Year End 2017

Management's Discussion and Analysis
For the Years Ended
December 31, 2017 and December 31, 2016

Viemed Healthcare, Inc.

The following Management's Discussion and Analysis ("MD&A") of the financial condition and results of operations of Viemed Healthcare Inc. ("Viemed " or the "Company"), prepared as of March 8, 2017 and should be read in conjunction with the consolidated financial statements for the periods ended December 31, 2017 and 2016, including the notes therein. The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). Unless otherwise specified, all financial data is presented in US dollars. The words "we", "our", "us", "Company", and "Viemed" refer to Viemed Healthcare Inc. and/or the management and employees of the Company.

Additional information relevant to the Company is available for review on SEDAR at www.sedar.com.

Table of Contents

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

Information included or incorporated by reference in this report may contain forward-looking statements. This information may involve known and unknown risks, uncertainties, and other factors which may cause our actual results, performance, or achievements to be materially different from the future results, performance, or achievements expressed or implied by any forward-looking statements. Forward-looking statements, which involve assumptions and describe our future plans, strategies, and expectations, are generally identifiable by use of the words "may," "will," "should," "expect," "anticipate," "estimate," "believe," "plan," "intend" or "project" or the negative of these words or other variations on these words or comparable terminology. Readers are cautioned regarding statements discussing profitability; growth strategies; anticipated trends in our industry; our future financing plans; and our anticipated needs for working capital. Actual events or results may differ materially from those discussed in forward-looking statements. There can be no assurance that the forward-looking statements contained in this report will in fact occur. The Company bases its forward-looking statements on information currently available to it, and assumes no obligation to update them.

THE FORWARD-LOOKING INFORMATION CONTAINED IN THIS MD&A PRESENTS THE EXPECTATIONS OF THE COMPANY AS OF THE DATE OF THIS MD&A AND, ACCORDINGLY, IS SUBJECT TO CHANGE AFTER SUCH DATE. READERS SHOULD NOT PLACE UNDUE IMPORTANCE ON FORWARD-LOOKING INFORMATION AND SHOULD NOT RELY UPON THIS INFORMATION AS OF ANY OTHER DATE. WHILE THE COMPANY MAY ELECT TO, THE COMPANY DOES NOT UNDERTAKE TO UPDATE THIS INFORMATION AT ANY PARTICULAR TIME EXCEPT AS REQUIRED BY APPLICABLE SECURITIES LEGISLATION.

(Tabular amounts expressed in thousands of US Dollars, except per share amounts)

ANNUAL 2017 HIGHLIGHTS

→ Generated revenues of $46,928,000 for the year

- As compared to $31,356,000 from the prior year, an increase of 50%.

→ Gross Margin of 74% for the year

- As compared to 60% from the prior year

→ Adjusted EBITDA of $11,992,000 for the year

- As compared to $1,856,000 from the prior year

→ Cash on hand of $5,098,000 as of December 31, 2017 as compared to $4,339,000 as of December 31, 2016, an increase of 17%.

4TH QUARTER 2017 HIGHLIGHTS

→ Generated revenues of $13,548,000 during the quarter

- As compared to $12,451,000 from the prior quarter, an increase of 9%, and $9,190,000 from the prior year fourth quarter, an increase of 47%.

→ Gross Margin of 75% during the quarter

- As compared to 75% from the prior quarter and 71% from the prior year fourth quarter.

→ Adjusted EBITDA of $1,877,000 during the quarter

- As compared to $4,690,000 during the prior quarter, a decrease of 60%, and $2,390,000 from the prior year fourth quarter, a decrease of 21%.
- Current quarter Adjusted EBITDA is burdened by the Company's annual performance incentive compensation program which was recorded in full during the quarter due to the effective date of the corporate spinout. The Company plans to accrue these types of costs during each quarter in the future. Normalized Adjusted EBITDA for the fourth quarter 2017 would have been $4,308,000 had this compensation been accrued throughout the year.

SELECTED FINANCIAL INFORMATION

For the three months ended	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
Revenue	$ 13,548	$ 12,451	$ 10,901	$ 10,028	$ 9,190	$ 7,925	$ 6,798	$ 7,443
Gross Margin	$ 10,186	$ 9,312	$ 7,859	$ 7,258	$ 6,558	$ 4,646	$ 3,464	$ 4,191
Gross Margin %	75%	75%	72%	72%	71%	59%	51%	56%
Adjusted EBITDA(1)	$ 1,877	$ 4,690	$ 2,408	$ 3,017	$ 2,390	$ 828	$ (736)	$ (626)
Cash (As at)	$ 5,098	$ 7,273	$ 6,917	$ 6,189	$ 4,339	$ 2,614	$ 1,101	$ 4,339

(1) Refer to page five (5) for definition of Adjusted EBITDA

ABOUT OUR BUSINESS

Viemed Healthcare Inc. business objective

The explosive growth in the number of elderly patients in the US healthcare market is creating pressure to provide more efficient and cost effective delivery systems. Healthcare providers, such as hospitals, physicians and pharmacies, are seeking partners that can offer a range of products and services that improve outcomes, reduce hospital readmissions, and help control costs. Viemed fills this need through a highly effective home treatment model that integrates easily into the processes of referral partners. Viemed is a positive cash flow and profitable company that serves patients with respiratory health diseases and other chronic health conditions. Viemed' s organic growth strategy is to increase active patients by increasing patient quality of life while reducing cost for health care providers, mainly through a reduction in hospital readmission rates. The expected result is sustainable organic growth in revenue and earnings.

Future outlook

Viemed is expecting to generate net profit and positive EBITDA, excluding IFRS treatment of non-cash items. Our top priority continues to be the generation of operational net profit, positive cash flow, and positive EBITDA in 2018 and beyond. As we continue to expand in our existing patient base, we plan to enter into new markets through organic sales growth. As we continue to grow and achieve scale, the increasing cash generated from operations will be used to gain market share and further expand our geographical footprint.

Going forward, we seek to find ways to continue to provide our high quality, patient-centric philosophy while generating positive cash flow and operational profits. We will continue to improve on operational efficiencies and sales of our more profitable products so as to maintain a healthy gross margin while increasing revenues.

OPERATING RESULTS

Accounting policies and estimates

The consolidated financial statements are prepared under International Financial Reporting Standards (“IFRS”) issued by the governing body of the International Accounting Standards Board (“IASB’). The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities, disclosures of contingent assets and liabilities, and the reported amounts of revenues and expenses for the period of consolidated financial statements.

IFRS accounting treatment

Management does not rely upon non-cash IFRS accounting treatment of certain items when planning, monitoring, and evaluating the company' s performance or in making financial decisions.

Non-IFRS measures

Throughout this MD&A, references are made to a number of measures which are believed to be meaningful in the assessment of the Company' s performance. All of these metrics are non-standard measures under IFRS, and may not be identical to similarly titled measures reported by other companies. Also, in the future, we may disclose different non- IFRS financial measures in order to help our investors more meaningfully evaluate and compare our future results of operations to our previously reported results of operations. Readers are cautioned that the disclosure of these items is meant to add to, and not replace the discussion of financial results as determined in accordance with IFRS. The primary purpose of these non-IFRS measures is to provide supplemental information that may prove useful to investors who wish to consider the impact of certain non-cash or uncontrollable items on the Company' s operating performance.

EBITDA and Adjusted EBITDA

In calculating EBITDA and Adjusted EBITDA, certain items (mostly non-cash) are excluded from net income or loss including interest, taxes and depreciation. Set forth below are descriptions of the financial items that have been excluded from net income to calculate EBITDA and Adjusted EBITDA and the material limitations associated with using these non-IFRS financial measures as compared to net income.

(Tabular amounts expressed in thousands of US Dollars, except per share amounts)

- Depreciation may be useful for investors to consider because it generally represents the wear and tear on our property and equipment used in our operations. However, we do not believe these charges necessarily reflect the current and ongoing cash charges related to our operating costs.

- The amount of interest expense we incur or interest income we generate may be useful for investors to consider and may result in current cash inflows or outflows. However, we do not consider the amount of interest expense or interest income to be a representative component of the day -to-day operating performance of our business.

- Gain/loss on derivative financial liability may be useful for investors to consider as it represents changes in the fair value of warrants and exchangeable shares of subsidiaries, driven predominantly by changes in the Company's stock price and exchange rates. These changes are non-cash, as is the settlement of the underlying derivative liability, which occurs upon the conversion of the derivative instrument into Viemed stock.

- Stock-based compensation may be useful for investors to consider because it is an estimate of the non-cash component of compensation received by the Company's directors, officers, employees and consultants. However, stock-based compensation is being excluded from the Company' s operating expenses because the decisions which gave rise to these expenses were not made to increase revenue in a particular period, but were made for the Company' s long-term benefit over multiple periods. While strategic decisions, such as those to issue stock-based awards are made to further the Company' s long-term strategic objectives and do impact the Company's earnings under IFRS, these items affect multiple periods and management is not able to change or affect these items within any period.

- Income tax expense may be useful for investors to consider because it generally represents the taxes which may be payable for the period and the change in deferred income taxes and may reduce or increase the amount of funds otherwise available for use. However, we do not consider the amount of income tax expense to be a representative component of the day-to-day operating performance of our business.

Management uses both IFRS and non-IFRS measures when planning, monitoring, and evaluating the company's performance.

The following table shows our Non-IFRS measures reconciled to our net income for the indicated periods:

	Three months ended December 31,		Year ended December 31,	
	2017	**2016**	**2017**	**2016**
Net Income	**$ (27)**	**$ 2,990**	**$ 8,176**	**$ 1,228**
Add back:				
Depreciation	739	449	2,543	1,424
Interest expense	49	70	272	323
Loss on financial derivative	158	—	158	—
Stock-based compensation	828	—	828	—
Income tax expense (recovery)	130	(1,119)	15	(1,119)
Adjusted EBITDA	**$ 1,877**	**$ 2,390**	**$ 11,992**	**$ 1,856**

(Tabular amounts expressed in thousands of US Dollars, except per share amounts)

	Three months ended December 31,		Year ended December 31,	
	2017	**2016**	**2017**	**2016**
Revenue	$ 13,548	$ 9,190	$ 46,928	$ 31,356
Cost of Revenue	3,362	2,632	12,313	12,497
Gross Margin	10,186	6,558	34,615	18,859
Selling, general and administrative	8,901	4,500	24,561	18,144
Stock-based compensation	828	—	828	—
Depreciation	106	95	402	332
Loss (gain) on disposal of property and equipment	41	22	203	(49)
Loss on warrant conversion liability	158	—	158	—
Net income before financing expenses	152	1,941	8,463	432
Financing expenses				
Interest expense	49	70	272	323
Net income and before taxes	103	1,871	8,191	109
Provision for income taxes	130	(1,119)	15	(1,119)
Net Income and comprehensive income	$ (27)	$ 2,990	$ 8,176	$ 1,228
Income per share				
Basic and diluted	$ —	$ 0.08	$ 0.22	$ 0.03

Revenue

For the three month period ended December 31, 2017, revenue totaled $13.5 million, an increase of $4.4 million (or 47.4%) from the comparable period in 2016 For the year ended December 31, 2017, revenue totaled $46.9 million, an increase of $15.6 million (or 49.7%) from the comparable period in 2016. The increase in revenues for these periods was driven primarily by organic increases in our total patient base. We expect a continued increase in our patient base throughout the upcoming year and thus expect our revenue to be higher in 2018.

Cost of revenue and gross margin

For the three month period ended December 31, 2017, cost of revenue totaled $3.4 million, an increase of $0.7 million (or 27.7%) from the comparable period in 2016. For the year ended December 31, 2017, cost of revenue totaled $12.3 million, a decrease of $0.2 million (or 1%) from the comparable period in 2016. Gross margin percentage grew to 75% compared to 71% for the three months ended December 31, 2016. For the year ended December 31, 2017 gross margin percentage grew to 74% compared to 60% in 2016. The increase in gross margin for these periods were driven primarily by economies of scale as a result of our increased patient base along with lower medical equipment rental expenses, as we continue to decrease our medical equipment operating leases in favor of purchasing. For 2018, we expect our gross margin percentage to remain materially consistent with the current quarter.

Selling, general & administrative expense

For the three month period ended December 31, 2017, selling, general and administrative expenses totaled $8.9 million, an increase of $4.4 million, (or 98%) from the previous year. For the year ended December 31, 2017, selling, general and administrative expenses totaled $24.6 million, an increase of $6.4 million, (or 35%) from the previous year. The increase was primarily the result of an increase in employee costs to accommodate the high company growth rates as well as higher absolute bad debt expense as a result of higher revenue. We expect that as the company continues to grow, selling, general and administrative expenses will increase accordingly during 2018.

Interest expense

For the three month period ended December 31, 2017, interest expense totaled $0.05 million, a decrease of $0.02 million (or 30%) from the comparable period in 2016. For the year ended December 31, 2017, interest expense totaled $0.27 million, a decrease of $0.05 million (or 16%) for the year ended December 31, 2016. The decrease was due to a fewer number of capital leases, as well as favorable financing terms on the remaining leases.

(Tabular amounts expressed in thousands of US Dollars, except per share amounts)

Provision for income taxes

For the three month period ended December 31, 2017, provision for income taxes totaled $0.13 million, an increase of $1.25 million, from the prior year comparable period. For the year ended December 31, 2017, provision for income taxes totaled $0.02 million, an increase of $1.13 million, from the previous year. These increases were primarily the result of the large income tax recovery amount received in the prior year related to net operating loss carry backs. In the future, we expect to benefit from a more favorable federal tax environment in the United States. Recent tax changes allow for accelerated deductions for capital expenditures and lower corporate tax rates. Additionally, as disclosed in our consolidated financial statements, we currently have an unrecognized tax shield of over $58 million. As a result, we expect the Company will incur very minimal income taxes in the future, and most near-term tax payments will result from state tax liabilities.

Net income

For the three month period ended December 31, 2017 net loss was $0.03 million, a decrease of $3.0 million from the comparable period in 2016. For the year ended December 31, 2017 net income was $8.2 million, an increase of $6.9 million from the comparable period in 2016. The substantial increase was mainly driven by our increased revenue combined with gross margin expansion, as described above. Offsetting these increase was an increase in selling, general, and administrative costs to accomodate the current year growth.

FINANCIAL CONDITION

	As at December 31, 2017	As at December 31, 2016
Cash	5,098	4,339
Accounts receivable and other current assets	11,903	6,857
Property and equipment	20,690	13,483
Total assets	**37,691**	**24,679**
Accounts payable and other current liabilities	13,149	9,168
Long term liabilities	798	2,631
Total liabilities	**13,947**	**11,799**
Capital stock	67	67
Contributed Surplus	2,688	—
Retained earnings	20,989	12,813
Total Liabilities and Shareholders' equity	**37,691**	**24,679**

Liquidity

As of December 31, 2017, the Company had cash on hand of $5.1 million. Management considers liquid assets to consist of cash and cash equivalents, accounts receivable and inventory. According to this definition, the company' s liquid assets equal $16.5 million. While working capital is traditionally used as a measure of a company's liquidity, management believes that a more accurate view of the Company' s liquidity is liquid assets less current liabilities. The Company's liquid assets less current liabilities equals $3.4 million.

Capital management

The Company considers its capital to be shareholders' equity, which is comprised of capital stock, contributed surplus, and retained earnings, which is $23.7 million at December 31, 2017 (December 31, 2016 $12.9 million) along with the debt which totaled $5.2 million at December 31, 2017 ($6.5 million at December 31, 2016). The Company's objective when managing its capital is to seek continuous improvement in the return to its shareholders while maintaining a low to moderate tolerance level for risk. The Company meets its capital needs through a variety of finance leasing and bank debt. Funds are primarily secured through internally generated cash from operations. There have been no changes to management's approach to managing its capital during the years ended December 31, 2017 and December 31, 2016.

(Tabular amounts expressed in thousands of US Dollars, except per share amounts)

Management reviews its capital management approach on an ongoing basis and believes that this approach, given the relative size of the Company, is reasonable.

Financing

The company has financed its operations primarily through funds generated from operations. Cash flow from operations for the year ended December 31, 2017 was $12.0 million as compared to $6.4 million for the year ended December 31, 2016. Additionally, the Company has historically financed a portion of its capital investments through finance leases, and expects to use this financing in the future. The Company's outstanding finance leases at December 31, 2017 totaled $5.2 million. Subsequent to December 31, 2017, the Company entered into a two year commercial business loan agreement for term loans and lines of credit for up to $5,000,000. This agreement will carry an interest rate that is based on one month ice libor plus 3.00% per annum from the date of advance until paid. Any amounts advanced will be secured by substantially all our assets. While we currently have no immediate plans to draw on this facility, the line of credit allows flexibility in funding our future operations.

Commitments

Leases under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Upon initial recognition, the leased asset is measured at an amount equal to the lesser of its fair value and the present value of the minimum lease payments. Subsequent to initial recognition, the asset is accounted for in accordance with the accounting policy applicable to the asset. The associated lease liability is drawn down over the life of the lease by allocating a portion of each lease payment to the liability with the remainder being recognized as finance charges. Leases that do not transfer the risks and rewards of ownership to the Company are treated as operating leases and are expensed as incurred.

(a) ***Operating leases***

The Company leases certain facilities under the terms of non-cancelable operating leases. Future payments pursuant to these commitments are as follows:

	As at December 31, 2017
Less than 1 year	$ 325
Between 1 and 4 years	983
Five years or more	630
Total	**$ 1,938**

Related party transactions

On August 1, 2015, the Company entered a ten-year triple net lease agreement for office space with a rental company that is affiliated with the Company's CEO and President, Casey Hoyt and Mike Moore. Rental payments under this lease agreement are US $18,000 per month, plus taxes, utilities and maintenance.

In addition to the above agreements, the Company paid key management personnel the following:

	Three months ended December 31,		Year ended December 31,	
	2017	**2016**	**2017**	**2016**
Salaries and Benefits	$ 2,002	$ 65	$ 3,481	$ 1,012
Stock Compensation	143	—	143	—
Rent	56	73	238	292
Total	**$ 2,201**	**$ 138**	**$ 3,862**	**$ 1,304**

Off balance sheet arrangements

The Company has no material undisclosed off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on its results of operations or financial condition.

ACCOUNTING AND DISCLOSURE MATTERS

Financial reporting controls

The Company is not required to certify the design and evaluation of its disclosure controls and procedures and internal controls over financial reporting and has not completed such an evaluation.

There were no substantive changes in the Company' s disclosure controls and procedures and internal controls over financial reporting for the year ended December 31, 2017 that have materially affected, or are reasonably likely to materially affect the Company' s disclosure controls and procedures and internal controls over financial reporting.

Critical accounting estimates

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities in the consolidated financial statements. We constantly evaluate these estimates and assumptions.

We base our estimates and assumptions on past experiences and other factors that are deemed reasonable under the circumstances. This involves varying degrees of judgment and uncertainty, thus the amounts currently reported in the consolidated financial statements could prove to be inaccurate in the future.

We consider the estimates and assumptions described in this section to be an important part in understanding the consolidated financial statements. These estimates and assumptions are subject to change, as they rely heavily on management' s judgment and are based on factors that are inherently uncertain.

Revenue recognition

Revenue from a customer consists of any combination of the sale and rental of medical equipment and / or patient monitoring services. Revenues are billed to and collections received from Medicare, third-party insurers, co-insurance and patient-pay. Revenue is recognized at the time services are provided net of contractual adjustments based on an evaluation of expected collections resulting from the analysis of current and past due accounts, past collection experience in relation to amounts billed and other relevant information. Contractual adjustments result from the differences between the rates charged for services and reimbursements by government-sponsored healthcare programs and insurance companies for such services. Interest revenue is recognized as earned.

Accounts receivable

Accounts receivable are recorded at the time revenue is recognized. The amount billed is the amount the Company believes is the allowable charge as determined by the payer (i.e. MediCare, insurance companies, etc.). These billings can be challenged by the payer. These modified amounts will be the total payment for the services, unless the Company decides to appeal the determination. The historical rate of modifications and appeals results has been used to determine the allowance for bad debts.

Accounts receivable are regularly reviewed for collectability and an allowance is credited to cover the estimated bad debts and billing modifications. The accounts receivable are presented on the Consolidated Statement of Financial Position net of the allowance for doubtful accounts. It is possible that the estimates of the allowance for doubtful accounts could change, which could have a material impact on our operations and cash flows.

The Company writes off receivables when the likelihood for collection is remote, and when the Company believes collection efforts have been fully exhausted and it does not intend to devote additional resources in attempting to collect. The write-offs are charged against the allowance for doubtful accounts.

Income taxes

The Company is subject to income taxes in numerous jurisdictions. Significant judgment is required in determining the provision for income taxes. The Company's income tax provisions reflect management's interpretation of country and state tax laws. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business and may remain uncertain for several years after their occurrence. The Company recognizes assets and liabilities for taxation when it is probable that the Company will receive refunds or pay taxes to the relevant tax authority. Where the final determination of tax assets and liabilities is different from the amounts that were initially recorded, such differences will impact the current and deferred income taxes provision in the period in which such a determination is made. Changes in tax law or changes in the way tax law is interpreted may also impact the Company's effective tax rate as well as its business and operations.

Deferred income tax assets and liabilities are recognized for the future income tax consequences attributable to temporary differences between the financial statement carrying value of assets and liabilities and their respective income tax bases. Deferred income tax assets or liabilities are measured using enacted or substantively enacted income tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be settled. The calculation of current and deferred income taxes requires management to make estimates and assumptions and to exercise a certain amount of judgment concerning the carrying value of assets and liabilities. The current and deferred income tax assets and liabilities are also impacted by expectations about future operating results and the timing of reversal of temporary differences as well as possible audits of tax filings by regulatory agencies. Changes or differences in these estimates or assumptions may result in changes to the current and deferred tax assets and liabilities on the consolidated statements of financial position and a charge to or recovery of income tax expense.

Significant accounting judgments

The following are the critical judgments, apart from those involving estimations, that have been made in the process of applying the Company' s accounting policies and that have the most significant effect on the amounts recognized in the consolidated financial statements.

Functional currency

Management has exercised judgment in selecting the functional currency of each of the entities that it combines based on the primary economic environment in which the entity operates and in reference to the various indicators including the currency that primarily influences or determines the selling prices of goods and services and the cost of production, including labor, material and other costs and the currency whose competitive forces and regulations mainly determine selling prices. The Company's functional currency was determined to be the US dollar, which was determined using management's assumption that the primary economic environment which it will derive its revenue and expenses incurred to generate those revenues is the United States.

Segmented reporting

IFRS 8 requires operating segments to be determined based on the Company's internal reporting to the Chief Operating Decision Maker ("CODM"). The CODM has been determined to be the Company's Chief Executive Officer as he is primarily responsible for the allocation of resources and the assessment of performance.

The CODM uses operating profit, as reviewed at monthly business review meetings, as the key measure of the Company's results as it reflects the Company's underlying performance for the period under evaluation. Operating profit is defined as profit on operations before interest, taxes, stock-based compensation, amortization of intangibles and impairment expenses.

The CODM's primary focus for review and resource allocation is the Company as a whole and not any component part of the business. All revenue streams for the business are managed centrally by functional teams (Demand, Supply, Procurement and Finance) that have responsibility for the whole of the Company's product portfolio. Although some discrete financial information is available to provide insight to the management team of the key performance drivers, the product group profit is not part of the CODM's review. Having considered these factors, management has judged that the Company comprises one operating segment under IFRS 8. As such, the disclosures required under IFRS 8 for the consolidated financial statements are shown on the face of the consolidated statement of income and comprehensive income and consolidated statement of financial position.

Asset impairment and cash generating units

a. Financial assets

At each reporting date, the Company assesses whether there is objective evidence that a financial asset is impaired. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had such a negative effect on the estimated future cash flows of the asset that the carrying value of the asset can no longer be recovered.

If a financial asset carried at amortized cost is impaired, the impairment is measured as the difference between the carrying amount, or amortized cost of the asset, and the present value of the future cash flows discounted at the instrument's original effective interest rate. The impairment is recognized in earnings or loss. An impairment loss may be reversed if the reversal can be objectively related to an event occurring after the impairment loss recognition. For financial assets measured at amortized cost, the reversal is recognized in earnings or loss.

Individually significant financial assets are tested for impairment on an individual basis. Remaining financial assets are assessed collectively in groups that share similar credit risk characteristics

b. Impairment of non-financial assets

Property and equipment is also tested for impairment at each reporting period if impairment indicators exist. Property and equipment impairment is assessed at the Cash Generating Unit ("CGU") level.

When the carrying amount of CGU or group of CGUs exceeds their recoverable amount, the CGU or group of CGUs is considered impaired and written down to its recoverable amount. Recoverable amount is the higher of (i) the fair value less costs to sell and (ii) the value in use.

Fair value less costs to sell is determined as the amount obtainable from the sale of an asset or CGU in an arm's length transaction between knowledgeable, willing parties, less the costs of disposal.

Value in use is generally computed by reference to the present value of the future cash flows expected to be derived from the asset or CGU discounted using a pre-tax discount rate reflecting market assessments of the time value of money and the risks specific to the asset or CGU.

An impairment loss is recognized within earnings or loss. A previously recognized impairment loss may be reversed if the assumptions used to determine the recoverable amount have changed since the impairment loss recognition. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation and depletion, if no impairment loss had been recognized.

Recognition of leases

Management has exercised judgment in the determination of whether or not a contract to rent equipment represents a financing lease. Using historical returns and other operational data, management has determined that in cases where the Company is the lessor, no rental agreements represent financing leases.

FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

Financial instrument risk exposure

Risk management

In the normal course of business, the Company is exposed to a number of risks that can affect its operating performance. These risks, and the actions taken to manage them, are as follows:

Fair values

The Company has designated its cash as FVTPL which are measured at fair value. Fair value of cash and cash equivalents is determined based on transaction value and is categorized as a Level One measurement.

– Level One - includes quoted prices (unadjusted) in active markets for identical assets or liabilities.
– Level Two - includes inputs that are observable other than quoted prices included in Level One.
– Level Three - includes inputs that are not based on observable market data.

As at December 31, 2017 and December 31, 2016 both the carrying and fair value amounts of the Company's cash and cash equivalents, accounts receivable, accounts payable, accounts payable - related parties, accrued liabilities, and the current and long term portion of finance lease and long term debt are approximately equivalent due to their short term nature.

Credit Risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. Financial instruments that potentially subject the Company to credit risk are primarily cash and accounts receivable. Each subsidiary places its cash with one major financial institution. At times, the cash in the financial institution is temporarily in excess of the amount insured by the Federal Deposit Insurance Corporation. Substantially all accounts receivable are due under fee-for-service contracts from third party payors, such as insurance companies and government-sponsored healthcare programs, directly from patients or for rebates due from manufacturers. Receivables generally are collected within industry norms for third-party payors and from manufacturers. The Company continuously monitors collections from its clients and maintains an allowance for bad debts based upon any specific payor collection issues that are identified and historical experience.

(Tabular amounts expressed in thousands of US Dollars, except per share amounts)

As of December 31, 2017, no one customer represented more than 10% of outstanding accounts receivable The Company does have receivables from Medicare and Medicaid, 74% and 10% respectively. As these are government programs there is very little credit risk associated with these balances.

Accounts receivable aging for each reporting period is as follows:

	Current	30 - 60	60 - 90	Over 90	Total accounts receivable	Allowance for doubtful accounts
December 31, 2016	$ 2,312	$ 651	$ 518	$ 4,381	$ 7,862	$ 3,069
December 31, 2017	$ 4,531	$ 2,761	$ 2,750	$ 2,799	$ 12,841	$ 3,060

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company's approach in managing liquidity is to ensure, to the extent possible, that it will have sufficient liquidity to meet its liabilities when due by continuously monitoring actual and budgeted cash flows, and monitoring financial market conditions for signs of weakness.

As of December 31, 2017, the Company faces no material liquidity risk and is able to meet all of its current financial obligations as they become due and payable. The Company has $13.1 million of current liabilities (December 31, 2016 - $9.2 million) that are due within one year but has $17.0 million of current assets (December 31, 2016 - $11.2 million), in addition to cash flow generated during 2017 to meet those obligations.

Interest rate risk

Interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Interest rate risk is limited to potential decreases on the interest rate offered on cash and cash equivalents held with registered US financial institutions. The Company considers this risk to be immaterial. The interest on the long term debt and finance leases are not subject to cash flow interest rate risk as these instruments bear interest at fixed rates.

RISK FACTORS

While it is impossible to identify all such risk factors, factors that could cause actual results to differ materially from those estimated by us include:

- We may need to raise additional capital to fund future operations, which may involve high transaction costs, dilution to shareholders, high interest rates or unfavorable terms and conditions. The Company cannot likely obtain traditional debt financing until it has a profitable and longer operating history.
- Our stock price may fluctuate up or down for reasons unrelated to the performance of the Company, including lack of analyst coverage, limited investor relations and public relations support, limited trading liquidity and limited exposure of the Company to Canadian retail and institutional investors.
- CMS policies of health insurance for Medicare in the United States may affect the amount of revenue the Company receives. The Company is subject to risk that reimbursement rates for its services from both federal and private payers will decline over time. Reimbursement from federal programs is subject to constant regulatory review and increasing audits by federal authorities, the effect of which may be to increase costs of service and delay or affect reimbursement, which could negatively impact cash flow and/or revenue. Audits may be costly and time consuming, and could delay cash flow, even if the Company acted properly in all respects.

- The policies of health insurance carriers in the United States may affect the amount of revenue the Company receives.
- The Company may not successfully market its services.
- We operate in an industry that is subject to extensive federal, state, and local regulation and changes in law and regulatory interpretations. Healthcare rules and regulations have changed dramatically in recent times, and may change dramatically in the future.
- Changes in United States federal or state laws, rules, and regulations, including those governing the corporate practice of medicine, and fee splitting.
- Changes in the United States Anti-Kickback Statute and Stark Law and/or similar state laws, rules, and regulations.
- If we are unable to manage growth, we may be unable to achieve our expansion strategy.
- Our senior management has been key to our growth, and we may be adversely affected if we lose any member of our senior management.
- There are few suppliers of equipment for the Company, which may make it difficult for the Company to obtain supplies on prices or terms that are favorable. There could be interruptions in supplies or recalls that would adversely affect the Company.
- Changes in the healthcare industry, the US government deficit and the economy in general may affect the Company's business.
- The Company receives payments from a small number of entities, with the Medicare program of the US government being the primary entity making payments. If that entity were to slow payments of Company receivables for any reason, the Company would be adversely impacted.
- The Company competes against larger and substantially better funded competitors.
- Evolving regulation of corporate governance and public disclosure may result in additional expenses and continuing uncertainty.
- We may not be able to recruit and retain sufficient qualified staff and other licensed providers.
- We may be subject to product liability and medical malpractice claims, which may adversely affect our operations. Our industry is highly regulated, and we may be subject to regulatory scrutiny for violations of regulations and laws. The Company could be adversely affected by the time and cost involved with regulatory investigations even if it has operated in compliance with all laws. Investigations could also adversely affect the timely payment of receivables.
- We may have difficulty identifying or acquiring suitable acquisition targets.
- Significant variations in the foreign exchange rate between Canadian and U.S. currency may adversely affect the Company.
- The liquidity of trading in the stock may be adversely affected if more than 50% of the shares of the Company are acquired by US investors.
- Shareholders may be subject to dilution if the Company raises additional capital.