of cash and cash equivalents, accounts receivable, bank indebtedness and accounts payable and accrued liabilities approximate fair value due to the short-term maturities of these instruments. Based on available market information, the fair value of the obligation under capital lease approximates its carrying value.

The fair value of the long-term debt is based on rates currently available for items with similar terms and maturities. The fair value of the liability for each convertible debenture has been calculated and the residual is accounted for in equity. The Company does not have any off balance sheet financial instruments.

#### **Disclosure Controls**

The Chief Executive Officer and the Chief Financial Officer have evaluated the effectiveness of the Company's disclosure controls and procedures, as defined in the National Instrument 52-109 Certification of Disclosure in Issuer's Annual Filings (NI 52-109F1). As at June 30, 2021, management has concluded that the disclosure controls are effective in providing reasonable assurance that information required to be disclosed in the Company's reports is recorded, processed summarized and reported within the time periods specified in the Canadian Securities Administrator's rules and forms.

## **Internal Controls Over Financial Reporting**

The design of internal controls over financial reporting ("ICFR") within the company is a management responsibility to provide reasonable assurance that the reliability of financial reporting and that the preparation of financial statements for external purposes is in accordance with generally accepted accounting principles of IFRS. While the CEO and CFO believe that the internal controls are adequate to provide the above information, the process to evaluate and document all policies and procedures that could impact financial reporting is continuously reviewed with consultation with the Audit Committee.

## **FINANCIAL INSTRUMENTS (Continued)**

#### Internal Controls Over Financial Reporting (Continued)

Shareholders should be aware that Microbix is a small company without the department resources associated with larger firms. Management is using the Committee of Sponsoring Organization of the Treadway Commission ("COSO"). Framework and has concluded that the Internal Control over Financial Reporting ("ICFR") as defined in NI 52-109 is effective as at the period ended June 30, 2021.

Examination by the Chief Executive Officer and the Chief Financial Officer showed that there were no changes to the internal controls over financial reporting during the period ended June 30, 2021 that have materially affected, or are reasonably thought to materially affect, the internal control over financial reporting.

INTERIM CONDENSED CONSOLIDATED STATEMENTS OF FINANC	AL POSITION	Unaudited
AS AT JUNE 30, 2021 AND SEPTEMBER 30, 2020		Canadian Funds
	As at	As at
	June 30, 2021	September 30 2020
ASSETS		
CURRENT ASSETS		
Cash	\$ 7,506,506	\$ 92,661
Accounts receivable	4,180,464	1,877,009
Inventories (Note 4)	4,822,864	4,292,664
Prepaid expenses and other assets	295,415	220,065
Investment tax credit receivable	-	10,433
TOTAL CURRENT ASSETS	16,805,249	6,492,832
LONG-TERM ASSETS		
Property, plant and equipment	7,368,422	7,363,155
Intangible assets	1,690,175	1,742,024
TOTAL LONG-TERM ASSETS	9,058,597	9,105,179
TOTAL ASSETS	\$ 25,863,846	\$ 15,598,011
LIABILITIES CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ 1,735,512	\$ 1,488,312
Current portion of long-term debt (Note 5)	212,760	235,230
Current portion of debentures	1,004,145	892,125
Current portion of lease liability	149,604	158,633
Deferred revenue (Note 6, 15)	1,078,443	1,315,738
TOTAL CURRENT LIABILITIES	4,180,464	4,090,038
Non-convertible debenture	681,423	713,853
Convertible debentures	1,483,901	1,419,834
Lease liability	271,340	383,306
Long-term debt (Note 5)	2,532,385	2,371,503
TOTAL LONG-TERM LIABILITIES	4,969,049	4,888,496
TOTAL LIABILITIES	\$ 9,149,513	\$ 8,978,534
SHAREHOLDERS' EQUITY		
Share capital (Note 7)	\$ 42,215,667	\$ 35,357,144
Equity component of	\$ 12,213,001	,,,т
convertible debentures	2,903,789	2,903,789
Contributed surplus	11,034,426	10,252,554
Accumulated deficit	(39,439,549)	(41,894,010)
TOTAL SHAREHOLDERS' EQUITY	\$ 16,714,333	\$ 6,619,477
		· · ·
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	\$ 25,863,846	\$ 15,598,011

Commitments and Contingencies (Note 17)

(Signed) "Martin Marino"	(Signed) "Cameron L. Groome"
Martin Marino	CAMERON L. GROOME
Director	Director

INTERIM CONDENSED CONSOLIDATED STATEMENTS	OF INCOM	IE (LOSS) AND	СОМІ	PREHENSIVE I	NCOM	E (LOSS)	Una	audited
For the three months and nine months ended	June 30					Cai	nadia	n Funds
		2021		2020		2021		2020
SALES								
Antigen and QAPs	\$	5,374,886	\$	2,816,060	\$	12,749,587	\$7	7,572,442
Royalties		76,948		82,268		213,679		246,730
TOTAL SALES		5,451,834		2,898,328		12,963,266	7	7,819,172
COST OF GOODS SOLD								
Antigen and QAPs		1,994,465		1,528,393		5,127,627	4	l,051,181
Royalties		11,555		14,340		37,422		48,049
TOTAL COST OF GOODS SOLD		2,006,020		1,542,733		5,165,049	4	1,099,230
GROSS MARGIN		3,445,814		1,355,595		7,798,217	3	3,719,942
EXPENSES								
Selling and business development		190,995		154,014		561,211		519,407
General and administrative		1,193,956		1,090,355		3,295,301	2	2,805,299
Research and development		271,503		294,774		685,663		837,726
Financial expenses		273,182		256,685		801,581		802,038
NET INCOME (LOSS) AND COMPREHENSIVE								
INCOME (LOSS) FOR THE PERIOD	\$	1,516,178	\$	(440,233)	\$	2,454,461	\$ (1	1,244,528
NET INCOME (LOSS) PER SHARE								
Basic (Note 10)	\$	0.013	\$	(0.004)	\$	0.022	\$	(0.012
Diluted (Note 10)	\$	0.011	\$	(0.004)	\$	0.022	\$	(0.012

INTERIM CONDENSED CONSOLIDATED STATEMENTS OF	CASH FLOWS			Unaudited
For the three months and nine months ended June 30			C	anadian Funds
	2021	2020	2021	2020
OPERATING ACTIVITIES				
Net Income (Loss) for the Period	\$ 1,516,178	\$ (440,233)	\$ 2,454,460	\$ (1,244,528
Items not affecting cash				
Amortization and depreciation	204,985	178,353	595,120	513,730
Accretion of debentures	82,361	66,094	232,130	186,906
Stock options expense (Note 9)	119,859	46,153	249,999	110,517
Accretion Interest Expense	14,414	6,430	34,220	15,733
Change in non-cash working capital balances (Note 11)	(2,621,132)	907,910	(3,080,814)	642,290
CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES	(683,335)	764,707	485,115	224,648
Purchase of property, plant and equipment Proceeds from Government Grant (Note 6)	(206,516) 59,417	(365,761) -	(1,114,276) 625,442	(669,395 (1,200
Additions from internal development of intangible assets	-	-	(59,703)	-
CASH USED IN INVESTING ACTIVITIES	(147,099)	(365,761)	(548,537)	(670,595
FINANCING ACTIVITIES				
Repayments of long-term debt (Note 5)	(53,190)	(106,410)	(182,040)	(322,350
Proceeds from Equipment Loan (Note 5)	-	-	-	286,094
Proceeds from Government Loan and Grant (Note 5, 6) Repayments of convertible and	55,215	13,353	487,937	248,607
non-convertible debentures	(30,826)	(27,968)	(88,472)	(80,636
Payment of lease liabilities	(42,819)	(43,535)	(130,553)	(129,981
Proceeds from exercise of warrants	725,462	(10,000)	1,252,457	(123,301
Issue of common shares, net of issue costs	6,137,939	_	6,137,939	2,150,758
Repayments of credit facility (Note 5)	-	-	-	(1,400,000
CASH PROVIDED BY FINANCING ACTIVITIES	6,791,781	(164,560)	7,477,267	752,492
NET CHANGE IN CASH - DURING THE PERIOD	5,961,347	234,386	7,413,844	306,545
CASH - BEGINNING OF PERIOD	1,545,159	167,730	92,661	95,571
CASH - END OF PERIOD	\$ 7,506,506	\$ 402,116	\$ 7,506,506	\$ 402,116

INTERIM CONDENSED CONSO				REHOLDERS' E	-	Unaudited
For the three and nine month		-	)20			anadian Funds
	Share Cap Number of Shares	PITAL (Note 7) Stated Capital	Contributed Surplus	DEFICIT	Equity Component of Debenture	Total Shareholders' Equity
Balance, September 30, 2019	96,972,705	\$ 33,912,460	\$ 9,387,644	\$ (35,666,485)	\$2,903,789	\$10,537,408
Stock option expense	-	-	110,517	-	-	110,517
Issue of Warrants pursuant to Private Placement	-	-	748,550	-	-	748,550
Share Issuance pursuant to Private Placement	11,800,000	1,611,450	-	-	-	1,611,450
Share Issue Costs pursuant to Private Placement	D -	(166,766)	(42,476)	-	-	(209,242)
Net loss and comprehensive lo for the period	-	-	-	(1,244,528)	-	(1,244,528)
BALANCE, JUNE 30, 2020	108,772,705	\$ 35,357,144	\$ 10,204,235	\$(36,911,013)	\$2,903,789	\$11,554,155
BALANCE, SEPTEMBER 30, 2020	108,772,705	35,357,144	10,252,554	(41,894,010)	2,903,789	6,619,477
Stock option expense	-	-	249,999	-	-	249,999
Share Issuance pursuant to Exercise of Warrents	3,628,562	1,685,150	(432,693)	-	-	1,252,457
Issuance of Warrants pursuant to Public Offering and Private Placement	-	-	1,096,585	-	-	1,096,585
Share Issuance pursuant to Public Offering and Private Placement	11,500,000	5,803,415	-	-	-	5,803,415
Share Issue Costs pursuant to Public Offering and Private Placement	_	(630,042)	(132,019)	) -	-	(762,061)
Net income and comprehensiv income for the period	/е _	-	-	2,454,461	-	2,454,461
BALANCE, JUNE 30, 2021	123,901,267	\$42,215,667	\$11,034,426	\$(39,439,549)	\$2,903,789	\$16,714,333

## **1. NATURE OF THE BUSINESS**

Microbix Biosystems Inc. and its subsidiary (the "Company" or "Microbix"), incorporated under the laws of the Province of Ontario, develops and commercializes proprietary biological and technology solutions for human health and wellbeing. Microbix manufactures a wide range of critical biological materials for the global diagnostics industry, notably antigens (Antigen business) used in immunoassays and its quality assessment and proficiency testing controls (QAPs business).

The registered office and principal place of business of the Company is located at 265 Watline Avenue, Mississauga, Ontario, L4Z 1P3.

## 2. BASIS OF PREPARATION

These interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standard 34, Interim Financial Reporting, as issued by the International Accounting Standards Board ("IASB") and are presented in Canadian dollars. The accounting policies used in the preparation of these interim condensed consolidated financial statements conform with those in the Company's audited annual consolidated financial statements for the year ended September 30, 2020, except as set out in note 3. These interim consolidated financial statements do not include all of the information and disclosures required in annual financial statements and, accordingly, should be read in conjunction with the Company's annual consolidated financial statements for the year ended September 30, 2020.

The Board of Directors approved these interim condensed consolidated financial statements on August 11, 2021.

## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Use of estimates and judgments

The timely preparation of the interim condensed consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingencies, if any, as at the date of the financial statements and the reported amounts of revenue and expenses during the period. By their nature, estimates are subject to measurement uncertainty and changes in such estimates in future years could require a material change in the interim condensed consolidated financial statements.

## Global pandemic

In early 2020, a novel Coronavirus (named "SARS-CoV-2" and causing the disease "COVID-19") was confirmed in multiple countries throughout the world and on March 11, 2020, the World Health Organization declared a global pandemic. As a result of the continued and uncertain economic and business impact of the COVID-19 pandemic, the Company has reviewed the estimates, judgments and assumptions used in the preparation of its financial statements, including with respect to the determination of whether indicators of impairment exist for its tangible and intangible assets and the credit risk of its counterparties.

The extent to which COVID-19 and any other pandemic or public health crisis impacts the Company's business, affairs, operations, financial condition, liquidity, availability of credit and results of operations will depend on future developments that are highly uncertain and cannot be predicted with any meaningful precision, including new information which may emerge concerning the severity of the COVID-19 pandemic and the societal actions required to continue to contain the COVID-19 pandemic or remedy its impact, among others.

Any of these developments, and others, have had a material adverse effect on the Company's business, financial condition, operations and results of operations. In addition, because of the severity and global nature of the COVID-19 pandemic, it is possible that estimates in the Company's financial statements will change in the near term and the effect of any such changes could be material, which could result in, among other things, an impairment of long-lived assets or a change in the estimated credit losses on accounts receivable. The Company is constantly evaluating the situation and monitoring any impacts or potential impacts to its business. The duration and impact of the COVID-19 pandemic are unknown at this time, as is the efficacy of the government and central bank interventions. It is not possible to reliably estimate the length and severity of these developments and the impact on the financial results and condition of the Company in future periods.

## NOTES TO THE UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Canadian Funds As at and for the quarters ended June 30, 2021 and 2020

## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Accounting standards and amendments issued but not yet adopted

## Amendments to IAS 1, Presentation of Financial Statements ("IAS 1")

In January 2020, IASB issued Classification of Liabilities as Current or Non-current, which amends IAS 1. The narrow scope amendments affect only the presentation of liabilities in the statement of financial position and not the amount or timing of its recognition. The amendments clarify that the classification of liabilities as current or non-current should be based on rights that are in existence at the end of the reporting period and align the wording in all affected paragraphs to refer to the right to defer settlement by at least twelve months. That classification is unaffected by the likelihood that an entity will exercise its deferral right. The amendments are effective for annual reporting periods beginning on or after January 1, 2023 and are to be applied retrospectively. The Company is still assessing the impact of adopting these amendments on its financial statements.

## Amendments to IFRS 9, Financial Instruments ("IFRS 9")

As part of its 2018-2020 annual improvements to IFRS standards process, the IASB issued an amendment to IFRS 9. The amendment clarifies the fees that an entity includes when assessing whether the terms of a new or modified financial liability are substantially different from the terms of the original financial liability. These fees include only those paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf. An entity applies the amendment to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applies the amendment. The amendment is effective for annual reporting periods beginning on or after January 1, 2022 with earlier adoption permitted. The Company is still assessing the impact of adopting these amendments on its financial statements

## Amendments to IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors ("IAS 8")

In February 2021, the IASB issued Definition of Accounting Estimates, which amends IAS 8. The amendment replaces the definition of a change in accounting estimates with a definition of accounting estimates. Under the new definition, accounting estimates are "monetary amounts in financial statements that are subject to measurement uncertainty". The amendment provides clarification to help entities to distinguish between accounting policies and accounting estimates. The amendments are effective for annual periods beginning on or after 1 January 2023. The Company is still assessing the impact of adopting these amendments on its financial statements.

## **4. INVENTORIES**

Inventories consist of the following:

	Ju	ne 30, 2021	September 30, 202		
Raw materials	\$	1,538,626	\$	710,587	
Work in process		1,243,857		1,122,584	
Finished goods		2,040,380		2,459,493	
	\$	4,822,864	\$	4,292,664	

During the three months ended June 30, 2021, inventories in the amount of \$1,994,465 (2020 - \$1,528,393) were recognized as an expense through cost of sales. For the nine months ended June 30, 2021 the amount was \$5,127,627 (2020- \$4,051,181). The allowance for inventory impairment as at June 30, 2021 was \$375,858 (September 30, 2020 - \$241,378).

## 5. LONG-TERM DEBT, BANK INDEBTEDNESS AND OTHER DEBT

a) The Company has term loans with the Business Development Bank ("BDC") for a variety of purposes. The following summarizes these loans as at June 30, 2021:

Term Loans with the Business							
Development Bank ("BDC")	(a)	(b)	(c)	(d)	(e)	(f)	Total
Effective date of loan	Jun, 2008	Oct, 2014	Oct, 2015	Oct, 2015	Nov, 2015	Jul, 2018	
Initial Loan Amount	\$ 3,000,000	\$ 615,000	\$ 50,000	\$ 200,000	\$ 250,000	\$ 323,906	\$ 4,438,906
Balance, September 30, 2019	2,046,460	102,500	3,120	49,950	62,400	196,696	2,461,126
Proceeds from loan	-	-	-	-	-	286,094	286,094
Loan repayments during the period	(111,120)	(102,500)	(3,120)	(39,960)	(49,920)	(101,640)	(408,260)
Balance, September 30, 2020	1,935,340	-	-	9,990	12,480	381,150	2,338,960
Loan repayments during the period	(83,340)	-	-	(9,990)	(12,480)	(76,230)	(182,040)
Balance, June 30, 2021	\$ 1,852,000	\$-	\$ -	\$-	\$-	\$ 304,920	\$ 2,156,920
Current Portion	111,120	-	-	-	-	101,640	\$ 212,760
Non-current portion	1,740,880	-	-	-	-	203,280	1,944,160
Payment frequency	Monthly	Monthly	Monthly	Monthly	Monthly	Monthly	
Maturity of loan	Feb, 2038	Jul, 2020	Dec, 2019	Dec, 2020	Dec, 2020	Jun, 2024	
Terms of repayment	Principal	Principal	Principal	Principal	Principal	Principal	
	and interest						

Notes: (a) Loan for the purchase of manufacturing facility and building improvements.

(b) Loan for the purchase of equipment for our bioreactor project

(c) Loan for the purchase of building improvements.

(d) Loan for the purchase of manufacturing equipment

(e) Working Capital loan

(f) Loan for the purchase of manufacturing equipment

All BDC loans have a floating interest rate based on BDC's floating base rate plus 0.5% - 1.8%. At June 30, 2021, the rate was 5.05% (September 30, 2020 – 5.05%). The loans are secured with the building and equipment.

## 5. LONG-TERM DEBT, BANK INDEBTEDNESS AND OTHER DEBT (Continued)

As at June 30, 2021, the commitments for the next five fiscal years and thereafter for the BDC loans is as follows:

	Amoun
2021	\$ 53,190
2022	212,760
2023	212,760
2024	187,350
2025	111,120
2026 and thereafter	\$ 1,379,740

b) The Company has a revolving line of credit with a Chartered Bank with a \$2,000,000 borrowing limit. This line of credit bears interest at prime plus 2% (4.45% on June 30, 2021).

As at June 30, 2021 the Company had no funds drawn on the line of credit (September 30, 2020 - nil). The Company's usage of this facility varies across its manufacturing, sales and AR collection cycles.

c) On July 29, 2019, the Company signed an agreement with Federal Economic Development Agency for Southern Ontario to provide a repayable government contribution where the Federal Development Agency has agreed to contribute funding for 30% of the Business Scale-up and Productivity Project expenditures made by the Company, up to \$2,752,500 over the next four years. The Company is required to submit eligible expenses on a quarterly basis to receive the interest-free contributions. Repayment of the contribution does not begin until December 15, 2024. As at June 30, 2021, the Company has received contributions totalling \$943,928 (June 30, 2020 – \$248,608). The Company determined that this "Loan" consists of two components: an obligation to repay; and a government grant in the form of the related exemption from interest. The Company fair valued the obligation to repay at \$555,679, based on a discount rate of 8%, which represents management's best estimate of fair value. The residual amount of \$388,249 is allocated to the associated government grant and recognized as income over the period in which the related costs they are intended to compensate are recognized. As at June 30, 2021, the carrying value of the Loan is \$588,225 (September 30, 2020 - \$267,770) and \$212,609 is recognized as a deferred grant within deferred revenue on the statement of financial position (September 30, 2020 - \$111,210).

The Company is in compliance with the covenants associated with this loan as at June 30, 2021.

The estimated repayments on the existing term facilities in future fiscal years are as follows:

Fiscal Year	Amount
2025	\$ 157,321
2026	188,785
2027	188,785
2028	188,785
2029	188,785
2030	31,465

## NOTES TO THE UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Canadian Funds As at and for the quarters ended June 30, 2021 and 2020

### **6. GOVERNMENT GRANT**

On October 13, 2020, the Company announced a grant agreement with the Ontario Together Fund ("OTF") of the Ministry of Economic Development, Job Creation and Trade (the "Grant"). The Grant of \$1,450,000 will cover 50% of the cost to automate production of the Company's quality assessment products (QAPs<sup>™</sup>) that help ensure the accuracy of infectious disease diagnostic testing, and enable local, secure, and cost-effective automated production of the quantities of viral transport medium (generically "VTM" and branded "DxTM<sup>™</sup>") needed for Ontario's lab-based testing for COVID-19 disease.

An initial Grant disbursement, upon execution of the agreement, in the amount of \$867,000, was received on October 13, 2020. The remaining \$578,000 of the grant will be paid upon project completion and a review of Eligible Project Expenditures incurred during the project. During the three months ended June 30, 2021 the Company recognized \$59,417 (2020- nil) of grant income and \$621,620 during the nine months ended June 30, 2021 (2020 - nil). The company also recorded a \$177,364 reduction in capital asset costs during the quarter and \$625,441 for the nine months ended June 30, 2021. The excess claims of \$380,062 are recognized in accounts receivable.

## 7. SHARE CAPITAL

The Company is authorized to issue an unlimited number of common shares with no par value and an unlimited number of preference shares with no par value.

On January 30, 2020, the Company completed a private placement offering of an aggregate of 11,800,000 units for total gross proceeds of \$2,360,000, net proceeds of \$2,150,759 after share issuance costs of \$209,242. Each unit consisted of one common share of Microbix and one common share purchase warrant. Each whole warrant entitles the holder to purchase one additional common share at an exercise price of \$0.36 for five years. Fair value of the common share purchase warrants was determined to be \$1,205,892. Gross proceeds were allocated to common shares and common share purchase warrants in the amount of \$1,611,450 and \$748,550 respectively. The financing was non-brokered. Cash commissions of \$104,300 were paid and an aggregate of 521,500 Broker's Warrants were issued in the private placement offering. Fair value of the broker warrants was determined to be \$42,476 using the Black-Scholes option pricing model. The volatility of the stock for the Black-Scholes options pricing model was based on 5-year historic volatility of the Company's stock price (69%) and the risk free rate of interest of 1.38% is based upon the Government of Canada benchmark bond yields - 3 to 5 year at the date of the award of the Broker's warrants and a five year term. Management believes that the historic stock volatility provides a fair and appropriate basis of estimate for the expected future volatility of the stock. Each Broker's Warrant entitles the holder to purchase one common share at a price of \$0.36 for a period of five years. All securities issued under the private placement were subject to a hold period, which expired four months and one day from the date of closing.

On May 19, 2021, the Company completed a public offering and concurrent private placement offering of an aggregate of 11,500,000 units for total gross proceeds of \$6,900,000, for net proceeds of \$6,137,939 after share issuance costs of \$762,061. Each unit consisted of one common share of Microbix and one-half of one common share purchase warrant. Each whole warrant entitles the holder to purchase one additional common share at an exercise price of \$0.80 for two years. The financing was a bought deal, with co-lead underwriters of the Offering (iA Private Wealth Inc. and Bloom Burton Securities Inc.). Cash commissions of \$402,500 were paid and an aggregate of 670,833 Broker's Warrants were issued in the public offering. Each Broker's Warrant entitles the holder to purchase one unit at a price of \$0.60 for a period of two years. All securities issued under the concurrent private placement were subject to a hold period, which expired four months and one day from the date of closing.

# NOTES TO THE UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Canadian Funds As at and for the quarters ended June 30, 2021 and 2020

## 7. SHARE CAPITAL (Continued)

The number of issued and outstanding common shares and the stated capital of the Company are presented below:

	Number of Shares	Stated Capital
Balance, as at September 30, 2020	108,772,705	\$ 35,357,144
Issued on public offering and concurrent private placement Exercise of Warrants	11,500,000	5,173,373
Balance, as at June 30, 2021	3,628,562 <b>123,901,267</b>	1,685,150 \$ <b>42,215,667</b>

## 8. COMMON SHARE PURCHASE WARRANTS

A continuity of the Company's warrants outstanding as at June 30, 2021 is presented in the following table:

		Weighted average exercise
	Units	price
Balance, September 30, 2020	23,284,552	\$ 0.36
Issued	6,420,833	0.78
Exercised	(3,628,562)	0.36
Expired	(81,550)	0.46
Balance, June 30, 2021	25,995,273	\$ 0.46

A summary of the Company's warrants outstanding as at June 30, 2021 and September 30, 2020 is presented in the following table:

		June	e 30, 2021		Sep	September 30, 2020		
				Weighted			Weighted	
		W	eighted	average		Weighted	average	
		a	verage	remaining		average	remaining	
	Number	e	exercise contractua		Number	exercise	contractual	
	outstanding		price	life	outstanding	price	life	
				years			years	
Range of exercise prices:								
\$0.55 to \$0.80	7,888,333	\$	0.74	1.59	1,500,000	\$ 0.55	1.03	
\$0.23 to \$0.46	18,106,940		0.35	2.38	21,784,552	0.35	2.93	
	25,995,273	\$	0.46	1.67	23,284,552	\$ 0.36	2.81	

## 9. STOCK OPTION PLAN

Under the Company's stock option plan, the Company may grant options to purchase common shares up to a maximum of 10% of the Company's issued and outstanding common shares. Under the plan as at June 30, 2021, the Company has a total of 9,979,000 options (September 30, 2020 – 10,040,000) issued and pending and is eligible to issue up to a total of 12,390,127 options.

The exercise price of each option equals no less than the market price at the date immediately preceding the date of the grant. In general, the Company's stock option plan vests options in equal amounts across a period following their issue date. The options granted during this quarter and future options grants will generally be vested in a single step on the third anniversary date following their issue.

The activity under the Company's stock option plan for quarter ended June 30, 2021 is as follows:

Exercisable, June 30, 2021	3,250,000	\$	0.28	
Balance, June 30, 2021	9,979,000	\$	0.33	
Options Expired/Forfeited	(2,400,000)	Ş	0.54	
Stock options issued	2,339,000	\$	0.61	
Balance, September 30, 2020	10,040,000	\$	0.25	
	Units	Weighted average exercise prio		

The exercise price of each option equals the closing market price of the Company's capital stock on the day preceding the grant date. The following table reflects the number of options, their weighted average price and the weighted average remaining contract life for the options grouped by price range as of June 30, 2021 and September 30, 2020:

		June 30, 2	021	Sept	September 30, 2020			
			Weighted			Weighted		
		Weighte	d average		Weighted	average		
		average	e remaining		average	remaining		
	Number	exercis	e contractual	Number	exercise	contractual		
	outstanding	price	life	outstanding	price	life		
			years			years		
Range of exercise prices:								
\$0.46 to \$0.62	2,339,000	\$ 0.61	4.63	2,400,000	\$ 0.54	0.04		
\$0.22 to \$0.28	7,640,000	\$ 0.25	2.34	7,640,000	\$ 0.25	3.09		
	9,979,000	\$ 0.33	2.88	10,040,000	\$ 0.32	2.36		

During the quarter, the Company recorded share-based compensation expense of \$119,859 (2020 - \$46,153) and \$249,999 for the nine months (2020 - \$110,517).

## **10. INCOME (LOSS) PER SHARE**

Basic income (loss) per share is calculated using the weighted average number of shares outstanding. Diluted income (loss) per share reflects the dilutive effect of the exercise of stock options, warrants and convertible debt. The following table reconciles the net income (loss) and the number of shares for the basic and diluted income (loss) per share computations:

		months ended ne 30	for the nine months ended June 30		
	2021	2020	2021	2020	
Net income (loss) for the period for					
basic earnings per share Net income (loss) for the period for diluted	\$ 1,516,178	\$ (440,233)	\$ 2,454,461	\$(1,244,528)	
earnings per share	1,586,327	(440,233)	2,664,909	(1,244,528)	
Weighted average common shares outstanding	117,068,924	108,772,705	112,006,715	103,528,261	
Dilutive Effect Dilutive weighted average common	31,607,923	-	9,341,510	-	
shares outstanding	148,676,846	108,772,705	121,348,226	103,528,261	
Net income (loss) per share:					
Basic	\$0.013	(\$0.004)	\$0.022	(\$0.012)	
Diluted	\$0.011	(\$0.004)	\$0.022	(\$0.012)	

The following represents the warrants, stock options, and convertible debentures not included in the calculation of diluted income (loss) per share due to their anti-dilutive impact:

		months ended ne 30	for the nine months ended June 30		
	2021	2020	2021	2020	
Pursuant to warrants	6,420,833	23,284,552	7,888,333	23,284,552	
Under stock options	2,239,000	9,893,000	2,239,000	9,893,000	
Pursuant to convertible debentures	-	19,565,217	8,695,652	19,565,217	
	8,659,833	52,742,769	18,822,985	52,742,769	

## **11. CHANGES IN NON-CASH WORKING CAPITAL**

	Three months ended June 30, 2021	Three months ended June 30, 2020		ended ended		ne months ended <b>ne 30,</b> 2020
Accounts receivable	\$ (2,066,503)	\$	683,327	\$(2,303,455)	\$	452,662
Inventory	91,542		(44,522)	(530,200)		(354,962)
Prepaid expenses and other assets	(29,260)		(30,546)	(64,917)		(59,453)
Investment tax credit receivalbe	-		20,484	-		20,484
Deferred Revenue	(118,913)		258,372	(338,784)		671,775
Accounts payable and accrued liabilities	(497,998)		20,795	156,541		(88,215)
	\$(2,621,132)	\$	907,910	\$(3,080,815)	\$	642,290

## **12. CAPITAL MANAGEMENT**

The Company's capital management objective is to safeguard its ability to function as a going concern to maintain and grow its operations and to fund its development activities. Microbix defines its capital to include the drawn portion of the revolving line of credit, shareholders' equity, long-term debt, and the debentures. The capital at June 30, 2021 was \$22,628,947 (September 30, 2020 - \$12,052,022).

To date, the Company has used cash provided by operating activities, common equity issues, debentures, bank mortgage and other financing to fund its activities. The equity is through private placements, the debentures are all controlled by private individuals known to the Company and the mortgage and other financing are with the Business Development Bank, FedDev and TD Bank. If possible, the Company tries to optimize its liquidity needs by non-dilutive sources, including cash provided by operating activities, investment tax credits, grants and interest income. The Company has a revolving line of credit of \$2,000,000 with its Canadian chartered bank, Note 8. The Company's general policy is to not pay dividends and retain cash to keep funds available to finance the Company's growth. However, the Board of Directors may, from time to time, choose to declare a dividend in assets if warranted by circumstances. There was no change during the quarter in how the Company defines its capital or how it manages its capital.

## **13. FINANCIAL INSTRUMENTS**

The Company categorizes its financial assets and liabilities measured at the fair value into one of three different levels depending on the observation of the inputs used in the measurement.

As at June 30, 2021 and September 30, 2020, the Company has carried at fair value financial instruments in Level 1. At June 30, 2021, the Company's only financial instrument measured at fair value is cash, which is considered to be a Level 1 instrument. There were no transfers between levels during the quarter.

The three levels are defined as follows:

- a) Level 1: Fair value is based on unadjusted quoted prices for identical assets or liabilities in active markets.
- b) Level 2: Fair value is based on inputs other than quoted prices included within Level 1 that are not observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- c) Level 3: Fair value is based on valuation techniques that require one or more significant unobservable inputs.

## NOTES TO THE UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Canadian Funds As at and for the quarters ended June 30, 2021 and 2020

## **13. FINANCIAL INSTRUMENTS (Continued)**

Convertible debentures

Long-term-debt and other debt

The following table provides the fair value measurement hierarchy of the Company's assets and liabilities.

		Quoted prices	Significant	Significant
	Date of	in active	observable	unobservable
	valuation	markets	inputs	inputs
		(Level 1)	(Level 2)	(Level 3)
Assets measured at fair value:				
Cash	30-Jun-21	\$ 7,506,506	-	-
Liabilities for which fair values are disc	losed:			
Non-convertible debentures	30-Jun-21	-	-	\$ 1,243,771
Convertible debentures	30-Jun-21	-	-	1,925,698
Long-term-debt and other debt	30-Jun-21	-	\$ 2,745,145	-
		Quoted prices	Significant	Significant
	Date of	in active	observable	unobservable
	valuation	markets	inputs	inputs
		(Level 1)	(Level 2)	(Level 3)
Assets measured at fair value:				
Cash	30-Sep-20	\$ 92,661	-	-
Liabilities for which fair values are disc	losed:			
Non-convertible debentures	30-Sep-20	-	-	\$ 1,221,617
	· · · · · · · · · · · · · · · · · · ·			

The fair value of a financial instrument is approximated by the consideration that would be agreed to in an arm's length transaction between willing parties and through appropriate valuation methods, but considerable judgment is required for the Company to determine the value. The actual amount that could be realized in a current market exchange could be different than the estimated value.

\$

2,606,733

1,804,195

30-Sep-20

30-Sep-20

The fair values of financial instruments included in current assets and current liabilities approximate their carrying values due to their short-term nature.

The fair value of the long-term debt is based on rates currently available for items with similar terms and maturities and is repriced to floating market interest rates and as such, the carrying value of the long-term debt and other debt approximates fair value. The convertible and non-convertible debenture fair values are estimated based on rates for items with similar terms and maturity. The fair values of financial instruments in other long-term liabilities approximate their carrying values as they are recorded at the net present values of their future cash flows, using an appropriate discount rate.

## NOTES TO THE UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Canadian Funds As at and for the quarters ended June 30, 2021 and 2020

## **14. SEGMENTED INFORMATION**

The Company operates in two ways: (i) the development, manufacturing and sales of antigens as materials for the medical diagnostic industry or as quality assessment products (as finished products) and VTM and, (ii) the development and commercialization of novel and proprietary products or technologies such as Kinlytic<sup>®</sup> and Lumisort<sup>™</sup>. The following is an analysis of the Company's revenues and profits from continuing operations for the quarter ended June 30, segmented between antigens and Other (including Kinlytic<sup>®</sup> and Lumisort<sup>™</sup>).

	For the three months			For the nine months		
Segment Revenue	2021		2020	2021	2020	
Antigens, QAPs and VTM	\$ 5,451,834	\$	2,896,235	\$12,963,266	\$ 7,817,079	
Other (Includes Kinlytic <sup>®</sup> and Lumisort™)	-		2,093	-	2,093	
Total for continuing operations	\$ 5,451,834	\$	2,898,328	\$12,963,266	\$ 7,819,172	

	For the three months			For the ni	ne months
Operating Income (Loss)	2021		2020	2021	2020
Antigens, QAPs and VTM	\$ 1,526,908	\$	(397,464)	\$ 2,473,522	\$(1,175,233)
Other (Includes Kinlytic® and Lumisort™)	(10,730)		(42,769)	(19,061)	(69,295)
Total for continuing operations	\$ 1,516,178	\$	(440,233)	\$ 2,454,461	\$ (1,244,528)

Segment revenue reported above represents revenue generated from external customers. There were no inter-segment sales in the current period (2020 - \$Nil).

Segment loss represents the profit (loss) before tax earned by each segment without allocation of central administration costs, directors' fees, and finance costs. These general costs are reflected in the Antigens and QAPs segment. This is the measure reported to the chief operating decision maker for the purposes of resource allocation and assessment of segment performance.

Segmented assets and liabilities are as follows:

	Segn	nent assets	Segment liabilities			
	June 30,	September 30,	June 30,	September 30,		
	2021	2020	2021	2020		
Antigens, QAPs and VTM	\$ 25,863,846	\$ 15,598,010	\$ 9,149,513	\$ 8,978,534		
Other (Includes Kinlytic® and Lumisort™)	-	-	-			
	\$ 25,863,846	\$ 15,598,010	\$ 9,149,513	\$ 8,978,534		

All assets are allocated to reportable segments other than interests in associates and current and deferred tax assets. Assets used jointly by reportable segments are allocated on the basis of the revenues earned by individual reportable segments. All liabilities are allocated to reportable segments other than borrowings and current and deferred tax liabilities. Liabilities for which reportable segments are jointly liable are allocated in proportion to segment assets.

## **14. SEGMENTED INFORMATION (Continued)**

Segmented depreciation and amortization, impairment of long-lived assets and additions to non-current assets as at June 30 are as follows:

	Depreciation and amortization			Additions to non-current assets			
		2021		2020	2021		2020
Antigens, QAPs and VTM Other (Includes Kinlytic® and Lumisort™)	\$	204,985 -	\$	178,353 -	\$ 147,098 -	\$	365,761 -
-	\$	204,985	\$	178,353	\$ 147,098	\$	365,761

## **15. REVENUES AND GEOGRAPHIC INFORMATION**

The Company operates in three principal geographical areas – North America (where it is domiciled), Europe and in other foreign countries. The Company's revenue from external customers is tracked based on the bill-to location. Information about its non-current assets by location of assets are also detailed below. It should be noted that our distribution partner for Asia is based in the United States, so most sales destined to Asia are reflected in the North American total.

	For the three months			For the i	For the nine months		
Revenues	2021		2020	2021	2020		
North America	\$ 3,838,859	\$	1,071,081	\$ 7,839,154	\$ 3,676,785		
Europe	1,610,106		1,827,247	5,116,927	4,079,899		
Other foreign countries (directly)	2,869		-	7,185	62,488		
	\$ 5,451,834	\$	2,898,328	\$12,963,266	\$ 7,819,172		

	Non-current assets		
	June 30, 2021	September 30, 2020	
North America	\$ 9,058,597	\$ 9,105,179	
Europe	-	-	
Other foreign countries (directly)	-	-	
	\$ 9,058,597	\$ 9,105,179	

The following table reflects the movement in the Company's deferred revenues:

as at September 30, 2020	\$ 1,315,738
Cash payments or advance payments on performance obligations Revenue recognized during the quarter	2,142,740 (2,481,524)
Deferred government grant and loan (see notes 5 and 6)	(2,401,524) 101,489
as at June 30, 2021	\$ 1,078,443

## NOTES TO THE UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS Canadian Funds As at and for the quarters ended June 30, 2021 and 2020

## **16. RELATED PARTY TRANSACTIONS**

#### Key management compensation

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company. Key management includes directors and key management executive officers. Compensation for the Company's key management personnel was as follows:

	Three months	Three months	Nine months	Nine months	
	ended	ended	ended	ended	
	June 30, 2021	June 30, 2020	June 30, 2021	June 30, 2020	
Short-term wages, bonuses and benefits	\$ 344,809	\$ 237,396	\$1,014,785	\$ 760,732	
Share based payments	60,032	23,541	123,030	61,457	
Total key management compensation	\$ 404,841	\$ 260,937	\$1,137,815	\$ 822,189	

## **17. COMMITMENTS AND CONTINGENCIES**

Payments on convertible and non-convertible debentures

		Amount
2021	\$	177,310
2022	1,	,657,992
2023		604,242
2024		604,242
2025		604,242
2026 and thereafter	5,	923,682
	\$ 9,	,571,710

#### Contingencies

The Company is not party to any legal proceedings arising out of the normal course of business.

## **18. INCOME TAXES**

The Company has unclaimed research and development expenses and accumulated losses for income tax purposes for which no benefit is recorded in the financial statements. For the three and nine months ended June 30, 2021, the Company has utilized these losses to reduce income tax expense to nil during the period.

## **19. COMPARATIVE CONSOLIDATED FINANCIAL STATEMENTS**

The comparative consolidated financial statements have been reclassified from statements previously presented to conform to the presentation of the 2021 interim condensed consolidated financial statements.

#### DIRECTORS

Peter M. Blecher Ontario, Canada Medical Director CPM - Centres for Pain Management

Mark A. Cochran Virginia, USA Executive Director (Retired) Johns Hopkins Healthcare

Vaughn C. Embro-Pantalony<sup>(1) (2)</sup> Ontario, Canada Pharmaceutical Executive

Anthony J. Giavinazzo<sup>(1)(2)</sup> Ontario, Canada Executive Chairman Sublimity Therapeutics

Cameron Groome<sup>(2)</sup> Ontario, Canada Chief Executive Officer and President Microbix Biosystems Inc.

Martin A. Marino<sup>(1)(2)</sup> Ontario, Canada Pharmaceutical Executive

Joseph D. Renner<sup>(1) (2)</sup> New Jersey, USA Pharmaceutical Executive

<sup>(1)</sup>Member of Audit Committee. <sup>(2)</sup>Member of the Human Resources, Compensation and Governance Committee.

#### SENIOR MANAGEMENT

Cameron L. Groome Chief Executive Officer and President

James S. Currie Chief Financial Officer

Kenneth Hughes Chief Operating Officer

Dr. Mark Luscher Senior Vice-President, Scientific Affairs

Phillip Casselli Senior Vice-President, Sales & Business Development

Kevin J. Cassidy Vice-President, Biopharmaceuticals

Christopher B. Lobb General Counsel & Secretary

#### CORPORATE INFORMATION

Corporate Counsel Boyle & Co. LLP

Auditors

**Transfer Agent** 

Bankers

Head Office

Microbix Biosystems Inc. 265 Watline Avenue, Mississauga, Ontario Canada L4Z 1P3 Tel: 905-361-8910 Fax: 905-361-8911 www.microbix.com

Ernst Young LLP

Chartered Accountants

AST Trust Company Inc.

as the Administrative Agent for

416-682-3860 1-800-387-0825

*The Toronto Dominion Bank* 

CIBC Mellon Trust Company





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