



2020 Year End Report to Shareholders

In 2020 we saw a very similar result to 2019. Similar revenues and similar costs resulting in very similar bottom line financial results.

We had a similar strategy of cost control since we really didn't know how our industry would do in the COVID 19 pandemic.

We took the cost control one more step by moving out of our office in Enterprise square and moved to totally work from home. Our main address is now the PO Box you see as our letterhead in this report. We have found some small disadvantages not having a physical address – mostly just the impression it leaves with outsiders.

It turned out that many of our academic clients were not able to access their labs on a daily basis so weren't able to use the software they have from us in their university offices. We then offered them complimentary extra licenses to use the software in their home offices. This was a real hit with our clients and appreciated by them.

In 2020 we saw another increase in our usage by metabolomics researchers world-wide as indicated by the number of papers and publications we cite on our web site. We identified over 600 papers that have referenced Chenomx during 2020 alone.

We continued to restrict our support of scientific conferences to promote our software in 2020. Conferences were cancelled and virtual conferences were not yet too common. Later in 2020 and certainly in 2021 we are seeing a lot of virtual conferences and as we are writing this report we are also planning to support a number of them in the next few months.

Indications are that 2021 will have similar results to 2019 and 2020. We had slow sales through March of 2021 and have been profitable on a monthly basis since then. Just recently we released a new version of the software which has been well received by our client base.

Thank you for your ongoing support and we will continue to work to add value to the company with the continuing goal of realizing shareholder value in the future.

We would be pleased to hear from you at our AGM this year and answer any further questions you might have.

A handwritten signature in blue ink, appearing to read "Neil Taylor", written over a horizontal line.

Neil Taylor
President and CEO
Chenomx Inc.

September 1, 2021