

## **MANAGEMENT DISCUSSION & ANALYSIS**

Quarterly report for shareholders  
Period ended February 28, 2009

The following comments are intended to provide a review and analysis of the operating results and financial position of Opsens Inc. as of February 28, 2009, and for the three- and six-month period ended this date in comparison with the corresponding period ended February 29, 2008. They should be read and interpreted in conjunction with the audited financial statements as well as the accompanying notes as of August 31, 2008.

Unless stated otherwise, the interim Management Discussion and Analysis has been prepared in accordance with Canadian Generally Accepted Accounting Principles (GAAP) on a consolidated basis. This document was prepared on April 10, 2009. All amounts are in Canadian dollars.

This report contains forward-looking statements that involve risks and uncertainties. These forward-looking statements are not guarantees of our future results, and actual results could differ significantly from those foreseen by such statements due to several factors, including economic conditions, capital expenditures in the measuring instrument sector, currency exchange rate variation, and our ability to manage Opsens successfully under these uncertain conditions. Consequently, the reader should not place undue reliance on these forward-looking statements. These forward-looking statements are only valid as at the date of this document. The Company is under no obligation to revise or update these forward-looking statements in order to reflect the events or circumstances that occur after the date of this analysis, except when it is required by law.

### **CORPORATE OVERVIEW**

Opsens Inc. (the “Company”) is a leading developer, manufacturer, and supplier of a wide range of fiber optic sensors and associated signal conditioners based on proprietary patented and patent-pending technologies. Opsens sensors provide long-term accuracy and reliability in the harshest environments. Opsens provides sensors to measure pressure, temperature, strain, and displacement to original equipment manufacturers (OEM) and end-users in the oil and gas, medical, transformers, and laboratory fields. Opsens provides complete technical support, including installation, training, and after-sales service.

Opsens holds three (3) patents and has four (4) patents pending covering its products and technology provided to its markets, giving the Company freedom to operate. With its patented technologies and highly recognized expertise, Opsens meets consumer needs in the medical, oil and gas, high-power transformers, and laboratory markets. Since December 11, 2007, activities in the oil and gas market have been performed by the wholly-owned subsidiary Opsens Solutions Inc. (“Opsens Solutions”), formerly Inflo Solutions Inc.

### **VISION, STRATEGY, AND OUTLOOK**

The worldwide market for fiber optic and conventional sensors is a multi-billion dollar market. The Opsens sales and marketing strategy aims to provide solutions for the various current niche markets and develop specific new markets. The Company's expertise, know-how, and patented technology are the keys to new production techniques improving the reliability of measuring equipment. Also, the Opsens production technique called MEMS (Micro-Electro-Mechanical-System) encourages penetration into markets traditionally occupied by conventional sensors through higher production volumes and reduced manufacturing costs.

In 2009, Opsens expects revenue from product sales to be higher than a year earlier in each of the oil and gas, medical, high-power transformers, and laboratory markets, despite the challenging economic environment. The testing of the OPP-W sensor in the oil and gas market in fiscal 2008, and greater maturity of our products, particularly in the medical market, will contribute significantly to increased revenues.

### *Disclosures in volatile and uncertain times in the financial markets*

Even in the current economic environment, Opsens continues to execute its business plan, targeting revenue growth in all of its markets. The company continues to hire in human resources to provide its clients with top-quality products and services. Given the controls in place in each of Opsens' units, the company isn't at this point taking any unusual measures.

Regarding cash management, the private placement that Opsens completed in 2008 gives the company the financial resources necessary to operate in 2009. The company has not changed its cash management strategy, which aims to protect its financial assets and defer spending that isn't essential to enacting Opsens' business plan in the near to medium term. If Opsens did need to raise money in the future, success would depend on revenue growth.

The accounting estimates used in the financial statements for the period ended February 28, 2009, were not modified for the current uncertain economic environment. These items are receivable tax credits, provisions for contractual guarantees and assumptions tied to the fair value of share options and warrants. Management doesn't anticipate an impact on the company's accounting estimates for fiscal 2009.

### *Majors drivers that have changed as a result of the financial crisis*

#### Credit availability and cost

The availability of credit has decreased as a result of the global financial crisis. Opsens' current assets are enough to execute its current short-term business plan. If additional equity financing is required, current fiscal incentives may help. It is uncertain what the impact of an equity financing on current shareholders would be compared with doing such a financing under more normal market conditions.

#### Customers

The current period of uncertainty and volatility has not required the company to change its method of dealing with credit, since Opsens' clients are primarily businesses with strong capitalization, distributors and government-related agencies.

#### Currency fluctuations

As for recent currency fluctuations, an appreciating American dollar against the Canadian dollar generally favors sales figures and gross margins, since most of Opsens' sales are made in U.S. dollars. Additional information is available at "Distribution, sales and long-term recurring revenues" and "Capital management".

#### Commodity prices

While recently lower oil prices has reduced reduce short-term investment in the oil and gas industry, we believe that lower prices will cause producers to seek out our technology to optimize their production, boosting commercialization of the OPP-W sensor in the mid-term.

#### Counterparties

Because Opsens' revenues and purchases are diversified, the company doesn't anticipate any significant impact from decreased solvency of certain clients, suppliers and bankers.

**SELECTED CONSOLIDATED FINANCIAL DATA**

(In thousands of Canadian dollars, except for information per share)	Three-month period ended	Three-month period ended	Six-month period ended February	Six-month period ended February
	February 28, 2009	February 29, 2008	28, 2009	28, 2008
	\$	\$	\$	\$
Revenues	606	637	1,218	1,206
Cost of revenues	464	395	886	663
<b>Gross margin</b>	142	242	332	543
Administrative expenses	316	244	631	446
Marketing expenses	243	135	437	330
R&D expenses	205	186	410	349
Stock option-based compensation	60	43	127	93
Amortization of property, plant and equipment	39	21	75	40
Amortization of intangible assets	6	14	11	19
Financial expenses (income)	(45)	2	(122)	16
	824	645	1,569	1,293
<b>Loss before income taxes</b>	(682)	(403)	(1,237)	(750)
Income taxes	-	-	-	-
<b>Net loss</b>	(682)	(403)	(1,237)	(750)
<b>Net loss per share – Basic</b>	(0.02)	(0.01)	(0.03)	(0.02)
<b>Net loss per share - Diluted</b>	(0.02)	(0.01)	(0.03)	(0.02)

(In thousands of Canadian dollars)	As at	As at	As at
	February 28, 2009	November 30, 2008	August 31, 2008
	\$	\$	\$
Current assets	4,164	5,104	5,462
Total assets	5,687	6,618	6,852
Current liabilities	672	968	770
Long-term debt	276	289	253
Shareholders' equity	4,739	5,361	5,829

No dividend was declared per share for each share class.

On October 3, 2006, Opsens completed a qualifying transaction under the rules of the TSX Venture Exchange Corporate Finance Manual. On April 8, 2008, the Company completed a private placement of 4,711,126 units at a price of \$0.80 per unit for gross proceeds of \$3,768,901.

## SUMMARY OF CONSOLIDATED QUARTERLY RESULTS

The summary below presents the periods in which Opsens published unaudited interim financial statements.

(In thousands of Canadian dollars)	Three-month period ended February 28, 2009	Three-month period ended November 30, 2008	Three-month period ended August 31, 2008	Three-month period ended May 31, 2008
	\$	\$	\$	\$
Revenues	606	612	748	890
Net loss for the period	682	555	228	359
Net loss per share - Basic	(0.02)	(0.01)	(0.01)	(0.01)
Net loss per share - Diluted	(0.02)	(0.01)	(0.01)	(0.01)

(In thousands of Canadian dollars)	Three-month period ended February 29, 2008	Three-month period ended November 30, 2007	Three-month period ended August 31, 2007	Three-month period ended May 31, 2007
	\$	\$	\$	\$
Revenues	637	569	187	187
Net loss for the period	403	347	531	700
Net loss per share - Basic	(0.01)	(0.01)	(0.02)	(0.02)
Net loss per share - Diluted	(0.01)	(0.01)	(0.02)	(0.02)

The acquisition of Inflo Solutions on December 11, 2007, stimulated sales in the oil and gas sector beginning in the second quarter of fiscal 2008.

In the first quarter of 2009, the Company performed leasehold improvements to its Quebec facilities, which temporarily affected production and hence revenues, and increased the Company's loss.

In the latest second quarter, Opsens incurred expenses to prepare two OPP-W sensors. The client then requested to delay the installation, planned for the second quarter, into the third. The company expects third-quarter revenues to be higher than in the second quarter.

Historically, the Company's revenues have been little affected by seasons. Seasonal fluctuations will become more significant as the weighting of sales to the oil and gas field increases, since business activity is generally greater in the winter quarter for this sector.

## PERFORMANCE INDICATORS

In order to evaluate the Company's performance and generate long-term value for its shareholders, the Company has identified the following financial and non-financial performance indicators:

- 1) Distribution, sales, and long-term recurring revenues;
- 2) Products and innovation;
- 3) Short-term financial performance and cash flows;
- 4) Strategic acquisitions and development of new projects.

**THREE- AND SIX-MONTH PERIODS ENDED FEBRUARY 28, 2009, AND  
FEBRUARY 29, 2008**

**DISTRIBUTION, SALES, AND LONG-TERM RECURRING REVENUES**

(In thousands of dollars except for percentage data figures)	Three-month period ended February 28, 2009	Three-month period ended February 29, 2008	Six-month period ended February 28, 2009	Six-month period ended February 29, 2008
	\$	\$	\$	\$
Revenues	606	637	1,218	1,206
Growth rate (%)		(5)		1
Gross margin	142	242	332	543
Growth rate (%)		(41)		(39)

For the three- and six-month periods ended February 28, 2009, and February 29, 2008

For the three- and six-month periods ended February 28, 2009, sales to the laboratory field were the biggest contributors to total revenue, with respective sales for \$293,000 and \$616,000, compared with \$271,000 and \$715,000 a year earlier.

During the first quarter of 2009, Opsens provided various services and installed an OPP-W sensor for continuous pressure and temperature measurement at high temperature for Nexen Inc. In the second quarter, the Company sold conventional sensors. Additionally, two OPP-W optical-sensor installations were delayed from the second quarter to the third, upon the client's request. That pushed the quarterly growth rate below plan. Opsens will continue to fulfill the Nexen contract in upcoming quarters.

The gross margin rate and the gross margin on product sales decreased for the three- and six-month periods ended February 28, 2009, compared with a year earlier, as the company increased overhead costs and manufacturing employees for the Opsens Solutions Inc. unit to prepare for expected growth in coming quarters.

(In thousands of Canadian dollars except for percentage data figures)	Three-month period ended February 28, 2009	Three-month period ended February 28, 2009	Six-month period ended February 28, 2009	Six-month period ended February 28, 2009
	Opsens Inc.'s reportable segment \$	Opsens Solutions Inc.'s reportable segment \$	Eliminations \$	Consolidated financial statements \$
Revenues	523	113	(30)	606
Cost of revenues	303	191	(30)	464
Gross margin	220	(78)	-	142
Gross margin rate (%)	42	(69)	-	23

(In thousands of Canadian dollars except for percentage data figures)	Three-month period ended February 28, 2009	Three-month period ended February 28, 2009	Six-month period ended February 28, 2009	Six-month period ended February 28, 2009
	Opsens Inc.'s reportable segment \$	Opsens Solutions Inc.'s reportable segment \$	Eliminations \$	Consolidated financial statements \$

Revenues	1,060	208	(50)	1,218
Cost of revenues	610	326	(50)	886
Gross margin	450	(118)	-	332
Gross margin rate (%)	42	(57)	-	27

The Company expects its consolidated gross margin rate will return to its 40% minimum target with higher revenues from Opsens Solutions unit.

As at February 28, 2009, the backlog amounted to \$1,160,000.

Given that a large proportion of the Company's revenue is generated in U.S. dollars, while most costs are priced in Canadian dollars, fluctuation in the exchange rate affects revenue. For the three- and six-month periods ended February 28, 2009, the average exchange rate was higher than the previous year, increasing respective sales by \$91,000 and \$167,000.

Market acceptance of fiber optic sensors is increasing in various sectors. Growing market acceptance contributed to maintain stability for second quarter in the economic context. Consequently, some sectors, such as high-power transformers, are seeing additional competition. To face this competition, Opsens is working to highlight the performance characteristics of its products compared with those of its competitors. For the three- and six-month periods ended February 28, 2009, pricing modifications and new product launches didn't have a significant impact on revenues.

## PRODUCTS AND INNOVATION

The Company is constantly working to improve its position in terms of intellectual property and what it can offer to its customers. In fiscal 2009, the Company will focus on improvements to its technology in markets with the highest perceived potential payoff, particularly oil and gas and medical devices. Following quarter ended February 28, 2009, Opsens filed a provisional patent to the USPTO for a strong potential medical application.

R&D expenses increased to \$205,000 in the second quarter of 2009 from \$186,000 in the comparable period. The change in R&D expenses during the period was generated mainly by increased in employment levels and R&D supplies.

R&D expenses increased to \$410,000 for the first six months of 2009 from \$349,000 in the comparable period. The change in R&D expenses during the period was generated mainly by increased in employment levels and R&D supplies.

## SHORT-TERM FINANCIAL PERFORMANCE AND CASH FLOWS

### Net loss

#### Reconciliation of EBITDA to the Annual Results

(In thousands of Canadian dollars)	Three-month period ended February 28, 2009	Three-month period ended February 29, 2008	Six-month period ended February 28, 2009	Six-month period ended February 29, 2008
	\$	\$	\$	\$
Net loss for the period	(682)	(403)	(1,237)	(750)
Financial expenses (income)	(45)	2	(122)	16
Amortization of property, plant, and equipment	39	21	75	40
Amortization of intangible assets	6	14	11	19
EBITDA <sup>1</sup>	(682)	(366)	(1,273)	(675)
Stock-based compensation costs	60	43	127	93
EBITDA before stock-based compensation costs	(622)	(323)	(1,146)	(582)

Non-GAAP financial measure - Earnings before interest, income taxes, depreciation and amortization (EBITDA) before stock-based compensation costs

(1) EBITDA before stock-based compensation costs does not have any standardized meaning prescribed by GAAP and is therefore unlikely to be comparable to similar measures presented by other issuers. EBITDA before stock-based compensation costs provided investors and management burn rate related to operating activities of the Company.

For the period ended February 28, 2009, net loss totalled \$682,000, compared to \$403,000 for the period ended February 29, 2008. This increase in net loss as well as the EBITDA before stock-based compensation costs for second quarter 2009 compared with a year earlier mainly reflects the increase in marketing expenses, administrative expenses and decrease in gross margin.

For the six-month period ended February 28, 2009, net loss totalled \$1,237,000, compared to a loss of \$750,000 a year earlier. The increased net loss, as well as the EBITDA before stock-based compensation costs for the second quarter of 2009 mainly reflect the decrease in gross margin, combined with an increase in administrative and marketing expenses.

Results in coming quarters will be strongly influenced by product sales volume. Record-high backlog and the expansion of marketing activities within the oil and gas market following the OPP-W installations in 2008 and 2009 should contribute to an increase in EBITDA.

## INFORMATION BY REPORTABLE SEGMENTS

### Sector's information

The Company's reportable segments are strategic business units managed separately; one is focused on developing, producing, and supplying fiber optic sensors (Opsens Inc.) and the other (Opsens Solutions Inc.) is specialized in the commercialization and installation of optical and conventional sensors for the oil and gas industry.

The same accounting policies are used for both reportable segments. Operations are carried out in the normal course of operations and are measured at the exchange value.



	Three-month period ended February 28, 2009			Three-month period ended February 29, 2008		
	Opsens			Opsens		
	Opsens Inc.	Solutions Inc.	Total	Opsens Inc.	Solutions Inc.	Total
	\$	\$	\$	\$	\$	\$
External sales	493,326	112,837	606,163	450,612	186,661	637,273
Internal sales	29,355	-	29,355	-	-	-
Amortization of property, plant and equipment	36,117	2,623	38,740	20,204	555	20,759
Amortization of intangible assets	6,411	-	6,411	5,689	8,430	14,119
Financial expenses	(55,560)	10,129	(45,431)	1,721	357	2,078
Net loss	(412,663)	(268,914)	(681,577)	(400,893)	(1,871)	(402,764)
Acquisition of property, plant and equipment	38,710	4,675	43,385	55,753	35,125	90,878
Acquisition of intangible assets	10,503	-	10,503	15,568	-	15,568
Segment assets	4,807,926	878,921	5,686,847	2,821,385	731,270	3,552,655

	Six-month period ended February 28, 2009			Six-month period ended February 29, 2008		
	Opsens			Opsens		
	Opsens Inc.	Solutions Inc.	Total	Opsens Inc.	Solutions Inc.	Total
	\$	\$	\$	\$	\$	\$
External sales	1,010,232	207,824	1,218,056	1,019,321	186,661	1,205,982
Internal sales	50,079	-	50,079	-	-	-
Amortization of property, plant and equipment	69,572	4,947	74,519	38,776	555	39,331
Amortization of intangible assets	11,432	-	11,432	10,543	8,430	18,973
Financial expenses	(139,959)	18,173	(121,786)	15,791	357	16,148
Net loss	(750,386)	(486,540)	(1,236,926)	(747,990)	(1,871)	(749,861)
Acquisition of property, plant and equipment	189,933	11,547	201,480	72,348	35,125	107,473
Acquisition of intangible assets	16,378	-	16,378	27,846	-	27,846
Segment assets	4,807,926	878,921	5,686,847	2,821,385	731,270	3,552,655

These operating units generate revenue in various geographic segments as follows:

	Three-month period ended February		Six-month period ended February	
	2009	2008	2009	2008
	\$	\$	\$	\$
Revenue per geographic sector				
Canada	115,902	188,899	231,565	203,011
United States	88,182	136,050	373,992	469,939
Germany	225,848	108,537	265,375	161,961
United Kingdom	29,699	31,017	84,433	179,930
France	1,583	115,325	1,881	121,453
Mexico	36,505	4,468	128,284	4,468
Other	108,444	52,977	132,526	65,220
	606,163	637,273	1,218,056	1,205,982

Revenues are attributed to the geographic sector based on the clients' location.

Capital assets, which include property, plant and equipment and intangible assets, are all located in Canada.

During the three-month and the six-month periods ended February 28, 2009, revenues from two clients represent individually more than 10 % of the total revenues of the company, i.e. approximately 36.86% (Opsens Inc.'s reportable segment), 16.86% (Opsens Solutions Inc.'s reportable segment) and 13.23 % (Opsens Inc.'s reportable segment), 21.59% (Opsens Inc.'s reportable segment) respectively. For the three-month and the six-month periods ended February 29, 2008, revenues from four clients represent respectively 23.49% (Opsens Solutions Inc.'s reportable segment), 18.52% (Opsens Inc.'s reportable segment), 16.86% (Opsens Inc.'s reportable segment), 12.37% (Opsens Inc.'s reportable segment) and 25.76% (Opsens Inc.'s reportable segment), 18.91% (Opsens Inc.'s reportable segment), 14.51% (Opsens Solutions Inc.'s reportable segment), 13.47% (Opsens Inc.'s reportable segment) of the Company's total revenues.

#### *Administrative expenses*

Administrative expenses were \$316,000 and \$631,000 respectively for the three- and six-month periods ended February 28, 2009, compared with \$244,000 and \$446,000 for the same period last year.

Administrative expenses increased mainly due to employment levels and communications expenses. In coming quarters, administrative expenses should remain stable with the first and second quarter of 2009.

#### *Sales and marketing expenses*

Sales and marketing expenses were \$243,000 in the second quarter, up from \$135,000 a year earlier. Sales and marketing expenses for the first six months of 2009 at \$437,000 compared \$330,000 a year earlier.

The increase in sales and marketing expenses was generated by wider sales force, conference participation and publicity. Sales and marketing expenses for the next quarters of 2009 will increase in relation to the previous year now that we have a dedicated sales force in both of our locations.

*Financial income (expenses)*

Financial income was \$45,000 and \$122,000 respectively for the three- and six-month periods ended February 28, 2009, compared with \$2,000 and \$16,000 a year earlier. The increase resulted from exchange rate gains due to the appreciation of the American dollar against the Canadian dollar. Financial income should decrease during the coming quarters of 2009 due to lower interest income.

*Financing activities cash flow*

The Company did not complete any significant financing in the first six months of 2009. The net proceeds of the private placement in fiscal 2008 will be used for marketing, general working capital purposes and also, if any, for acquisition. Opsens will expand its sales and marketing activities and finalize main product development partnerships, which should provide long-term recurring revenues.

Warrants exercised

During the six months ended February 28, 2009, 50,000 warrants entitling their holders to acquire common shares at \$0.40 each were exercised, for a total of \$20,000. The book value of the exercised warrants transferred to share capital was \$8,000.

In the latest quarter, warrants entitling holders to buy 393,000 shares at \$0.40 each, 111,111 at \$0.55 and 4,865,000 shares at \$0.60 each expired.

For the six months ended February 28, 2009, the Company granted to some employees a total of 300,000 stock options with an average exercise price of \$0.46, and cancelled 10,000 stock options with an exercise price of \$0.87 per share. After February 28, 2009, 150,000 stock options with an exercise price of \$0.50 were cancelled.

As at the date of this Management Discussion and Analysis, the following components of shareholders' equity are outstanding:

Common shares	40,481,677
Stock options	2,382,500
Warrants	2,685,342
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Securities on a fully diluted basis	45,549,519

*Investing activities cash flow*

Opsens performed leasehold improvements at its Quebec City manufacturing facility during the first six months of 2009. Leasehold improvements, R&D and production equipment purchases amounted to \$201,000 in the semester. These acquisitions were made primarily to gain access to space and high-tech R&D and production and administrative equipment.

As for intangible assets, Opsens invested \$16,000. These investments involved patent protection for the Company's inventions.

*Cash and cash equivalents*

On February 28, 2009, the Company had cash and cash equivalents of \$2,536,000, compared with \$3,743,000 as of August 31, 2008. Of the balance at the end of the latest second quarter, \$2,389,000 was invested in highly liquid, safe investments. The Company also has an available line of credit in the amount of \$200,000. This line of credit incurs interest at prime +2%. The restrictive clauses of the Company's financial institution are respected.

*Financial position*

As at February 28, 2009, Opsens had working capital of \$3,493,000, compared with working capital of \$4,691,000 on August 31, 2008. Based on the private placement completed on April 8, 2008, the exercised warrants, its cash and cash equivalents, its working capital, and its order backlog, Opsens has the financial resources necessary to maintain short-term operations, honour its commitments, and support its anticipated growth and development activities. From a medium-term perspective, Opsens may need to raise additional financing by issuing equity securities and debt. In the long term, there is uncertainty about obtaining additional financing, given the risks and uncertainties identified in the *Risks and uncertainties* section in the Management Discussion and Analysis for the year ended August 31, 2008. During the coming quarters, fluctuation in cash assets will depend particularly on the rate of revenue growth.

For the next quarters, widespread sales growth should require the Company to make an additional investment of a \$100,000, split between accounts receivable and inventory.

*Commitments*

- Lease

The Company leases offices under an operating lease expiring on January 31, 2014. This agreement is renewable for an additional five-year period. Future rent, without considering the escalation clause, will amount to \$582,738.

Opsens Solutions Inc. rents an office in Alberta with respect to an operating lease expiring on May 30, 2009. Future lease payments will amount to \$3,000.

Opsens Solutions Inc. rents two vehicles under operating lease expiring in November 2010 and October 2013. Future rent payments will amount to \$49,016.

Future payments for the leases and other commitments, totaling \$800,754, required in each of the next five years are as follows:

	\$
2009	224,789
2010	170,184
2011	158,369
2012	128,869
2013	118,543

- Licence

Under an exclusive licence with a third party, the Company is committed to provide exclusive marketing of some of its products for a defined territory.

- Related-party transactions

During the normal course of business, management and professional fees have been incurred from related parties. These transactions have been valued at the exchange amount agreed by the parties. Professional fees were disbursed in exchange for administrative support and management consulting.

	Three-month period ended February 28/29		Six-month period ended February 28/29	
	2009	2008	2009	2008
	\$	\$	\$	\$
<i>Company controlled by shareholder and director</i>				
Professional fees	-	-	-	15,000
	-	-	-	15,000

- Capital management

The Company uses its capital to finance marketing expenses, research and development activities, administrative and working capital and capital assets. Historically, the Company has financed activities through rounds of public and private financing, debt financing as well as government grants.

The Company reviews quarterly net loss and burn rate. Burn rate is defined by the Company as the cash flows from operating activities without taking in consideration changes in non-cash operating working capital items.

	Three months ended		Six months ended	
	February 28, 2009	February 29, 2008	February 28, 2009	February 29, 2008
	\$	\$	\$	\$
Net loss	(681,577)	(402,764)	(1,236,926)	(749,861)
Burn rate	(574,805)	(315,177)	(1,019,904)	(578,711)

The Company targets to improve these ratios which negatively vary for the first and second quarter 2009 compare to first and second quarter 2008. The Company believes that its current liquid assets are sufficient to finance its activities on the short term.

The Company has an authorized line of credit for a maximum amount of \$200,000, \$50,000 of which is available at all times and which does not take into consideration the margining. When using the line of credit in an amount varying from \$50,000 and \$100,000, the available credit is limited to an amount that is equal to 75% of Canadian accounts receivable and 65% of foreign accounts receivable plus 50% of inventories of raw materials and finished goods. If the amount used exceeds \$100,000, the credit available is limited to an amount equal to 75% of Canadian accounts receivable and 90% of ensured foreign accounts receivable plus 50% of inventories of raw materials and finished goods. Under the terms and conditions of the credit agreement, the Company is subject to certain covenants with respect to maintaining minimum financial ratios related to the maintenance of a maximum ratio of 3 to 1 for total debt to equity, and a ratio of at least than 1.5 to 1 for debt to working capital, with a minimum working capital of \$200,000. These ratios apply equally to long-term debt valued at \$67,467. Another loan, valued at \$13,508, is subject to a maximum total debt to equity ratio of 2.5 to 1, and a ratio of at least 1.5 to 1 for working capital. The covenants are met as of February 28, 2009.

## *Financial instruments*

### *Cash equivalents and temporary investments*

The Company is exposed to various types of risks in the management of its cash and cash equivalents, including those related to the use of financial instruments. To manage these risks, controls were put in place, particularly those related to investment policy. The investment policy is approved by the Board of Directors. The Company's investment policy aims primarily to protect capital, while considering return on investment and income taxes.

#### *Market Risk*

Market risk is the risk that the value of a financial instrument will fluctuate as a result of changes in the parameters underlying their measurement, particularly interest rates and market prices.

#### *Interest Rate Risk*

Interest rate risk exists when interest rate fluctuations modify the cash flows of the Company's investments. The Company owns investments with fixed interest rates. As of February 28, 2009, the Company was holding more than 94.2% of its cash equivalents portfolio in all time redeemable term-deposit.

#### Financial charges (income)

	Three months ended		Six months ended	
	February 28, 2009	February 29, 2008	February 28, 2009	February 29, 2008
	\$	\$	\$	\$
Interest and bank charges	4,210	(380)	8,968	2,103
Interest on long-term debt	5,955	13,322	13,513	35,440
Gain on foreign currency translation	(35,920)	1,255	(95,830)	8,516
Interest income	(19,676)	(12,119)	(48,437)	(29,911)
	(45,431)	2,078	(121,786)	16,148

#### *Credit Risk*

The use of financial instruments can create a credit risk that is the risk of financial loss resulting from a counterparty's inability or refusal to fully discharge its contractual obligations. The Company's credit risk management policies include the authorization to carry out investment transactions with recognized financial institutions, with credit ratings of at least A and higher, in either bonds, money market funds or guaranteed investment certificates. Consequently, the Company manages credit risk by complying with established investment policies.

#### *Concentration Risk*

Concentration risk exists when investments are made with multiple entities that share similar characteristics or when a large investment is made with a single entity. As of February 28, 2009, the Company was holding more than 94.2% of its cash equivalents portfolio in all time redeemable term-deposit.

*Operational credit risk*

The Company provides credit for a conventional period of 30 days to its customers in the normal course of business. Credit evaluations are performed on an ongoing basis of all its accounts receivable and an allowance for doubtful accounts is recorded when those accounts are deemed uncollectible. Two major customers represent 27% of the Company's accounts receivable as at February 28, 2009.

As at February 28, 2009, 26% of accounts receivables were older than 90 days, while more than 33% were less than 30 days old. The maximum exposure to the risk of credit for receivable corresponded to their book value. On February 28, 2009, the bad debt provision was established at \$14,000 (\$14,031 on August 31, 2008).

Management considers that substantially all receivables are fully collectible, as most of our customers are large corporations with good credit standing and no history of default.

*Interest rate and cash flow risk*

The Company is exposed to interest rate fluctuations on certain long-term debt that bears interest at variable rates. The Company does not actively manage this risk.

Assuming the cash equivalents and long-term debt as reported on February 28, 2009, had been the same throughout the period, a hypothetical 1% interest rate increase would have had an unfavourable impact of \$521 and \$1,106 on the net loss respectively for the three- and six-month periods ended February 28, 2009. The net loss would have had an equal but opposite effect for a hypothetical 1% interest rate decrease.

*Foreign exchange risk*

The Company realizes certain sales and purchases certain supplies and professional services in U.S. dollars. Therefore, it is exposed to foreign currency fluctuations. The Company does not actively manage this risk.

For the three- and six-month periods ended February 28, 2009, if the Canadian dollar had strengthened 10% against the U.S. dollar with all other variables held constant, after-tax net income and other comprehensive income would have been \$26,000 and \$63,000 lower, respectively. Conversely, if the Canadian dollar had weakened 10% against the U.S. dollar, with all other variables held constant, after-tax net income and other comprehensive income would have been \$26,000 and \$63,000 higher for the same periods.

As at February 28, 2009, the risk to which the Company was exposed to established as follows:

	\$
Cash	118,141
Accounts receivable	364,139
<u>Accounts payable and accrued liabilities</u>	<u>(41,003)</u>
<b>Total</b>	<b>441,277</b>

*Fair value*

The fair value of cash and cash equivalents, accounts receivable, income tax credits receivable and accounts payable and accrued liabilities approximate their carrying value due to their short-term maturities.

The fair value of long-term debt is based on the discounted value of future cash flows under the current financial arrangements at the interest rate the Company expects to currently negotiate for loans with similar terms and conditions and maturity dates. The fair value of long-term debt approximates its carrying value due to the current market rates.

*Liquidity Risk*

Liquidity risk represents the possibility of the Company not being able to raise the funds needed to meet financial



commitments at the appropriate time and under reasonable conditions. The Company manages this risk by maintaining permanent and sufficient liquidity to meet current and future financial obligations, under both normal and exceptional circumstances. The funding strategies used to manage this risk include turning to capital markets to carry out issues of equity and debt securities.

The following are the contractual maturities of the financial liabilities, principal and interest (assuming current interest rates), at February 28, 2009:

	Total	0 to 12 months	1 to 2 years	2 to 5 years	More than 5 years
	\$	\$	\$	\$	\$
Accounts payable and accrued liabilities	540,111	540,111	-	-	-
Long-term debt	483,558	162,272	142,033	179,253	-
Obligation under capital lease	54,204	24,242	21,575	8,387	-
Commitments	800,754	224,789	170,184	405,781	-
<b>Total</b>	<b>1,878,627</b>	<b>951,414</b>	<b>333,792</b>	<b>593,421</b>	<b>-</b>

## STRATEGIC ACQUISITIONS AND NEW PROJECT DEVELOPMENT

In its business plan, Opsens has identified some acquisition targets for growth. In order to maximize value creation for our shareholders, and based on the opportunities, Opsens may make strategic acquisitions. Opsens remains open to any business opportunities that could occur at any time.

On December 11, 2007, the Company concluded the acquisition of all outstanding shares of Inflo Solutions Inc. (“Inflo”), a company dedicated to the design and installation of reservoir surveillance solutions based on optical and conventional sensors to the oil and gas market. The purchase price comprised 1,199,997 Opsens common shares and \$120,000 cash. At the closing, 510,000 shares out of the first 600,000 shares were paid into escrow and will be released over a 48-month period. The balance of the shares and the cash, represented by a series of promissory notes, have also been paid in escrow, to be released or cancelled, as applicable, over a 48-month period ending December 11, 2011, following the achievement or non achievement of certain performance milestones. The Company has also committed to invest up to \$350,000 into the working capital of Inflo during the 48-month period following the acquisition. The shares issued at closing are subject to a statutory 4-month hold period ending on April 12, 2008.

On April 8, 2008, a milestone had been achieved which had effect to release a series of promissory notes for a total value of \$60,000. This amount had been booked as goodwill.

On August 31, 2008, the Company renegotiated the agreement made on December 11, 2007. The revised agreement eliminated the possibility of cancelling 499,997 shares against an escrow ending on December 11, 2011.

The acquisition has been accounted for using the purchase method, and the results of operations have been included in the consolidated financial statements of the Company from the date of acquisition. The purchase price allocation shown below is based on the fair value estimate made by the Company:

	Amount
	\$
<b>Assets</b>	
Cash	6,029
Current assets	42,024
Service contracts	20,000
	<u>68,053</u>
<b>Liabilities</b>	
Current liabilities	44,377
Net identifiable assets acquired	23,676
Goodwill*	676,574
Purchase price	700,250
Less :	
Cash acquired	6,029
Issuance of shares in connection with the acquisition	525,574
Net cash used for the acquisition	<u>168,647</u>

\* Goodwill is not deductible for income taxes calculation.

On December 11, 2007, Inflo changed its name for Opsens Solutions Inc. (“Opsens Solutions”).

## **CHANGE IN ACCOUNTING POLICIES**

### *Impact of adopting the new Financial instruments standards*

On September 1, 2008, the Company adopted the new accounting standards issued by the Canadian Institute of Chartered Accountants (“CICA”) regarding Capital Disclosures (Section 1535), Inventories (Section 3031), Instruments – Disclosures (Section 3862) and Financial Instruments – Presentation (section 3863). The new standards were applied prospectively without restatement of comparative financial statements.

a) Section 3031, Inventories. This Section provides guidance on the determination of cost and its subsequent recognition as an expense, including any write-down to net realizable value. It also provides guidance on the cost formulas that are used to assign costs to inventories. Management has reviewed the new standard and does not expect the adoption of this standard will have a significant impact on the Company’s consolidated financial statements.

Since this standard came into effect, the Company has been recording its raw materials inventory at the lower of cost and net realizable value. In the past, the Company recorded raw materials inventory at the lower of cost and replacement value.

b) Section 1535 “Capital Disclosures”, established standards for disclosing information about an entity’s capital and how it is managed. It describes the disclosure requirements of the entity’s objectives, policies and processes for managing capital, the quantitative data relating to what the entity regards as capital, whether the entity has complied with capital requirements, and, if it has not complied, the consequences of such non-compliance. Since the standard came into effect, the Company has been presenting relevant information about capital management in the “Capital Management” note.

c) Sections 3862 and 3863 place heightened importance on disclosure, enabling financial statement users to assess the nature and extent of the risks associated with the financial instruments to which the Company is exposed and the manner in which it manages these risks.

On September 1, 2007, the Company adopted the new accounting standards issued by the Canadian Institute of Chartered Accountants (“CICA”) regarding Financial instruments- Recognition and measurement (Section 3855), Financial Instruments – Disclosure and presentation (Section 3861), Hedges (Section 3865) and Comprehensive Income (section 1530). Information released prior to September 1, 2007 was not restated.

On September 1, 2007, the Company made the following adjustments in order to conform to the new accounting standards:

	Amount
	\$
Decrease	
Balance Sheet	
Assets	
Deferred financing costs	4,336
Liabilities	
Long-term debt	78,023
Statement of deficit	
Change in accounting policies	73,687

## FUTURE ACCOUNTING CHANGES

The CICA has issued new accounting standards:

The above standards will be effective for the Company as of September 1, 2008.

Section 3064, “Goodwill and intangible assets”, replacing Section 3062, “Goodwill and other intangible assets” and Section 3450, “Research and development costs”. The new section will be applicable to financial statements relating to fiscal years beginning on or after October 1, 2008. Accordingly, the Company will adopt the new standards for its fiscal year beginning September 1, 2009. It establishes standards for the recognition, measurement, presentation and disclosure of goodwill subsequent to its initial recognition and of intangible assets by profit-oriented enterprises. Standards concerning goodwill are unchanged from the standards included in the previous Section 3062. The Company does not expect that the adoption of this new Section will have a material impact on its interim and annual consolidated financial statements.

### International Financial Reporting Standards

The Accounting Standards Board of Canada has announced that accounting standards in Canada, as used by public companies, will converge to International Financial Reporting Standards (“IFRS”) over a transition period that is expected to be complete by 2011. On February 13, 2008, the CICA confirmed 2011 as the official changeover date

from current Canadian GAAP to IFRS. The Company will convert to these new standards according to the timetable set with these new rules.

The Company has not begun to assess the future impact of these new standards on its interim and annual consolidated financial statements.

## **RISK FACTORS AND UNCERTAINTIES**

Opsens operates in an industry that is subject to various risks and uncertainties. The Company's business, financial position, and operating results could be impacted negatively by these risks and uncertainties. The most important risks and uncertainties are described in the management discussion and analysis for the year ended August 31, 2008.

## **OTHER INFORMATION**

Updated information on the Company can be found on the SEDAR Web site at <http://www.sedar.com>.

On behalf of management,  
Chief Financial Officer and Secretary

*(s) Louis Laflamme*

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April 22, 2009