



Unaudited Condensed Consolidated Interim Financial Statements  
**For the three months ended March 31, 2021 and 2020**

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**Jamieson Wellness Inc.**  
**Unaudited Condensed Consolidated Interim Statements of Financial Position**  
In thousands of Canadian dollars as at

	<u>Notes</u>	<u>March 31, 2021</u>	<u>December 31, 2020</u>
<b>Assets</b>			
<b>Current assets</b>			
Cash		8,766	1,166
Accounts receivable	3	100,139	97,951
Inventories	4	116,584	102,645
Derivatives	9	66	-
Prepaid expenses and other current assets		2,895	2,389
		<b>228,450</b>	<b>204,151</b>
<b>Non-current assets</b>			
Property, plant and equipment		84,628	83,796
Goodwill		122,975	122,975
Intangible assets		195,445	196,158
Deferred income tax		2,309	2,261
<b>Total assets</b>		<b>633,807</b>	<b>609,341</b>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Accounts payable and accrued liabilities		75,482	73,084
Income taxes payable		3,689	6,580
Derivatives	9	7,720	8,231
Current portion of other long-term liabilities		3,114	3,115
		<b>90,005</b>	<b>91,010</b>
<b>Long-term liabilities</b>			
Long-term debt	5	169,058	149,058
Post-retirement benefits		3,520	3,538
Deferred income tax		51,526	51,479
Other long-term liabilities		21,203	21,854
<b>Total liabilities</b>		<b>335,312</b>	<b>316,939</b>
<b>Shareholders' equity</b>			
Share capital	6	258,297	255,795
Contributed surplus		15,017	12,986
Retained earnings		30,175	29,023
Accumulated other comprehensive loss		(4,994)	(5,402)
<b>Total shareholders' equity</b>		<b>298,495</b>	<b>292,402</b>
<b>Total liabilities and shareholders' equity</b>		<b>633,807</b>	<b>609,341</b>

(see the accompanying notes to the unaudited condensed consolidated interim financial statements)

Approved on behalf of the Board:

*Steve Spooner*  
**Director**

*David Williams*  
**Director**

**Jamieson Wellness Inc.****Unaudited Condensed Consolidated Interim Statements of Operations and Comprehensive Income**

In thousands of Canadian dollars, except share and per share amounts

		<b>Three months ended March 31,</b>	
	<b>Notes</b>	<b>2021</b>	<b>2020</b>
Revenue	<b>10, 11</b>	98,270	84,523
Cost of sales		64,382	53,267
Selling, general and administrative expenses		20,766	17,632
Share-based compensation	7	2,602	1,265
Earnings from operations		10,520	12,359
Foreign exchange loss (gain)		16	(749)
Interest expense and other financing costs	<b>8</b>	1,415	1,928
Income before income taxes		9,089	11,180
Provision for income taxes		2,953	3,169
<b>Net income</b>		<b>6,136</b>	<b>8,011</b>
Unrealized gain on amounts to be reclassified net of amounts reclassified to net income	<b>9</b>	577	4,378
Income tax		(153)	(1,160)
<b>Total other comprehensive income</b>		<b>424</b>	<b>3,218</b>
<b>Comprehensive income</b>		<b>6,560</b>	<b>11,229</b>
Income per share attributable to common shareholders:	<b>12</b>		
Basic, income per share		<b>0.15</b>	0.20
Diluted, income per share		<b>0.15</b>	0.20
Weighted average number of shares:	<b>12</b>		
Basic		<b>39,889,792</b>	39,099,112
Diluted		<b>41,507,592</b>	40,028,774

*(see the accompanying notes to the unaudited condensed consolidated interim financial statements)*

**Jamieson Wellness Inc.**  
**Unaudited Condensed Consolidated Interim Statements of Changes in Shareholders' Equity**  
In thousands of Canadian dollars

	Notes	Share capital	Contributed surplus	Retained earnings	Accumulated other comprehensive (loss) income	Total shareholders' equity
<b>As at December 31, 2020</b>		<b>255,795</b>	<b>12,986</b>	<b>29,023</b>	<b>(5,402)</b>	<b>292,402</b>
Net income for the period		-	-	6,136	-	6,136
Issuance of treasury shares	6	2,502	(463)	-	-	2,039
Common share dividend (\$0.125 per share)		-	-	(4,984)	-	(4,984)
Other comprehensive gain		-	-	-	424	424
Currency translation adjustment		-	-	-	(16)	(16)
Share-based compensation	7	-	2,494	-	-	2,494
<b>As at March 31, 2021</b>		<b>258,297</b>	<b>15,017</b>	<b>30,175</b>	<b>(4,994)</b>	<b>298,495</b>
		Share capital	Contributed surplus	Retained earnings	Accumulated other comprehensive (loss) income	Total shareholders' equity
As at December 31, 2019		243,224	10,727	6,061	(844)	259,168
Net income for the period		-	-	8,011	-	8,011
Issuance of treasury shares	6	2,015	(825)	-	-	1,190
Common share dividend (\$0.11 per share)		-	-	(4,317)	-	(4,317)
Other comprehensive gain		-	-	-	3,218	3,218
Currency translation adjustment		-	-	-	47	47
Share-based compensation	7	-	1,143	-	-	1,143
As at March 31, 2020		245,239	11,045	9,755	2,421	268,460

(see the accompanying notes to the unaudited condensed consolidated interim financial statements)

**Jamieson Wellness Inc.**  
**Unaudited Condensed Consolidated Interim Statements of Cash Flows**  
In thousands of Canadian dollars

	Notes	Three months ended March 31,	
		2021	2020
<b>Cash provided by (used in)</b>			
<b>Operating activities</b>			
Net income		6,136	8,011
Items not affecting cash			
Depreciation of property, plant, and equipment and right-of-use assets		2,396	1,920
Amortization of intangible assets		1,053	936
Deferred income taxes		(154)	447
Share-based compensation	7	2,494	1,143
Others		4	147
Net change in non-cash working capital		<u>(16,993)</u>	<u>(9,727)</u>
		<b>(5,064)</b>	<b>2,877</b>
<b>Investing activities</b>			
Additions to property, plant and equipment, net		(3,266)	(1,922)
Acquisition of intangible assets		<u>(340)</u>	<u>(489)</u>
		<b>(3,606)</b>	<b>(2,411)</b>
<b>Financing activities</b>			
Proceeds from credit facilities	5	21,789	20,635
Repayment to credit facilities	5	(1,789)	(12,448)
Payment of lease liabilities		(785)	(497)
Exercise of stock options and ESPP	6	2,039	1,190
Dividends to Common Shareholders		<u>(4,984)</u>	<u>(4,317)</u>
		<b>16,270</b>	<b>4,563</b>
<b>Increase in cash</b>		<b>7,600</b>	<b>5,029</b>
<b>Cash - Beginning of the period</b>		<b>1,166</b>	<b>198</b>
<b>Cash - End of the period</b>		<b>8,766</b>	<b>5,227</b>
<b>Supplemental disclosure</b>			
Amount of income taxes paid		6,000	4,065
Amount of interest paid		903	1,177

*(see the accompanying notes to the unaudited condensed consolidated interim financial statements)*

# Jamieson Wellness Inc.

## Notes to the Unaudited Condensed Consolidated Interim Financial Statements

### Three months ended March 31, 2021 and 2020

#### 1. Company overview

##### 1.1 Description of the business and consolidated financial statements

Jamieson Wellness Inc. (“Jamieson” or the “Company”) is a Canadian public company with common shares (“Common Shares”) listed on the Toronto Stock Exchange under the stock symbol “JWEL”.

The unaudited condensed consolidated interim financial statements of Jamieson and its subsidiaries for the three months ended March 31, 2021 (the “Interim Financial Statements”) were authorized for issue by the Board of Directors of the Company on May 4, 2021. Jamieson is a company continued under the *Business Corporations Act* (Ontario) and resident in Canada. Jamieson’s registered office is located at 66 Wellington Street West, Suite 5300, TD Bank Tower, Toronto, ON, M5K 1E6.

The Company has manufacturing facilities located in Windsor, Ontario and in Toronto, Ontario and is principally engaged in the manufacturing, development, distribution, sales and marketing of branded and customer branded health products for humans including vitamins, herbal and mineral nutritional supplements.

##### 1.2 Subsidiaries

The table below provides a summary of the Company's subsidiaries. Unless otherwise stated, the subsidiaries as listed below have share capital consisting solely of common shares, which are held directly or indirectly by the Company.

As at Entity	March 31, 2021 %	December 31, 2020 %	Principal Place of Operations
Jamieson Laboratories Ltd.	100	100	Canada
International Nutrient Technologies Limited	100	100	Canada
Body Plus Nutritional Products Inc.	100	100	Canada
Jamieson Health Products (Shanghai) Co., Ltd.	100	100	China
Jamieson Health Products Australia Pty Ltd.	100	100	Australia
Jamieson Health Products UK Ltd.	100	100	United Kingdom
Jamieson Health Products USA Ltd.	100	100	United States of America
Jamieson Health Products Netherlands B.V.	100	-	Netherlands

#### 2. Summary of significant accounting policies

##### Basis of preparation and statement of compliance

The Interim Financial Statements have been prepared in accordance with IAS 34, “Interim Financial Reporting”. They do not include all of the information required for full annual financial statements and should be read in conjunction with the consolidated financial statements for the year ended December 31, 2020 (the “Annual Financial Statements”). The Interim Financial Statements have been prepared using the same accounting policies as disclosed in the Annual Financial Statements. The Interim Financial Statements are presented in Canadian dollars and all values are rounded to the nearest thousand (\$000), except share and per share amounts and when otherwise indicated.

**Jamieson Wellness Inc.**  
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**3. Accounts receivable**

As at	<b>March 31, 2021</b>	December 31, 2020
	\$	\$
Trade	<b>98,801</b>	96,647
Other miscellaneous receivables	<b>1,441</b>	1,407
Allowance for expected credit losses	<b>(103)</b>	(103)
	<b>100,139</b>	97,951

The Company determines the allowance based on lifetime expected credit losses at each reporting date.

**4. Inventories**

As at	<b>March 31, 2021</b>	December 31, 2020
	\$	\$
Raw material and packaging	<b>58,529</b>	52,565
Bulk product and work in process	<b>22,017</b>	18,269
Packaged finished goods	<b>39,432</b>	34,605
Inventory provision	<b>(3,394)</b>	(2,794)
	<b>116,584</b>	102,645

An inventory provision is estimated by management based on historical sales, inventory aging and expiry, and expected future sales and is included in cost of sales. Subsequent changes to the provision are recorded in cost of sales in the unaudited condensed consolidated interim statements of operations and comprehensive income.

**5. Long-term debt**

On September 27, 2019, JLL amended and restated its credit agreement to add Jamieson Health Products USA Ltd. (collectively with JLL the “Borrowers”) as a co-borrower and to provide a secured revolving facility of \$275,000 (including a \$10,000 swingline facility) with the option to increase the revolving facility by \$200,000 (collectively, the “Credit Facilities”). The Credit Facilities mature on September 27, 2024 with the outstanding principal repayable in full on this date.

The table below illustrates the drawings and repayments applied against the Credit Facilities.

	<b>Three months ended March 31,</b>	
	<b>2021</b>	2020
	\$	\$
<u>Credit Facilities</u>		
<i>Drawings</i>	<b>21,789</b>	20,635
<i>Repayments</i>	<b>(1,789)</b>	(12,448)
	<b>20,000</b>	8,187

As at March 31, 2021, the weighted average interest rate on the Credit Facilities was 2.8% (2020 - 4.1%).

The Credit Facilities are collateralized by security agreements and first charges over the assets including property, plant and equipment and intellectual property of the Borrowers and certain other subsidiaries of JLL, subject to permitted liens.

Under the terms of the Credit Facilities, the Borrowers are subject to restrictive covenants and must maintain an interest coverage ratio of not less than 3.00:1.00 and a leverage ratio not greater than 4.00:1.00. The Borrowers are in compliance with all covenants as at the date of the Interim Financial Statements.

**Jamieson Wellness Inc.**  
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**6. Share capital and redeemable preferred shares**

	Common Shares	
	#	\$
<b>As at December 31, 2020</b>	<b>39,872,912</b>	<b>255,795</b>
Exercise of stock options	105,962	2,370
Employee stock purchase plan	3,887	132
<b>As at March 31, 2021</b>	<b>39,982,761</b>	<b>258,297</b>

  

	Common Shares	
	#	\$
As at December 31, 2019	38,989,942	243,224
Exercise of stock options	274,188	1,890
Employee stock purchase plan	5,274	125
As at March 31, 2020	39,269,404	245,239

As at March 31, 2021 and 2020, the authorized share capital consisted of:

- Unlimited number of Common Shares with no par value. The holders of Common Shares are entitled to receive dividends as declared from time to time, and are entitled to one vote per share at meetings of the Company.
- Unlimited number of Preference Shares, issuable in series.

**7. Share-based compensation**

Senior employees and directors' plan

The Company has an equity-based compensation plan providing for the issuance of securities under which the grants will be made by the Company. Under the long-term incentive plan, the Board of Directors, at its discretion may grant share options, restricted shares, restricted share units in the form of time-based restricted share units ("RSUs") or performance-based share units ("PSUs"), deferred share units ("DSUs"), and stock appreciation rights. The awards are settled in Common Shares with a cash settlement alternative available to the Company.

A summary of the status of the Company's outstanding share-based awards and changes during the three-month period ended March 31, 2021 and year ended December 31, 2020 is presented below:

	March 31, 2021				December 31, 2020			
	Options (number of shares)	PSUs (number of shares)	RSUs (number of shares)	DSUs (number of shares)	Options (number of shares)	PSUs (number of shares)	RSUs (number of shares)	DSUs (number of shares)
Outstanding awards, beginning of period	2,546,553	256,894	9,000	-	2,919,776	187,903	18,000	-
Granted	450,146	39,909	-	16,032	515,862	68,991	-	-
Exercised	(105,962)	-	-	-	(858,301)	-	(9,000)	-
Forfeited	-	-	-	-	(30,784)	-	-	-
Outstanding awards, end of period	<u>2,890,737</u>	<u>296,803</u>	<u>9,000</u>	<u>16,032</u>	<u>2,546,553</u>	<u>256,894</u>	<u>9,000</u>	<u>-</u>
Awards exercisable, end of period	1,380,198	-	-	-	1,274,953	-	-	-

The Company's share-based compensation expense for the three months ended March 31, 2021 is \$2,602 (2020 - \$1,265), of which \$2,494 (2020 - \$1,143) is classified as contributed surplus in the Company's consolidated financial statements and \$108 (2020 - \$122) is related to employment taxes paid on exercise of options. In the current period, the Company accelerated \$1,498 of share-based compensation expense in relation to the Company's CEO transition.

**Jamieson Wellness Inc.**  
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**8. Interest expense and other financing costs**

	<u>Three months ended March 31,</u>	
	<u>2021</u>	<u>2020</u>
	<u>\$</u>	<u>\$</u>
Interest on debt and borrowings	<b>1,181</b>	1,793
Interest on lease liabilities	<b>234</b>	135
	<u><b>1,415</b></u>	<u>1,928</u>

**9. Financial instruments and risk management activities**

Financial instruments

*Fair value measurement*

All derivative instruments have been classified as Level 2 in the fair value hierarchy.

The fair values and notional amounts of derivative financial instruments shown below are as at:

	<u>March 31, 2021</u>				<u>December 31, 2020</u>			
	<u>Notional</u>	<u>Notional</u>	<u>Fair Value</u>		<u>Notional</u>	<u>Notional</u>	<u>Fair Value</u>	
	<u>Amount</u>	<u>Amount</u>	<u>Asset</u>	<u>Liability</u>	<u>Amount</u>	<u>Amount</u>	<u>Asset</u>	<u>Liability</u>
	<u>\$CAD</u>	<u>\$USD</u>	<u>\$</u>	<u>\$</u>	<u>\$CAD</u>	<u>\$USD</u>	<u>\$</u>	<u>\$</u>
Foreign currency forward contract designated as hedging instruments (forecast purchases)	-	<b>102,000</b>	-	<b>(7,720)</b>	-	117,000	-	(6,811)
Interest rate swaps designated as hedging instruments	<b>130,000</b>	-	<b>66</b>	-	140,000	-	-	(1,420)
	<u><b>130,000</b></u>	<u><b>102,000</b></u>	<u><b>66</b></u>	<u><b>(7,720)</b></u>	<u>140,000</u>	<u>117,000</u>	<u>-</u>	<u>(8,231)</u>

On June 5, 2020, the Company entered into an interest rate swap with an effective date of October 1, 2020 to September 27, 2024 with a notional principal of \$140,000 and an annual amortization of \$10,000 on the first business day of each year. The notional principal of the interest rate swap is \$130,000 as at the end of this reporting period. The interest rate swap is a derivative measured at fair value and meets hedge accounting requirements.

The carrying values of financial assets and liabilities measured at amortized cost (excluding long-term debt) approximate their fair values due to their short-term nature.

The carrying value of long-term debt as at March 31, 2021 and December 31, 2020 approximates its fair value. The fair value of the Company's long-term debt was estimated based on discounted future cash flows using current rates for similar financial instruments subject to similar risks and maturities. The fair value of long-term debt is considered a Level 2 fair value measurement.

For the three-month period March 31, 2021 there were no transfers between levels.

Financial instrument risk management objectives and policies

The Company is exposed to credit risk, market risk and liquidity risk. The Company's senior management oversees the management of these risks. The Company's financial instruments and policies for managing these risks are detailed below.

**Jamieson Wellness Inc.**  
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Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations, resulting in financial loss to the Company. The Company is exposed to credit risk from its customers (primarily related to trade accounts receivable) in the normal course of business. The Company has adopted a policy of only dealing with creditworthy counterparties. To mitigate this risk, the Company carries out regular credit evaluations and purchases credit insurance for international customers, where appropriate, as a means of mitigating the risk of financial loss from defaults.

The Company is also exposed to counterparty credit risk inherent in its financing activities, trade receivable insurance, foreign currency derivatives and interest rate derivatives. The Company has assessed these risks as minimal.

Market risk

*Foreign exchange risk*

Foreign exchange risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's exposure to the risk of changes in foreign exchange rates relates primarily from transactions in U.S. dollars such as a portion of trade accounts payable, trade accounts receivable and cash.

The Company uses foreign exchange forward contracts to manage foreign exchange transaction exposure. As of March 31, 2021, \$135,897 (December 31, 2020 - \$156,124) of anticipated foreign currency denominated purchases have been hedged with underlying foreign exchange forward contracts settling at various dates in the 21 months proceeding the unaudited condensed consolidated interim statement of financial position date.

*Interest rate risk*

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's accounts receivable and accounts payable are non-interest bearing. The Company's exposure to the risk of changes in market interest rates arises from long-term debt obligations issued at fixed rates that create fair value interest rate risk and variable rate borrowings that create cash flow interest rate risk.

The Company manages its interest rate risk by having a balanced portfolio of fixed and variable rate loans and borrowings. To further reduce the long-term interest rate exposure and gain predictability over future cash flows, the Company uses interest rate swaps, in which it agrees to exchange, at specified intervals, the difference between fixed and variable rate interest amounts calculated by reference to an agreed-upon notional principal amount.

With all other variables held constant, the sensitivity to a reasonably possible change in interest rates on floating rate borrowings of the Company would have the following impact to net income before taxes:

	<b>Increase/ decrease in basis points</b>	<b>Effect on profit before tax</b>
	+/-	\$
<b>Three months ended March 31, 2021</b>	<b>100</b>	<b>99</b>
Three months ended March 31, 2020	100	440

**Jamieson Wellness Inc.**  
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Changes in market interest rates cause the fair value of long-term debt with fixed interest rates to fluctuate but do not affect net income, as the Company's debt is carried at amortized cost and the carrying value does not change as interest rates change.

*Commodity price risk*

The Company is exposed to price risk related to purchases of certain commodities used as raw materials. The Company may use fixed price contracts with suppliers to mitigate commodity price risk. Concentration in any one raw material is not significant to the Company.

Liquidity risk

Liquidity risk is the risk the Company will not be able to meet its financial obligations associated with financial liabilities. The Company is exposed to this risk mainly in respect of its accounts payable and accrued liabilities, various long-term debt agreements, obligations under its post-retirement benefits plan and lease commitments. The Company manages its liquidity risk through continuous monitoring of its forecast and actual cash flows and through the management of its capital structure. The Company continually revises its available liquid resources as compared to the timing of the payment of liabilities to manage its liquidity risk.

As at March 31, 2021, the Company had \$114,708 in cash and available revolving and swingline facilities.

The contractual undiscounted principal cash flows payable in respect of financial liabilities as at the date of these Interim Financial Statements, were as follows:

As at	<b>March 31, 2021</b>	December 31, 2020
	<u>\$</u>	<u>\$</u>
Amounts payable in more than 12 months	<b>197,373</b>	178,377
Amounts payable in less than 12 months	<b>79,456</b>	77,089
	<b>276,829</b>	255,466

Impact of COVID-19

The COVID-19 pandemic continued to impact businesses globally throughout the first quarter of 2021. While efforts are being taken to minimize the spread of COVID-19 through government mandated shutdowns, restrictions on social gatherings, and the rollout of vaccines, there is a continuing risk that COVID-19 and variants of concern may impact the Company's results of operations or financial condition. Any prolonged retail or manufacturing closures could impact the Company's ability to service its customers and consumers. An outbreak within the Company's operating facilities could result in absenteeism or a plant closure for an extended duration. The Company's suppliers may experience a business disruption which could impact the supply of raw materials or components required for production. Limitations on transportation or border closures may result in shipment delays from the Company's suppliers or to its customers.

The Company has implemented and continues to refine its safety protocols to ensure the health and wellness of its employees and business partners. The Company's safety measures include the use of personal protective equipment, physical distancing initiatives and shift gaps to avoid congestion during production changeovers to reduce risk within its operating facilities. The Company established shift premiums for its essential hourly staff who maintain production during government mandated measures. Business practices and policies have been updated such that non-essential travel for business is discouraged and to prioritize work-from-home to conduct business where possible. As a result of the policies and procedures implemented, the Company's operations to date have been largely uninterrupted by the COVID-19 pandemic.

# **Jamieson Wellness Inc.**

## **Notes to the Unaudited Condensed Consolidated Interim Financial Statements**

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As a result of COVID-19, consumers have continued to prioritize their health and wellness which has resulted in higher demand for both immunity and general health supplements. In response to the demand, the Company secured additional and alternative sources of raw materials to ensure continuity of supply. The Company utilized its network of third-party manufacturing partners and invested in capital to expand its internal operating capacity.

The duration and impact of the COVID-19 pandemic is unknown. This includes the rate and manner in which vaccines are distributed, as well as the evolving impact of existing variants of concern and any future COVID-19 variants and strains. The Company's ability to continue to adapt to the changing environment may materially affect its business. The Company has not benefited from nor applied for any government financial aid or relief fund relating to the COVID-19 pandemic.

#### Capital

The Company's objective is to maintain a cost-effective capital structure that supports its long-term growth strategy, supports the business and maximizes shareholder value. The Company typically uses leverage in its capital structure to reduce the cost of capital. The Company's goal is to maintain its primary credit ratios and leverage at levels that are designed to provide continued access to investment-grade credit pricing and terms.

The Company measures its credit profile using a number of metrics, some of which are non-IFRS measures, primarily cash, less long-term debt and bank indebtedness ("net cash (debt)") to earnings before interest, income taxes, depreciation, amortization, restructuring and other related costs, and interest coverage. Additionally, the Company maintains a cash flow reserve to service obligations as they come due.

In addition to credit facilities and equity, the Company uses leases as additional sources of financing.

There have been no material changes to the Company's risk management activities since the inception of the Company's operations.

#### **10. Segment information**

The Company has two reportable operating segments with all material operations carried out in Canada:

- The Jamieson Brands segment's principal activity is the manufacturing, distribution and marketing of branded natural health products including vitamins, minerals and supplements; and
- The Strategic Partners segment's principal activity is providing contract manufacturing services to consumer health companies and retailers worldwide.

The Company's chief operating decision maker evaluates segment performance on the basis of earnings from operations, as reported to internal management, on a periodic basis.

Inter-segment revenues and expenses are eliminated upon consolidation and relate mainly to sales from the Strategic Partners segment to the Jamieson Brands segment.

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	<u>For the three month period ended March 31, 2021</u>		
	<u>Jamieson Brands</u>	<u>Strategic Partners</u>	<u>Total</u>
	\$	\$	\$
Revenue	<u>75,895</u>	<u>22,375</u>	<u>98,270</u>
Earnings from operations	<u>9,175</u>	<u>1,345</u>	<u>10,520</u>
Foreign exchange loss			<u>16</u>
Interest expense and other financing costs			<u>1,415</u>
Provision for income taxes			<u>2,953</u>
Net income			<u>6,136</u>

	<u>For the three month period ended March 31, 2020</u>		
	<u>Jamieson Brands</u>	<u>Strategic Partners</u>	<u>Total</u>
	\$	\$	\$
Revenue	<u>69,794</u>	<u>14,729</u>	<u>84,523</u>
Earnings from operations	<u>11,954</u>	<u>405</u>	<u>12,359</u>
Foreign exchange gain			<u>(749)</u>
Interest expense and other financing costs			<u>1,928</u>
Provision for income taxes			<u>3,169</u>
Net income			<u>8,011</u>

Share-based compensation is allocated to the Jamieson Brands operating segment.

**11. Revenue from contracts with customers**

The following table sets forth the disaggregation of the Company's revenue from contracts with customers in the Jamieson Brands operating segment:

	<u>Three months ended March 31,</u>	
	<u>2021</u>	<u>2020</u>
	\$	\$
Domestic sales	<u>64,007</u>	62,136
International sales	<u>11,888</u>	7,658
Total revenue from contracts with customers	<u>75,895</u>	69,794

**12. Income per share**

Basic income per share amounts are calculated by dividing the net income attributable to common shareholders of the Company by the weighted average number of shares outstanding during the period.

Diluted income per share amounts are calculated by dividing the net income attributable to common shareholders of the Company by the weighted average number of shares outstanding during the period, adjusted for the effects of potentially dilutive preferred shares, share options, PSUs, RSUs and DSUs.

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The following table sets forth the calculation of basic and diluted income per share:

Three months ended March 31,	2021			2020		
	Net income available to common shareholders	Weighted average number of shares	EPS \$	Net income available to common shareholders	Weighted average number of shares	EPS \$
<i>Basic</i>						
Continuing operations	6,136	39,889,792	0.15	8,011	39,099,112	0.20
<i>Diluted</i>						
Continuing operations	6,136	41,507,592	0.15	8,011	40,028,774	0.20