Condensed Consolidated Interim Financial Statements

Opsens Inc.

Three-month periods ended November 30, 2018 and 2017
(unaudited)

Opsens Inc.

Three-month periods ended November 30, 2018 and 2017

Table of contents

Opsens Inc.

Consolidated Interim Statements of Earnings (Loss) and Comprehensive Earnings (Loss)

(unaudited)

	Three-month periods ended November 30,	
	2018	2017
	$	$
Revenues		
Sales	**6,800,769**	5,335,351
Licensing (Note 3)	**2,301,969**	1,028,252
	9,102,738	6,363,603
Cost of sales	**3,461,548**	3,027,399
Gross margin	**5,641,190**	3,336,204
Expenses (revenues)		
Administrative	**1,112,362**	728,644
Sales and Marketing	**2,422,657**	2,196,694
Research and development	**1,073,350**	870,989
Financial revenues	**(59,493)**	(25,809)
Change in fair value of embedded derivative (Note 5)	**-**	501,250
	4,548,876	4,271,768
Net earnings (loss) and comprehensive earnings (loss)	**1,092,314**	(935,564)
Basic and diluted net earnings (loss) per share (Note 7)	**0.01**	(0.01)

The accompanying notes are an integral part of the condensed consolidated interim financial statements.

Opsens Inc.

Consolidated Interim Statements of Changes in Equity
Three-month period ended November 30, 2018
(unaudited)

	Common shares	Share capital	Reserve – Stock option plan	Reserve – Warrants	Deficit	**Total**
	(number)	$	$	$	$	**$**
Balance as at August 31, 2018	89,868,817	54,341,014	3,058,196	2,899,294	(41,625,541)	**18,672,963**
Issued pursuant to the stock option plan (Note 6a))	100,000	73,896	(29,896)	-	-	**44,000**
Reserve – Warrants transfer to deficit [(1)]	-	-	-	(2,899,294)	2,899,294	**-**
Stock-based compensation costs	-	-	109,373	-	-	**109,373**
Net earnings and comprehensive earnings	-	-	-	-	1,092,314	**1,092,314**
Balance as at November 30, 2018	89,968,817	54,414,910	3,137,673	-	(37,633,933)	**19,918,650**

The accompanying notes are an integral part of the condensed consolidated interim financial statements.

(1) The Company changes prospectively its accounting policy regarding its Reserve - Warrants. When warrants expire without being exercised or are being cancelled, the Company will now transfer to the Deficit the corresponding amount that was included in the Reserve - Warrants.

Opsens Inc.

Consolidated Interim Statements of Changes in Equity
Three-month period ended November 30, 2017
(unaudited)

	Common shares	Warrants	**Total**	Share capital	Reserve – Stock option plan	Reserve – Warrants	Deficit	**Total**
	(number)	(number)	**(number)**	$	$	$	$	**$**
Balance as at August 31, 2017	85,540,816	2,380,500	**87,921,316**	49,581,504	2,560,583	2,899,294	(37,076,057)	**17,965,324**
Issued pursuant to the stock option plan (Note 6a))	55,750	-	**55,750**	29,047	(11,210)	-	-	**17,837**
Warrants expired (Note 6c))	-	(2,380,500)	**(2,380,500)**	-	-	-	-	**-**
Conversion of the convertible debenture (Note 5)	3,677,251	-	**3,677,251**	4,443,003	-	-	-	**4,443,003**
Stock-based compensation costs	-	-	**-**	-	192,876	-	-	**192,876**
Net loss and comprehensive loss	-	-	**-**	-	-	-	(935,564)	**(935,564)**
Balance as at November 30, 2017	89,273,817	-	**89,273,817**	54,053,554	2,742,249	2,899,294	(38,011,621)	**21,683,476**

The accompanying notes are an integral part of the condensed consolidated interim financial statements.

Opsens Inc.

Consolidated Interim Statements of Financial Position

(unaudited)

	As at November 30, 2018	As at August 31, 2018
	$	$
Assets		
Current		
Cash and cash equivalents (Note 8)	**11,701,646**	10,886,788
Trade and other receivables	**4,534,996**	2,816,285
Tax credits receivable	**410,216**	354,788
Inventories	**4,728,377**	5,219,960
Prepaid expenses	**328,385**	507,336
	21,703,620	19,785,157
Property, plant and equipment	**3,214,605**	3,174,849
Intangible assets	**626,741**	625,890
	25,544,966	23,585,896
Liabilities		
Current		
Accounts payable and accrued liabilities	**3,603,657**	2,719,690
Warranty provision (Note 9)	**139,329**	137,420
Current portion of deferred revenues	**-**	41,669
Current portion of long-term debt (Note 4)	**550,424**	539,439
	4,293,410	3,438,218
Long-term debt (Note 4)	**535,307**	653,673
Deferred lease inducements	**797,599**	821,042
	5,626,316	4,912,933
Shareholders' equity		
Share capital (Note 6a))	**54,414,910**	54,341,014
Reserve – Stock option plan (Note 6b))	**3,137,673**	3,058,196
Reserve – Warrants (Note 6c))	**-**	2,899,294
Deficit	**(37,633,933)**	(41,625,541)
	19,918,650	18,672,963
	25,544,966	23,585,896

The accompanying notes are an integral part of the condensed consolidated interim financial statements.

Approved by the Board

Signed [Jean Lavigueur] director

Signed [Louis Laflamme] director

Opsens Inc.

Consolidated Interim Statements of Cash Flows

(unaudited)

	Three-month periods ended November 30,	
	2018	2017
	$	$
Operating activities		
Net earnings (loss) for the period	**1,092,314**	(935,564)
Adjustments for:		
Amortization of property, plant and equipment	**201,014**	197,250
Amortization of intangible assets	**23,412**	26,060
Loss on disposal of property, plant and equipment	**6,347**	24,437
Write-off of intangible assets	**7,988**	-
Stock-based compensation costs	**109,373**	192,876
Change in fair value of embedded derivative	**-**	501,250
Interest revenue	**(17,687)**	(6,717)
Unrealized foreign exchange loss (gain)	**(12,055)**	36,857
Changes in non-cash operating working capital items (Note 8)	**(238,055)**	925,832
	1,172,651	962,281
Investing activities		
Acquisition of property, plant and equipment	**(291,334)**	(251,973)
Income tax credits on property, plant and equipment	**-**	161,138
Additions to intangible assets	**(32,820)**	(22,886)
Interest received	**38,132**	45,371
	(286,022)	(68,350)
Financing activities		
Reimbursement of long-term debt	**(119,333)**	(102,500)
Proceeds from the issuance of shares (Note 6a))	**44,000**	17,837
Interest paid	**(8,493)**	(9,319)
	(83,826)	(93,982)
Effect of foreign exchange rate changes on cash and cash equivalents	**12,055**	36,909
Increase in cash and cash equivalents	**814,858**	836,858
Cash and cash equivalents - Beginning of year	**10,886,788**	12,570,299
Cash and cash equivalents - End of period	**11,701,646**	13,407,157

Additional information on the consolidated interim statements of cash flows is presented in Note 8.

The accompanying notes are an integral part of the condensed consolidated interim financial statements.

1. Incorporation and Description of Business

Opsens Inc. (Opsens or the Company) is incorporated under the Business Corporations Act (Quebec). Opsens focuses mainly on the measure of Fractional Flow Reserve (FFR) in interventional cardiology but also supplies a wide range of miniature optical sensors to measure pressure and temperature to be used in a wide range of applications that can be integrated in others medical devices. Opsens offers an advanced optical-based pressure guidewire (OptoWire) that aims at improving the clinical outcome of patients with coronary artery disease. Opsens is also involved in industrial activities through its wholly-owned subsidiary Opsens Solutions Inc. (Solutions). Solutions develops, manufactures and installs innovative fibre optic sensing solutions for critical and demanding industrial applications. The Company’s head office is located at 750 Boulevard du Parc-Technologique, Quebec City, Quebec, Canada, G1P 4S3.

2. Basis of Preparation

Statement of Compliance

These condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB) applicable to the preparation of interim financial statements, including International Accounting Standards (IAS) 34, *Interim Financial Reporting* and using the same accounting policies and methods of computation as the most recent annual financial statements, except for the changes in accounting policies described below. These condensed consolidated interim financial statements should be read in conjunction with the annual financial statements for the year ended August 31, 2018, which have been prepared in accordance with IFRS as issued by the IASB.

Changes in Accounting Policies

The accounting policies and basis of measurement applied in these condensed consolidated interim financial statements are the same as those applied by the Company in its consolidated financial statements for the year ended August 31, 2018, except as disclosed below.

New standard adopted by the Company during the period

IFRS 9, Financial Instruments

IFRS 9 *Financial Instruments* (IFRS 9) replaces the provisions *of* IAS 39 *Financial Instruments: Recognition and Measurement* (IAS 39) that relate to the recognition, classification and measurement of financial assets and financial liabilities, de-recognition of financial instruments, impairment of financial assets and hedge accounting.

The adoption of IFRS 9 on September 1, 2018 resulted in changes in accounting policies, however there were no adjustments to the amounts recognized in these condensed consolidated interim financial statements.

The impairment of financial assets, including trade and other receivables, is now assessed using an expected credit loss model: previously, the incurred loss model was used. The impact of applying the expected credit loss model was not material.

The Company applied the modified retrospective method upon adoption of IFRS 9 on September 1, 2018. This method requires the recognition of the cumulative effect of initially applying IFRS 9 to deficit and not to restate prior years. The application of this new standard had no impact on deficit.

2. Basis of Preparation (continued)

Changes in Accounting Policies (continued)

New standard adopted by the Company during the period (continued)

Here are the changes in accounting policies related to IFRS 9:

Financial instruments

Financial assets at fair value through profit and loss (FVTPL): Financial assets carried at FVTPL are initially recorded at fair value and transaction costs are expensed in the statement of loss and comprehensive loss. Realized and unrealized gains and losses arising from changes in the fair value of the financial assets held at FVTPL are included in the statement of loss and comprehensive loss in the period in which they arise.

Financial liabilities at FVTPL: These financial liabilities are initially recognized at fair value, and transaction costs directly attributable to issuing the financial liabilities are expensed in the statement of loss and comprehensive loss. Financial liabilities that are required to be measured at FVTPL have all fair value movements, including those related to changes in the credit risk of the liability, recognized in the statement of loss and comprehensive loss.

Financial assets at fair value through other comprehensive income (FVTOCI): Investments in equity instruments at FVTOCI are initially recognized at fair value plus transaction costs. Subsequently they are measured at fair value, with gains and losses arising from changes in fair value recognized in other comprehensive loss and comprehensive loss in the period in which they arise.

Financial assets at amortized cost: A financial asset is measured at amortized cost if the objective of the business model is to hold the financial asset for the collection of contractual cash flows, and the asset's contractual cash flows are comprised solely of payments of principal and interest. They are classified as current assets or non-current assets based on their maturity date, and are initially recognized at fair value and subsequently carried at amortized cost less any impairment.

Impairment of financial assets at amortized cost: The Company recognizes a loss allowance for expected credit losses on financial assets that are measured at amortized cost. As at September 1, 2018, the loss allowance was nil.

The following table illustrates the classification and measurement of financial instrument under IFRS 9 and IAS 39 at the date of the initial application:

	IAS 39 – Original measurement category	**IFRS 9 – New measurement category**
Cash and cash equivalents	Loans and Receivables	Amortized Cost
Trade and other receivables	Loans and Receivables	Amortized Cost
Accounts Payable and Accrued Liabilities	Amortized Cost	Amortized Cost
Long-term debt	Amortized Cost	Amortized Cost

2. Basis of Preparation (continued)

Changes in Accounting Policies (continued)

New standard adopted by the Company during the period (continued)

IFRS 15, Revenue from Contracts with Customers

Effective September 1, 2018, the Company has adopted IFRS 15 *Revenue from Contracts with Customers* (IFRS 15). This new standard was applied using a modified retrospective approach. The adoption of IFRS 15 resulted in changes in accounting policies. However, it did not have impact on the timing or measurement of the Company's revenue of applying IAS 18 or IFRS 15 and no adjustment to the opening balance of deficit as at September 1, 2018 has been recorded as result of adopting IFRS 15.

Here are the changes in accounting policies related to IFRS 15:

Revenue Recognition

The Corporation sales products through a direct sales force and to distributors. The Corporation recognizes sales revenues for both medical and industrial segments upon shipment of products to customers, when the control has been transferred to the buyer, there is no continuing management involvement with the products, the recovery of the consideration is probable and the amount of revenue can be measured reliably. Sales are measured at the fair value of the consideration to which the Corporation is entitled to receive in exchange for transferring the promised products, net of any trade and volume discounts.

Milestone

Milestone income is recognized over the agreement residual terms at the point in time when it is highly probable that the respective milestone event criteria is met, and the risk of reversal of revenue recognition is remoted.

New and amended standards issued but not yet effective

IFRS 16, Lease

On January 13, 2016, the IASB released IFRS 16, *Leases*, which replace IAS 17, *Leases*, and the related interpretations on leases such as IFRIC 4, *Determining whether an arrangement contains a lease*, SIC 15, *Operating leases – Incentives* and SIC 27, *Evaluating the substance of transactions in the legal form of a lease*. This new standard specifies how to recognize, measure, present and disclose leases. It also provides a single lessee accounting model, requiring lessees to recognize assets and liabilities for all leases unless lease term is 12 months or less or the underlying asset has a small value. Accounting for the lessor remain substantially unchanged. The standard is effective for periods beginning on or after January 1, 2019, with earlier application permitted for companies that also apply IFRS 15, *Revenue from Contracts with Customers*. The Company has not yet assessed the impact of this new standard.

2. Basis of Preparation (continued)

Changes in Accounting Policies (continued)

New and amended standards issued but not yet effective (continued)

IFRIC 23, Uncertainty over income Tax Treatments

On June 7, 2017, the IASB issued IFRIC 23, Uncertainty over Income Tax Treatments (the Interpretation). The Interpretation provides guidance on the accounting for current and deferred tax liabilities and assets in circumstances in which there is uncertainty over income tax treatments. The Interpretation is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted. The Interpretation requires an entity to:

- contemplate whether uncertain tax treatments should be considered separately, or together as a group, based on which approach provides better predictions of the resolution;
- reflect an uncertainty in the amount of income tax payable (recoverable) if it is probable that it will pay (or recover) an amount for the uncertainty; and
- measure a tax uncertainty based on the most likely amount or expected value depending on whichever method better predicts the amount payable (recoverable).

The Company has not yet assessed the impact of this new interpretation.

3. Deferred Revenues

Licensing Agreement

On April 15, 2014, the Company announced it had entered into an agreement with Abiomed, Inc. (“Abiomed”) in connection with its miniature optical pressure sensor technology for applications in circulatory assist devices. The Company has granted Abiomed an exclusive worldwide license to integrate its miniature pressure sensor in connection with Abiomed’s circulatory assist devices. Under the agreement, Abiomed will pay Opsens an aggregate amount of US$6,000,000. An amount of $1,647,000 (US$1,500,000) has been paid on closing, while the balance will be disbursed based on the achievement of certain milestones. As at November 30, 2018, the Company still has an amount of US$750,000 left to receive from this agreement.

During the three-month period ended November 30, 2018, the Company achieved a technical milestone related to the agreement with Abiomed and consequently, it allowed the Company to record, in the condensed consolidated statements of earnings (loss) and comprehensive earnings (loss) as licensing revenues an amount of $2,260,000 (US$1,750,000) ($936,900 (US$750,000) for the three-month period ended November 30, 2017).

4. Long-term Debt

	As of November 30, 2018	As of August 31, 2018
	$	$
Contributions repayable to Ministère des Finances et de l'Économie (MFE), without interest (effective rate of 9%), repayable in five equal and consecutive annual instalments of $82,718, maturing in February 2020.		
Debt balance	**165,436**	165,436
Imputed interest	**(10,576)**	(13,999)
	154,860	151,437
Contributions repayable to Canada Economic Development, without interest (effective rate of 13.5%), repayable in 20 equal and consecutive quarterly instalments of $15,000, maturing in August 2020.		
Debt balance	**105,000**	120,000
Imputed interest	**(12,303)**	(15,660)
	92,697	104,340
Contributions repayable to Canada Economic Development, without interest (effective rate of 12%), repayable in 59 equal and consecutive monthly instalments of $3,333 and a final payment of $3,353, maturing in October 2023. The difference between amounts received and estimated fair value is recognized as government grants.		
Debt balance	**196,667**	200,000
Imputed interest	**(45,179)**	(49,473)
	151,488	150,527
Secured loan from Export Development Canada, bearing interest at prime rate plus 2.0%, secured by a movable hypothec on the universality of the Company's present and future property, plant and equipment and intangible assets, payable in 48 monthly instalments of $10,417, maturing in April 2020. Amounts received are net of transaction costs of $2,500.	**176,667**	207,802
Term loan, bearing interest at prime rate plus 0.25%, secured by a movable hypothec on the universality of the Company's present and future property, plant and equipment and intangible assets, payable in 48 monthly instalments of $18,750, maturing in May 2020. Amounts received are net of transaction costs of $9,000.	**335,928**	391,630
Amounts to be carried forward	**911,640**	1,005,736

4. Long-term Debt (continued)

	As of November 30, 2018	As of August 31, 2018
	$	$
Amounts carried forward	**911,640**	1,005,736
Term loan, bearing interest at prime rate plus 0.25%, secured by a movable hypothec on the universality of the Company's present and future property, plant and equipment and intangible assets, payable in 48 monthly instalments of $4,500, maturing in February 2022. Amounts received are net of transaction costs of $2,160.	**174,091**	187,376
	1,085,731	1,193,112
Current portion	**550,424**	539,439
	535,307	653,673

5. Convertible Debenture

On November 19, 2012, the Company issued a US$2,000,000 ($2,002,000) subordinated secured convertible debenture maturing November 19, 2017. The convertible debenture bore interest at a rate of 2.0% per annum, payable at maturity. At the holder's option, the convertible debenture could have been converted into common shares of the Company at any time up to the maturity date, at a conversion price representing the market price of the shares. However, the conversion price was subject to a minimum of $0.50 and a maximum of $0.75 per common share (the "conversion price").

The convertible debenture was also convertible at the Company's option at the conversion price if the volume-weighted average closing price per common share for the twenty trading days immediately preceding the fifth trading day before such conversion date had been at least $1.20 and if a minimum of 50,000 common shares had been traded on the TSX Exchange during each of the twenty trading days taken into account in the calculation of the conversion price.

As noted above, the convertible debenture contained a conversion option that will result in an obligation to deliver a fixed amount of equity in exchange of a variable amount of convertible debenture when translated in the functional currency of the Company. Consequently, under IAS 32, *Financial Instruments: Presentation*, the convertible debenture was accounted for as a compound instrument with a debt component and a separate embedded derivative representing the conversion option. Both the debt and embedded derivative components of this compound financial instrument are measured at fair value on initial recognition. The debt component was subsequently accounted for at amortized cost using the effective interest rate method. The embedded derivative was subsequently measured at fair value at each reporting date, with gains and losses in fair value recognized through profit or loss.

On November 16, 2017, the Company received a notice of conversion from the holder of the convertible debenture. At that date, the debt component was at $2,816,548 including accrued interest of $267,545. The debt component was converted into 3,413,333 common shares of the Company at a price of $0.75 per share and accrued interest was converted into 263,918 common shares of the Company at a price of $0.97 per share. The embedded derivative had a value of $1,626,455. These two components were credited to share capital.

6. Shareholders' Equity

a) Share capital

During the three-month period ended November 30, 2018, following the exercise of stock options, the Company issued 100,000 common shares (55,750 for the three-month period ended November 30, 2017) for a cash consideration of $44,000 ($17,837 for the three-month period ended November 30, 2017). As a result, an amount of $29,896 was reallocated from "Reserve – Stock option plan" to "Share capital" in shareholders' equity ($11,210 for the three-month period ended November 30, 2017).

b) Stock options

The changes in the number of stock options granted by the Company and their weighted-average exercise prices, for the three-month periods ended November 30, 2018 and 2017, are as follows:

	Three-month period ended November 30, 2018		Three-month period ended November 30, 2017	
	Number of options	**Weighted average exercise price**	Number of options	Weighted average exercise price
		$		$
Balance – Beginning of period	**5,695,000**	**1.10**	5,966,250	1.10
Granted	**300,000**	**0.80**	244,500	1.25
Exercised	**(100,000)**	**0.44**	(55,750)	0.32
Cancelled	**(153,750)**	**1.28**	(52,500)	1.02
Expired	**(120,000)**	**0.85**	-	-
Balance – End of period	**5,621,250**	**1.10**	6,102,500	1.11

The fair value of the options granted issued was estimated using the Black-Scholes option pricing model using the following assumptions:

	Three-month period ended November 30, 2018	Three-month period ended November 30, 2017
Risk-free interest rate	**Between 2.20% and 2.27%**	Between 1.44% and 1.61%
Volatility	**Between 47% and 56%**	Between 46% and 75%
Dividend yield on shares	**Nil**	Nil
Expected life	**0 to 5 years**	0 to 5 years
Weighted share price	**$0.80**	$1.25
Weighted fair value per option at the grant date	**$0.31**	$0.50

In addition, option valuation models require the input of highly-subjective assumptions, including the expected stock price volatility. Any changes in the subjective input assumptions can affect the fair value estimate.

6. Shareholders' Equity (continued)

c) Warrants

The changes in the number of warrants issued by the Company and their weighted-average exercise prices, for the three-month periods ended November 30, 2018 and 2017, are as follows:

	Three-month period ended November 30, 2018		Three-month period ended November 30, 2017	
	Number of warrants	**Weighted average exercise price**	Number of warrants	Weighted average exercise price
		$		$
Balance – Beginning of period	**-**	**-**	2,380,500	1.55
Expired	**-**	**-**	(2,380,500)	1.55
Balance – End of period	**-**	**-**	-	-

7. Net Earnings (Loss) per Share

The table below presents a reconciliation between the basic net earnings (loss) and the diluted net earnings (loss) per share:

	Three-month periods ended November 30,	
	2018	2017
	$	$
Net earnings (loss) attributable to shareholders		
Basic and diluted	**1,092,314**	(935,564)
Number of shares		
Basic and diluted weighted average number of shares outstanding	**89,923,762**	85,834,382
Amount per share		
Basic and diluted net earnings (loss) per share	**0.01**	(0.01)

7. Net Earnings (Loss) per Share (continued)

Stock options are excluded from the calculation of the diluted weighted average number of shares outstanding when their exercise price is greater than the average market price of common shares or when their effect is antidilutive. The number of such stock options is presented below:

	Three-month periods ended November 30,	
	2018	2017
Stock options	**4,451,750**	3,292,750

For the three-month periods ended November 30, 2018 and 2017, the diluted amount per share was the same amount as the basic amount per share, since the dilutive effect of stock options was not included in the calculation; otherwise, the effect would have been antidilutive. Accordingly, the diluted amount per share for these periods was calculated using the basic weighted average number of shares outstanding.

8. Additional Information on the Condensed Consolidated Interim Statements of Cash Flows

	Three-month periods ended November 30,	
	2018	2017
	$	$
Changes in non-cash operating working capital items		
Trade and other receivables	**(1,718,711)**	531,880
Tax credits receivable	**(55,428)**	290,281
Inventories	**491,583**	(122,745)
Prepaid expenses	**178,951**	177,183
Accounts payable and accrued liabilities	**928,753**	165,421
Warranty provision	**1,909**	(4,093)
Deferred revenues	**(41,669)**	(91,352)
Deferred lease inducements	**(23,443)**	(20,743)
	(238,055)	925,832

Supplementary information		
Unpaid acquisition of property, plant and equipment	**46,282**	192,091
Unpaid additions to intangible assets	**2,567**	675

	As of November 30, 2018	As of August 31, 2018
	$	$
Cash and cash equivalents		
Cash	**1,309,259**	1,031,017
Short-term investments	**10,392,387**	9,855,771
	11,701,646	10,886,788

9. Contractual Guarantees

During the normal course of business, the Company replaces defective parts under warranties offered at the sale of the products. The term of the warranties is generally 12 months. The following table summarizes changes in warranty provision:

	Three-month periods ended November 30,	
	2018	2017
	$	$
Balance – Beginning of period	**137,420**	128,910
Provisions recognized	**8,000**	16,000
Amounts used during the period	**(6,091)**	(20,093)
Balance – End of period	**139,329**	124,817

This provision estimate is based on past experience. The actual costs that the Company may incur, as well as the moment when the parts should be replaced, can differ from the estimated amount.

10. Segmented Information

Segmented Information

The Company is organized into two segments: Medical and Industrial.

Medical segment: In this segment, Opsens focuses mainly on the measure of FFR in interventional cardiology but also supplies a wide range of miniature optical sensors to measure pressure and temperature to be used in a wide range of applications that can be integrated in others medical devices. This also includes licensing revenue related to its optical sensor technology.

Industrial segment: In this segment, Opsens' develops, manufactures and installs innovative fibre optic sensing solutions for critical and demanding industrial applications.

The principal factors employed in the identification of the two segments reflected in this note include the Company's organizational structure, the nature of the reporting lines to the President and Chief Executive Officer and the structure of internal reporting documentation such as management accounts and budgets.

The same accounting policies are used for both reportable segments. Operations are carried out in the normal course of business and are measured at the exchange amount, which approximates prevailing prices in the markets.

	Three-month period ended November 30, 2018			Three-month period ended November 30, 2017		
	Medical	**Industrial**	**Total**	Medical	Industrial	Total
	$	**$**	**$**	$	$	$
External sales	**8,508,716**	**594,022**	**9,102,738**	5,738,978	624,625	6,363,603
Internal sales	**-**	**26,941**	**26,941**	-	42,244	42,244
Gross margin	**5,263,099**	**378,091**	**5,641,190**	2,913,447	422,757	3,336,204
Amortization of property, plant and equipment	**187,558**	**13,456**	**201,014**	177,715	19,535	197,250
Amortization of intangible assets	**19,597**	**3,815**	**23,412**	22,369	3,691	26,060
Financial expenses (revenues)	**(124,630)**	**65,137**	**(59,493)**	(79,037)	53,228	(25,809)
Change in fair value of embedded derivative	**-**	**-**	**-**	501,250	-	501,250
Net earnings (loss)	**1,115,556**	**(23,242)**	**1,092,314**	(1,078,493)	142,929	(935,564)
Acquisition of property, plant and equipment	**237,912**	**9,205**	**247,117**	282,372	2,827	285,199
Additions to intangible assets	**32,032**	**220**	**32,252**	17,616	-	17,616
Segment assets	**23,942,927**	**1,602,039**	**25,544,966**	25,853,278	1,610,712	27,463,990
Segment liabilities	**5,330,128**	**296,188**	**5,626,316**	5,566,700	213,814	5,780,514

10. Segmented Information (continued)

Geographic sector's information

	Three-month periods ended November 30,	
	2018	2017
	$	$
Revenue per geographic sector		
United States	**4,671,210**	2,873,075
Japan	**2,940,193**	1,369,104
Canada	**515,824**	496,391
Other*	**975,511**	1,625,033
	9,102,738	6,363,603

* Comprise revenues generated in countries for which amounts are individually not significant.

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 period ended November 30, 2018, revenues from two clients represented individually more than 10% of the total revenues of the Company, i.e. approximately 35% (medical reportable segment) and 32% (medical reportable segment).

During the three-month period ended November 30, 2017, revenues from two clients represented individually more than 10% of the total revenues of the Company, i.e. approximately 31% (medical reportable segment) and 21% (medical reportable segment).

11. Related-party Transactions

Key management personnel, having authority and responsibility for planning, directing and controlling the activities of the Company, comprise the Chief Executive Officer, the Chief Financial Officer, the President of Opsens Solutions Inc., and other vice presidents. Compensation of key management personnel and directors during the three-month periods ended November 30, 2018 and 2017:

	Three-month periods ended November 30,	
	2018	2017
	$	$
Short-term salaries and other benefits	**214,144**	444,453
Option-based awards	**10,851**	35,547
	224,995	480,000

The compensation of key executives is determined by the Human Resources and Compensation Committee, taking into consideration individual performance and market trends.

12. Approval of condensed consolidated Interim Financial Statements

The condensed consolidated Interim financial statements were approved by the Board of Directors and authorized for issue on January 10, 2019.