

Management's Discussion and Analysis

For the three and nine-month periods ended September 30,

2023

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

The following is Management's Discussion and Analysis of the financial condition and operating results of Knight Therapeutics Inc. ("Knight" or the "Company") for the three and nine-month periods ended September 30, 2023. This document should be read in conjunction with the unaudited interim condensed consolidated financial statements and notes thereto for the three and nine-month periods ended September 30, 2023, and the audited consolidated financial statements and Management's Discussion and Analysis of financial condition and operating results in our annual report for the year ended December 31, 2022. Knight's unaudited interim condensed consolidated financial statements as at and for the three and nine-month periods ended September 30, 2023, have been prepared in accordance with International Accounting Standard 34 "Interim Financial Reporting". All amounts herein are expressed in thousands of Canadian dollars (unless otherwise indicated) except for share and per share amounts. All other currencies are in thousands.

This discussion and analysis was prepared by management from information available as of November 8, 2023. Further information about Knight Therapeutics Inc., including the Annual Information Form, is available online on SEDAR at www.sedar.com.

## **Cautionary note regarding forward-looking statements**

This Management's Discussion and Analysis may contain certain "forward-looking statements" and certain "forward-looking information" as defined under applicable Canadian securities laws. Forward-looking statements and information can generally be identified by the use of forward-looking terminology such as "may", "will", "expect", "intend", "estimate", "anticipate", "believe", "continue", "plans" or similar terminology. Forward-looking statements and information are subject to various known and unknown risks and uncertainties, many of which are beyond the ability of the Company to control or predict, that may cause the Company's actual results, performance, or achievements to be materially different from those expressed or implied thereby, and are developed based on assumptions about such risks, uncertainties and other factors set out herein. Factors and risks which could cause actual results to differ materially from current expectations are discussed in the Company's Annual Report and in the Company's latest Annual Information Form found on SEDAR at <a href="www.sedar.com">www.sedar.com</a>. The Company undertakes no obligation to update forward-looking information except as required by applicable law. Such forward-looking information represents management's best judgment based on the information currently available. No forward-looking statement can be guaranteed, and actual future results may vary materially. Accordingly, readers are advised not to place undue reliance on forward-looking statements or information.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## **TABLE OF CONTENTS**

GLOSSARY OF ABBREVIATIONS	. 4
OVERVIEW	. 6
Section 1 – About Knight Therapeutics Inc.	6
Section 2 – Q3-23 Highlights	6
FINANCIAL RESULTS	. 7
Section 3 – Results of Operations	. 7
FINANCIAL CONDITION	23
Section 4 – Consolidated Balance Sheets	23
Section 5 – Notices of Reassessment	. 27
Section 6 – Liquidity and Capital Resources	28
PRODUCT ACQUISITION STRATEGY	. 32
Section 7 – Products	. 32
Section 8 – Strategic Lending	43
Section 9 – Strategic Investments	45
RISK MANAGEMENT	47
Section 10	47
ADDITIONAL INFORMATION	50
Section 11 – Selected Quarterly Financial Information	50
Section 12 – Outstanding Share Data	50
Section 13 – Use of Proceeds from Financing	51
Section 14 – Payment of Dividends	51
Section 15 – Product Pricing Regulation on Certain Drug Products	51
Section 16 – Financial Instruments	52
Section 17 – Off-balance Sheet Arrangements	. 52
Section 18 – Commitments	. 52
Section 19 – Related Party Transaction	53
Section 20 – Segment Reporting	
Section 21 – Significant Accounting Estimates and Assumptions	
Section 22 – Disclosure Controls and Procedures	. 55
Section 23 – Internal Control Over Financial Reporting (ICFR)	. 55

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023

(In thousands of Canadian dollars, except for share and per share amounts)

# **GLOSSARY OF ABBREVIATIONS**

Abbreviation	Calendar
Q3-23	Third quarter of 2023
Q2-23	Second quarter of 2023
Q1-23	First quarter of 2023
Q4-22	Fourth quarter of 2022
Q3-22	Third quarter of 2022
Q2-22	Second quarter of 2022
Q1-22	First quarter of 2022
Q4-21	Fourth quarter of 2021
Abbreviation	Company
60P	60° Pharmaceuticals LLC
Advaxis	Advaxis Pharmaceuticals Inc.
ANMAT	Argentinian health authority regulatory agency
ANVISA	Brazilian Health Regulatory Agency
Antibe	Antibe Therapeutics Inc.
Ardelyx	Ardelyx, Inc.
Basilea	Basilea Pharmaceuticals Ltd.
Bloom Burton	•
	Bloom Burton Healthcare Lending Trust <sup>2</sup>
BMS COFEPRIS	Bristol-Myers Squibb
	Federal Commission for the Protection against Sanitary Risk
GBT	Biotoscana Investments S.A.
Helsinn	Helsinn Healthcare SA
IFC	International Finance Corporation
Incyte	Incyte Biosciences International Sàrl
Knight or the Company	Knight Therapeutics Inc.
Moksha8	Moksha8, Inc.
NEMO II	New Emerging Medical Opportunities Fund II Ltd.
NEMO III	New Emerging Medical Opportunities Fund III Ltd.
Novartis	Novartis AG, Novartis Pharma AG or their affiliates
Profound	Profound Medical Inc.
Puma	Puma Biotechnology, Inc.
REPL	Replimune Group, Inc.
Rigel	Rigel Pharmaceuticals, Inc.
Sectoral	Sectoral Asset Management Inc.
SGS	Singular Genomics Systems, Inc.
Synergy	Synergy CHC Corp.
Triumvira	Triumvira Immunologics Inc.
TXMD	TherapeuticsMD, Inc.
Abbreviation	Financial
Annual Financial Statements	Audited annual consolidated financial statements
ARS	Argentine Peso
BOB	Bolivian Boliviano
BRL	Brazilian Real
C\$ or \$ or CAD	Canadian Dollar
CDI	Certificados de Depositos Interfinancieros (Brazil interbank lending rate)
CHF	Swiss Franc
CLP	Chilean Peso
COP	Colombian Peso
DC&P	Disclosure Controls and Procedures

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023

(In thousands of Canadian dollars, except for share and per share amounts)

Abbreviation	Financial (continued)
EPS	Earnings per share to common shareholders
EUR	Euro
FMV	Fair market value
FVTPL	Fair value through profit or loss
IBR	Indicador Bancario de Referencia (Central Bank of Colombia interbank lending rate)
ICFR	Internal control over financial reporting
IFRS	International Financial Reporting Standards
MXN	Mexican Peso
PEN	Peruvian Sol
PYG	Paraguayan Guarani
ROU	Right-of-use
US\$/USD	U.S. Dollar
UYU	Uruguayan Peso
Abbreviation	Territory
CAN	Canada
LATAM	Latin America
U.S.	United States of America
Abbreviation	Other
ART	Antiretroviral Therapy
ASPP	Automatic share purchase plan
BGx	Branded Generic Pharmaceutical Product
CEO	Chief executive officer
CMED	Drugs Market Regulation Chamber
CRA	Canada Revenue Agency
DSU	Deferred share units
ECL	Expected credit loss
ERP	Enterprise Resource Planning
ESPP	Employee Share Purchase Plan
G&A	General and administrative
HCC	Unresectable hepatocellular carcinoma
HCV	Human hepatitis virus infection
HIV	Human immunodeficiency virus infection
HMO	Health Maintenance Organization
IBS-C	Irritable Bowel Syndrome with Constipation
IQVIA	IQVIA Incorporated, a leading pharmaceutical market research organization
МОН	Ministry of Health of Brazil
MTO	Mandatory tender offer
NCIB	Normal Course Issuer Bid
NDA	New Drug Application
NDS	New Drug Submission
NIHB	Non-Insured Health Benefits for First Nations and Inuit Program
NON	Notice of Non-Compliance
pERC	Pan-Canadian Oncology Drug Review Expert Review Committee
PMPRB	Patented Medicine Prices Review Board
PRV	Priority Review Voucher
PSU	Performance share units
QRA	Quebec Revenue Agency
RR-DTC	Radioiodine refractory differentiated thyroid cancer
R&D	Research and development
RSU	Restricted share units
S&M	Selling and marketing
WAFV	Weighted average fair value

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## **OVERVIEW**

## Section 1 – About Knight Therapeutics Inc.

Knight Therapeutics Inc. is a specialty pharmaceutical company, headquartered in Montreal, Canada, and is listed on the Toronto Stock Exchange under the ticker symbol "GUD". The Company operates in Canada, Latin America and select international markets and the activities performed are as follows:

- Principal business activity is developing, acquiring, in-licensing, out-licensing, manufacturing, marketing and distributing pharmaceutical products in Canada, Latin America and select international markets.
- Finances other life sciences companies with the goal of strengthening relationships in the life science industry and securing product distribution rights for Canada and select international markets.
- Invested in life sciences venture capital funds whereby the Company may receive preferential access to innovative healthcare products for Canada and select international markets.
- Develops innovative pharmaceutical products including those to treat neglected tropical and rare pediatric diseases.

## Section 2 - Q3-23 Highlights

## **Financial Results**

- Revenues were \$81,500, an increase of \$9,219 or 13% over the same period in prior year.
- Gross margin of \$40,182 or 49% compared to \$30,401 or 42% in the same period in prior year.
- Adjusted EBITDA<sup>1</sup> was \$15,512, an increase of \$6,503 or 72% over the same period in prior year.
- Adjusted EBITDA per share<sup>1</sup> of \$0.15, an increase of \$0.07 or 88% over the same period in prior year.
- Net gain on financial assets measured at fair value through profit or loss of \$5,562.
- Net income was \$9,588, compared to \$1,591 in the same period in the prior year.
- Cash inflow from operations was \$15,166, an increase of \$3,374 or 29% over the same period in prior year.

## **Corporate Developments**

- Launched a NCIB to purchase up to 5,999,524 common shares of the Company over the next 12 months.
- Purchased 2,158,091 common shares through Knight's NCIB at an average price of \$4.55 for aggregate cash consideration of \$9,833.

## **Products**

- Submitted marketing authorization for Tavalisse® (fostamatinib) in Colombia and Mexico.
- Obtained regulatory approval for Minjuvi® (tafasitamab) in Brazil.
- In-licensed a branded generic molecule in Oncology/Hematology for Brazil.

## Subsequent to quarter-end

- Obtained CMED pricing approval for Minjuvi® in Brazil.
- Submitted marketing authorization for Pemazyre® (pemigatinib) in Brazil.

<sup>&</sup>lt;sup>1</sup> Adjusted EBITDA and Adjusted EBITDA per share are non-GAAP measures. Refer to section "Non-GAAP measures" and "Reconciliation to adjusted EBITDA" for additional details.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

# FINANCIAL RESULTS

# Section 3 – Results of Operations Impact of Hyperinflation

The Company applies IAS 29, Financial Reporting in Hyperinflation Economies, as the Company's Argentine subsidiaries use the Argentine Peso as their functional currency. IAS 29 requires that the financial statements of an entity whose functional currency is the currency of a hyperinflationary economy be adjusted based on an appropriate general price index to express the effects of inflation. After applying for the effects of translation, the statement of income is converted using the closing foreign exchange rate of the month. The Company restated the revenues and operating expenses of each of the following months in the three and nine-month periods ended September 30 using the following general price indexes:

	January	February	March	April	May	June	July	August	September
2023	1.92	1.80	1.67	1.54	1.43	1.35	1.27	1.13	1.00
2022	1.60	1.53	1.43	1.35	1.28	1.22	1.14	1.06	1.00

If the Company did not apply IAS 29, the effect on the Company's operating income (loss) would be as follows:

		Q3-23			YTD-23			
	Reported	Excluding impact of	Varian		Reported	Excluding impact of	Variance	
	under IFRS	iAS 29 <sup>1</sup>	\$ <sup>2</sup>	% <sup>3</sup>	under IFRS	ias 29¹	\$ <sup>2</sup>	% <sup>3</sup>
Revenues	81,500	81,669	(169)	_	254,002	254,736	(734)	_
Cost of goods sold	41,318	39,548	(1,770)	4%	135,565	130,985	(4,580)	3%
Gross margin	40,182	42,121	(1,939)	5%	118,437	123,751	(5,314)	4%
Gross margin (%)	49%	52%			47%	49%		
Expenses								
Selling and marketing	11,924	11,937	13	_	35,463	35,635	172	_
General and administrative	11,080	11,009	(71)	1%	29,305	29,084	(221)	1%
Research and development	4,768	4,651	(117)	3%	13,291	13,376	85	1%
Amortization of intangible assets	11,480	11,475	(5)	_	33,925	33,789	(136)	_
Operating income	930	3,049	(2,119)	69%	6,453	11,867	(5,414)	46%

<sup>&</sup>lt;sup>1</sup> Financial results excluding the impact of hyperinflation is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

<sup>&</sup>lt;sup>2</sup> A positive variance represents a positive impact on net income (loss) due to the application of IAS 29 and a negative variance represents a negative impact on net income (loss) due to the application of IAS 29.

<sup>&</sup>lt;sup>3</sup> Percentage change is presented in absolute values.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

	Q3-22							
	Reported under IFRS	Excluding impact of IAS 29 <sup>1</sup>	Variar \$²	nce %³	Reported under IFRS	Excluding impact of IAS 29 <sup>1</sup>	Variance \$ <sup>2</sup>	% <sup>3</sup>
Revenues	72,281	69,111	3,170	5%	211,908	207,966	3,942	2%
Cost of goods sold	41,880	35,314	(6,566)	19%	110,735	99,536	(11,199)	11%
Gross margin	30,401	33,797	(3,396)	10%	101,173	108,430	(7,257)	7%
Gross margin (%)	42%	49%			48%	52%		
Expenses								
Selling and marketing	13,456	12,571	(885)	7%	34,072	33,010	(1,062)	3%
General and administrative	10,416	9,107	(1,309)	14%	29,814	27,368	(2,446)	9%
Research and development	4,220	3,683	(537)	15%	10,615	9,690	(925)	10%
Amortization of intangible assets	12,243	11,465	(778)	7%	34,586	32,837	(1,749)	5%
Impairment of intangible assets	2,080	2,080			2,080	2,080		_
Operating income (loss)	(12,014)	(5,109)	(6,905)	135%	(9,994)	3,445	(13,439)	390%

<sup>1</sup> Financial results excluding the impact of hyperinflation is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

## Impact of LATAM Foreign Exchange volatility

The Company records its transactions and balances in the respective functional currencies of its subsidiaries. Generally, for the LATAM subsidiaries, the functional currency is the local currency in the country where the entity operates. In order to convert a foreign-denominated transaction to the functional currency, the exchange rate prevailing at the date of the transaction is used. Furthermore, upon consolidation, for all subsidiaries with a functional currency other than CAD, the respective statements of income are translated using the average exchange rates for the period. The table below summarizes the average foreign exchange rates used for the conversion of selected LATAM currencies:

Rates	Q3-23	Q2-23	Q1-23	Q4-22	Q3-22	Q2-22	Q1-22	Q4-21
BRL	3.64	3.69	3.84	3.87	4.02	3.85	4.12	4.44
ARS	229	172	142	119	104	92	84	80
СОР	3,019	3,298	3,525	3,550	3,363	3,074	3,093	3,080
CLP	635	596	600	674	712	660	639	656

The below table summarizes the variances quarter over quarter for selected LATAM currencies:

Variance (%) <sup>1</sup>	Q3-23	Q2-23	Q1-23	Q4-22	Q3-22	Q2-22	Q1-22	Q4-21
BRL	1%	4%	1%	4%	(4%)	7%	7%	(7%)
ARS	(33%)	(21%)	(19%)	(15%)	(12%)	(10%)	(6%)	(3%)
COP	8%	6%	1%	(6%)	(9%)	1%	_	(1%)
CLP	(6%)	1%	11%	5%	(8%)	(3%)	3%	(7%)

<sup>&</sup>lt;sup>1</sup> Negative percentage represents a depreciation of the currency while a positive percentage represents an appreciation of the currency.

<sup>&</sup>lt;sup>2</sup> A positive variance represents a positive impact to net income (loss) due to the application of IAS 29 and a negative variance represents a negative impact to net income (loss) due to the application of IAS 29.

Percentage change is presented in absolute values.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## **Impact**

Exchange rate fluctuations of LATAM currencies impact the Company's results in two ways:

- i. Transactional impact: certain product purchases and operating expenses are denominated in foreign currencies (mainly USD, EURO and CHF); and,
- ii. Translational impact: translation of local LATAM functional currency operating results to reporting currency in CAD.

## **Constant Currency**

Financial results at constant currency<sup>1</sup> allow results to be viewed without the impact of fluctuations in foreign currency exchange rates thereby facilitating the comparison of results period over period. The presentation of financial results at constant currency is considered to be a non-GAAP measure and does not have any standardized meaning under GAAP. As a result, the information presented may not be comparable to similar measures presented by other companies.

Financial results at constant currency are obtained by translating the prior period results from the functional currencies to CAD using the conversion rates in effect during the current period. Furthermore, with respect to Argentina, the Company excludes the impact of hyperinflation and translates the results at the average exchange rate in effect for each of the periods.

	Q3-23	Q3-22	Varia	nce	YTD-23	YTD-22	Varian	ce		
		Excluding impact of IAS 29 <sup>1</sup>								
		Constant Currency <sup>1</sup>	\$ <sup>2</sup>	% <sup>3</sup>		Constant Currency <sup>1</sup>	\$ <sup>2</sup>	%³		
Revenues	81,669	73,358	8,311	11%	254,736	216,461	38,275	18%		
Cost of goods sold	39,548	37,512	(2,036)	5%	130,985	103,116	(27,869)	27%		
Gross margin	42,121	35,846	6,275	18%	123,751	113,345	10,406	9%		
Gross margin (%)	52%	49%			49%	52%				
Expenses										
Selling and marketing	11,937	13,201	1,264	10%	35,635	33,873	(1,762)	5%		
General and administrative	11,009	9,496	(1,513)	16%	29,084	28,208	(876)	3%		
Research and development	4,651	3,829	(822)	21%	13,376	9,970	(3,406)	34%		
Amortization of intangible assets	11,475	11,637	162	1%	33,789	33,916	127	_		
Impairment of intangible assets	_	2,080	2,080	100%	_	2,080	2,080	100%		
Operating income (loss)	3,049	(4,397)	7,446	169%	11,867	5,298	6,569	124%		
EBITDA <sup>1</sup>	15,512	9,925	5,587	56%	48,018	43,197	4,821	11%		
Adjusted EBITDA <sup>1</sup>	15,512	9,925	5,587	56%	48,018	43,197	4,821	11%		
Adjusted EBITDA per share <sup>1</sup>	0.15	0.09	0.06	70%	0.46	0.38	0.08	21%		

<sup>&</sup>lt;sup>1</sup> Financial results at constant currency, excluding the impact of hyperinflation, EBITDA, adjusted EBITDA and adjusted EBITDA per share are non-GAAP measures. Refer to section "Non-GAAP measures" and "Reconciliation to adjusted EBITDA" for additional details.

<sup>&</sup>lt;sup>2</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>1</sup> Financial results at constant currency is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

The financial results under IFRS reconcile to the financial results at constant currency as follows:

Q3-22 YTD-22 Constant Constant Reported IAS 29 Currency Constant Reported IAS 29 Currency Constant under IFRS Adjustment Adjustment Currency<sup>1</sup> under IFRS Adjustment Adjustment Currency<sup>1</sup> Revenues 72,281 (3,170)4,247 73,358 211,908 (3,942)8,495 216,461 Cost of goods sold 41,880 2,198 37,512 110,735 (11,199)3,580 103,116 (6,566)**Gross margin** 30,401 3,396 2,049 35,846 101,173 7,257 4,915 113,345 **Expenses** Selling and marketing 13,456 (885) 630 13,201 34,072 (1,062)863 33,873 General and administrative 10,416 (1,309)389 9,496 29,814 (2,446)840 28,208 Research and development 4,220 (537)146 3,829 10,615 (925)280 9,970 Amortization of intangible 12,243 (778)172 11,637 34,586 (1,749)1,079 33,916 assets Impairment of intangible assets 2,080 2,080 2,080 2,080 Operating income (loss) (12,014)6,905 712 (4,397)(9,994)13,439 1,853 5,298

<sup>&</sup>lt;sup>1</sup> Financial results at constant currency is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## **Consolidated Statement of Income (Loss)**

	Change						Change	
	Q3-23	Q3-22	\$ <sup>1</sup>	% <sup>2</sup>	YTD-23	YTD-22	\$ <sup>1</sup>	% <sup>2</sup>
Revenues	81,500	72,281	9,219	13%	254,002	211,908	42,094	20%
Cost of goods sold	41,318	41,880	562	1%	135,565	110,735	(24,830)	22%
Gross margin	40,182	30,401	9,781	32%	118,437	101,173	17,264	17%
Gross margin (%)	49%	42%			47%	48%		
Expenses								
Selling and marketing	11,924	13,456	1,532	11%	35,463	34,072	(1,391)	4%
General and administrative	11,080	10,416	(664)	6%	29,305	29,814	509	2%
Research and development	4,768	4,220	(548)	13%	13,291	10,615	(2,676)	25%
Amortization of intangible assets	11,480	12,243	763	6%	33,925	34,586	661	2%
Impairment of intangible assets	_	2,080	2,080	100%	_	2,080	2,080	100%
Operating income (loss)	930	(12,014)	12,944	108%	6,453	(9,994)	16,447	165%
Interest income on financial instruments measured at amortized cost	(2,024)	(1,096)	928	85%	(6,218)	(2,150)	4,068	189%
Other interest income	(1,031)	(1,366)	(335)	25%	(3,276)	(4,219)	(943)	22%
Interest expense	2,603	1,479	(1,124)	76%	8,398	4,307	(4,091)	95%
Other income	(1,907)	(5,860)	(3,953)	67%	(2,123)	(5,989)	(3,866)	65%
Net (gain) loss on financial instruments measured at fair value through profit or loss	(5,562)	5,446	11,008	202%	2,346	29,501	27,155	92%
Foreign exchange (gain) loss	1,317	(10,787)	(12,104)	112%	6,162	(9,105)	(15,267)	168%
Gain on hyperinflation	(1,364)	(681)	683	100%	(3,000)	(1,514)	1,486	98%
Income (loss) before income taxes	8,898	851	8,047	946%	4,164	(20,825)	24,989	120%
Income tax								
Current	1,112	1,204	92	8%	3,251	2,175	(1,076)	49%
Deferred	(1,802)	(1,944)	(142)	7%	(6,578)	(8,296)	(1,718)	21%
Income tax recovery	(690)	(740)	(50)	7%	(3,327)	(6,121)	(2,794)	46%
Net income (loss) for the period	9,588	1,591	7,997	503%	7,491	(14,704)	22,195	151%
Basic and diluted net income (loss) per share	0.09	0.01	0.08	549%	0.07	(0.13)	0.20	154%
EBITDA <sup>3</sup>	15,512	9,009	6,503	72%	48,018	40,211	7,807	19%
Adjusted EBITDA <sup>3</sup>	15,512	9,009	6,503	72%	48,018	40,211	7,807	19%
Adjusted EBITDA per share <sup>3</sup>	0.15	0.08	0.07	88%	0.46	0.35	0.11	31%

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).
<sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> EBITDA, adjusted EBITDA and adjusted EBITDA per share are non-GAAP measures. Refer to section "Non-GAAP measures" and "Reconciliation to adjusted EBITDA" for additional details.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

Revenues	Q3-23 vs Q3-22	Q3-23	Q3-22	Q3-22	Change	•
		Excluding impact of IAS 29 <sup>3</sup>	Excluding impact of IAS 29 <sup>3</sup>	Constant Currency <sup>4</sup>	Excluding impo	ict of IAS
	Therapeutic Area	\$	\$	\$	\$ <sup>1</sup>	% <sup>2</sup>
	Oncology/Hematology	31,336	26,271	28,100	5,065	19%
	Infectious Diseases	29,195	27,244	29,173	1,951	7%
	Other Specialty	21,138	15,596	16,085	5,542	36%
	Total	81,669	69,111	73,358	12,558	18%

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

For the quarter ended September 30, 2023, excluding the impact of hyperinflation, revenues increased by \$12,558 or 18% compared to the same period in prior year. The appreciation of select LATAM currencies led to an increase in revenues of \$4,248 in Q3-23 compared to Q3-22.

The increase in revenues excluding the impact of hyperinflation is explained by the following:

- Oncology/Hematology: The oncology/hematology portfolio grew by approximately \$7,300 primarily due to
  continued growth of key promoted products including Lenvima®, Trelstar®, Palbocil® launched in Argentina in
  Q1-23 and the assumption of commercial activities of Akynzeo® in Brazil, Argentina and Canada in 2022. The
  increase is offset by a reduction of approximately \$2,200 in revenues of our mature and branded generics
  products due to their lifecycle including the entrance of new competitors.
- Infectious Diseases: The increase is driven by our key promoted products, including Cresemba®, as well as higher demand of Impavido®, offset by the purchasing patterns for certain products. Furthermore, Knight received an order for Ambisome® for \$4,875 from MOH, which is expected to be delivered in Q4-23 ("Q4-23 MOH Order").
- Other Specialty: The increase in the other specialty portfolio is primarily driven by the transition of commercial operations of Exelon® from Novartis to Knight. The revenues of Exelon® increased by approximately \$5,700 in Q3-23 versus Q3-22. In Q3-22, Knight recorded lower revenues of Exelon® due to advance purchases of \$3,000 in Brazil and Colombia in Q2-22, in connection with the transition of commercial activities. The remainder of the variance is explained by the change in accounting treatment from net profit transfer to revenues with related costs of sales upon the transition as well as timing of purchases from certain customers.

<sup>&</sup>lt;sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> Revenues excluding the impact of IAS 29 is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

<sup>&</sup>lt;sup>4</sup> Revenues at constant currency is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

All the pharmaceutical products sold by Knight are categorized as either innovative or BGx products. The description of each portfolio are as follows:

Innovative Portfolio: The portfolio consists of the pharmaceutical products with innovative molecules and includes both in-licensed products such as Lenvima®, Cresemba®, Halaven®, Trelstar®, Akynzeo®, Ambisome® as well as products owned (or partially owned) by Knight such as Exelon® and Impavido®. The categories of the portfolio are as follows:

- Innovative Promoted portfolio: consists of products on which the Company invest in commercial activities such as sales force promotion and medical activities.
- Innovative Mature: consists of products that require lower level of promotional activities and/or products that have reached their peak market capture potential.
- Innovative Discontinued: consists of products that the company has stopped commercializing or is in the
  process of discontinuing sales.

**BGx Portfolio:** The portfolio consists of branded generic products which are pharmaceutically equivalent to an innovative molecule. The branded generics are given a brand name to differentiate the product from ordinary generics or other branded generics. The Company's branded generic portfolio currently primarily consists of products manufactured at our facilities in Argentina for commercialization in Argentina and the rest of Latin America (excluding Brazil and Mexico). The categories of the portfolio defined on a country-by-country basis are as follows:

- BGx New Launches: consists of branded generic pharmaceutical products in the first three years of launch.
- BGx Mature: consists of products which have been launched for more than three years.
- BGx Discontinued: consists of products that the Company has stopped commercializing or is in the process of discontinuing sales.

During the quarter ended September 30, 2023, excluding the impact of IAS 29, the Company generated \$68,718 or 84% of total revenues from its innovative portfolio and \$12,951 or 16% of total revenues from its BGx portfolio.

	<b>Q3-23</b> Excluding impact of IAS 29 <sup>3</sup>	Q3-22 Excluding impact of IAS 29 <sup>3</sup>	Change Excluding impact 29 <sup>3</sup>	of IAS
Product portfolio	\$	\$	\$ <sup>1</sup>	% <sup>2</sup>
Innovative - Promoted	55,359	41,163	14,196	34%
Innovative - Mature	13,351	10,674	2,677	25%
Total excluding discontinued	68,710	51,837	16,873	33%
Innovative - Discontinued	8	855	(847)	99%
Total Innovative	68,718	52,692	16,026	30%
BGx - New Launches	1,882	2,293	(411)	18%
BGx - Mature <sup>4</sup>	10,766	12,945	(2,179)	17%
Total excluding discontinued	12,648	15,238	(2,590)	17%
BGx - Discontinued	303	1,181	(878)	74%
Total BGx	12,951	16,419	(3,468)	21%
Total	81,669	69,111	12,558	18%

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

<sup>&</sup>lt;sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> Revenues excluding the impact of IAS 29 is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

<sup>&</sup>lt;sup>4</sup> After 3 years from a product's initial launch, it transitions from "New Launch" to "Mature", including comparative figures from prior periods.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

	<b>Change</b> Excluding impact of	IAS 29 <sup>3</sup>	
Product portfolio	\$ <sup>1</sup>	% <sup>2</sup>	
Innovative - Promoted	14,196	34%	<ul> <li>Increase in revenues of approximately \$8,900 driven by continued growth of key promoted products including Lenvima®, Akynzeo®, Cresemba® and Trelstar®</li> <li>Increase in Exelon® revenues of approximately \$5,700 primarily driven by following:         <ul> <li>Increase in revenues of approximately \$3,000 primarily due to lower revenues recorded in Q3-22 from advanced purchases in Q2-22 in Brazil and Colombia in connection with the transition of commercial activities from Novarti to Knight.</li> <li>The remaining increase in revenues is due to the change in accounting treatment from net profit transfer to recognition of revenues and cost of sales, as well as timing of purchases by certain customers.</li> </ul> </li> </ul>
Innovative - Mature	2,677	25%	<ul> <li>Increase due to higher demand of Impavido®</li> </ul>
Innovative - Discontinued	(847)	99%	<ul> <li>Due to planned transition and termination agreement of the Gilead amendment effective July 1, 2022</li> </ul>
Total Innovative	16,026	30%	
BGx - New Launches	(411)	18%	No significant variance
BGx - Mature	(2,179)	17%	<ul> <li>Due to lifecycle of products including entrance of new competition</li> </ul>
BGx - Discontinued	(878)	74%	Discontinuation of the products at the end of their lifecycle
Total BGx	(3,468)	21%	
Total	12,558	18%	

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

<sup>&</sup>lt;sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> Revenues excluding the impact of IAS 29 is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

YTD-23 vs YTD-22					
	YTD-23	YTD-22	YTD-22	Chang	
	Excluding impact of IAS 29 <sup>3</sup>	Excluding impact of IAS 29 <sup>3</sup>	Constant Currency⁴	Excluding impo	act of IAS
Therapeutic Area	\$	\$	\$	\$ <sup>1</sup>	% <sup>2</sup>
Oncology/Hematology	88,363	76,121	78,611	12,242	16%
Infectious Diseases	105,659	83,786	88,018	21,873	26%
Other Specialty	60,714	48,059	49,832	12,655	26%
Total	254,736	207,966	216,461	46,770	22%

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

For the nine-month period ended September 30, 2023, excluding the impact of hyperinflation, revenues increased by \$46,770 or 22% compared to the same period in prior year. The appreciation of select LATAM currencies led to an increase in revenues of \$8,495 in YTD-23 compared to YTD-22.

The growth in revenues excluding the impact of hyperinflation is explained by the following:

- Oncology/Hematology: The oncology/hematology portfolio grew by approximately \$19,800 primarily due to
  continued growth of key promoted products including Lenvima®, Trelstar®, Palbocil® launched in Argentina in
  Q1-23 and the assumption of commercial activities of Akynzeo® in Brazil, Argentina and Canada in 2022. The
  increase is offset by a reduction of approximately \$7,500 in revenues of our mature and branded generics
  products due to their lifecycle including the entrance of new competitors.
- Infectious Diseases: The infectious disease portfolio grew by approximately \$29,262 excluding the impact of the planned transition and termination of the Gilead Amendment. The increase is driven by the growth of our key promoted products including Ambisome® and Cresemba® as well as higher demand for Impavido®. The increase include \$20,400 related to the contract with MOH for Ambisome®. Furthermore, Knight received the Q4-23 MOH Order for Ambisome® for \$4,875.
- Other Specialty: The increase in the other specialty portfolio is primarily driven by the transition of commercial activities for Exelon® from Novartis to Knight. The revenues of Exelon® increased by approximately \$11,700 in YTD-23 versus YTD-22 due to the change in accounting treatment from net profit transfer to revenues with related cost of sales. The remainder of the increase is due to the timing of purchases of certain customers.

<sup>&</sup>lt;sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> Revenues excluding the impact of IAS 29 is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

<sup>&</sup>lt;sup>4</sup> Revenues at constant currency is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

During the nine-month period ended September 30, 2023, excluding the impact of IAS 29, the Company generated \$214,831 or 84% of total revenues from its innovative portfolio and \$39,905 or 16% of total revenues from its BGx portfolio.

	YTD-23	YTD-22		
	Excluding impact	Excluding impact	Change	
	of IAS 29 <sup>3</sup>	of IAS $29^3$ of IAS $29^3$		of IAS 29 <sup>3</sup>
Product portfolio	\$	\$	\$ <sup>1</sup>	% <sup>2</sup>
Innovative - Promoted	179,659	116,121	63,538	55%
Innovative - Mature	34,640	34,412	228	1%
Total excluding discontinued	214,299	150,533	63,766	42%
Innovative - Discontinued	532	9,068	(8,536)	94%
Total Innovative	214,831	159,601	55,230	35%
BGx - New Launches	6,020	5,273	747	14%
BGx - Mature <sup>4</sup>	32,713	39,902	(7,189)	18%
Total excluding discontinued	38,733	45,175	(6,442)	14%
BGx - Discontinued	1,172	3,190	(2,018)	63%
Total BGx	39,905	48,365	(8,460)	17%
Total	254,736	207,966	46,770	22%

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

<sup>&</sup>lt;sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> Revenues excluding the impact of IAS 29 is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

<sup>&</sup>lt;sup>4</sup> After 3 years from a product's initial launch, it transitions from "New Launch" to "Mature", including comparative figures from prior periods.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

	<b>Change</b> Excluding impact of I	AS 29 <sup>3</sup>	
Product portfolio	\$ <sup>1</sup>	% <sup>2</sup>	
Innovative - Promoted	63,538	55%	The increase is mainly driven by:  Growth in revenues of \$48,800 due to:  Continued growth of promoted products including Lenvima®, Cresemba®, and Trelstar®  Relaunch of Akynzeo® in Brazil Argentina, and Canada in the second hall of 2022  Incremental revenues of \$20,400 related to the Ambisome® MOH Contract  Incremental revenues of approximately \$11,700 due to the change in accounting treatment from net profit transfer to recognition of revenues and cost of sales of Exelon®
Innovative - Mature	228	1%	No significant variance
Innovative - Discontinued	(8,536)	94%	<ul> <li>Due to planned transition and termination agreement of the Gilead Amendment effective Jul 1, 2022</li> </ul>
Total Innovative	55,230	35%	
BGx - New Launches	747	14%	No significant variance
BGx - Mature	(7,189)	18%	Due to lifecycle of mature products and the entrance of new competition
BGx - Discontinued	(2,018)	63%	Discontinuation of the products at the end of thei lifecycle
Total BGx	(8,460)	17%	
Total	46,770	22%	

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

<sup>&</sup>lt;sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> Revenues excluding the impact of IAS 29 is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### **Gross margin**

#### Q3-23 vs Q3-22

• For the quarter ended September 30, 2023, gross margin, as a percentage of revenues, was 49% compared to 42% in Q3-22. Excluding the impact of IAS 29, gross margin, as a percentage of revenues, was 52% in Q3-23 and 49% in Q3-22. The increase is driven by the change in product mix.

#### YTD-23 vs YTD-22

- For the nine-month period ended September 30, 2023, gross margin, as a percentage of revenues, was 47% YTD-23 and 48% YTD-22. Excluding the impact of IAS 29, gross margin, as a percentage of revenues, was 49% YTD-23 and 52% YTD-22. Exelon® was recorded as a net profit transfer from Novartis for Brazil and Colombia in H1-22. If Knight had reported revenues and related cost of sales for Exelon® instead of a net profit transfer, the Adjusted Gross Margin of both YTD-23 and YTD-22 would have been 49%. There is no significant variance in Adjusted Gross Margin in YTD-23 compared to YTD-22.
- Adjusted Gross Margin is a non-GAAP measure. Refer to section "Non-GAAP measures" for additional details.

#### Selling and marketing

## Q3-23 vs Q3-22

• For the quarter ended September 30, 2023, S&M decreased by \$1,532 or 11%. Excluding the impact of IAS 29, the decrease is \$634 or 5%. There is no significant variance in S&M expenses.

#### YTD-23 vs YTD-22

• For the nine-month period ended September 30, 2023, S&M increased by \$1,391 or 4%. Excluding the impact of IAS 29, the increase is \$2,625 or 8%. The increase is driven by compensation expenses, certain variable costs such as logistics fees which increase as a function of higher revenues, as well as an increase in selling and marketing activities related to key promoted products, including Akynzeo® which was relaunched in Brazil in Q3-22 and Canada in Q4-22.

#### General and administrative

## Q3-23 vs Q3-22

• For the quarter ended September 30, 2023, G&A expenses were \$11,080, an increase of \$664 or 6%, compared to the same period in prior year. Excluding the impact of IAS 29, the increase is \$1,902 or 21%, mainly due to an increase in our compensation costs related to Knight's long term incentive plan as well as higher spending on professional and consulting fees.

#### YTD-23 vs YTD-22

For the nine-month period ended September 30, 2023, G&A expenses were \$29,305, a decrease
of \$509 or 2%. Excluding the impact of IAS 29, the increase is \$1,716 or 6% mainly due to an
increase in our compensation costs related to Knight's long term incentive plan as well as higher
spending on professional and consulting fees.

# Research and development expenses

## Q3-23 vs Q3-22

For the quarter ended September 30, 2023, R&D increased by \$548 or 13%. Excluding the impact
of IAS 29, the increase is \$968 or 26%. The increase is driven by an expansion in our product
development and medical initiatives.

## YTD-23 vs YTD-22

• For the nine-month period ended September 30, 2023, R&D increased by \$2,676 or 25%. Excluding the impact of IAS 29, the increase is \$3,686 or 38%. The increase is driven by an expansion in our product development behind our branded generic pipeline and medical initiatives related to key promoted products including Akynzeo® which was relaunched in Brazil Q3-22 and in Canada Q4-22.

# Amortization of intangible assets

No significant variance

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

Impairment of intangible	Q3-23 vs Q3-22 and YTD-23 vs YTD-22
assets	• For the quarter ended September 30, 2023, impairment of intangible assets was nil, compared to an impairment of \$2,080 recognized in Q3-22 which represents the write-down of upfront and certain milestones payments made under certain product license agreements as a result of changes in commercial expectations.
Interest income	<ul> <li>Includes "Interest income on financial instruments measured at amortized cost" and "Other interest income" primarily from interest earned on loans, cash and cash equivalents, marketable securities and accretion on loans receivable.</li> </ul>
	Q3-23 vs Q3-22 and YTD-23 vs YTD-22
	<ul> <li>Interest income for Q3-23 and YTD-23 increased by \$593 or 24% and \$3,125 or 49%, respectively, compared to the same periods in prior year. The increase is driven by higher interest rates on cash and marketable securities.</li> </ul>
Interest expense	Q3-23 vs Q3-22 and YTD-23 vs YTD-22
	• The interest expense for Q3-23 and YTD-23 includes the interest expense on bank loans of \$2,410 and \$7,759, respectively (Q3-22 and YTD-22: \$1,266 and \$3,741, respectively) and the interest expense of lease liabilities of \$193 and \$639, respectively (Q3-22 and YTD-22: \$213 and \$566, respectively).
	• Interest expense for Q3-23 and YTD-23 increased by \$1,124 or 76% and \$4,091 or 95%, respectively, compared to the same periods in prior year.
	<ul> <li>The increase is driven by the higher average loan balance resulting from IFC loan which closed in December 2022 and higher variable interest rates, partially offset by principal repayments of Itaú Unibanco Brasil and Bancolombia bank loans. Refer to Section 7 for further information on the bank loans.</li> </ul>
Other income	Q3-23 vs Q3-22 and YTD-23 vs YTD-22
	<ul> <li>Other income in Q3-23 and YTD-23 relates to certain fees recognized on our strategic loans, as well as a gain on a disposal of a property in Colombia.</li> </ul>
	Other income in Q3-22 and YTD-22 relates to the gain recognized upon execution of a settlement agreement and general release with the former shareholders of GBT.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

Net gain or loss on financial
assets measured at fair value
through profit or loss

## Q3-23 vs Q3-22

- Net gain on financial assets measured at fair value through profit and loss for Q3-23 was \$5,562, mainly driven by:
  - Equity investments, derivatives and loans and other receivables: Gain of \$12,894 mainly due
    to the increase in the fair value of the Moksha8 warrants and the 60P Conversion Agreement
    offset by,
  - Strategic fund investments: Loss of \$7,332 mainly driven by negative mark-to-market adjustments due to the decline in share prices of publicly-traded equities.
- Net loss on financial assets measured at fair value through profit and loss for Q3-22 was \$5,446, mainly driven by unrealized losses on revaluation of our strategic fund investments.
- Refer to Sections 8 and 9 for further information.

#### YTD-23 vs YTD-22

- Net loss on financial assets measured at fair value through profit and loss for YTD-23 was \$2,346 mainly driven by:
  - Strategic fund investments: Loss of \$15,361 mainly driven by negative mark-to-market adjustments due to the decline in share prices of publicly-traded equities offset by,
  - Equity investments, Derivatives and Loans and other receivables: Gain of \$13,015 mainly due
    to the increase in the fair value of the Moksha8 warrants and the 60P Conversion
    Agreement.
- Net loss on financial assets measured at fair value through profit and loss for YTD-22 was \$29,501, mainly driven by negative mark-to-market adjustments as a result of the decline in the share prices of the publicly-traded equities held by our strategic fund investments due to general market conditions.
- Refer to Sections 8 and 9 for further information.

## Foreign exchange (gain) loss

## Q3-23 vs Q3-22 and YTD-23 vs YTD-22

- The foreign exchange loss in Q3-23 and YTD-23 is mainly driven by the unrealized losses due to the appreciation of select LATAM currencies vs the CAD.
- The foreign exchange gain in Q3-22 and YTD-22 is mainly driven by unrealized gains on intercompany balances due to the appreciation of the USD.

## Gain on hyperinflation

- Relates to gain on net monetary position (monetary assets less monetary liabilities) under hyperinflation accounting. Refer to "Impact of Hyperinflation" below for further details.
- Refer to note 2.3 in the Annual Financial Statements for further details on hyperinflation accounting.

#### Income tax recovery

## Q3-23 vs Q3-22 and YTD-23 vs YTD-22

 The income tax recovery in 2023 and 2022 is driven by the recognition of certain deferred tax assets due to tax losses generated in certain jurisdictions and timing differences related to our financial assets.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## Non-GAAP measures

The Company discloses non-GAAP measures and ratios that do not have standardized meanings prescribed by IFRS. The Company believes that shareholders, investment analysts and other readers find such measures helpful in understanding the Company's financial performance. Non-GAAP financial measures and adjusted EBITDA per share ratio do not have any standardized meaning prescribed by IFRS and may not have been calculated in the same way as similarly named financial measures presented by other companies.

The Company uses the following non-GAAP measures:

Revenues and Financial results excluding the impact of hyperinflation under IAS 29: Revenues and financial results under IFRS are adjusted to remove the impact of hyperinflation under IAS 29. The impact of hyperinflation under IAS 29 is calculated by applying an appropriate general price index to express the effects of inflation. After applying the effects of translation, the statement of income is converted using the closing foreign exchange rate of the month.

**Revenues and Financial results at constant currency**: Revenues/financial results at constant currency are obtained by translating the prior period revenues/financial results from the functional currencies to CAD using the conversion rates in effect during the current period. Furthermore, with respect to Argentina, the Company excludes the impact of hyperinflation and translates the revenues/results at the average exchange rate in effect for each of the periods.

Revenues/financial results at constant currency allow revenues/financial results to be viewed without the impact of fluctuations in foreign currency exchange rates thereby facilitating the comparison of results period over period. The presentation of revenues/financial results under constant currency is considered to be a non-GAAP measure and does not have any standardized meaning under GAAP. As a result, the information presented may not be comparable to similar measures presented by other companies.

**Adjusted Gross Margin:** Adjusted gross margin excludes the impact of IAS 29 and is adjusted to consider revenues and related cost of sales for Exelon® separately, rather than presenting as net profit transfer.

**EBITDA:** Operating income or loss adjusted to exclude amortization and impairment of intangible assets, depreciation, purchase price allocation accounting adjustments, and the impact of IAS 29 (accounting under hyperinflation) but to include costs related to leases.

Adjusted EBITDA: EBITDA adjusted for acquisition costs and non-recurring expenses.

**Adjusted EBITDA per share:** Adjusted EBITDA over number of common shares outstanding at the end of the respective period.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## Reconciliation to EBITDA, adjusted EBITDA and adjusted EBITDA per share

For the three and nine-month period ended September 30, 2023, the Company calculated EBITDA and adjusted EBITDA as follows:

	Change			Change				
	Q3-23	Q3-22	<b>\$</b> <sup>1</sup>	% <sup>2</sup>	YTD-23	YTD-22	<b>\$</b> <sup>1</sup>	% <sup>2</sup>
Operating income (loss)	930	(12,014)	12,944	108%	6,453	(9,994)	16,447	165%
Adjustments to operating income (loss):								
Amortization of intangible assets	11,480	12,243	(763)	6%	33,925	34,586	(661)	2%
Impairment of intangible assets	_	2,080	(2,080)	100%	_	2,080	(2,080)	100%
Depreciation of property, plant and equipment and	2 210	2.025	(007)	270/	F 014	7 0 4 1	(2.027)	260/
ROU assets	2,218	3,025	(807)	27%	5,014	7,841	(2,827)	36%
Lease costs (IFRS 16 adjustment)	(779)	(625)	(154)	25%	(2,146)	(1,914)	(232)	12%
Impact of IAS 29	1,663	4,300	(2,637)	61%	4,772	7,612	(2,840)	37%
EBITDA <sup>3</sup>	15,512	9,009	6,503	72%	48,018	40,211	7,807	19%
Adjusted EBITDA <sup>3</sup>	15,512	9,009	6,503	72%	48,018	40,211	7,807	19%

<sup>&</sup>lt;sup>1</sup> A positive variance represents a positive impact to net income (loss) and a negative variance represents a negative impact to net income (loss).

The Company calculated adjusted EBITDA per share as follows:

	Q3-23	Q3-22	YTD-23	YTD-22
Adjusted EBITDA <sup>1</sup>	15,512	9,009	48,018	40,211
Adjusted EBITDA per share <sup>1</sup>	0.15	0.08	0.46	0.35
Number of common shares outstanding at period end (in thousands)	105,045	113,958	105,045	113,958

<sup>&</sup>lt;sup>1</sup>Adjusted EBITDA and adjusted EBITDA per share are non-GAAP measures. Refer to the definitions in section "Non-GAAP measures" for additional details.

## Adjusted EBITDA Q3-23 vs Q3-22

For the three-month period ended September 30, 2023, adjusted EBITDA increased by \$6,503 or 72%, driven by an increase in gross margin (excluding impact of IAS 29) of \$8,324, offset by an increase in operating expenses. Refer to above explanations for further details.

## Adjusted EBITDA YTD-23 vs YTD-22

For the nine-month period ended September 30, 2023, adjusted EBITDA increased by \$7,807 or 19%. The growth in adjusted EBITDA is driven by an increase in gross margin (excluding impact of IAS 29) of \$15,321, offset by an increase in operating expenses. Refer to above explanation for further details.

<sup>&</sup>lt;sup>2</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>3</sup> EBITDA and adjusted EBITDA are non-GAAP measures. Refer to the definitions in section "Non-GAAP measures" for additional details.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

# **FINANCIAL CONDITION**

## Section 4 - Consolidated Balance Sheets

## Impact of LATAM Foreign Exchange volatility

The following table represents Knight's quarter-end closing rates to convert the assets and liabilities on the balance sheet at the end of each reporting period.

Rates	Q3-23	Q2-23	Q1-23	Q4-22	Q3-22
BRL	3.71	3.63	3.75	3.90	3.94
ARS	258	194	154	131	107
COP	3,006	3,154	3,436	3,584	3,322
CLP	657	606	584	629	703

The below table summarizes the variances quarter over quarter for selected LATAM currencies:

Variance (%) <sup>1</sup>	Q3-23	Q2-23	Q1-23	Q4-22
BRL	(2%)	3%	4%	1%
ARS	(33%)	(25%)	(18%)	(22%)
COP	5%	8%	4%	(8%)
CLP	(8%)	(4%)	7%	10%

<sup>&</sup>lt;sup>1</sup>Negative percentage represents a depreciation of the currency while a positive variance represents an appreciation of the currency.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

# **Balance Sheets**

			Change	
As at	09-30-2023	12-31-2022	\$	% <sup>1</sup>
ASSETS				
Current				
Cash and cash equivalents	77,418	71,679	5,739	8%
Marketable securities	65,040	85,826	(20,786)	24%
Trade receivables	82,222	94,890	(12,668)	13%
Other receivables	17,788	12,930	4,858	38%
Inventories	112,447	92,489	19,958	22%
Prepaids and deposits	2,567	1,704	863	51%
Other current financial assets	40,487	33,716	6,771	20%
Income taxes receivable	3,327	2,385	942	39%
Total current assets	401,296	395,619	5,677	1%
			( )	
Marketable securities	11,357	15,169	(3,812)	25%
Prepaids and deposits	1,069	4,355	(3,286)	75%
Right-of-use assets	5,650	5,827	(177)	3%
Property, plant and equipment	14,805	16,806	(2,001)	12%
Intangible assets	311,201	338,780	(27,579)	8%
Goodwill	85,883	82,274	3,609	4%
Other financial assets	117,983	142,847	(24,864)	17%
Deferred income tax assets	17,074	9,310	7,764	83%
Other long-term receivables	44,831	43,849	982	2%
	609,853	659,217	(49,364)	7%
Total assets	1,011,149	1,054,836	(43,687)	4%

<sup>&</sup>lt;sup>1</sup> Percentage change is presented in absolute values

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

			Change	
As at	09-30-2023	12-31-2022	\$	% <sup>1</sup>
LIABILITIES AND SHAREHOLDERS' EQUITY				
Current				
Accounts payable and accrued liabilities	82,782	106,061	(23,279)	22%
Lease liabilities	1.840	2,578	(738)	29%
Other liabilities	1,515	5,793	(4,278)	74%
Bank loans	25,684	17,674	8,010	45%
Income taxes payable	1,882	2,274	(392)	17%
Other balances payable	1,374	6,941	(5,567)	80%
Total current liabilities	115,077	141,321	(26,244)	19%
Accounts payable and accrued liabilities	220	2,669	(2,449)	92%
Lease liabilities	4,813	5,050	(237)	5%
Bank loans	49,680	52,398	(2,718)	5%
Other balances payable	21,721	23,176	(1,455)	6%
Deferred income tax liabilities	4,973	4,365	608	14%
Total liabilities	196,484	228,979	(32,495)	14%
Shareholders' equity				
Share capital	560,500	599,055	(38,555)	6%
Warrants	117	117	_	_
Contributed surplus	25,624	23,664	1,960	8%
Accumulated other comprehensive income	54,689	41,266	13,423	33%
Retained earnings	173,735	161,755	11,980	7%
Total shareholders' equity	814,665	825,857	(11,192)	1%
Total liabilities and shareholders' equity	1,011,149	1,054,836	(43,687)	4%

<sup>&</sup>lt;sup>1</sup> Percentage change is presented in absolute values

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## 09-30-2023 vs 12-31-2022

Cash and cash equivalents and marketable securities (current and long term)	• Refer to Section 6 – Liquidity and Capital Resources for further information.				
Trade receivables	<ul> <li>The decrease is mainly due to the timing of the collection of payments from customers.</li> </ul>				
Other receivables (current)	Refer to note 6 in the Interim Financial Statements for further details.				
Inventories	• The increase in inventory is due to the growth in key promoted products as well as timing of purchases.				
Other financial assets (current and long term)	Other financial assets decreased by \$18,093, or 10%, explained mainly by the following:				
	<b>Equity investments and Derivatives:</b> increase of \$12,531 mainly driven by the increase in the fair value of the Moksha8 warrants and the 60P Conversion Agreement. Refer to Section 8 for further information.				
	<b>Loans and other receivables:</b> decrease of \$12,453 mainly driven by strategic loan repayments from Moksha8. Refer to Section 8 for further information on Knight's strategic lending portfolio.				
	<b>Funds:</b> decrease of \$18,171 is driven by negative mark-to-market adjustments of \$15,361 due to the decline in share prices of publicly-traded equities held by our strategic fund investments, distributions received and receivable of \$3,969 and foreign exchange loss of \$238, partly offset by capital calls of \$1,397. Refer to Section 9 for further information on Knight's strategic investments.				
Income tax receivable	The increase is mainly due to the timing of income tax installments.				
Intangible assets	• The decrease is due to amortization charge during the period, offset by an increase in sales milestones and appreciation of certain LATAM currencies during the period.				
Goodwill	• The increase is due to the appreciation of certain LATAM currencies during the period.				
Deferred income tax asset	<ul> <li>The increase is mainly explained by additional deferred tax due to tax losses generated in certain jurisdictions, temporary differences and intercompany transactions.</li> </ul>				

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## 09-30-2023 vs 12-31-2022

Other receivables (long-term)	No significant variance.
Accounts payable and accrued liabilities (current and long term)	The decrease is driven by payments for the purchase of inventory.
Bank loans (current and long term)	Bank loans increased by \$5,292 or 8% due to \$7,698 related to the accrued interest,
	\$6,641 related to the appreciation of BRL, COP, CLP and MXN against CAD, as well as
	new loan proceeds of \$4,796, offset by repayments of \$13,843.
	• For further details on the bank loans held by Knight, refer to Section 6.
Income tax payable	No significant variance.
Other balances payable (current and long term)	The decrease is due to payment of sales and regulatory milestones in accordance with in-license agreements on certain products including Akynzeo® and Aloxi® from Helsinn.
Deferred income tax liability	Increase is mainly related to certain temporary differences.
Share capital	• The decrease is due to the purchase of Knight's common shares under the NCIB,
	partially offset by share issuance under ESPP.
	• Refer to note 12 (iii) in the Interim Financial Statements for further information.
Contributed surplus	The increase is related to share-based compensation expense.
	• Refer to the statement of changes in equity and note 12 (ii) in the Interim Financial Statements for further information.
Accumulated other comprehensive loss	• Refer to the consolidated statement of changes in equity in the Interim Financial Statements for further information.
Retained earnings	• Refer to the consolidated statement of changes in equity in the Interim Financial Statements for further information.

## Section 5 - Notices of Reassessment

Knight received notices of reassessment from the CRA and the QRA in July 2018 and January 2019, respectively. The notices relate to the disposition in 2014 of a PRV held by Knight's wholly-owned subsidiary, Knight Therapeutics International S.A. A PRV is a transferrable asset that entitles the holder to a priority review for a drug of its choice.

The Company's PRV was granted on March 19, 2014 upon the FDA approval of Impavido® and was disposed of to a third party in November 2014 for gross proceeds of US\$125,000. The notices of reassessment provide that Knight is liable to pay an aggregate of \$23,340 and \$18,242 to the CRA and QRA, respectively, in additional taxes and interest. Knight has made a deposit for the full amount to the CRA in July 2018 and to the QRA in February 2019. In addition, interest income on the deposit is payable to Knight by the CRA and QRA if the Company wins the process. The amount, as at September 30, 2023 is estimated at \$4,312 and has not been recorded by the Company.

Knight believes that the reassessments are unfounded and filed a notice of objection with the CRA in September 2018 to start the appeals process. In October 2021, the CRA responded to Knight's notice of objection with a confirmation of their initial tax reassessments. Knight filed a notice of appeal to the Tax Court of Canada in December 2021.

Based on the Company's view of the likely outcome of the appeals process, Knight expects to recover the total of \$41,582 deposited with the taxation authorities and has not recorded any tax provision related to the disposal of the PRV in its financial statements. However, there can be no assurance regarding the outcome or when a resolution may be reached.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

Although Knight believes its tax provisions are adequate, the final determination of tax audits and any related disputes could be materially different from historical income tax provisions and accrual.

## Section 6 – Liquidity and Capital Resources

The Company's Investment Policy governs the investment activities relating to cash resources. An Investment Committee composed of representatives from management and the Board of Directors monitors compliance with said policy. The Company invests in strategic investments in the form of equity funds, debt funds, equity or liquid investment securities with varying terms to maturity, selected with regard to the expected timing of investments and expenditures for continuing operations and prevailing interest rates.

The Company believes that its existing cash, cash equivalents and marketable securities as well as cash generated from operations are sufficient to finance its current operations, working capital requirements and future product and corporate acquisitions. The table below sets forth a summary of cash flow activity and should be read in conjunction with our consolidated statements of cash flows.

			Chan	ge			Change	
	Q3-23	Q3-22	\$	$\mathbf{\%}^1$	YTD-23	YTD-22	\$	$\mathbf{\%}^1$
Net cash from operating activities	15,166	11,792	3,374	29%	17,996	38,362	(20,366)	53%
Net cash from investing activities	35,756	(3,296)	39,052	1185%	31,242	1,945	29,297	1506%
Net cash from financing activities	(11,239)	(5,589)	(5,650)	101%	(45,304)	(30,729)	(14,575)	47%
Increase in cash and cash equivalents during the period	39,683	2,907	36,776	1265%	3,934	9,578	(5,644)	59%
Net foreign exchange difference	(109)	5,796	(5,905)	102%	1,805	6,281	(4,476)	71%
Cash and cash equivalents beginning of the period	37,844	93,119	(55,275)	59%	71,679	85,963	(14,284)	17%
Cash and cash equivalents, end of the period	77,418	101,822	(24,404)	24%	77,418	101,822	(24,404)	24%
Marketable securities <sup>2</sup> , end of the period	76,397	43,320	33,077	76%	76,397	43,320	33,077	76%
Cash and cash equivalents, and marketable securities, end of the								
period	153,815	145,142	8,673	6%	153,815	145,142	8,673	6%
Cash and cash equivalents, and marketable securities, net of bank								
loans	78,451	111,922	(33,471)	30%	78,451	111,922	(33,471)	30%

<sup>&</sup>lt;sup>1</sup> Percentage change is presented in absolute values.

<sup>&</sup>lt;sup>2</sup> Including marketable securities pledged as restricted cash collateral under the IFC loan. Refer to note 4 of Interim Financial Statements for further details.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

	Q3-23	YTD-23
Net cash from operating activities	Primarily relates to cash generated through reverse expenses including salaries, research and deverses and other corporate expenses. Cash flows expenses not affecting cash, such as unrealized share based compensation expense, depreciation gains or losses, hyperinflation gains, deferred balances relating to operations.	elopment expenses, advertising and promotion from operating activities exclude revenues and and realized gains or losses on financial assets, n and amortization, unrealized foreign exchange
	For the three-month period ended September 30, 2023, cash inflow from operations was \$15,166, driven by the operating results adjusted for noncash items such as depreciation and amortization offset by an increase in working capital of \$7,235. The increase in the working capital is mainly due to increase in inventory related to our key promoted products including Lenvima® and Trelstar®, the settlement of accounts payable mainly related to inventory purchases, offset by the decrease in accounts receivable as a result of collections during the period. Refer to note 16 of the interim consolidated financial statements for further details on the changes in the working capital.	For the nine-month period ended September 30, 2023, cash inflow from operations was \$17,996 driven by the operating results adjusted for noncash items such as depreciation and amortization offset by an increase in working capital of \$33,303. The increase in the working capital is mainly due to increase in inventory related to our key promoted products including Lenvima® and Exelon®, the settlement of accounts payable mainly related to inventory purchases of our key promoted products, offset by the decrease in accounts receivable as a result of collections during the period. Refer to note 16 of the interim consolidated financial statements for further details on the changes in the working capital.
	Furthermore, the net cash from operating activities included an inflow of \$4,327 mainly related to interest received upon maturity of marketable securities and interests on our bank accounts.	Furthermore, the net cash from operating activities included an inflow of \$9,680 mainly related to interest received upon maturity of marketable securities, bank accounts yields and other short-term investments.
Net cash from investing activities	For the three-month period ended September 30, 2023, cash flows were mainly driven by:  • net proceeds from marketable securities of	For the nine-month period ended September 30, 2023, cash flows were mainly driven by:  • net proceeds from marketable securities of
	\$29,086; and • cash inflow from the principal repayment of \$7,417 mainly from Moksha8.	<ul> <li>\$24,704;</li> <li>acquisition of intangibles of \$7,727 mainly due to sales and regulatory milestones on certain products including the in-licensing of Akynzeo® and Aloxi® from Helsinn; and</li> <li>proceeds from disposal of investments in Medimetriks of \$2,347; and</li> <li>cash inflow from the principal repayment of \$12,774 mainly from Moskha8.</li> </ul>
Net cash from financing activities	through the NCIB, principal and interest repayme	inly due to the repurchase of common shares ents on bank loans, principal repayments on lease eeds from the participation of employees and

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

	Q3-22	YTD-22
Net cash from operating activities	Primarily relates to cash generated through reversex expenses including salaries, research and deverses and other corporate expenses. Cash flows expenses not affecting cash, such as unrealized share based compensation expense, depreciation gains or losses, hyperinflation gains, other incompon-cash balances relating to operations.	lopment expenses, advertising and promotion from operating activities exclude revenues and and realized gains or losses on financial assets, and amortization, unrealized foreign exchange
	For the three-month period ended September 30, 2022, cash inflow from operations was \$11,792 driven by the operating results adjusted for non-cash items such as depreciation, amortization and impairment offset by an unrealized foreign exchange gain and an increase in working capital of \$2,534. Refer to note 16 of the interim consolidated financial statements for further details on the changes in the working capital.  Furthermore, the net cash from operating activities included an inflow of \$1,379 related to interest received mainly driven by the timing of maturity of marketable securities.	For the nine-month period ended September 30, 2022, cash inflow from operations was \$38,362 driven by the operating income adjusted for non-cash items such as depreciation and amortization offset by an increase in working capital of \$8,449. Refer to note 16 of the interim consolidated financial statements for further details on the changes in the working capital.  Furthermore, the net cash from operating activities included an inflow of \$5,322 related to interest received mainly driven by the timing of maturity of marketable securities.
Net cash from investing activities	For the three-month period ended September 30, 2022, cash flows were mainly driven by:  • investment in funds of \$2,847;  • acquisition of intangibles and property and equipment of \$637.	For the nine-month period ended September 30, 2022, cash flows were mainly driven by:  • net proceeds on marketable securities of \$20,593;  • acquisition of intangibles and property and equipment of \$19,163 mainly due to upfront payments and certain milestones related to in-licensing of Akynzeo® and Aloxi® from Helsinn as well as fostamatinib from Rigel; and  • proceeds from distributions of funds of \$3,408 offset by investment in life sciences funds of \$3,300.
Net cash from financing activities	through the NCIB, principal repayments on bank	nly due to the repurchase of common shares k loans, principal repayments on lease liabilities, e participation of employees and directors in the

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

The Company had the following indebtedness, including accrued interest expense, as at the end of the following periods:

## As at September 30, 2023

	Currency	Interest rate <sup>2</sup>	Effective interest rate	Maturity	Current \$	Non- current \$	Total \$
Banks					Ψ	<del>*</del>	· · ·
Itaú Unibanco Brasil	BRL	1.65% + CDI	15.56%	Dec 8, 2023	4,666	_	4,666
Bancolombia	СОР	2.28% + IBR	15.26%	Oct 12, 2026	3,053	6,154	9,207
Banco ICBC Argentina <sup>1</sup>	ARS	100%	N/A	N/A	264	_	264
Banco Itaú Argentina <sup>1</sup>	ARS	117%	N/A	N/A	1,681	_	1,681
IFC	BRL	1.6% + CDI	15.61%	Oct 15, 2027	8,922	23,048	31,970
IFC	CLP	7.71%	7.86%	Oct 15, 2027	2,574	7,553	10,127
IFC	СОР	1.6% + IBR	14.80%	Oct 15, 2027	3,583	10,160	13,743
IFC	MXN	1.6% + TIIE	13.92%	Oct 15, 2027	941	2,765	3,706
Total Bank Loans					25,684	49,680	75,364

<sup>&</sup>lt;sup>1</sup> Overdraft balances

## As at December 31, 2022

						Non-	
			Effective		Current	current	Total
	Currency	Interest rate <sup>2</sup>	interest rate	Maturity	\$	\$	\$
Banks							
Itaú Unibanco Brasil	BRL	1.65% + CDI	13.36%	Dec 8, 2023	8,487	_	8,487
Bancolombia	COP	2.28% + IBR	8.07%	Oct 12, 2026	2,299	6,194	8,493
Banco ICBC Argentina <sup>1</sup>	ARS	77% <sup>2</sup>	N/A	N/A	344	_	344
Banco Itaú Argentina <sup>1</sup>	ARS	76% <sup>2</sup>	N/A	N/A	1,270	_	1,270
IFC	BRL	1.6% + CDI	15.83%	Oct 15, 2027	3,121	23,309	26,430
IFC	CLP	7.71%	7.86%	Oct 15, 2027	1,202	9,198	10,400
IFC	COP	1.6% + IBR	13.29%	Oct 15, 2027	735	10,613	11,348
IFC	MXN	1.6% + TIIE	13.07%	Oct 15, 2027	216	3,084	3,300
Total Bank Loans					17,674	52,398	70,072

<sup>&</sup>lt;sup>1</sup> Overdraft balances

The security and repayment terms of the bank loans are as follow:

Banks	Currency of debt	Maturity	Repayment terms	Security/guarantee
Itaú Unibanco Brasil	BRL	Dec 8, 2023	Semi-annual	<ul> <li>First Demand Corporate Guarantee of Knight Therapeutics Europe S.A.</li> <li>Select trade accounts receivables</li> </ul>
Bancolombia	СОР	Oct 12, 2026	Semi-annual	• None
IFC	BRL	Oct 15, 2027	Semi-annual <sup>1</sup>	
IFC	CLP	Oct 15, 2027	Semi-annual <sup>1</sup>	Shares of certain Knight subsidiaries
IFC	СОР	Oct 15, 2027	Semi-annual <sup>1</sup>	<ul> <li>Restricted cash collateral of 35% of the principal balance outstanding</li> </ul>
IFC	MXN	Oct 15, 2027	Monthly <sup>1</sup>	balance outstanding

<sup>&</sup>lt;sup>1</sup> Commenced October 15, 2023

<sup>&</sup>lt;sup>2</sup> The interest rate is calculated and compounded on a monthly basis.

<sup>&</sup>lt;sup>2</sup> The interest rate is calculated and compounded on a monthly basis.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

# PRODUCT ACQUISITION STRATEGY

## Section 7 - Products

The Company's focus is to market and sell innovative products and engage in the development, manufacturing and marketing of specialty pharmaceutical branded generic products in Latin America and Canada, as well as select international markets.

Knight expects to expand its product portfolio within existing therapeutic fields in Canada and LATAM and intends to leverage its expertise in specialty sales and marketing, branded generic development, product acquisition and in-licensing to gain a competitive advantage in delivering pharmaceutical products to the marketplace, thereby decreasing scientific risks, long development timelines and high development costs. In addition, Knight's wholly owned subsidiary, Knight Therapeutics International S.A., develops innovative pharmaceuticals including those used to treat neglected tropical diseases and rare pediatric diseases.

The Company's priority is to leverage its existing infrastructure in LATAM and Canada by pursuing multiple avenues of growth that will further strengthen its platform and position Knight as a key player in the pan-American (ex-US) pharmaceutical market. The Company is pursuing a three-pronged strategy to build its product portfolio.

## 1. Acquisition of products, portfolios and companies

Knight is pursuing the acquisition of innovative products including portfolios that have been launched and marketed primarily by large pharmaceutical companies for a number of years. The acquisition of legacy products from global pharmaceutical companies is accretive to Knight's profitability and represents an opportunity to build a portfolio of owned assets with valuable and well-established brands. The acquisition of Exelon®, completed during 2021, is an example of the execution of this strategy. The Company is also pursuing bolt-on corporate acquisitions in certain key markets that would further optimize its platform including, footprint, capabilities, and portfolio.

## 2. In-licensing of innovative products

The Company is pursuing the in-licensing of innovative late-stage products in its key therapeutic areas that include oncology/hematology, infectious diseases, immunology, gastrointestinal and central nervous system. In addition, the Company remains open to considering the in-licensing of products in other specialty areas where Company believes that there may be an attractive market opportunity. The in-licensing strategy represents future growth opportunities as the Company launches innovative and unique treatments across its markets. The in-licensing of Akynzeo® and Aloxi®, completed during 2022, is an example of the execution of this strategy.

## 3. Development & In-licensing of branded generic products

The Company's branded generic development efforts include the internal development of branded generics for Argentina and other LATAM markets (excluding Brazil and Mexico) and the in-licensing of branded generics for LATAM markets including Brazil and Mexico. The Company continues to maintain a targeted internal development effort to develop and manufacture branded generics products for launch in Argentina and eventually in certain markets in Latin America. In addition to internal development, the growth of the branded generic portfolio is supplemented through in-licensing of additional molecules. This strategy complements the in-house development efforts by providing access to the two largest pharmaceutical markets of Latin America, namely Brazil and Mexico. In addition, it allows access to branded generics products that cannot be developed or manufactured in-house by the Company.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## **Prescription Pharmaceutical Products**

The following summarizes certain products from Knight's product portfolio.

PRODUCT	INDICATION <sup>1,2,4</sup>	TERRITORY <sup>3</sup>						
		Canada	Brazil	Argentina	Colombia	Mexico	Others	
			Oncology/H	ematology				
Tafasitamab	Relapsed or refractory diffuse large B-cell lymphoma (DLBCL)		Approved	Submitted	Submitted	Submitted	Pre- registration	Incyte
Pemigatinib	Metastatic cholangiocarcinoma		Submitted	Submitted	Submitted	Submitted	Pre- registration	Incyte
Akynzeo®	Prevention of chemotherapy- induced acute and delayed nausea and vomiting	Q4-22	Q3-22	Q3-22				Helsinn
Aloxi®	Prevention of acute nausea and vomiting associated with moderately and highly emetogenic cancer chemotherapy	Q4-22						Helsinn
Fostamatinib	Treatment of chronic immune thrombocytopenia		Pre- registration	Pre- registration	Submitted	Submitted		Rigel
Nerlynx <sup>®</sup>	Extended adjuvant breast cancer and metastatic breast cancer	Q4-19						Puma
Trelstar®	Advanced prostate cancer	Q2-20						Debiopharm
Vidaza®	Myelodysplastic syndrome		Q2-10					Celgene (BM
Abraxane®	Metastatic pancreatic cancer		Q4-17					Celgene (BM
Halaven ®	Metastatic breast cancer and soft tissue sarcoma		Q4-17	Q4-19	Q2-22		Marketed	Eisai
Lenvima®	Differentiated thyroid cancer and unresectable hepatocellular carcinoma		Q4-17		Q1-22		Marketed	Eisai
Lenvima®	Advanced renal cell cancer		Q4-17				Marketed	Eisai
BGx								
Ladevina®	Multiple myeloma; myelodysplastic syndrome			2011	Q3-19		Marketed	Own
Ladevina®	Mantle Cell Lymphoma; follicular lymphoma			2011			Marketed	Own
Zyvalix®	Metastatic prostate cancer			2014	Q2-18		Marketed	Own
Karfib®	Relapsed or refractory multiple myeloma			Q4-19	Submitted		Marketed	Own
Leprid®	Palliative treatment of advanced prostate cancer			2007				Own
Rembre®	Chronic myeloid leukemia			2013	Q1-22		Marketed	Own
Palbocil®, Bapocil®	Breast cancer			Q1-23	Submitted		Approved	Own
Xetrane®	Multiple myeloma			Q2-19	Submitted		Approved	Own
Xetrane®	AIDS-related Kaposi sarcoma			Q2-22				Own

The products in "pre-registration" have not yet been submitted for regulatory review and products in "submitted" are currently under regulatory review.
The indication for all products classified as "pre-registration" or "submitted" is the anticipated indication upon regulatory approval.

<sup>&</sup>lt;sup>2</sup> Refer to the "Products" section below for further details on the indication.

<sup>&</sup>lt;sup>3</sup> The products with an associated date are currently marketed by Knight in the respective territory. The information provided represents the date when the product was launched by Knight or when it was acquired or in-licensed by Knight if such products had existing sales.

<sup>&</sup>lt;sup>4</sup> The products in "Approved" have been approved by regulatory authorities but not yet commercially launched.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

PRODUCT	INDICATION <sup>1,2</sup>		PARTNER					
		Canada	Brazil	Argentina	TORY <sup>3</sup> Colombia	Mexico	Others	
			Infectious	Diseases				
Ambisome®	Invasive fungal infection		1997					Gilead
Cresemba®	Invasive fungal infection		Q2-20	Q3-19	Q3-19	Q2-19	Marketed	Basilea
Impavido®	Leishmaniasis						Marketed	Own
BGx								
Dolufevir®	HIV infection			Q2-21				Own
			Other S	pecialty				
Exelon®	Symptomatic treatment of mild to moderately severe dementia in people with Alzheimer's and Parkinson's disease	Q2-21	Q2-21	Q2-21	Q2-21	Q2-21	Marketed	Own
Ibsrela®	IBS-C	Q1-21						Ardelyx
Salofalk®	Ulcerative colitis			2007	Pre-2019		Marketed	Dr. Falk
Ursofalk®	Primary biliary cirrhosis			2007	Pre-2019		Marketed	Dr. Falk
Imvexxy®	Moderate-to-severe dyspareunia	Approved						TXMD
Bijuva®	Moderate-to-severe vasomotor symptoms due to menopause	Approved						TXMD
BGx								
Fibridoner®	Idiopathic pulmonary fibrosis			2017			Marketed	Own
Toliscrin® DPI	Pseudomonas aeruginosa lung infection in patients with cystic fibrosis			2017			Marketed	Own
Toliscrin® 1-2	Severe acute or resistant chronic infections due to colistin sensitive strains of gram-negative pathogenic bacilli			2017			Marketed	Own
Tobradosa Haler®	Chronic lung infections due to Pseudomonas aeruginosa			2018			Marketed	Own

The products in "pre-registration" have not yet been submitted for regulatory review and products in "submitted" are currently under regulatory review. The indication for all products classified as "pre-registration" or "submitted" is the anticipated indication upon regulatory approval.

<sup>&</sup>lt;sup>2</sup> Refer to the "Products" section below for further details on the indication.

<sup>&</sup>lt;sup>3</sup> Products with dates represent products currently marketed by Knight. The information provided represents the date at which the product was launched by Knight or date at which product with existing sales was acquired or in-licensed by Knight.

The product is the control of t

The products in "Approved" have been approved by regulatory authorities but not yet commercially launched.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## Oncology/Hematology

## INNOVATIVE

## Tafasitamab and Pemigatinib

On September 22, 2021, Knight entered into a supply and distribution agreement with Incyte for the exclusive rights to distribute tafasitamab (sold as Monjuvi® in the United States and as Minjuvi® in Europe and Canada) and pemigatinib (Pemazyre®) in Latin America. Under the terms of the agreement, Knight will be responsible for seeking the necessary regulatory approvals and distributing both products in Latin America.

Tafasitamab, in combination with lenalidomide, is approved in the United States, Europe, Canada and other countries for the treatment of adult patients with relapsed or refractory diffuse large B-cell lymphoma ("DLBCL") who are not eligible for autologous stem cell transplantation (ASCT). DLBCL is the most common type of non-Hodgkin lymphoma, and there are approximately 12,000 - 16,000 new cases of DLBCL each year in Latin America.<sup>1,2</sup>.

Pemigatinib is approved in the United States, Europe and Japan for the treatment of adult patients with locally advanced or metastatic cholangiocarcinoma with a fibroblast growth factor receptor 2 ("FGFR2") fusion or rearrangement that have progressed after at least one prior line of systemic therapy. Cholangiocarcinoma is the most common cancer of the bile duct. FGFR2 fusions or rearrangements have been observed in 10-16% of patients with intrahepatic cholangiocarcinoma, whereas the incidence in patients with extrahepatic cholangiocarcinoma is rare. There are approximately 4,000 - 6,000 new cases of intrahepatic cholangiocarcinoma each year in Latin America<sup>3,4</sup>. Pemigatinib is also approved in the U.S. for the treatment of adults with relapsed or refractory myeloid/lymphoid neoplasms (MLNs) with FGFR1 rearrangement.

In July 2023, Knight obtained ANVISA approval for Minjuvi®, under their rare disease designation according to Resolution RDC 205/2017 in combination with lenalidomide followed by Minjuvi® monotherapy for the treatment of adult patients with relapsed or refractory diffuse large B-cell lymphoma (DLBCL), including DLBCL arising from low grade lymphoma, and who are not eligible for ASCT. In addition, on October 16, 2023, Knight received Brazilian pricing approval for Minjuvi® from the Drugs Market Regulation Chamber ("CMED"). As a result, Knight expects to launch Minjuvi® in Brazil in the second quarter of 2024.

On October 10, 2023, Knight submitted a marketing authorization application for pemigatinib to ANVISA, the Brazilian health regulatory agency, under the rare diseases approval pathway, for the treatment of adults with locally advanced or metastatic cholangiocarcinoma with a FGFR2 fusion or rearrangement that have progressed after at least one prior line of systemic therapy. Marketing authorization applications for pemigatinib have also been submitted previously in Colombia, Mexico and Argentina.

## Akynzeo® and Aloxi®

On May 12, 2022, Knight announced that it entered into an agreement with Helsinn for the exclusive rights to commercialize Akynzeo® oral/IV (netupitant/palonosetron/fosnetupitant/palonosetron) in Canada, Brazil, Argentina, Uruguay and Paraguay, and Aloxi® oral/IV (palonosetron) in Canada.

Akynzeo® is the first and only 5-HT3 and NK1 receptor antagonist fixed combination approved for the prevention of chemotherapy-induced acute and delayed nausea and vomiting. Akynzeo® oral is approved and marketed in Canada, Brazil and Argentina. According to IQVIA, sales of Akynzeo® in Canada and Brazil were approximately \$7 million in 2021 and \$6 million in 2022. Aloxi® is a second generation 5-HT3 receptor antagonist with high receptor binding affinity and a duration

<sup>2</sup> Li S et al. Pathology. 2018 Jan;50(1):74-87.

<sup>&</sup>lt;sup>1</sup> Globocan 2020.

<sup>&</sup>lt;sup>3</sup> Jain A et al. JCO Precision Oncology 2018 :2, 1-12.

<sup>4</sup> Lafaro KJ et al. Gastroenterol Res Pract. 2015;2015:860861.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

of action up to 5 days after chemotherapy administration.<sup>5,6</sup>. Aloxi® oral is approved in Canada for use in adults for the prevention of acute nausea and vomiting associated with moderately and highly emetogenic cancer chemotherapy. Aloxi® injection is approved in Canada for use in adults and pediatric patients aged 2 to 17 years for the prevention of acute and delayed nausea and vomiting associated with emetogenic cancer chemotherapy.

Knight assumed commercial activities and re-launched Akynzeo® in Brazil, Argentina and Canada, and Aloxi® in Canada in 2022.

According to IQVIA, Akynzeo® sales in Canada were \$2,055 and \$5,746 for the three and nine-month periods ended September 30, 2023, which represents a growth of 29% and 26%, respectively, compared to the same periods in prior year.

#### **Fostamatinib**

On May 24, 2022, Knight announced that it entered into an agreement with Rigel for the exclusive rights to commercialize fostamatinib, an oral spleen tyrosine kinase (SYK) inhibitor, in Latin America. Fostamatinib is commercially available in the United States under the brand name TAVALISSE® and in Europe under the brand name TAVLESSE® for the treatment of chronic immune thrombocytopenia. On June 8, 2022, Rigel announced topline efficacy and safety data from the Phase 3 clinical trial of fostamatinib in patients with warm autoimmune hemolytic anemia (wAIHA). The trial did not demonstrate statistical significance in the primary efficacy endpoint of durable hemoglobin response in the overall study population. The safety profile was consistent with prior clinical experience, and no new safety issues were discovered. Rigel conducted an in-depth analysis of these data to better understand differences in patient characteristics and outcomes and submitted these findings to the FDA. In October 2022, Rigel announced that they received guidance from the FDA's review of these findings. Based on the result of the trial and the guidance from the FDA, Rigel did not file a supplemental New Drug Application (sNDA) for this indication. On November 1, 2022, Rigel announced the top-line results from its Phase 3 clinical trial of fostamatinib in high-risk hospitalized COVID-19 patients. While the trial approached but did not meet statistical significance (p=0.0603) in the primary efficacy endpoint of the number of days on oxygen through Day 29, all prespecified secondary endpoints in the study numerically favored fostamatinib over placebo, including mortality, time to sustained recovery, change in ordinal scale assessment, and number of days in the ICU.

In July 2023, Knight submitted marketing authorization applications for fostamatinib, for the treatment of thrombocytopenia in adult patients with chronic immune thrombocytopenia (ITP) who have had an insufficient response to a previous treatment, for regulatory approval in Mexico and Colombia.

## Nerlynx®

On January 9, 2019, Knight entered into an exclusive license agreement with Puma for the exclusive right to commercialize Nerlynx® (neratinib) in Canada. On July 16, 2019, Nerlynx® was approved by Health Canada for the extended adjuvant treatment of women with early stage hormone receptor positive and HER2-overexpressed/amplified breast cancer following adjuvant trastuzumab-based therapy. On July 6, 2021 Health Canada approved Nerlynx® (neratinib) in combination with capecitabine for the treatment of adult patients with metastatic HER2-overexpressed/amplified breast cancer, who have received two or more prior anti-HER2-based regimens in the metastatic setting. In December 2019 pERC published their final report recommending that Nerlynx® should not be reimbursed through the public drug plans. Knight launched NERLYNX® at the end of 2019 and is focused on ensuring access to patients. Nerlynx® is now covered by several private insurance companies in Canada. According to IQVIA, Nerlynx® sales in Canada were \$897 and \$2,479 for the three and nine-month periods ended September 30, 2023, which represents a growth of 68% and 101%, respectively, compared to the same periods in prior year.

<sup>6</sup> Navari RM and Aapro M. N Engl J Med 2016;374:1356-67.

<sup>&</sup>lt;sup>5</sup> Rojas C, Slusher BS. Eur J Pharmacol 2012;684(1-3):1-7; 6.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### Trelstar®

On January 8, 2020, Knight announced that it had entered into an agreement with Debiopharm for the Canadian commercial rights of Trelstar®(tripotorelin), for the treatment of advanced prostate cancer and the management and relief of chronic pain associated with endometriosis. On April 20, 2020, the Company announced that it took over commercial activities from Debiopharm's previous partner and began commercializing Trelstar® in Canada. According to IQVIA, Trelstar® sales in Canada were \$1,888 and \$5,264 for the three and nine-month periods ended September 30, 2023, which represents a growth of 55% and 63%, respectively, compared to the same period in prior year.

#### Vidaza®

Vidaza® (azacitidine) is indicated for the treatment of patients with Myelodysplastic Syndrome of the subtypes: Refractory anemia (RA) or refractory anemia with ringed sideroblasts (if accompanied by neutropenia or thrombocytopenia or requiring transfusions), refractory anemia with excess blasts, refractory anemia with excess blasts in transformation, and chronic myelomonocytic leukemia. Knight holds the rights to commercialize the product in Brazil through a distribution agreement with BMS which was renewed in 2021.

### Abraxane®

Abraxane® (paclitaxel protein-bound particles for injectable suspension) is indicated for the first-line treatment of patients with metastatic pancreatic adenocarcinoma, in combination with gemcitabine. Knight holds the rights to commercialize the product in Brazil through a distribution agreement with BMS which was renewed in 2021.

## Halaven®

Halaven® (eribulin mesylate) injection is a synthetic derivative of halicondrin B, belonging to the halichondrin class of antineoplastic agents. Halaven® is indicated for (1) the treatment of adult patients with locally advanced or metastatic breast cancer who have progressed after at least one chemotherapeutic regimen.<sup>7</sup> for advanced disease. Prior therapy should have included an anthracycline and a taxane in either the adjuvant or metastatic setting unless patients were not suitable for these treatments, and (2) the treatment of patients with unresectable soft tissue sarcoma who have received prior chemotherapeutic regimen for advanced or metastatic disease. Halaven® is licensed from Eisai and Knight holds the rights to commercialize the product in Latin America except Mexico. Eisai holds the rights to commercialize the product in Mexico.

#### Lenvima®

Lenvima® (lenvatinib) is indicated for the following three indications (1) the treatment of adult patients with progressive, locally advanced or metastatic, differentiated (papillary/follicular/Hürthle cell) thyroid carcinoma, refractory to radioactive iodine, (2) the treatment of adult patients with advanced or unresectable hepatocellular carcinoma who have received no prior systemic therapy, and in certain Latam countries for (3) the treatment of adult patients with advanced renal cell carcinoma following one prior anti-angiogenic therapy, in combination with everolimus.<sup>8</sup> Lenvima® is licensed from Eisai and Knight holds the rights to commercialize the product in Latin America except Mexico. Eisai holds the rights to commercialize the product in Mexico.

During 2023, two generics of lenvatinib have been approved in Brazil. Knight and Eisai are collaborating to defend Lenvima®'s market exclusivity in Brazil.

<sup>8</sup> Indication not included in Colombia.

In Colombia after at least two chemotherapeutic regimen for advanced disease

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### BRANDED GENERIC

#### Ladevina®

Ladevina® (lenalidomide) is indicated for (1) the treatment, as a maintenance monotherapy, of patients with newly diagnosed multiple myeloma, who have had an autologous stem cell transplant and, in patients with relapsed or refractory mantle cell lymphoma<sup>7</sup>, (2) the treatment of patients with transfusion-dependent anemia due to low-risk and intermediate-1 myelodysplastic syndromes linked to a 5q deletion cytogenetic abnormality with or without abnormalities, (3) the treatment, in combination therapy, of adult patients with multiple myeloma without prior treatment who are not candidates for a transplant<sup>7</sup>, and (4) the treatment, in combination with Dexamethasone and in second line, of multiple myeloma patients who have received at least one prior therapy and have not responded to treatment.

### Zyvalix®

Zyvalix® (abiraterone acetate) is indicated in combination with prednisone or prednisolone for the treatment of castration-resistant metastatic prostate carcinoma and castration sensitive high-risk metastatic prostate carcinoma.

#### Karfib®

Karfib® (carfilzomib) is indicated as a single agent for the treatment of patients with relapsed or refractory multiple myeloma who have received one or more previous lines of therapy. Karfib® in combination with dexamethasone or with lenalidomide plus dexamethasone is indicated for the treatment of patients with relapsed or refractory multiple myeloma who have received one to three previous lines of therapy.

#### Leprid®

Leprid® (leuprolide acetate) is indicated for palliative treatment of advanced prostate cancer.

#### Rembre®

Rembre® (dasatinib) is indicated for treatment of chronic myeloid leukemia with positive Philadelphia chromosome (Ph+).

### Palbocil® and Bapocil®

Palbocil® / Bapocil® (palbociclib) is indicated for the treatment of patients with hormone receptor (HR)positive, human epidermal growth factor receptor 2 (HER2)-negative locally advanced or metastatic breast cancer in combination with: an aromatase inhibitor as initial endocrine-based therapy in post-menopausal women; or fulvestrant in patients with disease progression after prior endocrine therapy. Palbocil® was launched in Argentina in March 2023 and Bapocil® was approved in Chile in March 2023. In addition, Knight filed for regulatory approval for Bapocil® in Colombia in Q4-2022.

#### Xetrane®

Xetrane® (pomalidomide) is indicated in combination with dexamethasone, for the treatment of adult patients with multiple myeloma (MM) who have received at least two prior therapies including lenalidomide and a proteasome inhibitor and have demonstrated disease progression on or within 60 days of completion of the last therapy. Xetrane is also indicated for the treatment of adults patients with AIDS-related Kaposi sarcoma (KS) after failure of highly active antiretroviral therapy (HAART) or in patients with KS who are HIV-negative.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### Infectious Diseases

#### **INNOVATIVE**

#### AmBisome®

AmBisome® (amphotericin B) is a non-pyrogenic lyophilized sterile intravenous infusion of liposomal amphotericin B. It is indicated for (1) the empirical therapy of presumed fungal infections in febrile, neutropenic patients, (2) for the treatment of cryptococcal meningitis, (3) for the treatment of severe deep mycotic infections, endemic and opportunistic systemic mycosis, (4) for the treatment of persistent fever of undetermined origin in neutropenic patients who do not respond to antibiotic therapy after 96 hours which is highly indicative of systemic fungal infection caused by *Candida, Aspergillus* or *Cryptococcus*, and (5) treatment of visceral leishmaniasis in adults and immunocompetent children. AmBisome® is licensed from Gilead and has been part of Knight's Brazilian affiliate's portfolio for over twenty years.

#### Cresemba®

Cresemba® (isavuconazonium sulfate) is an azole antifungal agent indicated for use in adults for the treatment of invasive aspergillosis and invasive mucormycosis. Cresemba® is licensed from Basilea and Knight holds the rights to commercialize the product in Latin America.

#### Impavido®

On February 27, 2014, Knight acquired the worldwide rights to Impavido® (miltefosine) as part of its business separation agreement with Paladin. Impavido® is an oral drug treatment based on miltefosine for the visceral, cutaneous and mucocutaneous leishmaniasis which is caused by a protozoa parasite from over 20 Leishmania species and is approved for sale in the U.S, Germany, Nepal and Israel. Impavido® was launched in the U.S in March 2016 by Knight's commercialization partner, Profounda.

#### **BRANDED GENERIC**

## Dolufevir®

Dolufevir® (dolutegravir) in combination with other antivirals is indicated for the treatment of HIV-infected adults, adolescents and children ≥ 6 years of age and weighing at least 20 kg.

## **Other Specialty Therapeutic Areas**

## **INNOVATIVE**

### Exelon®

On May 26, 2021, the Company entered into an agreement with Novartis to acquire the exclusive rights to manufacture, market and sell Exelon® (rivastigmine), in Canada and Latin America as well as an exclusive license to use the intellectual property and the Exelon® trademark, from Novartis within those territories. Exelon® is a prescription product that was first approved in 1997 and is currently registered and sold in approximately 90 countries. Exelon® is indicated for the symptomatic treatment of mild to moderately severe dementia in people with Alzheimer's disease and Parkinson's disease.

Knight has entered into a transition service agreement with Novartis until transfer of marketing authorization, on a country-by-country basis during which Knight will receive a net profit transfer. Knight has assumed the commercial activities of Exelon® in Colombia in Q2-22, Brazil, Uruguay, Argentina & Chile in Q3-22 and Mexico, Peru, Ecuador & Canada in Q4-22. The marketing authorizations of Exelon® for Canada and all key countries in Latin America were transferred to Knight.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### Ibsrela®

On March 16, 2018, Knight entered into an exclusive licensing agreement with Ardelyx to commercialize Ibsrela® (tenapanor) in Canada. Ibsrela® is a first-in-class small molecule treatment for IBS-C. Ardelyx received regulatory approval for Ibsrela® from the US FDA in September 2019. On April 17, 2020, the Company announced that Ibsrela® was approved by Health Canada. The Company launched Ibsrela® in March 2021 and has obtained reimbursement with most private insurers across Canada. According to IQVIA, Ibsrela® sales in Canada were \$294 and \$818 for the three and nine-month periods ended September 30, 2023, which represents a growth of 70% and 91%, respectively, compared to the same periods in prior year.

## Salofalk®

Salofalk® is indicated for treatment of ulcerative colitis in both acute attacks and relapse prevention as well as for the treatment of acute episodes of Crohn's disease. Salofalk® is licensed from Dr. Falk Pharma and Knight holds the rights to commercialize the product in Colombia, Argentina, Chile and Peru.

### Ursofalk™

Ursofalk™ is indicated for the treatment of the primary biliary cirrhosis. Ursofalk™ is licensed from Dr. Falk Pharma and Knight holds the rights to commercialize the product in Colombia, Argentina, Peru and Chile.

#### Imvexxy® and Bijuva®

On July 31, 2018, Knight entered into an exclusive licensing agreement for the commercial rights of Imvexxy® (estradiol vaginal inserts) and Bijuva® (estradiol and progesterone) in Canada and Israel. Imvexxy® is approved for the treatment of moderate-to-severe dyspareunia (vaginal pain associated with sexual activity), a symptom of vulvar and vaginal atrophy (VVA), due to menopause. Bijuva®, approved by the Health Canada in September 2020, is a bio-identical hormone therapy combination of estradiol and progesterone in a single, oral softgel for the treatment of moderate-to-severe vasomotor symptoms due to menopause. The Company expects to launch Imvexxy® and Bijuva® in the next six months.

#### **BRANDED GENERIC**

#### Fibridoner®

Fibridoner® (pirfenidone) is indicated for the treatment of mild to moderate idiopathic pulmonary fibrosis in adults.

#### Toliscrin®

Toliscrin® (colistimethate sodium) for injection is indicated for the treatment of severe acute or resistant chronic infections due to colistin sensitive strains of gram-negative pathogenic bacilli. It is particularly indicated when the infection is caused by sensitive strains of Pseudomonas aeruginosa.

The inhaled colistimethate sodium is used in the treatment of airway colonization or infection due to Pseudomonas aeruginosa that is resistant to tobramycin.

#### Tobradosa Haler®

Tobradosa Haler® (tobramycin) is indicated for the treatment of chronic lung infections due to Pseudomonas aeruginosa in adults and children from 6 years of age with cystic fibrosis.

#### **Gilead Transition and Termination Agreement**

The Company has entered into a transition and termination agreement with Gilead for a portfolio of HIV and HCV products ("Gilead Amendment"). The portfolio is currently distributed by Knight in one or more of the following countries: Colombia, Peru, Ecuador, Bolivia and Paraguay. As part of the Gilead Amendment, effective July 1, 2022, Knight distributes the

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

products under a mutually agreed amended commercial and financial terms, until the earlier of April 30, 2023 and the completion of the regulatory, logistical and commercial transition on a per country and product basis. The Gilead Amendment does not impact any products distributed by the Company on behalf of Gilead in Brazil.

### **PIPELINE**

The Company believes that its pipeline of innovative and branded generics products will drive future growth but there is no certainty that any of these molecules will be launched due to inherent development, regulatory, legal and commercial risks in launching a pharmaceutical product. The Company's pipeline of undisclosed molecules which could potentially be launched as branded generic products in the future includes internally developed and in-licensed products in the following stages:

- 1. **Development**: Formulation or clinical development on-going
- 2. Submitted: Molecule has been submitted by the Company to a health authority agency for approval
- 3. **Approved**: Molecule has obtained regulatory approval, but launch is pending additional local technical requirements

If launched, the Company expects that the pipeline could achieve total revenues of between \$70,000 to \$100,000 in combined revenues in their peak years. The following represents the products in the Company's pipeline:

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## **Products Pipeline**

PRODUCT	INDICATION OR THERAPEUTIC AREA <sup>1,2,4</sup>			TERI	RITORY <sup>3</sup>			EXPECTED
		Canada	Brazil	Argentina	Colombia	Mexico	Others	LAUNCH YEAR
			Onc	ology/Hematolo	gy			
Tafasitamab	Relapsed or refractory diffuse large B-cell lymphoma (DLBCL)		Approved	Submitted	Submitted	Submitted	Pre- registration	2024 -2025
Pemigatinib	Metastatic cholangiocarcinoma		Submitted	Submitted	Submitted	Submitted	Pre- registration	2025-2026
Fostamatinib	Treatment of chronic immune thrombocytopenia		Pre- registration	Pre- registration	Submitted	Submitted		2025-2026
Imvexxy®	Moderate-to-severe dyspareunia	Approved						2024
Bijuva®	Moderate-to-severe vasomotor symptoms due to menopause	Approved						2024
Palbocil®, Bapocil®	Breast Cancer				Submitted		Approved	2025
Xetrane®	Multiple myeloma				Submitted		Approved	2025
Karfib®	Relapsed or refractory multiple myeloma				Submitted			2025
Rembre®	Chronic myeloid leukemia						Submitted	2024
Undisclosed Molecule	Oncology/ Hematology			Development				2025
Undisclosed Molecule	Oncology/ Hematology			Development				2025
Undisclosed Molecule	Oncology/ Hematology		Development		Development	Development		2026 - 2027
Undisclosed Molecule	Oncology/ Hematology		Development					2027
				Other Specialty				
Undisclosed Molecule	Other Specialty		Development	Development	Submitted		Development	2025 - 2026
Undisclosed Molecule	Other Specialty		Development		Development	Development		2026 - 2027

<sup>&</sup>lt;sup>1</sup> The products in "pre-registration" have not yet been submitted for regulatory review and products in "submitted" are currently under regulatory review. The indication for all products classified as "pre-registration" or "submitted" is the anticipated indication upon regulatory approval.

Refer to the "Products" section below for further details on the indication.

<sup>&</sup>lt;sup>3</sup> Products with dates represent products currently marketed by Knight. The information provided represents the date at which the product was launched by Knight or date at which product with existing sales was acquired or in-licensed by Knight.

<sup>&</sup>lt;sup>4</sup> The products in "Approved" have been approved by regulatory authorities but not yet commercially launched.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## Section 8 – Strategic Lending

Knight finances other life sciences companies in all geographic markets with the goal of strengthening relationships in the life sciences industry and securing product distribution rights for Canada and select international markets. Typically, loans have low double-digit interest rates and may come with additional consideration to the Company. Loans often come with product rights or product options for Canada and select international markets. These loans strengthen Knight's ties within the life sciences industry and, in doing so, helped secure product rights for Knight either on a direct or indirect basis. As of the date hereof, Knight has three secured loans outstanding to life sciences companies as outlined in the table below. To date, the strategic lending portfolio has led to the acquisition of Neuragen and the in-licensing of several products from Antibe, Profound and Triumvira.

#### Nominal loan balance as at September 30, 2023

Entity	Maturity date	Interest rate	In Source Currency	In CAD <sup>1</sup>
Moksha8	Feb 15, 2024	15%	US\$5,242	\$7,087
Synergy	Mar 31, 2024	15.5%	US\$7,464	\$10,091
Other strategic loans	Apr 15, 2025	10%	US\$2,771	\$3,746
Total			US\$15,477	\$20,924

Converted at the Bank of Canada closing exchange rates on September 30, 2023.

As at September 30, 2023, the nominal loan balance outstanding was \$20,924 [US\$15,477] (December 31, 2022: \$38,701 [US\$28,574]). The following table summarizes the movement in loans and other receivables during the nine-month period ended September 30.

	Carrying value as at January 1 \$	Additions \$	Loan repayments \$	Net gain on FA \$	Foreign exchange <sup>1</sup> \$	Carrying value end of period <sup>2</sup> \$	Current other financial assets \$	Non- current other financial assets \$
2023								
Amortized Cost	9,187	_	(2,086)	_	(18)	7,083	3,333	3,750
FVTPL	28,904	_	(10,688)	415	(76)	18,555	18,555	
Total	38,091	_	(12,774)	415	(94)	25,638	21,888	3,750
2022								
Amortized Cost	6,272	3,130	(407)	_	304	9,299	5,497	3,802
FVTPL	26,796	_	_	58	1,984	28,838	8,122	20,716
Total	33,068	3,130	(407)	58	2,288	38,137	13,619	24,518

<sup>&</sup>lt;sup>1</sup> During the three and nine-month periods ended September 30, 2023, the Company recorded a gain of \$414 and a loss of \$54, respectively, in the consolidated statement of income (loss) in "Foreign exchange (gain) loss" (2022: gain of \$1,329 and \$1,624, respectively) and a gain of \$214 and loss of \$40, respectively, in the consolidated statement of comprehensive income in "Unrealized gain on translation of foreign operations" (2022: gain of \$530 and \$664, respectively).

<sup>&</sup>lt;sup>2</sup> Includes a reclassification of \$1,348 to "Other Receivables"

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

### Moksha 8

On February 15, 2019, the Company entered into a financing agreement with Moksha8 for up to \$159,150 [US\$125,000] ("Financing Agreement"), subject to certain conditions, of which \$13,134 [US\$10,000] was initially issued and recorded at FVTPL. The loan bears interest at 15% per annum and matures five years from the issuance date. On September 30, 2019, the Company loaned an additional \$1,987 [US\$1,500] to Moksha8 at an interest rate of 15% per annum. Furthermore, Knight received warrants of Moksha8.

On September 20th, 2023, Acino announced that it entered into an agreement to acquire Moksha8. The transaction is subject to customary closing conditions including antitrust clearance ("Moksha8 Acquisition Transaction"). The Company expects to collect the remaining principal balance of the loan upon the closing of the Moksha8 Acquisition Transaction. Refer to note 8 of the interim financial statements for the fair value of the strategic loan receivable and the warrants, as well as the gain recognized in the income statement line "Net (gain) loss on financial instruments measured at fair value through profit or loss".

### 60P

On December 10, 2015, the Company entered into a strategic loan agreement with 60P ("60P Loan"). In July 2023, 60P announced the closing of its IPO on the Nasdaq Capital markets raising a total gross proceed of US\$7,500. The fair value of the 60P Loan was nil since December 2019 and the nominal value prior to the IPO was \$8,195 [US\$ 6,310].

Concurrent with the IPO, Knight executed a debt conversion agreement to convert the 60P Loan into common shares, preferred shares, certain product rights and a milestone payment of US\$10,000 payable upon the sale of Arakoda® or 60P ("60P Conversion Agreement"). Knight received 1,153,897 common shares of 60P representing 19.9% outstanding shares as at September 30, 2023. Furthermore, Knight received 78,803 preferred shares with a nominal value of \$10,655 [US\$7,880] and a cumulative dividend yield of 6%. If certain conditions are met, the preferred shares may be converted at 60P's option into its common shares using the lower of the 10-day weighted average price of common shares prior to the conversion or the IPO price.

As at September 30, 2023, the fair value of the products rights and milestone payment was determined to be nil and the common and preferred shares were valued at \$2,032 [US\$ 1,503] which was recognized as a gain in the interim consolidated statement of income as "Net (gain) loss on financial instruments measured at fair value through profit or loss".

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## Section 9 – Strategic Investments

#### **Fund Investments**

Knight invests in life sciences venture capital funds in which the Company earns a return similar to any other limited partner in the fund and may receive preferential access to innovative healthcare products from around the world for Canada and select international markets. Since inception of the fund strategy, Knight has committed to invest with the following capital fund managers for approximately \$138,269 of which \$11,281 remains committed as at September 30, 2023. To date, the investments in venture capital funds have led to the Canadian in-license of a portfolio of products from Advaxis. Knight does not expect to invest in additional venture capital funds.

	Expected	<b>Fund Commitments</b>	
Entity	exit Date	In Source Currency	In CAD <sup>1</sup>
Teralys Capital	Oct-29	C\$30,000	\$30,000
Domain Associates LLC	Dec-27	US\$25,000	\$29,063
Forbion Capital Partners	Oct-25	EUR19,500	\$27,550
Sectoral Asset Management	Jul-25	US\$13,000	\$13,919
Sanderling Ventures LLC	Dec-27	US\$10,000	\$11,625
HarbourVest Partners LLC	Apr-30	C\$10,000	\$10,000
TVM Capital GmbH	Mar-25	US\$1,600	\$1,996
Bloom Burton Healthcare Lending Trust <sup>2</sup>	Dec-23	C\$1,500	\$1,500
Genesys Capital Management (Fund III) Inc.	Aug-31	C\$1,000	\$1,000
Total			\$126,653

<sup>&</sup>lt;sup>1</sup> Converted at the Bank of Canada noon exchange rates as of the commitment date (using the September 30, 2023 closing rates total fund commitment would be \$137,452).

<sup>&</sup>lt;sup>2</sup> Represents an investment in a debt fund.

As at September 30,	2023	2022
Inception to Date:		
Capital calls	157,202	156,339
Distributions Received	(127,856)	(124,273)
Realized Gain	69,608	68,451
Unrealized Gain	15,280	31,887
TVPI <sup>1</sup>	1.54x	1.65x
Contingent Gains <sup>2</sup>	11,535	11,504
TVPI <sup>1</sup> considering Contingent Gains <sup>2</sup>	1.61x	1.73x

<sup>&</sup>lt;sup>1</sup> TVPI represents total value to paid-in ratio which is calculated as distributions received from the strategic funds and the residual value not yet realized relative to the contributed paid-in capital.

<sup>&</sup>lt;sup>2</sup> Knight does not record certain Contingent Gains related to the investments in the strategic funds until it is probable that such gains will be realized. Contingent gains on the investments in the strategic funds include milestones payments to the strategic funds based upon achieving certain events such as clinical success of a trial, regulatory approval of a drug or certain sales-based event.

# Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

The following table summarizes the movement in fund investments recorded at FVTPL during the nine-month period ended September 30:

	Carrying value as at January 1 \$	Additions <sup>1</sup> \$	Distributions <sup>2,3</sup> \$	Net gain (loss) on FA \$	Foreign exchange 4	Carrying value end of period	Current other financial assets \$	Non-current other financial assets \$
2023	132,404	1,397	(3,969)	(15,361)	(238)	114,233	_	114,233
2022	151,389	3,300	(5,520)	(29,688)	3,048	122,529	_	122,529

<sup>&</sup>lt;sup>1</sup> Investments in equity or debt funds including US\$50 and EUR 638 (2022: including US\$870 and EUR 1,552). Includes capital call payables of \$221 (EUR 155)

## **Forbion Capital Partners**

On July 24, 2018 REPL, an investment held within Forbion Capital Partners ("Forbion"), announced the closing of its initial public offering at a public offering price of US\$15 per share. During the three and nine-month periods ended September 30, 2023, the Company recorded an unrealized loss of \$4,278 [US\$3,164] and \$7,064 [US\$5,225], respectively, and a life to date unrealized gain of \$9,080 [US\$6,716] in connection with REPL.

#### **Domain Associates LLC**

On May 26, 2021 SGS, an investment held within Domain Associated LLC ("Domain"), announced the closing of its initial public offering at a public offering price of US\$22 per share. During the three-month and nine-month periods ended September 30, 2023, the Company recorded an unrealized loss of \$683 [US\$505] and \$2,479 [US\$1,834], respectively, and a life to date unrealized loss of \$1,100 [US\$814] in connection with SGS.

<sup>&</sup>lt;sup>2</sup> Distribution received or receivable from funds including US\$46 (2022: including EUR 2,221)

<sup>&</sup>lt;sup>3</sup> Includes distribution receivable of \$1,997 and EUR 798 (2022: including \$2,500)

<sup>&</sup>lt;sup>4</sup> During the three and nine-month periods ended September 30, 2023, recorded a loss of \$973 and \$175, respectively, in the consolidated statement of income (loss) in "Foreign exchange (gain) loss" (2022: loss of \$1,902 and \$3,781), and a gain of \$1,906 and a loss of \$63, respectively, in the statement of comprehensive income in "Unrealized gain (loss) on translation of foreign operations" (2022: gain of \$5,627 and \$6,830, respectively).

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## RISK MANAGEMENT

## Section 10

## 10.1 Currency Risk

The Company has significant exposure to foreign currencies of emerging markets in Latin America. Knight generates a significant portion of its revenues in BRL, ARS and COP as well as a basket of other Latin American currencies (BOB, MXN, PEN, PYG, UYU and CLP). Such currencies have been historically volatile and could create significant fluctuations on the Company's results when translated to CAD. Furthermore, Knight is exposed to a currency mismatch due to certain pharmaceutical products, active pharmaceutical ingredient and operating costs denominated in currencies of developed markets (CHF, USD, EUR). The currency mismatch exposes Knight to foreign exchange risks which could result in significant fluctuations of the Company's gross margin or net income.

### Currency risks in net financial assets

Knight holds a significant portion of its net financial assets or liabilities in USD, EUR, BRL, CLP, MXN, COP and ARS which results in financial risk due to fluctuations in the value of the currencies relative to the Canadian dollar. The Company has subsidiaries throughout LATAM whose functional currencies differ from the CAD. Knight does not believe that the foreign exchange impact in the consolidated statement of income represents its full currency exposure. The below analysis excludes intercompany balances but includes balances that get revaluated to CAD through other comprehensive income. Assuming all other variables remain constant, a 5% depreciation of CAD, would result in a change in the consolidated statement of income (loss) or statement of other comprehensive income (loss) as follows:

	\$			
Foreign Exchange Risk (5% change)				
USD	9,635			
EUR	1,216			
BRL	(1,932)			
ARS	80			
CLP	(339)			
COP	(426)			

### 10.2 Equity Price Risk

The carrying values of the investments subject to equity price risk are:

For the period ended	September 30, 2023	December 31, 2022	
	\$	\$	
Equity investments	6,489	3,957	
Investments in funds	114,233	132,404	
Derivatives	12,110	2,111	
Total	132,832	138,472	

The Company monitors its equity investments for impairment on a periodic basis and at least every reporting period. Market prices are subject to fluctuation and, consequently, the amount realized in the subsequent sale of an investment may significantly differ from the reported market value. Fluctuation in the market price of a security may result from perceived changes in the underlying economic characteristics of the investee, the relative price of alternative investments and general market conditions. Furthermore, amounts realized in the sale of a particular security may be affected by the

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

relative quantity of the security being sold. The Company's Board of Directors regularly reviews and approves equity investment decisions.

#### 10.3 Interest Rate Risk

The Company is subject to interest rate risk on the interest income generated on its cash, cash equivalents and marketable securities. Details regarding maturity dates and effective interest rates are described in note 7 of the Annual Financial Statement. Assuming that all other variables remain constant, a 1% decline on the interest rate generated on cash, cash equivalents and marketable securities would have resulted in a reduction of interest income of \$1,538 over a one-year period.

The Company is exposed to interest rate risks in connection with its bank loans borrowings. Details regarding maturity dates and effective interest rates are described in Section 6. The Itaú and IFC loans have a variable interest rate that fluctuates with the CDI, IBR and TIIE rates. The applicable CDI, IBR and TIIE are the average rates applicable during each interest period. Assuming that all other variables remain constant, a 1% increase in the interest rate would have resulted in an increase of interest expense of \$754 over a one-year period.

### **10.4 Liquidity Risk**

The Company generates sufficient cash from operating activities to fulfill its obligations as they become due. The Company has sufficient funds available through its cash, cash equivalents and marketable securities should its cash requirements exceed cash generated from operations to cover all financial liability obligations. Periodically, the Company forecasts their projected cash flows both at the subsidiary and consolidated level. If any issues are identified, the corporate teams work with the local teams to provide liquidity support. The Company negotiates lines of credit with global and regional banks to diversify its options and ensure competitive financing rates.

As at September 30, 2023, there were no restrictions on the flow of these funds nor have any of these funds been committed in any way, except as set out in note 4 of the Interim Financial Statements.

## 10.5 Credit Risk

The Company considers its maximum credit risk to be \$236,794 (December 31, 2022: \$275,500) which is the total of the following assets: trade receivable, other receivable, interest receivable, loans receivable and investment in funds.

The short-term investments, such as marketable securities and dual currency transactions, and cash equivalent balances are subject to minimal risk of changes in value and are invested in institutions with a S&P or DBRS credit rating of A or R1(low) or better which are invested in the following:

- one Canadian financial institution
- one Canadian credit union

The Company is exposed to credit risk from its customers and continually monitors its customers' credit. Individual credit limits are established after an analysis of the client's credit history, credit ratings, and forward-looking information provided by internal and external sources. There is a credit policy in place to ensure that these limits are periodically reviewed and immediately adjusted if needed. Furthermore, the Company establishes the ECL based upon days past due and the likelihood of collection for each customer.

The credit risk on loans and interest receivable is due to the risk of insolvency or operational failure of the partners in the strategic lending transaction. The Company has assessed that loans measured at FVTPL have S&P credit ratings between CCC+ and CC. The Company also has a credit risk on its investment in funds and derivatives which are held through venture funds or issued by a counterparty.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### 10.6 External Environment and Inflation Risk

The current global macroeconomic environment is characterized by elevated levels of inflation due to several external factors including global supply chain constrains, ongoing conflicts between Ukraine and Russia, as well as in the Middle East and volatile global financial and economic conditions. Despite the reduction in inflation in the most recent months in response to aggressive monetary tightening policies implemented by central banks around the world, the Company continues to experience increased inflationary pressures, across all Knight's geographies, on operating expenses including but not limited to compensation costs, raw material and product costs driven by rising costs of our partners and suppliers in both developed and developing markets. Such increase in costs cannot be matched to the same extent by increase in our product prices due to local pricing regulations and competitive pressure for certain of our products. There is no assurance that continued inflation pressures will not have similar impacts on Knight's future operations.

## 10.7 Impact of Ongoing Conflicts

We do not have any business operations in Israel, Ukraine or Russia. As the situation is changing rapidly, it is not possible to predict how the ongoing conflicts will affect global supply chains, commodity prices, the overall economic environment, or financial markets as the conflict has lasted longer than previously anticipated and could last for an extended period of time.

While the ongoing conflicts has not resulted in disruption of our supply of raw materials, we are actively monitoring for any potential impacts arising from it. The continued risk surrounding the ongoing conflicts and any escalations may have a material adverse impact on our business, financial condition and results of operations.

## 10.8 Emerging Market Risk

The Company is exposed to additional risks related to investing and operating in international locations including emerging markets. Operating in such markets carries substantial inherent financial, legal and political risks. If Knight cannot integrate its acquisition successfully, these changes could have a material adverse effect on the business, financial condition, results of operations and cash flows. In addition, operating in international jurisdictions are subject to risks inherent in conducting business abroad, including possible nationalization or expropriation, price and currency exchange controls, fluctuations in the relative values of currencies, political instability and restrictive governmental actions. In addition to its exposure to operating in emerging markets, Knight is further exposed to the global inflationary environment. Refer to section 10.6 for further details.

## 10.9 Risk Factors

For a detailed discussion of additional risk factors, please refer to the Company's latest Annual Information Form on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a>.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## ADDITIONAL INFORMATION

## Section 11 - Selected Quarterly Financial Information

	Q3-23	Q2-23	Q1-23	Q4-22	Q3-22	Q2-22	Q1-22	Q4-21
Revenues	81,500	89,905	82,597	81,655	72,281	75,820	63,807	58,273
Net income (loss)	9,588	1,840	(3,937)	(15,188)	1,591	2,516	(18,811)	(8,301)
Adjusted EBITDA <sup>1</sup>	15,512	14,269	18,237	13,821	9,009	17,890	13,312	5,696
Adjusted EBITDA per share <sup>1</sup>	0.15	0.13	0.17	0.12	0.08	0.16	0.11	0.05
EPS								
Basic and diluted	0.09	0.02	(0.04)	(0.13)	0.01	0.02	(0.16)	(0.07)
Common shares outstanding								
(in thousands)	105,045	107,177	110,082	112,206	113,958	114,623	116,546	117,783
Cash, cash equivalents and marketable securities	153,815	141,623	160,469	172,674	145,142	136,235	156,396	149,502
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Total assets	1,011,149	1,013,743	1,044,774	1,054,836	1,035,343	1,001,134	995,422	991,891
Total non-current liabilities	81,407	84,549	90,453	87,658	41,295	45,411	44,526	44,571

<sup>&</sup>lt;sup>1</sup> Adjusted EBITDA and Adjusted EBITDA per share are non-GAAP measures. Refer to section "Non-GAAP measures" for additional details.

## Section 12 - Outstanding Share Data

The table below summarizes the share data:

As at	October 31, 2023 September 30, 2023
Common Shares	104,360,736 <sup>1</sup> 105,044,813
Stock Options	4,586,807 4,586,803
RSUs	318,671 318,672
PSUs	726,124 726,124
DSUs	140,451 140,455
Warrants	174,228 174,228

<sup>&</sup>lt;sup>1</sup> Excludes 39,700 shares purchased under NCIB but not yet canceled as of October 31, 2023.

On July 12, 2023, the Company announced that the Toronto Stock Exchange approved its notice of intention to launch a NCIB ("2023 NCIB"). Under the terms of the 2023 NCIB, Knight may purchase for cancellation up to 5,999,524 common shares of the Company which represented 10% of its public float as at June 30, 2023. The 2023 NCIB commenced on July 14, 2023 and will end on the earlier of July 13, 2024 or when the Company completes its maximum purchases under the NCIB. Furthermore, Knight entered into an agreement with a broker to facilitate purchases of its common shares under the NCIB. Under Knight's automatic share purchase plan, the broker may purchase common shares which would ordinarily not be permitted due to regulatory restrictions or self-imposed blackout periods. A copy of the notice to commence the NCIB is available without charge by contacting the Company by email at info@knighttx.com or by phone at 514-484-4483.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

During the three and nine-month periods ended September 30, 2023, the Company purchased 2,158,091 and 7,277,016 (2022: 800,700 and 3,995,689 common shares, respectively, at an average price of \$4.55 and \$4.73, respectively (2022: \$5.57 and 5.35, respectively) for aggregate cash consideration of \$9,833 and \$34,396, respectively (2022: \$4,463 and \$21,385, respectively), of which \$211 remains to be settled as at September 30, 2023. Subsequent to quarter up to October 31, 2023, the Company purchased an additional 676,775 common shares at an average purchase price of \$4.53 for an aggregate cash consideration of \$3,069.

The historical purchases of shares through Knight's NCIB program since inception are as follows:

		Total Shares Approved for Buy-		Average Purchase	Total Cash
Launch Date	Status <sup>1</sup>	Back	Shares Purchased <sup>1</sup>	Price (\$)	Consideration (\$) <sup>1</sup>
July 11, 2019	Completed	12,053,693	12,053,693	7.14	86,094
July 14, 2020	Completed	10,856,710	6,193,169	5.33	32,991
July 14, 2021	Completed	10,267,956	10,267,956	5.25	53,869
July 14, 2022	Completed	7,988,986	7,785,625	4.99	38,871
July 14, 2023	Active	5,999,524	2,622,366	4.52	11,855
Total		47,166,869	38,922,809	5.75	223,680

<sup>&</sup>lt;sup>1</sup>Each NCIB is carried over a maximum period of one year from launch date. The shares purchased and total cash consideration is over that one-year period.

## Section 13 - Use of Proceeds from Financing

To date, Knight has raised net proceeds of approximately \$685,000 from five public offerings. In our short form prospectuses related to the offerings, Knight disclosed that its intent was to use a substantial portion of the net proceeds (i) for potential acquisitions of (a) in-licensing of over-the-counter and prescription pharmaceutical products and targeted promotion of these products, and (b) specialty pharmaceutical businesses in select international markets, (ii) for financing of other life sciences companies in Canada and internationally as well as for investments in funds focused in the life sciences sector, and (iii) the remainder for general corporate purposes.

As at September 30, 2023, Knight had deployed and invested or committed to deploy and invest over \$925,000 for the purposes disclosed in the prospectuses, as described above. Knight anticipates that it has sufficient funds available to achieve its business objectives and milestones as listed in the prospectuses.

## Section 14 – Payment of Dividends

The Company has not paid dividends on its common shares since inception and does not anticipate declaring dividends in the foreseeable future. Knight's current policy is to retain earnings to finance the acquisition and development of new products and to reinvest in the growth of the Company. Any future determination to pay dividends is at the discretion of the Company's Board of Directors and will depend on the Company's financial condition, results of operations, capital requirements and other such factors as the Board of Directors of the Company deems relevant.

## Section 15 – Product Pricing Regulation on Certain Drug Products

For details on pricing regulations in the various markets where Knight operates, refer to Knight Therapeutics Inc., Annual Information Form filed on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a>.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### Section 16 – Financial Instruments

The Company's investment policy regulates the investment activities relating to cash resources. The Company invests in strategic investments in the form of equity funds, debt funds, equity or liquid investment securities with varying terms to maturity, selected with regard to the expected timing of investments and expenditures for continuing operations, and prevailing interest rates.

## Section 17 - Off-balance Sheet Arrangements

The Company's off-balance sheet arrangements consist of contractual obligations and agreements for development, sales, marketing and distribution rights to innovative drug products. The effect of terminating these arrangements under normal operating circumstances consists of an effective transition of the remaining responsibilities and obligations to the licensor under agreed upon time frames and conditions. Other than these contractual obligations and commitments, the Company does not have any off-balance sheet arrangements that have, or are reasonably likely to have, a current or future effect on the Company's financial condition, changes in revenues or expenses, results of operations, liquidity, capital expenditures, or capital resources that are material to investors.

## **Section 18 - Commitments**

In the normal course of business, the Company secures development, sales, marketing and distribution rights to innovative drug products requiring royalties or product payments considered normal operating commitments and as such not included herein. The Company has entered into various agreements which include contractual commitments extending beyond the current year. These commitments are classified into three major categories: Fund commitments, milestones and purchase commitments, and loan commitments. The commitments of the Company are as follows:

### [i] Fund commitments

As at September 30, 2023, under the terms of Company's agreements with life sciences venture capital funds, \$11,281 (December 31, 2022: \$11,787), including \$834 [US\$617] and \$497 [EUR 347] (December 31, 2022: \$865 [US\$639] and \$1,078 [EUR 745]), may be called over the life of the funds (based on the closing foreign exchange rates).

As at November 8, 2023, \$11,309 remains to be called by life science venture capital funds.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

#### [ii] Milestones and purchase commitments

Under certain agreements, Knight may have to pay additional consideration should the Company achieve certain sales volumes or if certain milestones are met, such as regulatory approval. The Company may have to pay up to \$357,168 including \$79,045 [US\$58,465], \$146,086 [CHF 98,800] and \$1,778 [EUR 1243] (December 31, 2022: up to \$359,567 including \$74,776 [US\$55,210], \$144,851 [CHF 98,800] and \$1,436 [EUR 993]) upon achieving certain sales volumes, regulatory or other milestones related to specific products.

As at November 8, 2023, the Company may have to pay up to \$363,482 upon achieving certain sales volumes, regulatory or other milestones related to specific products.

In addition, Knight has a commitment to purchase up to \$10,078 [CHF 4,987, US\$2,000] (December 31, 2022: \$11,710 [EUR 738, CHF 5,412, US\$2,000]), of inventory for pharmaceutical products during the five-year period after their respective commercial launch. For products that are currently launched, the Company has committed to inventory purchases of \$165,737 [BRL 285,200, US\$55,660 and CHF 9,176] (December 31, 2022: \$212,744 [BRL 427,800, US\$64,182 and CHF 11,059]), which will be purchased over the next 8 years.

	\$
2023	6,171
2024	57,319
2025	54,779
2026	12,747
2027	12,747
2028 and beyond	21,974
Total	165,737

As at November 8, 2023, Knight has a commitment to purchase up to \$10,371 of inventory for pharmaceutical products during the five-year period after their respective commercial launch and has a commitment to purchase \$171,205 for products that are currently launched.

Furthermore, Knight has committed to certain sales force and marketing spend obligations during the five-year period after the commercial launch of one of its products.

## **Section 19 – Related Party Transaction**

Pharmascience Inc., a company related to the Company's Executive Chairman of the Board of Directors, provided administrative services of approximately \$9 and \$26 (2022: \$10 and \$24) to the Company for the three and nine-month periods ended September 30, 2023.

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## Section 20 - Segment Reporting

The Company had one reportable segment, namely the development, acquisition, in-licensing, out-licensing, marketing and distribution of innovative pharmaceutical products, consumer health products and medical devices. This reflects the revised management structure and the way that the chief operating decision-maker evaluates the business.

## **Geographic Information**

The following table represents the revenues per country, based on where the customer is located.

	Three months ended Se	Three months ended September 30,		eptember 30,
	2023	2022	2023	2022
	\$	\$	\$	\$
Revenues				
Brazil	31,538	29,398	122,879	92,708
Colombia	12,843	11,643	32,501	34,612
Argentina	9,404	15,417	27,825	39,208
Rest of LATAM	13,993	10,994	38,271	28,937
Canada	5,108	2,697	13,943	7,338
Other <sup>1</sup>	8,614	2,132	18,583	9,105
Total	81,500	72,281	254,002	211,908

<sup>&</sup>lt;sup>1</sup> Includes Europe, US and other countries.

As at September 30, 2023 and December 31, 2022, non-current operating assets consisting of property, plant and equipment, intangible assets, goodwill, right-of-use assets and other long-term receivables were held in the following geographic areas:

As at	September 30, 2023	December 31, 2022 \$	
	\$		
Non-current operating assets			
Canada	63,053	63,217	
Brazil	57,063	56,581	
Argentina	42,095	34,562	
Colombia	15,879	15,723	
Uruguay	188,915	201,889	
Luxembourg	39,982	44,909	
Rest of LATAM	55,383	70,655	
Total	462,370	487,536	

Management's Discussion and Analysis for the three and nine-month periods ended September 30, 2023 (In thousands of Canadian dollars, except for share and per share amounts)

## Section 21 – Significant Accounting Estimates and Assumptions

The preparation of the Company's interim condensed consolidated financial statements requires management to make judgments and estimates that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts or revenues and expenses during the reporting period. Reported amounts and note disclosures reflect the overall economic conditions that are most likely to occur and anticipated measures management intends to take. Actual results could differ materially from those estimates. Our significant accounting estimates and assumptions are reported in note 3 of our 2022 Annual Financial Statements.

## **Recent Accounting Pronouncements**

The International Accounting Standards Board has issued various pronouncements or IFRS interpretations to accounting and financial reporting standards committee that will be effective for future accounting periods. The Company closely monitors new accounting standards as well as amendments to existing standards and assesses what impact, if any, they will have on the consolidated financial statements. None of the standards issued to date are expected to have a material effect on the consolidated financial statements.

## Section 22 - Disclosure Controls and Procedures

The Company is committed to providing timely, accurate and balanced disclosure of all material information about the Company and to providing fair and equal access to such information. Management is responsible for establishing and maintaining its DC&P to ensure that information used internally and disclosed externally is complete and reliable. Due to the inherent limitations in all control systems, an evaluation of controls can provide only reasonable, not absolute assurance, that all control issues and instances of fraud or error, if any, within the Company have been detected. Management continues to evolve and enhance its system of controls and procedures.

## Section 23 – Internal Control Over Financial Reporting (ICFR)

The Company's management is responsible for establishing and maintaining adequate Internal Control Over Financial Reporting (ICFR). The Company has designed ICFR to provide reasonable assurance regarding the reliability of financial reporting and the preparation of consolidated financial statements for external purposes in accordance with IFRS.

All control systems, no matter how well designed, have inherent limitations, including the possibility of human error and the circumvention or overriding of the controls or procedures. As a result, there is no certainty that our DC&P or ICFR will prevent all errors or all fraud.

During the quarter ended September 30, 2023, there was no significant changes in our internal control over financial reporting that materially affected or is reasonably likely to materially affect the Company's internal controls over financial reporting.

UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS	
KNIGHT THERAPEUTICS INC.	
September 30, 2023	

## **INTERIM CONSOLIDATED BALANCE SHEETS**

[In thousands of Canadian dollars]

## [Unaudited]

As at	Notes	September 30, 2023	December 31, 2022
ASSETS			
Current			
Cash and cash equivalents	3	77,418	71,679
Marketable securities	4	65,040	85,826
Trade receivables	5	82,222	94,890
Other receivables	6	17,788	12,930
Inventories	7	112,447	92,489
Prepaids and deposits		2,567	1,704
Other current financial assets	8, 9	40,487	33,716
Income taxes receivable		3,327	2,385
Total current assets		401,296	395,619
Marketable securities	4	11,357	15,169
Prepaids and deposits		1,069	4,355
Right-of-use assets		5,650	5,827
Property, plant and equipment		14,805	16,806
Intangible assets		311,201	338,780
Goodwill		85,883	82,274
Other financial assets	8, 9	117,983	142,847
Deferred income tax assets		17,074	9,310
Other long-term receivables	11	44,831	43,849
		609,853	659,217
Total assets		1,011,149	1,054,836

## **INTERIM CONSOLIDATED BALANCE SHEETS (continued)**

[In thousands of Canadian dollars]

## [Unaudited]

As at	Notes	September 30, 2023	December 31, 2022
LIABILITIES AND SHAREHOLDERS' EQUITY			
Current			
Accounts payable and accrued liabilities		82,782	106,061
Lease liabilities		1,840	2,578
Other liabilities		1,515	5,793
Bank loans	10	25,684	17,674
Income taxes payable		1,882	2,274
Other balances payable		1,374	6,941
Total current liabilities		115,077	141,321
Accounts payable and accrued liabilities		220	2,669
Lease liabilities		4,813	5,050
Bank loans	10	49,680	52,398
Other balances payable		21,721	23,176
Deferred income tax liabilities		4,973	4,365
Total liabilities		196,484	228,979
Shareholders' equity			
Share capital	12 [i]	560,500	599,055
Warrants		117	117
Contributed surplus		25,624	23,664
Accumulated other comprehensive income	13	54,689	41,266
Retained earnings		173,735	161,755
Total shareholders' equity		814,665	825,857
Total liabilities and shareholders' equity		1,011,149	1,054,836

Commitments [note 18]

See accompanying notes

## **INTERIM CONSOLIDATED STATEMENTS OF INCOME (LOSS)**

[In thousands of Canadian dollars, except for share and per share amounts]

[Unaudited]		Three months ended 2023	2022	Nine months ended 2023	2022
	Notes	2023	2022	2023	2022
Revenues	15	81,500	72,281	254,002	211,908
Cost of goods sold		41,318	41,880	135,565	110,735
Gross margin		40,182	30,401	118,437	101,173
Expenses					
Selling and marketing		11,924	13,456	35,463	34,072
General and administrative		11,080	10,416	29,305	29,814
Research and development		4,768	4,220	13,291	10,615
Amortization of intangible assets		11,480	12,243	33,925	34,586
Impairment of intangible assets		_	2,080	_	2,080
Operating income (loss)		930	(12,014)	6,453	(9,994
Interest income on financial instruments measured at amortized cost		(2,024)	(1,096)	(6,218)	(2,150
Other interest income		(1,031)	(1,366)	(3,276)	(4,219
Interest expense		2,603	1,479	8,398	4,307
Other income		(1,907)	(5,860)	(2,123)	(5,989
Net (gain) loss on financial instruments measured a fair value through profit or loss	t <i>8</i>	(5,562)	5,446	2,346	29,501
Foreign exchange (gain) loss		1,317	(10,787)	6,162	(9,105
Gain on hyperinflation		(1,364)	(681)	(3,000)	(1,514
Income (loss) before income taxes		8,898	851	4,164	(20,825
Income tax					
Current		1,112	1,204	3,251	2,175
Deferred		(1,802)	(1,944)	(6,578)	(8,296
Income tax recovery		(690)	(740)	(3,327)	(6,121
Net income (loss) for the period		9,588	1,591	7,491	(14,704
Net income (loss) for the period		3,366	1,391	7,431	(14,704
Basic and diluted net income (loss) per share	14	0.09	0.01	0.07	(0.13
Weighted average number of common shares outstanding	14				
Basic		106,250,793	114,466,484	108,728,924	115,569,933
Diluted		106,511,761	114,597,655	108,958,045	115,569,933

See accompanying notes

## INTERIM CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

[In thousands of Canadian dollars]

[Unaudited]

	Three months ended September 30,		Nine months ended So	September 30,	
	2023	2022	2023	2022	
Net income (loss) for the period	9,588	1,591	7,491	(14,704)	
Other comprehensive income, net of taxes					
Items that may be reclassified subsequently to net income or loss:					
Unrealized gain on translation of foreign operations	7,293	27,462	13,474	47,222	
Items permanently in other comprehensive income or loss:					
Net loss on equity investments at fair value through other comprehensive income net of tax of (\$5) and					
(\$7) (2022: \$3 and (\$25))	(34)	(99)	(51)	(317)	
Other comprehensive income for the period	7,259	27,363	13,423	46,905	
Total comprehensive income for the period	16,847	28,954	20,914	32,201	

## INTERIM CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

[In thousands of Canadian dollars]

## [Unaudited]

	Notes	Share capital	Warrants	Contributed surplus	Accumulated other comprehensive income (loss)	Retained earnings	Total Shareholders' equity
Balance as at January 1, 2022		628,854	117	21,776	(376)	191,647	842,018
Net loss		_	_	_	_	(14,704)	(14,704)
Other comprehensive income for the period		_	_	_	46,905	_	46,905
Comprehensive income (loss)		_	_	_	46,905	(14,704)	32,201
Share-based compensation expense	12 [ii]	_	_	1,420	_	_	1,420
Issuance under share purchase plan	12 [ii]	262	_	_	_	_	262
Shares purchased under Normal Course Issuer Bid	12 [iii]	(21,351)	_	_	_	(34)	(21,385)
Balance as at September 30, 2022		607,765	117	23,196	46,529	176,909	854,516
Balance as at January 1, 2023		599,055	117	23,664	41,266	161,755	825,857
Net income		_	_	_	_	7,491	7,491
Other comprehensive income for the period		_	_	_	13,423	_	13,423
Comprehensive income		_	_	_	13,423	7,491	20,914
Share-based compensation expense	12 [ii]	_	_	1,960	_	_	1,960
Issuance under share purchase plan	12 [ii]	330	_	_	_	_	330
Shares purchased under Normal Course Issuer Bid	12 [iii]	(38,885)	_	_	_	4,489	(34,396)
Balance as at September 30, 2023		560,500	117	25,624	54,689	173,735	814,665

See accompanying notes

## INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

[In thousands of Canadian dollars]

[Unaudited]		Three months ended September 30,		Nine months ended September 30,	
	Notes	2023	2022	2023	2022
OPERATING ACTIVITIES					
Net income (loss) for the period		9,588	1,591	7,491	(14,704
Adjustments reconciling net income (loss) to operating cash flows:					
Deferred income tax recovery		(1,802)	(1,944)	(6,578)	(8,296
Share-based compensation expense	12 [ii]	349	274	1,960	1,492
Depreciation and amortization		13,698	15,268	38,939	42,427
Impairment of intangible assets		_	2,080	_	2,080
Net (gain) loss on financial instruments	8	(5,562)	5,446	2,346	29,501
Interest expense		2,603	1,479	8,398	4,307
Accrued interest income		1,272	(1,083)	186	(1,047
Unrealized foreign exchange (gain) loss		3,619	(8,104)	1,557	(7,435
Gain on hyperinflation		(1,364)	(681)	(3,000)	(1,514
		22,401	14,326	51,299	46,811
Changes in non-cash working capital and other items	16	(7,235)	(2,534)	(33,303)	(8,449
Cash inflow from operating activities		15,166	11,792	17,996	38,362
INVESTING ACTIVITIES					
Purchase of marketable securities		(52,118)	(21,412)	(237,668)	(80,647
Purchase of intangible assets		(60)	(74)	(7,727)	(18,524
Purchase of property and equipment		(227)	(563)	(509)	(639
Investment in funds	8 [iv]	(1,006)	(2,847)	(1,176)	(3,300
Proceeds on maturity of marketable securities		81,204	21,370	262,372	101,240
Proceeds from repayments of loans receivable	8 [i]	7,417	_	12,774	407
Proceeds from disposal of equity investments	8 [ii]	_	_	2,347	_
Proceeds from distribution of funds	8 [iv]	546	230	829	3,408
Cash inflow (outflow) from investing activities		35,756	(3,296)	31,242	1,945
FINANCING ACTIVITIES					
Proceeds from contributions to share purchase plan	12	88	65	285	228
Proceeds from bank loans		2,706	_	4,796	422
Repurchase of common shares through Normal Course Issuer Bid	12 [iii]	(9,833)	(4,463)	(34,396)	(21,385
Principal repayment of lease liabilities		(779)	(625)	(2,146)	(1,914
Principal repayments on bank loans		(2,571)	(56)	(8,580)	(5,447
Interest paid on bank loans		(850)	(510)	(5,263)	(2,633
Cash outflow from financing activities		(11,239)	(5,589)	(45,304)	(30,729
Increase in cash and cash equivalents during the period		39,683	2,907	3,934	9,578
Cash and cash equivalents, beginning of the period		37,844	93,119	71,679	85,963
Net foreign exchange difference		(109)	5,796	1,805	6,281
Cash and cash equivalents, end of the period		77,418	101,822	77,418	101,822
Supplemental cash flow information:					
Interest received		4,327	1,379	9,680	5,322
Interest paid		(850)	(510)	(5,263)	(2,633
Net income taxes paid		(934)	(1,104)	(4,034)	(6,327

See accompanying notes

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## **GLOSSARY OF ABBREVIATIONS**

Abbreviation	Company
Crescita	Crescita Therapeutics Inc.
Knight or the Company	Knight Therapeutics Inc.
Moksha8	Moksha8, Inc.
Synergy	Synergy CHC Corp.

Abbreviation	Currency
ARS	Argentine Peso
BRL	Brazilian Real
C\$ or \$ or CAD	Canadian Dollar
CHF	Swiss Franc
CLP	Chilean Peso
COP	Colombian Peso
EUR	Euro
MXN	Mexican Peso
US\$/USD	U.S. Dollar

Abbreviation	Other
Annual Financial Statements	Audited annual consolidated financial statements
AOCI	Accumulated other comprehensive income
CDI	Certificados de Depósitos Interfinanceiros (Brazil interbank lending rate)
CEO	Chief Executive Officer
CGU	Cash Generating Unit
CRA	Canada Revenue Agency
DSU	Deferred share units
ECL	Expected credit loss
FA	Financial Assets
FDA	Food and Drug Administration (United States)
FV	Fair value
FVOCI	Fair value through other comprehensive income
FVTPL	Fair value through profit or loss
G&A	General and administrative
GIC	Guaranteed Investment Certificate
IBR	Incremental borrowing rate
IFC Loan	Five-year secured loan denominated in select LATAM currencies received from International Finance
IFRS	International Financial Reporting Standards
LATAM	Latin America
NCIB	Normal Course Issuer Bid
PRV	Priority Review Voucher
PSU	Performance share units
RE	Retained earnings
RSU	Restricted share units
WAFV	Weighted average fair value

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

#### 1. NATURE OF OPERATIONS

## **Description of business**

Knight was incorporated on November 1, 2013 under the Canada Business Corporations Act. The Company is a specialty pharmaceutical company, and its principal business activity is acquiring, in-licensing, out-licensing, developing, manufacturing, marketing and distributing pharmaceutical products in Canada, Latin America and select international markets. The Company's corporate headquarters are located at 3400 de Maisonneuve Boulevard West, Suite 1055, Montreal, Quebec, H3Z 3B8. Knight is listed on the Toronto Stock Exchange under the ticker symbol "GUD".

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## 2.1 Basis of presentation

These interim condensed consolidated financial statements for the three and nine-month periods ended September 30, 2023 have been prepared in accordance with International Accounting Standard 34 "Interim Financial Reporting". Accordingly, certain information and footnote disclosure normally included in annual financial statements prepared in accordance with International Financial Reporting Standards ("IFRS") have been omitted or condensed.

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those set out in note 2 "Summary of significant accounting policies" of the Company's annual consolidated financial statements for the year ended December 31, 2022.

These interim condensed consolidated financial statements should be read in conjunction with the consolidated financial statements for the year ended December 31, 2022.

The Company's interim condensed consolidated financial statements for the three and nine-month periods ended September 30, 2023 and 2022 were authorized for issue by the Board of Directors on November 8, 2023.

#### **External Environment and Inflation Risk**

The current global macroeconomic environment is characterized by elevated levels of inflation due to several external factors including global supply chain constrains, ongoing conflicts between Ukraine and Russia, as well as in the Middle East and volatile global financial and economic conditions. Despite the reduction in inflation in the most recent months in response to aggressive monetary tightening policies implemented by central banks around the world, the Company continues to experience increased inflationary pressures, across all Knight's geographies, on operating expenses including but not limited to compensation costs, raw material and product costs driven by rising costs of our partners and suppliers in both developed and developing markets. Such increase in costs cannot be matched to the same extent by increase in our product prices due to local pricing regulations and competitive pressure for certain of our products. There is no assurance that continued inflation pressures will not have similar impacts on Knight's future operations.

## 3. CASH AND CASH EQUIVALENTS

As at	September 30, 2023 \$	December 31, 2022 \$
Cash in bank	61,149	71,377
Cash equivalents	16,269	302
Total	77,418	71,679

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

### 4. MARKETABLE SECURITIES

As at	September 30, 2023 \$	December 31, 2022 \$
Current		
GICs earning interest rates ranging from 5.50% to 5.60% and maturing from February 2024 to July 2024 (December 31, 2022: 4.20% to 5.72%, January 2023 to November 2023)	15,128	45,900
GICs of US\$36,917 earning interest rates ranging from 5.68% to 6.06% and maturing from October 2023 to May 2024 (December 31, 2022: US\$29,478 earning interest rates from 4.56% to 4.80% and maturing from January 2023 to November 2023)	49,912	39,926
Total current	65,040	85,826
Non-current GICs of US\$8,400 earning interest rates ranging from 5.55% to 5.65% and maturing from November 2024 to November 2025 (December 31, 2022: GICs earning interest rates ranging from 5.55% to 5.68% maturing from May 2024 to November 2025)	11,357	15,169
Total non-current	11,357	15,169
Total	76,397	100,995

Current marketable securities of \$7,571 [US\$5,600] and non-current marketable securities of \$11,357 [US\$8,400] (December 31, 2022: \$3,792 [US\$2,800] and \$15,169 [US\$11,200], respectively) are pledged as restricted cash collateral under the IFC Loan. Refer to Note 10 for further details.

#### 5. TRADE RECEIVABLES

The Company maintains an allowance for ECL that represents its estimate of uncollectible amounts based on the Company's historical credit loss experience, adjusted for forward-looking factors specific to the customers and the economic environment. During the three and nine-month periods ended September 30, 2023, the Company has recorded an additional ECL of \$96 and \$722, respectively (2022: additional ECL of \$164 and \$609, respectively), in the consolidated statement of income (loss) in "Selling and marketing".

## **6. OTHER RECEIVABLES**

As at	September 30, 2023	December 31, 2022
	\$	\$
Interest receivable	4,323	4,510
Other receivables <sup>1</sup>	10,378	5,605
Sales and other taxes receivable	3,087	2,815
Total	17,788	12,930

<sup>&</sup>lt;sup>1</sup> Includes distribution receivable from strategic funds investments of \$3,541 (2022: \$2,500).

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## 7. INVENTORIES

As at	September 30, 2023	December 31, 2022	
	\$	\$	
Raw materials	11,601	10,789	
Work in progress	3,030	2,478	
Finished goods	97,816	79,222	
Total	112,447	92,489	

During the three and nine-month periods ended September 30, 2023, the Company recorded inventory write-down of \$864 and \$1,692, respectively (2022: \$236 and \$1,098, respectively), in the consolidated statement of income (loss) in "Cost of goods sold".

## 8. OTHER FINANCIAL ASSETS

As at	September 30, 2023	December 31, 2022
	\$	\$
Loans and other receivables [i]		
Measured at amortized cost	7,083	9,187
Measured at FVTPL	18,555	28,904
Equity Investments [ii]		
Measured at FVTPL	5,270	2,680
Measured at FVOCI	1,219	1,277
Derivatives [iii]		
Measured at FVTPL	12,110	2,111
Fund Investments [iv]		
Measured at FVTPL	114,233	132,404
Total	158,470	176,563

As a result of changes in fair value and the disposal of financial assets, the Company recorded the following net (gain) loss on financial instruments in the consolidated statement of income (loss) as "Net (gain) loss on financial instruments measured at fair value through profit or loss":

2023	Three mon	Three months ended September 30			Nine months ended September 30		
	Unrealized (gain) loss on FA measured at FVTPL	Realized (gain) loss on FA measured at FVTPL	Total	Unrealized (gain) loss on FA measured at FVTPL	Realized (gain) loss on FA measured at FVTPL	Total	
For the period ended September 30, 2023	\$	\$	\$	\$	\$	\$	
Loans and other receivables [i]	(188)	_	(188)	(415)	_	(415)	
Equity Investments [ii]	(2,817)	_	(2,817)	(2,598)	_	(2,598)	
Derivatives [iii]	(9,889)	_	(9,889)	(10,002)	_	(10,002)	
Fund Investments [iv]	8,689	(1,357)	7,332	16,718	(1,357)	15,361	
Total	(4,205)	(1,357)	(5,562)	3,703	(1,357)	2,346	

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

2022	Three mon	Three months ended September 30			Nine months ended September 30		
	Unrealized (gain) loss on FA measured at FVTPL	Realized (gain) loss on FA measured at FVTPL	Total	Unrealized (gain) loss on FA measured at FVTPL	Realized (gain) loss on FA measured at FVTPL	Total	
For the period ended September 30, 2022	\$	\$	\$	\$	\$	\$	
Loans and other receivables [i]	(473)	_	(473)	(58)	_	(58)	
Equity Investments [ii]	(151)	_	(151)	(147)	_	(147)	
Derivatives [iii]	(98)	_	(98)	(64)	82	18	
Fund Investments [iv]	6,168	_	6,168	32,213	(2,525)	29,688	
Total	5,446	_	5,446	31,944	(2,443)	29,501	

## [i] Loans and other receivables

As at September 30, 2023, the nominal loan balance outstanding was \$20,924 [US\$15,477] (December 31, 2022: \$38,701 [US\$28,574]). The following table summarizes the movement in loans and other receivables during the nine-month period ended September 30.

	Carrying value as at January 1 \$	Additions <sup>2</sup> \$	Loan repayments \$	Net gain (loss) on FA \$	Foreign exchange <sup>1</sup> \$	Carrying value end of period \$	Current other financial assets \$	Non- current other financial assets \$
2023								
Amortized Cost	9,187	_	(2,086)	_	(18)	7,083	3,333	3,750
FVTPL	28,904	_	(10,688)	415	(76)	18,555	18,555	
Total	38,091	_	(12,774)	415	(94)	25,638	21,888	3,750
2022								
Amortized Cost	6,272	3,130	(407)	_	304	9,299	5,497	3,802
FVTPL	26,796	_	_	58	1,984	28,838	8,122	20,716
Total	33,068	3,130	(407)	58	2,288	38,137	13,619	24,518

<sup>&</sup>lt;sup>1</sup> During the three and nine-month periods ended September 30, 2023, the Company recorded a gain of \$414 and a loss of \$54, respectively, in the consolidated statement of income (loss) in "Foreign exchange (gain) loss" (2022: gain of \$1,329 and \$1,624, respectively) and a gain of \$214 and loss of \$40, respectively, in the consolidated statement of comprehensive income in "Unrealized gain on translation of foreign operations" (2022: gain of \$530 and \$664, respectively).

<sup>&</sup>lt;sup>2</sup> Includes a reclassification of \$1,348 to "Other Receivables"

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## [ii] Equity investments

The following table summarizes the movement in equity investments during the nine-month period ended September 30.

	Carrying value as at January 1	Additions	Disposals	Net gain (loss) on FA	Foreign exchange	Carrying value end of period	Current other financial assets	Non- current other financial assets
	\$	\$	\$	\$	\$	\$	\$	\$
2023								
FVTPL	2,680	_	_	2,598	(8)	5,270	5,270	_
FVOCI	1,277	_	_	(58)	_	1,219	1,219	_
Total	3,957	_		2,540	(8)	6,489	6,489	
2022								
FVTPL	1,824	_	_	147	1	1,972	1,972	_
FVOCI	4,876	_	(1,550)	(343)	153	3,136	1,180	1,956
Total	6,700	_	(1,550)	(196)	154	5,108	3,152	1,956

## **Equity investments measured at FVOCI**

Under IFRS 9, the Company has designated the following strategic investments as equity investments measured at FVOCI.

As at	September 30, 2023	September 30, 2023			
	Number of common shares owned	FV \$	Number of common shares owned	FV \$	
Crescita	1,935,489	1,219	1,935,489	1,277	
Synergy <sup>1</sup>	17,645,812	_	17,645,812		
Total		1,219		1,277	

<sup>&</sup>lt;sup>1</sup> Valued using the quoted market price (closing share price on the OTCXD) less the day 1 gain on initial measurement that the Company deferred. FV before considering the deferred day 1 gain is \$239 [US\$176] (December 31, 2022: \$112 [US\$83])

## [iii] Derivatives

The following table summarizes the movement in derivatives recorded at FVTPL during the nine-month period ended September 30.

	Carrying value as at January 1 \$	Additions \$	Disposals \$	Net gain (loss) on FA S	Foreign exchange \$	Carrying value end of period	Current other financial assets	Non-current other financial assets
2023	2,111			10,002	(3)	12,110	12,110	
2022	1,286	_	(187)	(18)	56	1,137	401	736

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## [iv] Fund investments

The following table summarizes the movement in fund investments recorded at FVTPL during the nine-month period ended September 30:

	Carrying value as at January 1	Additions <sup>1</sup>	Distributions <sup>2,3</sup>	Net gain (loss) on FA	Foreign exchange <sup>4</sup>	Carrying value end of period	Current other financial assets	Non-current other financial assets
	\$	\$	\$	\$	\$	\$	\$	\$
2023	132,404	1,397	(3,969)	(15,361)	(238)	114,233	_	114,233
2022	151,389	3,300	(5,520)	(29,688)	3,048	122,529	_	122,529

<sup>&</sup>lt;sup>1</sup> Investments in equity or debt funds including US\$50 and EUR 638 (2022: including US\$870 and EUR 1,552). Includes capital call payables of \$221 (EUR 155)

### 9. MEASUREMENT OF FINANCIAL ASSETS

## [i] Fair value hierarchy

As at September 30,	2023	Level 1	Level 2	Level 3
	\$	\$	\$	\$
Recurring fair value measurements				
Loans measured at FVTPL	18,555	_	_	18,555
Equity investments measured at FVTPL	5,270	5,270	_	_
Equity investments measured at FVOCI	1,219	1,219	_	_
Derivatives	12,110	_	_	12,110
Fund investments measured at FVTPL	114,233	_	_	114,233
Total	151,387	6,489	_	144,898
As at December 31,	2022	Level 1	Level 2	Level 3
	\$	\$	\$	\$
Recurring fair value measurements				
Loans measured at FVTPL	28,904	_	_	28,904
Equity investments measured at FVTPL	2,680	2,680	_	_
Equity investments measured at FVOCI	1,277	1,277	_	_
Derivatives	2,111	_	_	2,111
Fund investments measured at FVTPL	132,404	_	_	132,404
Total	167,376	3,957	_	163,419

There were no transfers between levels of the fair value hierarchy for the nine-month period ended September 30, 2023 or year ended December 31, 2022.

<sup>&</sup>lt;sup>2</sup> Distribution received or receivable from funds including US\$46 (2022: including EUR 2,221)

<sup>&</sup>lt;sup>3</sup> Includes distribution receivable of \$1,997 and EUR 798 (2022: including \$2,500)

<sup>&</sup>lt;sup>4</sup> During the three and nine-month periods ended September 30, 2023, recorded a loss of \$973 and \$175, respectively, in the consolidated statement of income (loss) in "Foreign exchange (gain) loss" (2022: loss of \$1,902 and \$3,781, respectively), and a gain of \$1,906 and a loss of \$63, respectively, in the statement of comprehensive income in "Unrealized gain (loss) on translation of foreign operations" (2022: gain of \$5,627 and \$6,830, respectively).

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## [ii] Day 1 Gains

Upon acquisition of a financial instrument, the Company measures its fair value and compares it to the acquisition price. The difference is recognized as a gain or loss only if fair value is based on a quoted price in an active market or based on a valuation technique that uses only data from observable markets. The Company has the following deferred day 1 gains:

As at	September 30, 2023			December 31, 2022		
	US\$	\$	US\$	\$		
Equity investments measured at FVOCI						
Synergy	3,764	5,089	3,764	5,098		
Total	3,764	5,089	3,764	5,098		

## **10. BANK LOANS**

The Company had the following indebtedness, including accrued interest expense, as at the end of the following periods:

#### As at September 30, 2023

			Effective		Current	Non- current	Total
	Currency	Interest rate <sup>2</sup>		Maturity	\$	\$	\$
Banks							
Itaú Unibanco Brasil	BRL	1.65% + CDI	15.56%	Dec 8, 2023	4,666	_	4,666
Bancolombia	СОР	2.28% + IBR	15.26%	Oct 12, 2026	3,053	6,154	9,207
Banco ICBC Argentina <sup>1</sup>	ARS	100%	N/A	N/A	264	_	264
Banco Itaú Argentina <sup>1</sup>	ARS	117%	N/A	N/A	1,681	_	1,681
IFC	BRL	1.6% + CDI	15.61%	Oct 15, 2027	8,922	23,048	31,970
IFC	CLP	7.71%	7.86%	Oct 15, 2027	2,574	7,553	10,127
IFC	СОР	1.6% + IBR	14.80%	Oct 15, 2027	3,583	10,160	13,743
IFC	MXN	1.6% + TIIE	13.92%	Oct 15, 2027	941	2,765	3,706
Total Bank Loans					25,684	49,680	75,364

<sup>&</sup>lt;sup>1</sup> Overdraft balances

#### As at December 31, 2022

			Effective		Current	Non- current	Total
	Currency	Interest rate <sup>2</sup>	interest rate	Maturity	\$	\$	\$
Banks							
Itaú Unibanco Brasil	BRL	1.65% + CDI	13.36%	Dec 8, 2023	8,487	_	8,487
Bancolombia	COP	2.28% + IBR	8.07%	Oct 12, 2026	2,299	6,194	8,493
Banco ICBC Argentina <sup>1</sup>	ARS	77% <sup>2</sup>	N/A	N/A	344	_	344
Banco Itaú Argentina <sup>1</sup>	ARS	76% <sup>2</sup>	N/A	N/A	1,270	_	1,270
IFC	BRL	1.6% + CDI	15.83%	Oct 15, 2027	3,121	23,309	26,430
IFC	CLP	7.71%	7.86%	Oct 15, 2027	1,202	9,198	10,400
IFC	COP	1.6% + IBR	13.29%	Oct 15, 2027	735	10,613	11,348
IFC	MXN	1.6% + TIIE	13.07%	Oct 15, 2027	216	3,084	3,300
Total Bank Loans					17,674	52,398	70,072

<sup>&</sup>lt;sup>1</sup> Overdraft balances

<sup>&</sup>lt;sup>2</sup> The interest rate is calculated and compounded on a monthly basis.

<sup>&</sup>lt;sup>2</sup> The interest rate is calculated and compounded on a monthly basis.

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

#### 11. OTHER LONG-TERM RECEIVABLES

As at	September 30, 2023	December 31, 2022
	\$	\$
Tax deposit – notices of reassessment	41,582	41,582
Other	3,249	2,267
Total	44,831	43,849

#### Notices of reassessment

Knight received notices of reassessment from the CRA and the QRA in July 2018 and January 2019, respectively. The notices relate to the disposition in 2014 of a PRV held by Knight's wholly-owned subsidiary, Knight Therapeutics International S.A. A PRV is a transferrable asset that entitles the holder to a priority review for a drug of its choice.

The Company's PRV was granted on March 19, 2014 upon the FDA approval of Impavido® and was disposed of to a third party in November 2014 for gross proceeds of US\$125,000. The notices of reassessment provide that Knight is liable to pay an aggregate of \$23,340 and \$18,242 to the CRA and QRA, respectively, in additional taxes and interest. Knight has made a deposit for the full amount to the CRA in July 2018 and to the QRA in February 2019. In addition, interest income on the deposit is payable to Knight by the CRA and QRA if the Company wins the process. The amount, as at September 30, 2023 is estimated at \$4,312 and has not been recorded by the Company.

Knight believes that the reassessments are unfounded and filed a notice of objection with the CRA in September 2018 to start the appeals process. In October 2021, the CRA responded to Knight's notice of objection with a confirmation of their initial tax reassessments. Knight filed a notice of appeal to the Tax Court of Canada in December 2021.

Based on the Company's view of the likely outcome of the appeals process, Knight expects to recover the total of \$41,582 deposited with the taxation authorities and has not recorded any tax provision related to the disposal of the PRV in its financial statements. However, there can be no assurance regarding the outcome or when a resolution may be reached.

Although Knight believes its tax provisions are adequate, the final determination of tax audits and any related disputes could be materially different from historical income tax provisions and accrual.

## 12. SHAREHOLDERS' EQUITY

### [i] Share capital

The authorized share capital of the Company is comprised of an unlimited number of common shares and an unlimited number of first preferred shares, which may be issued from time to time in one or more series, without par value. The issued and outstanding share capital of Knight is as follows:

	Notes	Number of common shares	\$
Balance as at January 1, 2023		112,205,939	599,055
Issuance under share purchase plan	[ii]	68,889	330
Shares purchased under NCIB	[iii]	(7,277,016)	(38,885)
Shares purchased under NCIB not yet cancelled	[iii]	47,000	_ <sup>1</sup>
Balance as at September 30, 2023	<u> </u>	105,044,812	560,500

<sup>&</sup>lt;sup>1</sup> 47,000 shares purchased under NCIB for \$211 were cancelled subsequent to the quarter ended September 30, 2023.

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## [ii] Stock-based compensation plans

The Company has three stock-based compensation plans: the Share Option Plan ("the Option Plan"), the Share Purchase Plan and the Omnibus Equity Incentive Plan ("the Omnibus Plan").

#### Stock options

The weighted average fair value of the options granted during the nine-month period ended September 30, 2023, estimated by using the Black-Scholes option pricing model, was \$1.38 (2022: \$1.53). The fair value of the options was estimated on the date of grant based on the following weighted average assumptions:

	Nine-month period ended	September 30,
	2023	2022
Weighted average risk-free interest rate	2.95%	2.28%
Dividend yield	Nil	Nil
Weighted average volatility factor [i]	24%	24%
Forfeiture rate	2%	2%
Weighted average expected life	6.3 years	6.2 years

[i] Volatility was determined using the historical share price of the Company.

	Nine-month period ended September 30,				
	20	23	20	22	
	Number of share options #	Weighted average exercise price \$	Number of share options #	Weighted average exercise price \$	
Balance beginning of the year	4,873,546	7.15	5,166,130	7.40	
Granted	267,189	4.44	261,783	5.21	
Expired/forfeited	(553,928)	7.59	(554,367)	8.56	
Balance at end of the year	4,586,807	6.95	4,873,546	7.15	
Options exercisable at the end of the year	4,055,909	7.23	3,941,942	7.34	

#### Deferred share units

The Company may grant DSUs to any non-employee director of Knight under the Omnibus Plan. The number of DSUs granted at any particular time pursuant to the Omnibus Plan is calculated by dividing the value of the grant over the market price of a share of Knight on the award date. The DSUs vest when the holder ceases to be a director of Knight for any reason. During the nine-month period ended September 30, 2023, the Company granted 56,279 DSUs (\$270) to independent board members (2022: 51,588 DSUs). As at September 30, 2023, the number of outstanding DSUs was 140,451 (2022: 80,793 DSUs).

## Restricted share units and performance share units

The Company may grant RSUs and PSUs to any employee under the Omnibus Plan. The RSUs vest on a time-based condition and the PSUs vest subject to the achievement of future performance targets. The PSU awards do not vest when the minimum performance thresholds are not achieved. Both RSUs and PSUs are settled by no later than December 31st of the third calendar year commencing after the date of award by the issuance of Knight's shares or cash at the option of the Company.

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

The following table shows the RSUs and PSUs granted and outstanding at the beginning and end of the reporting period and the weighted average fair value at grant date per unit ("WAFV"):

	Nine-month	period end	ded September 30, 20	23
	RSUs		PSUs	
	Number of units #	WAFV \$	Number of units #	WAFV \$
Balance beginning of the period	212,515	5.40	470,737	5.40
Granted	165,334	4.47	328,781	4.45
Forfeited/cancelled	(59,178)	5.13	(73,394)	5.18
Balance at end of the period	318,671	4.97	726,124	4.99
Weighted average remaining contractual life of the share units outstanding at end of period	2.03 years		1.98 years	

The Company recorded an expense of \$366 and \$2,035 (2022: \$189 and \$1,420) for the three and nine-month periods ended September 30, 2023, related to the share-based compensation for stock options, DSUs, PSUs and RSUs, with corresponding credits to contributed surplus net of forfeitures and accrued liabilities for social security contributions and employer taxes.

#### **Share Purchase Plan**

The Company has a Share Purchase Plan ("Purchase Plan") which allows employees and directors of the Company to purchase common shares at listed market prices from treasury. The Purchase Plan was re-approved by the Board of Directors and the shareholders on May 11, 2022. The plan allows for employees to contribute up to a maximum of 10% of their salary and directors to contribute up to \$10 per year. Under the Purchase Plan, the Company will contribute 25% of employees' or directors' contributions in the form of common shares if the employee remains employed by the Company or director remains on the Board and has held the original shares for two years from the original purchase date. The Company's contribution in common shares is calculated using the lesser of the original common share value at the original purchase date and at the date of the Company's contribution. During the nine-month period ended September 30, 2023, the Company issued 68,889 shares (2022: 48,564 shares) under the Purchase Plan for a total of \$330 (2022: \$262).

## [iii] NCIB

On July 12, 2023, the Company announced that the Toronto Stock Exchange approved its notice of intention to launch a NCIB ("2023 NCIB"). Under the terms of the 2023 NCIB, Knight may purchase for cancellation up to 5,999,524 common shares of the Company which represented 10% of its public float as at June 30, 2023. The 2023 NCIB commenced on July 14, 2023 and will end on the earlier of July 13, 2024 or when the Company completes its maximum purchases under the NCIB. Furthermore, Knight entered into an agreement with a broker to facilitate purchases of its common shares under the NCIB.

During the three and nine-month periods ended September 30, 2023, the Company purchased 2,158,091 and 7,277,016 (2022: 800,700 and 3,995,689) common shares, respectively, at an average price of \$4.55 and \$4.73, respectively (2022: \$5.57 and 5.35, respectively) for aggregate cash consideration of \$9,833 and \$34,396, respectively (2022: \$4,463 and \$21,385, respectively), of which \$211 remains to be settled as at September 30, 2023. Subsequent to quarter up to October 31, 2023, the Company purchased an additional 676,775 common shares at an average purchase price of \$4.53 for an aggregate cash consideration of \$3,069.

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## 13. ACCUMULATED OTHER COMPREHENSIVE INCOME

As at	September 30, 2023	December 31, 2022
	\$	\$
Net loss on equities at FVOCI net of tax of \$643 (2022: \$650)	(8,176)	(8,125)
Unrealized gain on translation of foreign operations	62,865	49,391
Total	54,689	41,266

## 14. EARNINGS PER SHARE

#### **Basic**

Basic earnings per share is calculated by dividing net income (loss) by the weighted average number of common shares outstanding during the period.

	Three months ended September 30,		Nine months ended September 30,	
	2023	2022	2023	2022
	\$	\$	\$	\$
Net income (loss)	9,588	1,591	7,491	(14,704)
Weighted average shares outstanding	106,250,793	114,466,484	108,728,924	115,569,933
Basic net income (loss) per share	0.09	0.01	0.07	(0.13)

### **Diluted**

Diluted earnings per share has been calculated after adjusting the weighted average number of shares used in the basic calculation to assume the conversion of all potentially dilutive shares.

	Three months ended September 30,		Nine months ended September 3	
	2023	2022	2023	2022
	\$	\$	\$	\$
Net income (loss)	9,588	1,591	7,491	(14,704)
Weighted average shares outstanding	106,250,793	114,466,484	108,728,924	115,569,933
Adjustment for share options, RSUs and DSUs	260,968	131,171	229,121	:
Weighted average shares outstanding	106,511,761	114,597,655	108,958,045	115,569,933
Diluted net earnings (loss) per share	0.09	0.01	0.07	(0.13)

<sup>&</sup>lt;sup>1</sup>Adjustments for diluted earnings per share have not been included as all of the share options, RSUs and DSUs are anti-dilutive for the nine-month period ended September 30, 2022.

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## 15. SEGMENT REPORTING

The Company had one reportable segment, namely the development, acquisition, in-licensing, out-licensing, marketing and distribution of innovative pharmaceutical products, consumer health products and medical devices. This reflects the revised management structure and the way that the chief operating decision-maker evaluates the business.

## **Geographic Information**

The following table represents the revenues per country, based on where the customer is located.

	Three months ended September 30,		Nine months ended September 30,	
	2023	2022	2023	2022
	\$	\$	\$	\$
Revenues				
Brazil	31,538	29,398	122,879	92,708
Colombia	12,843	11,643	32,501	34,612
Argentina	9,404	15,417	27,825	39,208
Rest of LATAM	13,993	10,994	38,271	28,937
Canada	5,108	2,697	13,943	7,338
Other <sup>1</sup>	8,614	2,132	18,583	9,105
Total	81,500	72,281	254,002	211,908

<sup>&</sup>lt;sup>1</sup> Includes Europe, US and other countries.

As at September 30, 2023 and December 31, 2022, non-current operating assets consisting of property, plant and equipment, intangible assets, goodwill, right-of-use assets and other long-term receivables were held in the following geographic areas:

September 30, 2023	December 31, 2022 \$	
\$		
63,053	63,217	
57,063	56,581	
42,095	34,562	
15,879	15,723	
188,915	201,889	
39,982	44,909	
55,383	70,655	
462,370	487,536	
	\$ 63,053 57,063 42,095 15,879 188,915 39,982 55,383	

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

### **16. STATEMENT OF CASH FLOWS**

Effect on cash flows of changes in non-cash working capital and other are as follows:

	Three months ended September 30,		Nine months ended September 30,	
	2023	2022	2023	2022
	\$	\$	\$	\$
Changes in non-cash working capital: Decrease (increase) in				
Trade and other receivables	17,114	1,147	8,214	(21,256)
Prepaids and deposits	(1,045)	(842)	2,143	(356)
Inventories	(12,956)	(3,956)	(17,656)	(1,994)
Income taxes receivable	55	253	(833)	1,453
Increase (decrease) in				
Accounts payable and accrued liabilities	(6,693)	(246)	(21,039)	13,204
Other liabilities	(4,307)	1,425	(3,785)	1,255
Income tax payable	597	(315)	(347)	(755)
	(7,235)	(2,534)	(33,303)	(8,449)

#### 17. RELATED PARTY TRANSACTIONS

Pharmascience Inc., a company related to the Company's Executive Chairman of the Board of Directors, provided administrative services of approximately \$9 and \$26 (2022: \$10 and \$24) to the Company for the three and nine-month periods ended September 30, 2023.

#### 18. COMMITMENTS

In the normal course of business, the Company secures development, sales, marketing and distribution rights to innovative drug products requiring royalties or product payments considered normal operating commitments and as such not included herein. The Company has entered into various agreements which include contractual commitments extending beyond the current year. These commitments are classified into three major categories: Fund commitments, milestones and purchase commitments. The commitments of the Company as at September 30, 2023 are as follows:

## [i] Fund commitments

As at September 30, 2023, under the terms of Company's agreements with life sciences venture capital funds, \$11,281 (December 31, 2022: \$11,787), including \$834 [US\$617] and \$497 [EUR 347] (December 31, 2022: \$865 [US\$639] and \$1,078 [EUR 745]), may be called over the life of the funds (based on the closing foreign exchange rates).

[In thousands of Canadian dollars, except for share and per share amounts] [Unaudited]

## [ii] Milestones and purchase commitments

Under certain agreements, Knight may have to pay additional consideration should the Company achieve certain sales volumes or if certain milestones are met, such as regulatory approval. The Company may have to pay up to \$357,168 including \$79,045 [US\$58,465], \$146,086 [CHF 98,800] and \$1,778 [EUR 1,243] (December 31, 2022: up to \$359,567 including \$74,776 [US\$55,210], \$144,851 [CHF 98,800] and \$1,436 [EUR 993]) upon achieving certain sales volumes, regulatory or other milestones related to specific products.

In addition, Knight has a commitment to purchase up to \$10,078 [CHF 4,987, US\$2,000] (December 31, 2022: \$11,710 [EUR 738, CHF 5,412, US\$2,000]), of inventory for pharmaceutical products during the five-year period after their respective commercial launch. For products that are currently launched, the Company has committed to inventory purchases of \$165,737 [BRL 285,200, US\$55,660 and CHF 9,176] (December 31, 2022: \$212,744 [BRL 427,800, US\$64,182 and CHF 11,059]), which will be purchased over the next 8 years.

	\$
2023	6,171
2024	57,319
2025	54,779
2026	12,747
2027	12,747
2028 and beyond	21,974
Total	165,737

Furthermore, Knight has committed to certain sales force and marketing spend obligations during the five-year period after the commercial launch of one of its products.

#### 19. RECLASSIFICATION OF COMPARATIVE FIGURES

The comparative amounts for interest paid on bank loans in the condensed consolidated financial statements of cash flows have been reclassified from operating activities to financing activities.

## **Stock Exchange Listing**

Toronto Stock Exchange Trading Symbol: GUD

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