

Fresh Traffic Group Inc.  
Form 10-K  
December 13, 2010

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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

Form 10-K

(Mark One)

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended August 31, 2010

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

000-53703  
Commission File Number

FRESH TRAFFIC GROUP INC.  
(Exact name of registrant as specified in its charter)

Nevada  
(State or other jurisdiction of incorporation or organization)

98-0531819  
(I.R.S. Employer Identification No.)

201 Portage Avenue Suite 1680, Winnipeg MB,  
Canada  
(Address of principal executive offices)

R3B 3K6  
(Zip Code)

(204) 942-4200  
(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Exchange Act:

Title of each class	Name of each exchange on which registered
n/a	n/a

Securities registered pursuant to Section 12(g) of the Exchange Act:

Title of class  
Common Stock, \$0.001 par value

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.

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Yes[ ] No[X]

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Act.

Yes[ ] No[X]  
]

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes[X] No[ ]

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Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes[ ] No[ ]

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (§229.405 of this chapter) is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Yes[ ] No[X]

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer [ ] Accelerated filer [ ]

Non-accelerated filer [ ] Smaller reporting company [X]  
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes[ ] No[X]

The aggregate market value of common stock held by non-affiliates of the registrant, computed by reference to the price at which the common equity was last sold being \$0.65 on the last trading day of the second quarter, was approximately \$16,965,000 as of February 28, 2010 (the last business day of the registrant's most recently completed second quarter), assuming solely for the purpose of this calculation that all directors, officers and more than 10% stockholders of the registrant are affiliates. The determination of affiliate status for this purpose is not necessarily conclusive for any other purpose.

APPLICABLE ONLY TO REGISTRANTS INVOLVED IN BANKRUPTCY  
PROCEEDINGS DURING THE PAST 5 YEARS:

Indicate by check whether the issuer has filed all documents and reports required to be filed by Section 12, 13, or 15(d) of the Securities Exchange Act of 1934 subsequent to the distribution of securities under a plan confirmed by a court.

Yes[ ] No[ ]

APPLICABLE ONLY TO CORPORATE REGISTRANTS

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date.

35,600,000 common shares outstanding as of December 10, 2010

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DOCUMENTS INCORPORATED BY REFERENCE

List hereunder the following documents if incorporated by reference and the Part of the Form 10-K (e.g. Part I, Part II, etc.) into which the document is incorporated: (1) Any annual report to security holders; (2) Any proxy or information statement; and (3) Any prospectus filed pursuant to Rule 424(b) or (c) of the Securities Act of 1933. The listed documents should be clearly described for identification purposes.

none

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PART I

ITEM 1. BUSINESS

The statements contained in this Annual Report on Form 10-K for the fiscal year ended August 31, 2010, that are not purely historical statements are forward-looking statements within the meaning of Section 21E of the Securities and Exchange Act of 1934, including statements regarding the Company's expectations, beliefs, hopes, intentions or strategies regarding the future. These forward-looking statements involve risks and uncertainties. Our actual results may differ from those indicated in the forward-looking statements. Please see "Forward-Looking Statements" under Item 7 of this Annual Report and the factors and risks discussed in other reports filed from time to time with the Securities and Exchange Commission.

General Development of Business

Fresh Traffic Group Inc. (formerly Estate Coffee Holdings Corp. (formerly Slap, Inc.)) (the "Company", "Fresh", "we", "our" or "us") was incorporated on March 19, 2007, in the State of Nevada as an oil and gas exploration company. The Company drilled an initial well on its oil and gas leases which was deemed a dry hole. The Company has divested these oil and gas operations as no revenue was expected to be generated from those operations in the immediate future.

On November 2, 2009, the Company filed with the State of Nevada a forward split of its authorized and issued shares of common stock on the basis of nine shares for each one share authorized and issued. The record date for the distribution to stockholders was November 2, 2009 and the effective date for the distribution to stockholders was November 9, 2009. Upon completion of the forward split the authorized shares were increased to 675,000,000 common shares.

On January 10, 2010, the Company entered into a formal agreement (the "Agreement") with the 100% owners of Estate Coffee Holdings Ltd. ("ECH"), a private company incorporated pursuant to the laws of the State of Maryland whereby the Company agreed to acquire all of the issued and outstanding shares of ECH in exchange for the issuance of 900,000 restricted shares of the Company to Sean Tan, ECH's primary creditor, in settlement of a promissory note between ECH and Mr. Tan. ECH had previously acquired 20% of the shares of DTS8 Holdings Co. Ltd. ("DTS8"), a Hong Kong company which owns a Wholly Owned Foreign Entity in the Republic of China from which it conducts its operations, from Mr. Tan in exchange for a promissory note in the amount of \$60,000 plus interest at the rate of 6% per annum. DTS8 is a coffee roasting operation located in Mainland China. Pursuant to the Agreement ECH became a wholly owned subsidiary of the Company. The shares were issued to Mr. Tan on January 21, 2010, the closing date of the transaction.

On February 8, 2010 the Company changed its name from SLAP, Inc. to Estate Coffee Holdings Corp. to reflect the initiative to operate in the coffee business. It is under ECH, a wholly owned subsidiary of the Company, that we will undertake the majority of the business activities in the coffee industry.

During June, 2010, upon receipt of final documentation with respect to the transaction noted above, the Company discovered that DTS8 had not perfected the transaction with the regulatory authorities in Hong Kong, and further, that the ownership structure of the assets acquired by DTS8 included a second company incorporated in China, the records for which were not able to be obtained by the Company for review. As a result, the Company, ECH, Sean Tan and DTS8 agreed to cancel the transaction effective May 31, 2010 and all shares issued in respect of the transaction were canceled and returned to treasury. ECH remains a wholly owned subsidiary of the Company and continues to

operate in the coffee business.

The Company currently has minimal operations in the coffee industry consisting primarily of internet sales of coffee direct to the consumer. On January 29, 2010, the Company negotiated and entered into a global distribution agreement with Coffee Solutions Ltd. (“CSL”) whereby the Company was granted the rights to market and distribute CSL roasted Jamaica Blue Mountain Coffee. The distribution agreement is temporarily on hold while ECH completes the acquisition of the trademark and license agreement from the Coffee Industry Board. The Company may assign this agreement to its wholly-owned subsidiary, ECH in the future.

On October 20, 2010, the Company, Fresh Traffic Group Corp., a private Manitoba company (“Fresh”), and Jeremy Booth, Kim Lewis and Dmytro Hrytsenko (collectively the “Fresh Shareholders”) entered into a Share Exchange Agreement (the “Agreement”). The Agreement provided for: (a) for the purchase by the Company of all of the issued and outstanding shares of Fresh owned by the Fresh Shareholders in exchange for the issuance of 8,000,000 shares of the common stock of the Company and (b) the settlement of a total of \$71,973 of debt on the balance sheet of Fresh by way of the issuance of up to 2,600,000 shares of common stock of the Company. As a result of this agreement, on October 20, 2010, the Company changed its name from Estate Coffee Holdings Corp. to Fresh Traffic Group Inc., as Fresh Traffic Group Corp. has revenues and will be the primary operating subsidiary of the Company until such time as the coffee business is further developed.

On October 26, 2010, the Company completed a closing (the “Closing”) of the Agreement, by the issuance of 8,000,000 shares of the common stock of the Company to the Fresh Shareholders, in exchange for all of the issued and outstanding shares of Fresh, as held by the Fresh Shareholders. Furthermore, as part of a debt settlement arrangement included as part of the Agreement, a total of 2,400,000 shares of common stock of the Company were issued to settle CDN\$71,973 (US\$ 70,152) of debt on the balance sheet of Fresh.

#### Principal Products and Services and their Markets

We provide the following services:

- Search Engine Optimization (“SEO”)
  - Online Marketing
  - Web Design
- CRM (Customer Relationship Management) optimization
  - Campaign Management
  - Analytics & Web Hosting
  - iPhone & iPad Apps
  - Video Services
  - Social Media Platforms
  - Software Development; and
- E-commerce Platform Development

#### Pricing

Due to the customized nature of our core business and history of experience relative to the industry players in general, our pricing would be considered between medium to high when comparing to competitive SEO offerings. Fresh focuses on delivering results demanded by their clients’ unique needs. Consideration is given to all aspects of the customer’s goals in SEO, Search Engine Marketing (“SEM”), Pay per Click (“PPC”); as well as the online activities of their competitors. We then tailor a comprehensive program suited to the client’s requests. There is no boiler plate approach in our efforts; in fact the opposite is true. Each client has a niche offering and we specialize in generating positive results and ROI by focusing our online marketing efforts to one company per niche market segment and then understanding how to position our clients as leaders within this segment. We are very competitive for our web design and hosting services, again delivering a customized product to our clients based on their needs. Ongoing advisory services are generally included in all contracts.

We normally enter into one year contracts for online branding and marketing services with our customers. The agreements specify the desired branding and target market the client wants to penetrate. Our customers pay in advance for services rendered on a monthly basis.



Web design, hosting, graphic works, apps and all other services are one of a kind as per the client's request. These services are all individually quoted on, and once terms have been agreed upon a retainer is paid and progress payments are made based on contract terms.

#### Distribution Methods of the Products

We provide services through our website and also through our three office locations in Winnipeg, Manitoba, Toronto, Ontario, and Vancouver, British Columbia, Canada.

#### Status of any Publicly Announced New Product

Through the end of the fiscal year covered by this report, the Company did not announce any new product or service.

#### Competitive Business Conditions and Our Competitive Position in the Industry and Methods of Competition

We operate in a highly competitive and changing environment. We principally compete with other companies which offer services in the following areas:

- sales to advertisers of pay-per-click services;
- aggregation or optimization of online advertising for distribution through search engines, product shopping engines, directories, Web sites or other outlets;
- provision of local and vertical Web sites containing information and user feedback designed to attract users and help consumers make better, more informed local decisions, while providing targeted advertising inventory for advertisers;
- local search sales and marketing services;
- services and outsourcing of technologies that allow customers to manage their campaigns across multiple networks and track the success of these campaigns;

Some of our competitors, as well as potential entrants into our market, may be better positioned to succeed in this market. They may have:

- longer operating histories;
- more management experience;
- an employee base with more extensive experience;
  - better geographic coverage;
  - larger customer bases;
  - greater brand recognition; and
- significantly greater financial, marketing and other resources

Currently, and in the future, as the use of the Internet and other online services increases, there will likely be larger, more well-established and well-financed entities that acquire companies and/or invest in or form joint ventures in categories or countries of interest to us, all of which could adversely impact our business. Any of these trends could increase competition and reduce the demand for any of our services.

The online local paid-search market is intensely competitive. Our competitors include the major search engines as well as online directories and city guides. Non-paid search engines are beginning to offer paid-search services, and we believe that additional companies will enter into the local search advertising market. We believe that the principal competitive factors in our market are network size, revenue sharing agreements, services, convenience, accessibility, customer service, quality of search tools, quality of editorial review and reliability and speed of fulfillment of search results and ad listings across the Internet infrastructure.

We also compete with other online advertising services as well as traditional offline media such as television, radio and print, for a share of businesses' total advertising budgets. Nearly all of our competitors have longer operating histories, larger customer bases, greater brand recognition and significantly greater financial, marketing and other resources than we do. Our competitors may secure more favorable revenue sharing agreements with network distributors, devote greater resources to marketing and promotional campaigns, adopt more aggressive growth strategies and devote substantially more resources to website and systems development than we do.

The search industry has experienced consolidation, including the acquisitions of companies offering local paid-search services. Industry consolidation may result in larger, more established and well-financed competitors with a greater

focus on local search services. If this trend continues, we may not be able to compete in the local search market and our financial results may suffer.

#### Sources and Availability of Raw Materials and Names of Principal Suppliers

The only supplier of services to the Company is their internet service provider and the principal provider is MTS Advanced Ltd. However, the Company also uses Shaw Business Services.

#### Dependence on One or a Few Major Customers

We have a diverse client base, and are not reliant on any one/few major customers.

#### Patents, Trademarks, Licenses, Franchises, Concessions, Royalty Agreements or Labor Contracts, including Duration

We do not have any royalty agreements or labor contracts.

#### Need for Any Government Approval of Principal Products or Services

We do not require any specific governmental approval in order to conduct our business.

#### Effect of Existing or Probably Government Regulations on our Business

We do not anticipate government regulations specific to our business.

#### Research and Development Activities and Costs

We believe in the importance of continuous research and development, as new product design and development is more often than not a crucial factor in the survival of any company. In an industry that is changing rapidly, we must continually revise the design and range of products. This is necessary due to continuous technology change and development as well as other competitors and the changing preference of customers.

We bear the costs of R&D as part of our overhead.

#### Costs and Effects of Compliance with Environmental Law

We are not required to comply with any environmental laws that are particular to our business operations. We are subject to typical monitoring and investigation protocols applicable to all businesses.

#### Employees

Fresh currently has 3 executive personnel and 3 commissioned sales people. An additional 30 individuals are responsible for IT, website design and development, programming and social media. Part time or third party services are engaged as required on a contract basis.

#### Additional information

You may read and copy any materials that we file with the SEC at the SEC's Public Reference Room at 100 F Street, N.E., Washington, D.C. 20549. You may also find all of the reports or registration statements that we have previously filed electronically with the SEC at its Internet site at [www.sec.gov](http://www.sec.gov). Please call the SEC at 1-202-551-8090 for further information on this or other Public Reference Rooms. Our SEC reports and registration statements are also available from commercial document retrieval services, such as CCH Washington Service Bureau, whose telephone number is 1-800-955-0219.

ITEM 1A. RISK FACTORS

The Company is a smaller reporting company and is not required to provide this information.

ITEM 1B. UNRESOLVED STAFF COMMENTS

The Company is a smaller reporting company and is not required to provide this information.

ITEM 2. PROPERTIES

Fresh Traffic Group Inc. has no properties and at this time has no agreements to acquire any properties.

The Company currently operates from executive office space in Winnipeg, Manitoba, Canada for which they pay a rental of \$6,423.56(CDN) per month. We believe that the foregoing arrangements are sufficient for our current operational needs.

ITEM 3. LEGAL PROCEEDINGS

The Company is not a party to any legal proceedings and is not aware of any pending legal proceedings as of the date of this Form 10-K.

ITEM 4. REMOVED AND RESERVED

## PART II

## ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES

## Market Price of and Dividends on the Registrant's Common Equity and Related Stockholder Matters

## Market Information

The Company's common stock is currently quoted on the Over-the-Counter Bulletin Board (OTC/BB) under the trading symbol "FRTG" and received approval for quotation on July 15, 2009. Following is a report of high and low bid pricing from August 13, 2009 when the first bid was entered on the Company's stock.

Quarter	High (\$)	Low (\$)
4th Quarter ended 8/31/2010	0.30	0.09
3rd Quarter ended 5/31/2010	0.80	0.30
2nd Quarter ended 2/28/2010	0.70	0.07
1st Quarter ended 11/30/2009	0.0167	0.0167
4th Quarter ended 8/31/2009	0.0167	0.0167
3rd Quarter ended 5/31/2009	N/A	N/A
2nd Quarter ended 2/28/2009	N/A	N/A
1st Quarter ended 11/30/2008	N/A	N/A

The above information was provided by Pink Sheets. The quotations provided may reflect inter-dealer prices, without retail mark-up, mark-down or commission and may not represent actual transactions.

## Holders

As of December 10, 2010, there were 45 record holders of the Company's common stock.

## Dividends

We have never declared or paid dividends on our common stock. We intend to retain earnings, if any, to support the development of our business and therefore do not anticipate paying cash dividends for the foreseeable future. Payment of future dividends, if any, will be at the discretion of our board of directors after taking into account various factors, including current financial condition, operating results and current and anticipated cash needs.

## Recent Sales of Unregistered Securities; Use of Proceeds from Registered Securities

## Recent Sales of Unregistered Securities:

There were no unregistered securities to report which were sold or issued by the Company without the registration of these securities under the Securities Act of 1933 in reliance on exemptions from such registration requirements, within the period covered by this report, which have not been previously included in a Quarterly Report on Form 10-Q or a Current Report on Form 8-K.

## ITEM 6. SELECTED FINANCIAL DATA

The Company is a smaller reporting company and is not required to provide this information.





## ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### Forward Looking Statements

This current report contains forward-looking statements relating to future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology such as "may", "should", "intends", "expects", "plans", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" or the negative of these terms or other comparable terminology. These statements are only predictions and involve known and unknown risks, uncertainties and other factors which may cause our or our industry's actual results, levels of activity or performance to be materially different from any future results, levels of activity or performance expressed or implied by these forward-looking statements.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity or performance. You should not place undue reliance on these statements, which speak only as of the date that they were made. These cautionary statements should be considered with any written or oral forward-looking statements that we may issue in the future. Except as required by applicable law, including the securities laws of the United States, we do not intend to update any of the forward-looking statements to conform these statements to actual results, later events or circumstances or to reflect the occurrence of unanticipated events.

The development of new pharmaceuticals is strongly influenced by a country's regulatory environment. The drug approval process in Canada is regulated by Health Canada. In the United States, the primary regulatory body is the FDA. Similar processes are conducted in other countries by equivalent regulatory bodies. Regulations in each jurisdiction require the licensing of manufacturing facilities and mandate strict research and product testing standards. Companies must establish the safety and efficacy of their products, comply with Good Manufacturing Practices and submit marketing materials before being allowed to market pharmaceutical products. While the Company plans to pursue or support the pursuit of the approval of its product, success in acquiring regulatory approval for any product is not assured.

In order to market its pharmaceutical product in Canada, the United States, Europe and other jurisdictions, a company must successfully meet the requirements of those jurisdictions. The requirements of the Appropriate Regulatory Authority will generally include the following stages as part of the regulatory process:

***Pre-Pharmacological Studies*** Pre-Pharmacological studies involve extensive testing on laboratory animals to determine if a potential therapeutic product has utility in an *in vivo* disease model and has any adverse toxicology in a disease model.

***Investigational New Drug Application*** An Investigational New Drug ( IND ) Submission, or the equivalent, must be submitted to the appropriate regulatory authority prior to conducting Pharmacological Studies.

***Pharmacological Studies*** (or Phase I Clinical Trials) Pharmacological studies are designed to assess the potential harmful or other side effects that an individual receiving the therapeutic compound may experience. These studies, usually short in duration, are often conducted with healthy volunteers or actual patients and use up to the maximum expected therapeutic dose.

***Therapeutic Studies*** (or Phase II and III Clinical Trials) Therapeutic studies are designed primarily to determine the appropriate manner for administering a drug to produce a preventive action or a significant beneficial effect against a disease process. These studies are conducted using actual patients with the condition that the therapeutic is designed to remedy.

Prior to initiating these studies, the organization sponsoring the program is required to satisfy a number of requirements via the submission of documentation to support the approval for a clinical trial.

***New Drug Submission*** After all three phases of a clinical trial have been completed, the results are submitted with the original IND Submission to the appropriate regulatory authority for marketing approval. Once marketing approval is granted, the product is approved for commercial sales.

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### **Market and Competition**

According to estimates for 2002 from the American Cancer Society, 1.28 million Americans are expected to be diagnosed with cancer in the year, and 555,500 Americans are forecast to die of cancer. In the United States cancer accounts for 25% of all deaths, second only to cardiovascular disease. In the United States, the relative lifetime risk of a male developing cancer is 1 in 2, while for women, this risk is 1 in 3.

The costs of this disease state are also significant. In the United States, the National Institute of Health estimates that the overall annual costs for cancer are \$107 billion. Of this figure, \$37 billion can be attributed to direct patient costs.

It has been estimated that approximately 30% of all tumors are a result of activating mutations of Ras itself. Since Ras can be activated by mechanisms other than direct mutations it is believed that the number of tumors with activated Ras (either through direct activating mutation or mutation or over-expression of elements upstream of Ras) is approximately two thirds.

The Company is aware of large pharmaceutical companies developing small molecule programs for the development of therapeutics to treat Ras mediated tumors. In addition, there are numerous companies, both big and small, that are working in the field of cancer therapeutics including some companies developing other oncolytic viruses. See *Risk Factors* .

### **Product Marketing Strategy**

The markets for the cancer product being developed by the Company may be large and could require substantial sales and marketing capability. Before or upon successful completion of the development of a cancer product, the Company intends to enter into one or more strategic partnerships or other collaborative arrangements with a pharmaceutical company or other company with marketing and distribution expertise to address this need. If necessary, the Company will establish arrangements with various partners for different geographical areas or specific applications. The Company's management and consultants have relevant experience with the partnering process.

### **Third Party Advisor, Collaborators and Scientific Advisory Board**

On July 30, 2003, the Company announced a research collaboration with Dr. Ramon Alemany of the Institut Catala d Oncologia, Barcelona, Spain to develop modified adenoviruses that are selective for Ras mediated cancers. The research has the potential to add a new generation of viruses that could be designed to be selective for Ras mediated tumors.

Pursuant to the Research Contract with the Governors of the University of Calgary, the Company paid to the University of Calgary an aggregate sum of \$102,000 over a twelve month period, to perform research for the REOLYSIN® project commencing August 31, 1999. This contract was extended for an additional 12 months, but was not renewed beyond August 2001. Under the contract, the research was under the direction and supervision of Dr. Patrick Lee. Work to be conducted in Dr. Lee's laboratory included dose response studies, studies of alternate routes of administration, and work to further enable patent claims.

During 2001 and 2002, and in connection with the progress from pre-clinical research to the present clinical trial program, the Company broadened its advisor base. In addition to receiving assistance from Dr. Don Morris and Dr. Peter Forsyth, the Principal Investigators responsible for the prostate and brain tumour clinical trials respectively, the Company engaged Dr. George Gill and Dr. Alan Tuchman to apply their expertise in their respective fields of clinical and regulatory affairs and neurology as the Company progresses its clinical trial program for

gliomas into the United States. The Company is at various stages

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of discussion with other advisors and collaborators, who are expected to provide assistance in addressing clinical trial and regulatory issues as the development program of the Company progresses.

On September 15, 2003, the Company announced the formation of a Scientific Advisory Board to provide the Company with additional scientific and clinical guidance on the development of REOLYSIN®. The advisory board is comprised of Ramon Alemany, Ph.D., Richard Gorlick, M.D., Alan Tuchman, M.D., and Frank Tufaro, Ph.D.

Ramon Alemany, Ph.D., is a recognized expert on the development of antitumoural agents based on the adenovirus. During an eight year period in the United States he held progressively more senior positions in gene therapy laboratories at the MD Anderson Cancer Center, Baxter Healthcare Corporation and the University of Alabama at Birmingham. In 2001, he was appointed Director of the Gene and Viral Therapy Group at the Institut Catala d Oncologia in Barcelona. Dr. Alemany is currently collaborating with the Company to develop modified adenoviruses that are selective for Ras mediated cancers.

Richard Gorlick, M.D., is the Director of the Pediatric Sarcoma Laboratory and an Assistant Attending Pediatrician at Memorial Sloan-Kettering Cancer Center in New York. He is actively involved in the national pediatric cooperative group, the children's Oncology Group, for which he serves as the Chairman of the subcommittee on Bone Tumour Biology. Dr. Gorlick is known for his research work on molecular pharmacology of antifolate resistance and developing new therapeutic approaches for osteosarcoma.

Alan Tuchman, M.D., works in private practice and is Clinical Professor of Neurology at New York Medical College. He is also the Principal of NeuroPhysics Corporation, a healthcare and neuroscience consulting firm. From 1997 to 2001 Dr. Tuchman was the Senior Vice President of Equity Research for Oscar Gruss & Son, where he conducted investment research and helped develop marketing strategies for healthcare companies. He also held senior neurology positions at New York Medical College and Lincoln Medical and Mental Health Center.

Frank Tufaro, Ph.D., has extensive start-up experience with biotech firms and was one of the founders of NeuroVir Inc., a Vancouver-based biotech company, which is now merged with MediGene AG to develop Herpes Simplex virus-based oncolytic vectors for cancer therapy. Under Dr. Tufaro's direction, NeuroVir and then MediGene Inc. were able to initiate and complete the first Phase I/II U.S. clinical trials of two herpes-based oncolytic viruses for the treatment of malignant brain tumours, and the treatment of colorectal cancer metastatic to the liver. He currently serves on scientific advisory boards for several biotech companies.

### **Intellectual Property Policy**

The Company has 11 patents issued in the United States (nine of the 11 related to the reovirus technology), one European patent issuance, and additional applications in process. All potentially valuable intellectual property is identified by the inventory, and classified by the Company in terms of its sensitivity. All sensitive documentation related to the intellectual property is protected and kept in secure areas. All employees execute agreements containing confidentiality clauses, which assign any new intellectual property to the Company. The Company believes that it applies its intellectual property protection policy consistently.

Where appropriate, and consistent with management's objective, patents are pursued as soon as the concepts have been validated through appropriate laboratory work. To that end, patents will continue to be sought on components or concepts that management of the Company perceives to be essential.

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The Company believes that one of the best intellectual property control policies is a strong human resources policy to ensure that technical leaders with access to proprietary intellectual property do not

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consider leaving the Company for other employment. The Company intends that all staff be compensated through competitive salaries and all staff participate in the company stock option program.

### Patent and Patent Application Summary

Where a patent is filed in the United States there is an option to file a Patent Cooperation Treaty ( PCT ) application. The PCT application process is a means for technology patented in one of the PCT signatory countries to receive protection in other PCT countries. The PCT includes over 100 countries. Within one year of filing a patent in the United States, the applicant files for PCT coverage in all PCT countries. Approximately 18 months after the PCT filing, the applicant must pay individual filing fees in designated PCT countries and at that time the applicant may wish to restrict coverage to a subset of countries which have potential for the technology. At the time of filing the PCT application the applicant designates which of the member countries are to be covered by the application. The PCT application allows the applicant to defer national filings in the various designated countries for a period of up to 30 months from the original PCT application filing date. After the PCT application deferral period, the applicant must file for separate national or regional patents in one or more designated countries, depending on which specific markets the applicant intends to target.

The following table sets forth the Company's patent issuances, including its first European patent:

<u>Title</u>	<u>Ownership</u>	<u>Inventors</u>	<u>Status of Patent</u>	
Patent Number U.S. 6,110,461 Reovirus for the Treatment of Neoplasia	Oncolytics Biotech Inc.	Dr. Patrick W.K. Lee Dr. James E. Strong Dr. Matthew C. Coffey	Filing date: Issued:	Aug. 13, 1997 Aug. 29, 2000
Patent Number U.S. 6,136,307 Reovirus for the Treatment of cellular proliferative disorders	Oncolytics Biotech Inc.	Dr. Patrick W.K. Lee Dr. James E. Strong Dr. Matthew C. Coffey	Filing date: Issued:	Feb. 24, 1999 Oct. 24, 2000
Patent Number U.S. 6,261,555 Reovirus for the treatment of Neoplasia	Oncolytics Biotech Inc.	Dr. Patrick W .K. Lee Dr. James Strong Dr. Matthew C. Coffey	Filing date: Issued:	Aug. 12, 1998 July 17, 2001
Patent Number U.S. 6,344,195 Reovirus for the treatment of Neoplasia	Oncolytics Biotech Inc.	Dr. Patrick W. K. Lee Dr. James Strong Dr. Matthew C. Coffey	Filing date: Issued:	May 12, 2000 Feb. 5, 2002
European Application Number 98940002.3 Patent Number 1003534 Reovirus for the treatment of Neoplasia	Oncolytics Biotech Inc.	Dr. Patrick W. K. Lee Dr. James Strong Dr. Matthew Coffey	Filing date: Issued:	Aug 12, 1998 March 6, 2002
Patent Number U.S. 6,455,038 Reovirus for the treatment of Cellular Proliferative Disorders	Oncolytics Biotech Inc.	Dr. Patrick L. Lee Dr. James E. Strong Dr. Matthew C. Coffey	Filing date: Issued:	June 15, 2000 Sept. 24, 2002

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<u>Title</u>	<u>Ownership</u>	<u>Inventors</u>	<u>Status of Patent</u>	
Patent Number U.S. 6,528,305 Method of Producing Infectious Reovirus	Oncolytics Biotech Inc.	Dr. Bradley G. Thompson Dr. Matthew C. Coffey	Filing date: Issued :	Aug. 2, 2001 March 4, 2003
Patent Number U.S. 6,565,831 Methods of Preventing Reovirus Recognition for the Treatment for Cellular Proliferative Disorders	Oncolytics Biotech Inc.	Dr. Matthew C. Coffey Dr. Bradley G. Thompson	Filing date: Issued:	Aug. 10, 2000 May 20, 2003
Patent Number U.S. 6,576,234 Reovirus for the Treatment of Neoplasia	Oncolytics Biotech Inc.	Dr. Patrick L. Lee Dr. James E. Strong Dr. Matthew C. Coffey	Filing date: Issued:	May 10, 2001 June 6, 2003
Patent Number U.S. 6,596,268 Viruses for the Treatment of Cellular Proliferative Disorders	Oncolytics Biotech Inc.	Dr. Matthew C. Coffey Dr. Bradley G. Thompson	Filing date: Issued:	Nov. 9, 2000 July 22, 2003
Patent Number U.S. 6,649,157 Viruses for the Treatment of Cellular Proliferative Disorders	Oncolytics Biotech Inc.	Dr. Matthew C. Coffey Dr. Bradley G. Thompson	Filing date: Issued:	Sept. 28, 2001 Nov 18, 2003
Patent Number U.S. 6,703,232 Methods of Producing Infectious Reovirus	Oncolytics Biotech Inc.	Dr. Matthew C. Coffey Dr. Bradley G. Thompson	Filing date: Issued:	January 8, 2003 March 9, 2004

**Notes:**

- (1) Claims cover the treatment of Ras mediated tumors using modified adenoviruses.
- (2) Claims cover the treatment of Ras mediated tumors using modified herpes viruses.

Other patent applications have been filed by the Company, but have yet to be published or approved.

**Acquisition of all of the Shares of the Company by SYNSORB**

In April 1999, the Company, the Vendors and SYNSORB entered into the Share Purchase Agreement whereby SYNSORB acquired all of the then outstanding common shares of the Company for a share and cash exchange valued at \$2,500,000 paid primarily in common shares of SYNSORB, four milestone payments payable to the Vendors valued, in the aggregate, at up to \$4,000,000 and a royalty commitment. Pursuant to an assignment dated July 29, 1999, the obligation to make the milestone and certain royalty payments was assigned from SYNSORB to the Company. The Company thereby agreed to indemnify and save harmless SYNSORB from all actions, suits, demands, claims, costs, losses, expenses, charges and damages brought against SYNSORB in relation to the payment or non-payment of such obligations, however such assignment did not affect or release SYNSORB from its liabilities and responsibilities under the terms of the Share Purchase Agreement. As at the date hereof, the Company has made three milestone payments totaling \$3,000,000. The final milestone payment is \$1.0 million payable

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within 90 days of the first receipt, in any country, from the Appropriate Regulatory Authority, for marketing approval to sell REOLYSIN® to the public or the approval of a new drug application for REOLYSIN®. In addition to the milestone payments, royalty payments payable to the Vendors will become due and payable in accordance with the Share Purchase Agreement upon realization of sales of REOLYSIN®.

During the year, the Company completed amendments and revisions to the contingent obligations to the Vendors with respect to these other contingent payments. The amendments and revisions reduced the amount and clarified the determination of potential obligations of the Company to these shareholders. If

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the Company receives royalty payments or other payments as a result of entering into partnerships or other arrangements for the development of the reovirus technology, the Company is obligated to pay to the Vendors an aggregate of 14.25% (formerly 20%) of the royalty payments and other payments received. Alternatively, if the Company develops the reovirus treatment to the point where it may be marketed at a commercial level, the payments referred to in the foregoing sentence will be amended to equal a royalty payment of 2.85% (formerly 4%) of net sales received by the Company for such products.

### **Employees**

As of December 31, 2003, the Company had 9 employees. The majority of the activities of the Company are conducted under contract with third party service providers.

### **Research and Development Expenditures**

For the period ended December 31, 2003, the Company incurred research and development expenditures of \$3,314,188, representing approximately 47.8% of the Company's total expenses for the year. See *Management's Discussion and Analysis - Review and Treatment of Research and Development Costs*.

## **SELECTED FINANCIAL INFORMATION**

### **Selected Annual Information and Selected Quarterly Information**

Reference is made to the information under the headings *Management Discussion and Analysis of Financial Conditions and Results of Operations - Selected Annual Information; Summary of Quarterly Results* in the 2003 Annual Report of the Company, which information is incorporated herein by reference.

### **Dividend Policy**

To date, the Company has not paid any dividends on its outstanding common shares. The future payment of dividends will be dependent upon the financial requirements of the Company to fund future growth, the financial condition of the Company and other factors which the Board of Directors of the Company may consider appropriate in the circumstances. It is unlikely that dividends will be paid in the foreseeable future.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

Reference is made to the information under the heading Management's Discussion and Analysis of Financial Conditions and Results of Operations in the 2003 Annual Report of the Company, which information is incorporated herein by reference.

## MARKET FOR SECURITIES

## Market for Common Shares

The outstanding common shares of the Company are listed and posted for trading on the Toronto Stock Exchange under the trading symbol **ONC** and on the Nasdaq Small Cap Market under the trading symbol **ONCY**. The following table sets forth the market price ranges and the aggregate volume of trading of the common shares on the Toronto Stock Exchange and Nasdaq Small Cap Market for the periods indicated:

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Period	Toronto Stock Exchange				Nasdaq Small Cap Market			
	High (\$)	Low (\$)	Close (\$)	Volume	High (\$)	Low (\$)	Close (\$)	Volume
<b>2003</b>								
January	2.69	1.80	1.85	1,294,529	2.15	1.11	1.20	818,760
February	1.94	1.60	1.80	837,648	1.55	1.03	1.17	226,865
March	1.85	1.50	1.68	818,989	1.25	1.00	1.15	150,125
April	2.38	1.45	2.30	1,114,969	1.74	0.99	1.59	835,170
May	4.90	1.80	3.75	5,926,249	3.57	1.26	2.76	4,254,252
June	4.28	2.85	3.55	3,659,176	3.15	2.09	2.64	3,612,378
July	3.59	2.75	3.20	1,248,412	2.75	1.91	2.25	1,127,692
August	3.80	3.05	3.69	929,336	2.82	2.20	2.68	869,413
September	6.07	3.26	4.39	4,081,883	4.52	2.43	3.27	5,036,766
October	6.34	4.25	5.76	3,345,346	5.01	3.181	4.39	4,575,392
November	6.20	4.30	5.04	1,723,781	4.89	3.30	3.86	2,643,687
December	5.15	3.70	4.44	1,166,094	3.97	2.78	3.44	1,794,869

## Description of Common Shares

The holders of the common shares of the Company are entitled to one vote per share at meetings of shareholders, to receive such dividends as declared by the Company and to receive the remaining property and assets of the Company upon dissolution or winding up of the Company. The common shares of the Company are not subject to any future call or assessment and there are no pre-emptive, conversion or redemption rights attached to such shares. The Company currently has outstanding stock options and common share purchase warrants to purchase common shares as set forth in Note 11 of the audited financial statements of the Company.

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### DIRECTORS AND OFFICERS

The directors of the Company are elected by the shareholders at each Annual General Meeting and typically hold office until the next Annual General Meeting at which time they may be re-elected or replaced. Casual vacancies on the board are filled by the remaining directors and the persons filling those vacancies hold office until the next Annual General Meeting at which time they may be re-elected or replaced. The officers are appointed by the Board of Directors and hold office indefinitely at the pleasure of the Board of Directors.

The following table sets forth the names and municipalities of residence of all directors and officers of the Company as at the date hereof, as well as the positions and offices with the Company held by such persons and their principal occupations.

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Name and Municipality of Residence	Position with the Corporation	Principal Occupation	Director of the Corporation Since
Bradley G. Thompson Ph.D(2) Calgary, Alberta	President, Chief Executive Officer and Executive Chairman of the Board	Executive Chairman of the Board, President and Chief Executive Officer since April 1999. Executive Chairman of the Board of SYNSORB from February 1999 to July 1999.	April 21, 1999
Douglas A. Ball C.A. Calgary, Alberta	Chief Financial Officer and Director	Chief Financial Officer since May 2000. Mr. Ball was Vice President, Finance and Chief Financial Officer of SYNSORB from June 1997 to May 2000. Prior to this, he was the Vice President, Finance and Administration and Chief Financial Officer of ECL Group of Companies Ltd. Mr. Ball held this position from December 1995 until May 1997. Prior to ECL, he was Controller and then Vice President and Controller of Canadian Airlines International Ltd. from June 1993 until August 1995.	April 21, 1999
William A. Cochrane, OC, M.D. Calgary, Alberta	Director	President of W.A. Cochrane & Associates, Inc. (a consulting company) since 1989 and Chairman of Pheromone Sciences Corp. (a public biopharmaceutical company) and UTI at the University of Calgary since 2000. Dr. Cochrane sits on a number of boards of Canadian and American companies. Dr. Cochrane is an Officer of the Order of Canada and a 2002 recipient of the Queens Golden Jubilee Medal. Dr. Cochrane also served as the Deputy Minister of Health Services for the Province of Alberta from 1973 to 1974.	October 31, 2002
Matthew C. Coffey Ph.D. Calgary, Alberta	Vice-President, Product Development	Vice-President of Product Development of the Corporation since July 1999. Chief Financial Officer of the Corporation from September 1999 to May 2000. Project Manager of SYNSORB from March 1999 to July 1999. Prior to joining SYNSORB, Dr. Coffey completed his doctorate degree at the University of Calgary.	N/A
George M. Gill, M.D. Washington, D.C.	Senior Vice President, Clinical and Regulatory Affairs	Dr. Gill has been a consultant in clinical research and regulatory affairs to the pharmaceutical and biotechnology industries since he retired from Ligand Pharmaceuticals in 1999. During his 35 years in the industry, he also served in senior executive positions with ICI Pharmaceuticals (now Astrazeneca), Bristol-Myers Squibb, and Hoffmann-La Roche. Dr. Gill holds a B.Sc. in chemistry from	N/A



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Name and Municipality of Residence	Position with the Corporation	Principal Occupation	Director of the Corporation Since
George Masters (3)(4) Churchpoint, Nova Scotia	Director	<p>Dickinson College in Pennsylvania and an M.D. from the School of Medicine of the University of Pennsylvania in Philadelphia.</p> <p>Interim President and Chief Executive Officer for Signalgene (a public biopharmaceutical company) since May 30, 2002 and is also Chairman of the Board of the company since April 2001 and a director since September 2000. In addition, Mr. Masters is Chairman of the Board of Directors of Biocatalyst Yorkton Inc. (a private venture capital company) since December 1996. Mr. Masters is also the Vice Chairman of Hemosol Inc. (a public biopharmaceutical company), a position he has held since 1992.</p>	April 5, 2002

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Name and Municipality of Residence	Position with the Corporation	Principal Occupation	Director of the Corporation Since
Antoine A. Noujaim Ph.D(1)(2) Edmonton, Alberta	Director	<p>President and Chief Executive Officer of ViRexx Research Inc. (a public biopharmaceutical company) since July 2002. Formerly Chairman of the Board of AltaRex Corp. (a public biopharmaceutical company) from February 1998 to July 2002. President and Chief Executive Officer of AltaRex Corp., from November 1995 to February 1998 and from May 2003 to present. Prior thereto, Dr. Noujaim was the President of Biomira Research Inc., a division of Biomira Inc. (a public biopharmaceutical company) from 1994 to 1995 and Senior Vice-President of the Immunoconjugate Division of Biomira Inc. from 1989 to November 1995. Dr. Noujaim also served as a Director of Biomira Inc. from 1985 to 1995.</p>	August 27, 1999
Robert B. Schultz, F.C.A.(1)(3) Toronto, Ontario	Lead Director	<p>Chairman and Director of Rockwater Capital Corporation formerly McCarvill Corporation (a financial services company) since June 2001. Director and special advisor to Merrill Lynch Canada (a public financial services company) from May 1, 2000 to June 2001. Chairman and Chief Executive Officer of Merrill Lynch Canada from August 1998 until his retirement on May 1, 2000. Prior to this appointment, Mr. Schultz was Chief Executive Officer at Midland Walwyn since 1990. Since joining the investment industry in 1971, Mr. Schultz has held a variety of senior positions, and has participated on various industry-related boards and committees including Director and Chairman of the Investment Dealers Association of Canada.</p>	June 30, 2000
Fred A. Stewart, Q.C.(1)(2) Bragg Creek, Alberta	Director	<p>President of Fred Stewart &amp; Associates Inc. (a government and corporate relations consulting company) since March 1996. Prior to that, Mr. Stewart was an associate with Milner Fenerty, Barristers and Solicitors from June 1993 to March 1996. Mr. Stewart served as Member of the Legislative Assembly of the Province of Alberta from 1986 to 1993.</p>	August 27, 1999
Jim Dinning Calgary, Alberta	Director	<p>Executive Vice President of TransAlta Corporation (power generation and wholesale marketing company) since 1997. Prior thereto, Mr. Dinning served as Member of the Legislative Assembly of the Province of Alberta from 1986 to 1997. Mr. Dinning is a director of Finning</p>	March 24, 2004

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Name and Municipality of Residence	Position with the Corporation	Principal Occupation	Director of the Corporation Since
J. Mark Lievonen C.A. Toronto, Ontario	Director	International Inc. and Shaw Communications Inc. and is Chairman of the Canadian Clean Power Coalition.  President of Aventis Pasteur Limited (a vaccine development, manufacturing and marketing company) since October 1998 and holding various other positions with Aventis Pasteur Limited and its predecessors since 1983. Mr. Lievonen is a member of the Board of Directors of BIOTECanada and served as Chair from January 2000 to May 2003. He has also served on a number of industry and community boards and councils, including as a member of the BIOCouncil, an Advisory Group to the Government of Ontario in biotechnology.	April 5, 2004

### Notes:

- (1) These persons are members of the Audit Committee. Mr. Stewart is the Chair of the Audit Committee.
- (2) These persons are members of the Compensation Committee. Dr. Noujaim is the Chair of the Compensation Committee.
- (3) These persons are members of the Corporate Governance and Nominating Committee. Mr. Schultz is the Chair of the Corporate Governance and Nominating Committee.
- (4) Mr. Masters is not standing for re-election as a director of the Company at the annual and special meeting to be held on May 26, 2004.

As at the date hereof, the directors and senior officers as a group beneficially owned, directly or indirectly, 27,000 common shares of the Company, representing less than 0.1% of the issued and outstanding common shares.

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Certain directors of the Company are associated with other companies, which may give rise to conflicts of interest. In accordance with the ABCA, directors who have a material interest in any person who is a party to a material contract or a proposed material contract with the Company are required, subject to certain exceptions, to disclose that interest and abstain from voting on any resolution to approve that contract. In addition, the directors are required to act honestly and in good faith with a view to the best interests of the Company.

### RISK FACTORS

**All of the Company's potential products, including REOLYSIN®, are in the research and development stage and will require further development and testing before they can be marketed commercially.**

Prospects for companies in the biotechnology industry generally may be regarded as uncertain given the nature of the industry and, accordingly, investments in biotechnology companies should be regarded as speculative. The Company is currently in the research and development stage on one product, REOLYSIN®, for human application, the riskiest stage for a company in the biotechnology industry. It is not possible to predict,

based upon studies in animals, whether REOLYSIN® will prove to be safe and effective in humans. REOLYSIN® will require additional research and development, including extensive clinical testing, before the Company will be able to obtain the approvals of the relevant regulatory authorities in applicable countries to market REOLYSIN® commercially. There can be no assurance that the research and development programs conducted by the Company will result in REOLYSIN® or any other products becoming commercially viable products, and in the event that any product or products result from the research and development program, it is unlikely they will be commercially available for a number of years.

To achieve profitable operations the Company, alone or with others, must successfully develop, introduce and market its products. To obtain regulatory approvals for products being developed for human use, and to achieve commercial success, human clinical trials must demonstrate that the product is safe for human use and that the product shows efficacy. Unsatisfactory results obtained from a particular study relating to a program may cause the Company to abandon its commitment to that program or the product being tested. No assurances can be provided that any current or future animal or human test, if undertaken, will yield favourable results. If the Company is unable to establish that REOLYSIN® is a safe, effective treatment for cancer, it may be required to abandon further development of the product and develop a new business strategy.

#### **There are inherent risks in pharmaceutical research and development**

Pharmaceutical research and development is highly speculative and involves a high and significant degree of risk. The marketability of any product developed by the Company will be affected by numerous factors beyond the Company's control, including:

the discovery of unexpected toxicities or lack of sufficient efficacy of products which make them unattractive or unsuitable for human use;

preliminary results as seen in animal and/or limited human testing may not be substantiated in larger controlled clinical trials;

manufacturing costs or other factors may make manufacturing of products impractical and non-competitive;

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proprietary rights of third parties or competing products or technologies may preclude commercialization;

requisite regulatory approvals for the commercial distribution of products may not be obtained; and

other factors may become apparent during the course of research, up-scaling or manufacturing which may result in the discontinuation of research and other critical projects.

The Company's product under development has never been manufactured on a commercial scale, and there can be no assurance that such products can be manufactured at a cost or in a quantity to render such products commercially viable. Production and utilization of the Company's products may require the development of new manufacturing technologies and expertise. The impact on the Company's business in the event that new manufacturing technologies and expertise are required to be developed is uncertain. There can be no assurance that the Company will successfully meet any of these technological challenges, or others that may arise in the course of development.

#### **Pharmaceutical products are subject to intense regulatory approval processes**

The regulatory process for pharmaceuticals, which includes preclinical studies and clinical trials of each compound to establish its safety and efficacy, takes many years and requires the expenditure of substantial resources. Moreover, if regulatory approval of a drug is granted, such

approval may entail limitations on the indicated uses for which it may be marketed. Failure to comply with applicable regulatory requirements can, among other things, result in suspension of regulatory approvals, product recalls, seizure of products, operating restrictions and criminal prosecution. Further, government policy may change, and additional government regulations may be established that could prevent or delay regulatory approvals for the Company's products. In addition, a marketed drug and its manufacturer are subject to continual review. Later discovery of previously unknown problems with the product or manufacturer may result in restrictions on such product or manufacturer, including withdrawal of the product from the market.

The FDA in the United States and Health Canada in Canada may deny approval of a NDA or NDS if required regulatory criteria are not satisfied, or may require additional testing. Product approvals may be withdrawn if compliance with regulatory standards is not maintained or if problems occur after the product reaches the market. The FDA and Health Canada may require further testing and surveillance programs to monitor the pharmaceutical product that has been commercialized. Non-compliance with applicable requirements can result in fines and other judicially imposed sanctions, including product withdrawals, product seizures, injunction actions and criminal prosecutions.

In addition to its own pharmaceuticals, the Company may supply active pharmaceutical ingredients and advanced pharmaceutical intermediates for use in its customers' drug products. The final drug products in which the pharmaceutical ingredients and advanced pharmaceutical intermediates are used, however, are subject to regulation for safety and efficacy by the FDA, Health Canada and other jurisdictions, as the case may be. Such products must be approved by such agencies before they can be commercially marketed. The process of obtaining regulatory clearance for marketing is uncertain, costly and time consuming. The Company cannot predict how long the necessary regulatory approvals will take or whether the Company's customers will ever obtain such approval for their products. To the extent that the Company's customers do not obtain the necessary regulatory approvals for marketing new products, the Company's product sales could be adversely affected.

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Health Canada, the FDA and other governmental regulators have increased requirements for drug purity and have increased environmental burdens upon the pharmaceutical industry. Because pharmaceutical drug manufacturing is a highly regulated industry, requiring significant documentation and validation of manufacturing processes and quality control assurance prior to approval of the facility to manufacture a specific drug, there can be considerable transition time between the initiation of a contract to manufacture a product and the actual initiation of manufacture of that product. Any lag time in the initiation of a contract to manufacture product and the actual initiation of manufacture could cause the Company to lose profits or incur liabilities.

The pharmaceutical regulatory regime in Europe and other countries is, by and large, generally similar to that of Canada and the United States. The Company could face similar risks in these other jurisdictions, as the risks described above.

#### **The Company's operations and products may be subject to other government manufacturing and testing regulations**

Securing regulatory approval for the marketing of therapeutics by Health Canada in Canada and the FDA in the United States and similar regulatory agencies in other countries is a long and expensive process, which can delay or prevent product development and marketing. Approval to market products may be for limited applications or may not be received at all.

The products anticipated to be manufactured by the Company will have to comply with the FDA's current Good Manufacturing Practices (cGMP) and other FDA, Health Canada and local government guidelines and regulations, including other international regulatory requirements and guidelines. Additionally, certain of the Company's customers may require the manufacturing facilities contracted by the Company to adhere to additional manufacturing standards, even if not required by the FDA. Compliance with cGMP regulations requires manufacturers to expend time, money and effort in production, and to maintain precise records and quality control to ensure that the product meets applicable specifications and other requirements. The FDA and other regulatory bodies periodically inspect drug-manufacturing facilities to ensure compliance with applicable cGMP requirements. If the manufacturing facilities contracted by the Company fail to comply with the cGMP requirements, the facilities may become subject to possible FDA or other regulatory action and manufacturing at the facility could consequently

The Company's operations and products may be subject to other government manufacturing and testing regulations.

be suspended. The Company may not be able to contract suitable alternative or back-up manufacturing facilities on terms acceptable to the Company or at all.

The FDA or other regulatory agencies may also require the submission of any lot of a particular product for inspection. If the lot product fails to meet the FDA requirements, then the FDA could take any of the following actions: (i) restrict the release of the product; (ii) suspend manufacturing of the specific lot of the product; (iii) order a recall of the lot of the product; or (iv) order a seizure of the lot of the product.

The Company is subject to regulation by governments in many jurisdictions and, if the Company does not comply with healthcare, drug, manufacturing and environmental regulations, among others, the Company's existing and future operations may be curtailed, and the Company could be subject to liability.

In addition to the regulatory approval process, the Company may be subject to regulations under local, provincial, state, federal and foreign law, including requirements regarding occupational health, safety, laboratory practices, environmental protection and hazardous substance control, and may be subject to other present and future local, provincial, state, federal and foreign regulations.

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**The biotechnology industry is extremely competitive and the Company must successfully compete with larger companies with substantially greater resources**

Technological competition in the pharmaceutical industry is intense and the Company expects competition to increase. Other companies are conducting research on therapeutics involving the Ras pathway as well as other novel treatments or therapeutics for the treatment of cancer which may compete with the Company's product. Many of these competitors are more established, benefit from greater name recognition and have substantially greater financial, technical and marketing resources than the Company. In addition, many of these competitors have significantly greater experience in undertaking research, preclinical studies and human clinical trials of new pharmaceutical products, obtaining regulatory approvals and manufacturing and marketing such products. In addition, there are several other companies and products with which the Company may compete from time to time, and which may have significantly better and larger resources than the Company. Accordingly, the Company's competitors may succeed in manufacturing and/or commercializing products more rapidly or effectively, which could have a material adverse effect on the Company's business, financial condition or results of operations.

The Company anticipates that it will face increased competition in the future as new products enter the market and advanced technologies become available. There can be no assurance that existing products or new products developed by the Company's competitors will not be more effective, or be more effectively manufactured, marketed and sold, than any that may be developed or sold by the Company. Competitive products may render the Company's products obsolete and uncompetitive prior to recovering research, development or commercialization expenses incurred with respect to any such products.

**The Company relies on patents and proprietary rights to protect its technology**

The Company's success will depend, in part, on its ability to obtain patents, maintain trade secret protection and operate without infringing the rights of third parties. The Company has patents in the United States and Europe and has filed applications for patents in the United States and under the PCT, allowing it to file in other jurisdictions. See Item 4. *Information on the Company Patent and Patent Application Summary*. The Company's success will depend, in part, on its ability to obtain, enforce and maintain patent protection for its technology in Canada, the United States and other countries. The Company cannot be assured that patents will issue from any pending applications or that claims now or in the future, if any, allowed under issued patents will be sufficiently broad to protect its technology. In addition, no assurance can be given that any patents issued to or licensed by the Company will not be challenged, invalidated, infringed or circumvented, or that the rights granted thereunder

will provide continuing competitive advantages to the Company.

The patent positions of pharmaceutical and biotechnology firms, including the Company, are generally uncertain and involve complex legal and factual questions. In addition, it is not known whether any of the Company's current research endeavours will result in the issuance of patents in Canada, the United States, or elsewhere, or if any patents already issued will provide significant proprietary protection or will be circumvented or invalidated. Since patent applications in the United States and Canada are maintained in secrecy until at least 18 months after filing of the original priority application, and since publication of discoveries in the scientific or patent literature tends to lag behind actual discoveries by several months, the Company cannot be certain that it or any licensor was the first to create inventions claimed by pending patent applications or that it was the first to file patent applications for such inventions. Loss of patent protection could lead to generic competition for these products, and others in the future, which would materially and adversely affect the financial prospects for these products and the Company.

Similarly, since patent applications filed before October, 2000 in the United States are maintained in secrecy until the patents issue or foreign counterparts, if any, publish, the Company cannot be certain that it or any licensor was the first creator of inventions covered by pending patent applications or that it or

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such licensor was the first to file patent applications for such inventions. There is no assurance that the Company's patents, if issued, would be held valid or enforceable by a court or that a competitor's technology or product would be found to infringe such patents.

Accordingly, the Company may not be able to obtain and enforce effective patents to protect its proprietary rights from use by competitors, and the patents of other parties could require the Company to stop using or pay to use certain intellectual property, and as such, the Company's competitive position and profitability could suffer as a result.

In addition, the Company may be required to obtain licenses under patents or other proprietary rights of third parties. No assurance can be given that any licenses required under such patents or proprietary rights will be available on terms acceptable to the Company. If the Company does not obtain such licenses, it could encounter delays in introducing one or more of its products to the market while it attempts to design around such patents, or could find that the development, manufacture or sale of products requiring such licenses could be foreclosed. In addition, the Company could incur substantial costs in defending itself in suits brought against the Company on such patents or in suits in which the Company attempts to enforce its own patents against other parties.

**The Company's products may fail or cause harm, subjecting the Company to product liability claims, which are uninsured**

The sale and use of products of the Company entail risk of product liability. The Company currently does not have any product liability insurance. There can be no assurance that it will be able to obtain appropriate levels of product liability insurance prior to any sale of its pharmaceutical products. An inability to obtain insurance on economically feasible terms or to otherwise protect against potential product liability claims could inhibit or prevent the commercialization of products developed by the Company. The obligation to pay any product liability claim or a recall of a product could have a material adverse effect on the business, financial condition and future prospects of the Company.

**The Company has limited manufacturing experience and intends to rely on third parties to commercially manufacture its products, if and when developed.**

To date, the Company has relied upon a sole contract manufacturer to manufacture small quantities of REOLYSIN®. The manufacturer may encounter difficulties in scaling up production, including production yields, quality control and quality assurance. Only a limited number of manufacturers can supply therapeutic viruses and failure by the manufacturer to deliver the required quantities of REOLYSIN® on a timely

The Company's products may fail or cause harm, subjecting the Company to product liability claims, which are uninsured

basis at a commercially reasonable price may have a material adverse affect on the Company. The Company has recently completed its program for the development of a commercial process for manufacturing REOLYSIN® and has filed a number of patent applications related to the process. There can be no assurance that the Company will successfully obtain sufficient patent protection related to its manufacturing process.

**New products may not be accepted by the medical community or consumers.**

The Company's primary activity to date has been research and development and the Company has no experience in marketing or commercializing products. The Company will likely rely on third parties to market its products, assuming that they receive regulatory approvals. If the Company relies on third parties to market its products, the commercial success of such product may be outside of its control. Moreover, there can be no assurance that physicians, patients or the medical community will accept the Company's product, even if the Company's product proves to be safe and effective and is approved for marketing by Health Canada, the FDA and other regulatory authorities. A failure to successfully market its products would have a material adverse affect on the Company's revenue.

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**The Company's technologies may become obsolete**

The pharmaceutical industry is characterized by rapidly changing markets, technology, emerging industry standards and frequent introduction of new products. The introduction of new products embodying new technologies, including new manufacturing processes, and the emergence of new industry standards may render the Company's products obsolete, less competitive or less marketable. The process of developing the Company's products is extremely complex and requires significant continuing development efforts and third party commitments. The Company's failure to develop new technologies and products and the obsolescence of existing technologies could adversely affect its business.

The Company may be unable to anticipate changes in its potential customer requirements that could make the Company's existing technology obsolete. The Company's success will depend, in part, on its ability to continue to enhance its existing technologies, develop new technology that addresses the increasing sophistication and varied needs of the market, and respond to technological advances and emerging industry standards and practices on a timely and cost-effective basis. The development of the Company's proprietary technology entails significant technical and business risks. The Company may not be successful in using its new technologies or exploiting its niche markets effectively or adapting its businesses to evolving customer or medical requirements or preferences or emerging industry standards.

**The Company is highly dependent on third party relationships for research and clinical trials**

The Company relies upon third party relationships for assistance in the conduct of research efforts, pre-clinical development and clinical trials, and manufacturing. In addition, the Company expects to rely on third parties to seek regulatory approvals for and to market the Company's product. Although the Company believes that its collaborative partners will have an economic motivation to commercialize the Company's product included in any collaborative agreement, the amount and timing of resources diverted to these activities generally is expected to be controlled by the third party. Furthermore, if the Company cannot maintain these relationships, its business may suffer.

**The Company has no operating revenues and a history of losses.**

To date, the Company has not generated sufficient revenues to offset its research and development costs and accordingly has not generated positive cash flow or made an operating profit. As of December 31, 2003, the Company had an accumulated deficit of \$24,994,592. The

The Company has no operating revenues and a history of losses.

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Company incurred net losses of \$8.5 million, \$6.1 million and \$6.2 million for the years ended December 31, 2003, 2002 and 2001, respectively. The Company anticipates that it will continue to incur significant losses during 2004 and in the foreseeable future. The Company will not reach profitability until after successful and profitable commercialization of one or more of its products. Even if one or more of its products are profitably commercialized, the initial losses incurred by the Company may never be recovered.

During 2003, the Company had no operating revenues. The Company has benefited to date from the receipt of research grants. There can be no assurance that grants will continue to be available to the Company or, if so, at what levels.

### **The Company may need additional financing in the future to fund the research and development of its products and to meet its ongoing capital requirements.**

As of December 31, 2003, the Company had cash and cash equivalents, including short-term investments, of \$20.8 million and working capital of approximately \$20.1 million. The Company anticipates that it may need additional financing in the future to fund research and development and to meet its on going capital requirements. The amount of future capital requirements will depend on many factors, including

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continued scientific progress in its drug discovery and development programs, progress in its pre-clinical and clinical evaluation of drug candidates, time and expense associated with filing, prosecuting and enforcing its patent claims and costs associated with obtaining regulatory approvals. In order to meet such capital requirements, the Company will consider contract fees, collaborative research and development arrangements, and additional public or private financings (including the incurrence of debt and the issuance of additional equity securities) to fund all or a part of particular programs as well as potential partnering or licensing opportunities. There can be no assurance that additional funding will be available or, if available, that it will be available on acceptable terms. If adequate funds are not available on terms favorable to the Company, the Company may have to reduce substantially or eliminate expenditures for research and development, testing, production and marketing of its proposed product, or obtain funds through arrangements with corporate partners that require the Company to relinquish rights to certain of its technologies or product. There can be no assurance that the Company will be able to raise additional capital if its current capital resources are exhausted.

### **The cost of director and officer liability insurance may increase substantially and may affect the ability of the Company to retain quality directors and officers**

The Company carries liability insurance on behalf of its directors and officers. Given a number of large director and office liability insurance claims in the U.S. equity markets, director and officer liability insurance is becoming increasingly more expensive with increased restrictions. Consequently, there is no assurance that the Company will continue to be offered this insurance or be able to obtain adequate coverage. The inability to acquire the appropriate insurance coverage will limit the Company's ability to attract and maintain directors and officers as required to conduct its business.

### **The Company is dependent on its key employees and collaborators**

The Company's ability to develop the product will depend, to a great extent, on its ability to attract and retain highly qualified scientific personnel and to develop and maintain relationships with leading research institutions. Competition for such personnel and relationships is intense. The Company is highly dependent on the principal members of its management staff, Dr. Thompson, Dr. Coffey, Mr. Ball and Dr. Gill, as well as its advisors and collaborators, the loss of whose services might impede the achievement of development objectives. The persons working with the Company are affected by a number of influences outside of the control of the Company. The loss of key employees and/or key collaborators may affect the speed and success of product development.



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The Company presently carries insurance in the amounts of \$2,000,000, \$1,000,000 and \$500,000 for Dr. Thompson, Dr. Coffey and Mr. Ball, respectively.

### **The Company's share price may be highly volatile**

Market prices for securities of biotechnology companies generally are volatile. This increases the risk of securities litigation. Factors such as announcements (publicly made or at scientific conferences) of technological innovations, new commercial products, patents, the development of proprietary rights, results of clinical trials, regulatory actions, publications, quarterly financial results, the Company's financial position, public concern over the safety of biotechnology, future sales of shares by the Company or by its current shareholders and other factors could have a significant effect on the market price and volatility of the common shares.

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### **The Company incurs some of its expenses in foreign currencies and therefore is exposed to foreign currency exchange rate fluctuations**

The Company incurs some of its manufacturing, clinical and consulting expenses in foreign currencies (to date mainly the U.S. dollar). Over the past year the Canadian dollar has appreciated relative to the U.S. dollar thereby decreasing the Canadian dollar equivalent. However, if this trend reverses, the Company's Canadian dollar equivalent costs will increase.

Also, as the Company expands to other foreign jurisdictions there may be an increase in its foreign exchange exposure.

### **The Company earns interest income on its excess cash reserves and is exposed to changes in interest rates**

The Company invests its excess cash reserves in investment vehicles that provide a rate of return with little risk to principal. As interest rates change the amount of interest income the Company earns will be directly impacted.

## **ADDITIONAL INFORMATION**

### **Legal Proceedings**

The Company is not aware of any material legal proceedings nor are any such proceedings known by the Company to be contemplated.

### **Interest of Management and Others in Material Transactions**

Other than as discussed herein, there are no material interests, direct or indirect, of directors, executive officers, senior officers, any direct or indirect shareholder of the Company who beneficially owns, or who exercises control over, more than 10% of the outstanding common shares of the Company or any known associate or affiliate of such persons, in any transaction within the three most recently completed financial years or during the current financial year that has materially affected or will materially affect the Company.

**Transfer Agent and Registrar**

The transfer agent and registrar for the common shares of the Company is Computershare Trust Company of Canada at its principal offices in Calgary, Alberta and Toronto, Ontario.

**Material Contracts**

Other than as discussed herein, there are no material contracts, other than contracts entered into in the ordinary course of business, that are material to the Company that were entered into within the most recently completed financial year, or before the most recently completed financial year but are still in effect.

**Interests of Experts**

Ernst & Young LLP, Chartered Accountants, have audited the financial statements of the Company for the year ended December 31, 2003, as set forth in the Annual Report of the Company.

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As at the date hereof, the partners and associates of Ernst & Young LLP, Chartered Accountants, the independent auditors of the Company, as a group did not beneficially own any of the outstanding common shares of the Company.

**External Auditor Service Fees**

During the financial years ended December 31, 2003 and 2002, Ernst & Young LLP received the following fees from the Company:

	<b>December 31</b>	
	<b><u>2003</u></b>	<b><u>2002</u></b>
Audit fees	\$44,600	\$40,698
Audit-related fees(1),(3)	34,062	27,316
Tax fees(2)	9,946	3,802
All other fees	--	--

**Notes:**

- (1) Includes review of interim financial statements, accounting consultations and subscription to on-line accounting.
- (2) Comprised of tax return preparation, scientific research and development return and other compliance fees.
- (3) Includes fees associated with matters relating to prospectus offering by the Company in October 2003.

***Audit Fees***

Notes:

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Audit fees were for professional services rendered by Ernst & Young, LLP for the audit of the Company's annual financial statements and services provided in connection with statutory and regulatory filings or engagements.

### *Audit-Related Fees*

Audit-related fees were for assurance and related services reasonably related to the performance of the audit or review of the annual statements and are not reported under the heading Audit Fees above. These services consisted of accounting consultations, assistance with prospectus filings and assistance with preparations for compliance with section 404 of the *Sarbanes-Oxley Act of 2002*.

### *Tax Fees*

Tax fees were for tax compliance and tax advice. These services consisted of tax compliance including the preparation of tax returns.

### *All Other Fees*

There were no fees paid to Ernst & Young, LLP that would be considered All Other Fees in 2003 or 2002. Fees to be disclosed under this category would be for products and services other than those described under the headings Audit Fees, Audit-Related Fees and Tax Fees above.

## **Audit Committee Matters**

### *Mandate of the Audit Committee*

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## **1. Policy Statement**

It is the policy of Oncolytics Biotech Inc. (the Corporation) to establish and maintain an Audit Committee, composed entirely of independent directors, to assist the Board of Directors (the Board) in carrying out their oversight responsibility for the Corporation's internal controls, financial reporting and risk management processes. The Audit Committee will be provided with resources commensurate with the duties and responsibilities assigned to it by the Board including administrative support. If determined necessary by the Audit Committee, it will have the discretion to institute investigations of improprieties, or suspected improprieties within the scope of its responsibilities, including the standing authority to retain special counsel or experts.

## **2. Composition of the Committee**

- (a) The Audit Committee shall consist of a minimum of three (3) directors, at least half of whom shall be resident Canadians. The Board shall appoint the members of the Audit Committee and may seek the advice and assistance of the Corporate Governance and Nominating Committee in identifying qualified candidates. The Board shall appoint one member of the Audit Committee to

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be the Chair of the Audit Committee, or delegate such authority to appoint the Chair of the Audit Committee to the Audit Committee.

- (b) Each director appointed to the Audit Committee by the Board shall be an outside director who is unrelated. An outside, unrelated director is a director who is independent of management and is free from any interest, any business or other relationship which could, or could reasonably be perceived, to materially interfere with the director's ability to act with a view to the best interests of the Corporation, other than interests and relationships arising from shareholding. In determining whether a director is independent of management, the Board shall make reference to the then current legislation, rules, policies and instruments of applicable regulatory authorities.
- (c) Each member of the Audit Committee shall be financially literate. In order to be financially literate, a director must be, at a minimum, able to read and understand basic financial statements that present a breadth and level of complexity of accounting issues that are generally comparable to the breadth and complexity of the issues that can reasonably be expected to be raised by the Corporation's financial statements. At least one member shall have accounting or related financial management expertise, meaning the ability to analyze and interpret a full set of financial statements, including the notes attached thereto, in accordance with generally accepted accounting principles. In determining whether a member of the Audit Committee is financially literate or has accounting or related financial expertise, reference shall be made to the then current legislation, rules, policies and instruments of applicable regulatory authorities.
- (d) A director appointed by the Board to the Audit Committee shall be a member of the Audit Committee until replaced by the Board or until his or her resignation.

### 3. Meetings of the Committee

- (a) The Audit Committee shall convene a minimum of four times each year at such times and places as may be designated by the Chair of the Audit Committee and whenever a meeting is requested by the Board, a member of the Audit Committee, the auditors, or senior management of the Corporation. Scheduled meetings of the Audit Committee shall correspond with the review of the year-end and quarterly financial statements and management discussion and analysis.
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- (b) Notice of each meeting of the Audit Committee shall be given to each member of the Audit Committee and to the auditors, who shall be entitled to attend each meeting of the Audit Committee and shall attend whenever requested to do so by a member of the Audit Committee.
- (c) Notice of a meeting of the Audit Committee shall:
  - (i) be in writing, including by electronic communication facilities;
  - (ii) state the nature of the business to be transacted at the meeting in reasonable detail;
  - (iii) to the extent practicable, be accompanied by copies of documentation to be considered at the meeting; and
  - (iv) be given at least two business days prior to the time stipulated for the meeting or such shorter period as the members of the Audit Committee may permit.

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- (d) A quorum for the transaction of business at a meeting of the Audit Committee shall consist of a majority of the members of the Audit Committee. However, it shall be the practice of the Audit Committee to require review, and, if necessary, approval of certain important matters by all members of the Audit Committee.
- (e) A member or members of the Audit Committee may participate in a meeting of the Audit Committee by means of such telephonic, electronic or other communication facilities, as permits all persons participating in the meeting to communicate adequately with each other. A member participating in such a meeting by any such means is deemed to be present at the meeting.
- (f) In the absence of the Chair of the Audit Committee, the members of the Audit Committee shall choose one of the members present to be Chair of the meeting. In addition, the members of the Audit Committee shall choose one of the persons present to be the Secretary of the meeting.
- (g) A member of the Board, senior management of the Corporation and other parties may attend meetings of the Audit Committee; however the Audit Committee (i) shall, at each meeting, meet with the external auditors independent of other individuals other than the Audit Committee and (ii) may meet separately with management.
- (h) Minutes shall be kept of all meetings of the Audit Committee and shall be signed by the Chair and the Secretary of the meeting.

#### 4. Duties and Responsibilities of the Committee

- (a) The Audit Committee's primary duties and responsibilities are to:
  - (i) identify and monitor the management of the principal risks that could impact the financial reporting of the Corporation;
  - (ii) monitor the integrity of the Corporation's financial reporting process and system of internal controls regarding financial reporting and accounting compliance;
  - (iii) monitor the independence and performance of the Corporation's external auditors;
  - (iv) deal directly with the external auditors to approve external audit plans, other services (if any) and fees;
  - (v) directly oversee the external audit process and results (in addition to items described in Section 4(d) below);
  - (vi) provide an avenue of communication among the external auditors, management and the Board; and
  - (vii) carry out a review designed to ensure that an effective whistle blowing procedure exists to permit stakeholders to express any concerns regarding accounting or financial matters to an appropriately independent individual.
- (b) The Audit Committee shall have the authority to:
  - (i) inspect any and all of the books and records of the Corporation and its affiliates;
  - (ii) discuss with the management of the Corporation and its affiliates, any affected party and the external auditors, such accounts, records and other matters as any member of the Audit Committee considers necessary and appropriate;

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- (iii) engage independent counsel and other advisors as it determines necessary to carry out its duties; and
  - (iv) to set and pay the compensation for any advisors employed by the Audit Committee.
- (c) The Audit Committee shall, at the earliest opportunity after each meeting, report to the Board the results of its activities and any reviews undertaken and make recommendations to the Board as deemed appropriate.
- (d) The Audit Committee shall:
- (i) review the audit plan with the Corporation's external auditors and with management;
  - (ii) discuss with management and the external auditors any proposed changes in major accounting policies or principles, the presentation and impact of material risks and uncertainties and key estimates and judgements of management that may be material to financial reporting;
  - (iii) review with management and with the external auditors material financial reporting issues arising during the most recent fiscal period and the resolution or proposed resolution of such issues;
  - (iv) review any problems experienced or concerns expressed by the external auditors in performing an audit, including any restrictions imposed by management or material accounting issues on which there was a disagreement with management;
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- (v) review with senior management the process of identifying, monitoring and reporting the principal risks affecting financial reporting;
  - (vi) review audited annual financial statements (including management discussion and analysis) and related documents in conjunction with the report of the external auditors and obtain an explanation from management of all material variances between comparative reporting periods;
  - (vii) consider and review with management, the internal control memorandum or management letter containing the recommendations of the external auditors and management's response, if any, including an evaluation of the adequacy and effectiveness of the internal financial controls of the Corporation and subsequent follow-up to any identified weaknesses;
  - (viii) review with financial management and the external auditors the quarterly unaudited financial statements and management discussion and analysis before release to the public;
  - (ix) before release, review and if appropriate, recommend for approval by the Board, all public disclosure documents containing audited or unaudited financial information, including any prospectuses, annual reports, annual information forms, management discussion and analysis and press releases; and
  - (x) oversee, any of the financial affairs of the Corporation or its affiliates, and, if deemed appropriate, make recommendations to the Board, external auditors or management.
- (e) The Audit Committee shall:
- (i)

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evaluate the independence and performance of the external auditors and annually recommend to the Board the appointment of the external auditor or the discharge of the external auditor when circumstances are warranted;

- (ii) consider the recommendations of management in respect of the appointment of the external auditors;
  - (iii) pre-approve all non-audit services to be provided to the Corporation or its subsidiary entities by its external auditors, or the external auditors of affiliates of the Corporation subject to the over-riding principle that the external auditors not being permitted to be retained by the Corporation to perform specifically listed categories of non-audit services as set forth by the Securities and Exchange Commission as well as internal audit outsourcing services, financial information systems work and expert services. Notwithstanding, the foregoing the pre-approval of non-audit services may be delegated to a member of the Audit Committee, with any decisions of the member with the delegated authority reporting to the Audit Committee at the next scheduled meeting;
  - (iv) approve the engagement letter for non-audit services to be provided by the external auditors or affiliates, together with estimated fees, and considering the potential impact of such services on the independence of the external auditors;
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- (v) when there is to be a change of external auditors, review all issues and provide documentation related to the change, including the information to be included in the Notice of Change of Auditors and documentation required pursuant to the then current legislation, rules, policies and instruments of applicable regulatory authorities and the planned steps for an orderly transition period; and
  - (vi) review all reportable events, including disagreements, unresolved issues and consultations, as defined by applicable securities policies, on a routine basis, whether or not there is to be a change of external auditors.
- (f) The Audit Committee shall enquire into and determine the appropriate resolution of any conflict of interest in respect of audit or financial matters, which are directed to the Audit Committee by any member of the Board, a shareholder of the Corporation, the external auditors, or senior management.
  - (g) The Audit Committee shall periodically review with management the need for an internal audit function.
  - (h) The Audit Committee shall review the Corporation's accounting and reporting of costs, liabilities and contingencies.
  - (i) The Audit Committee shall establish and maintain procedures for:
    - (i) the receipt, retention and treatment of complaints received by the Corporation regarding accounting controls, or auditing matters; and
    - (ii) the confidential, anonymous submission by employees of the Corporation or concerns regarding questionable accounting or auditing matters.
  - (j) The Audit Committee shall review and approve the Corporation's hiring policies regarding employees and former employees of the present and former external auditors.
  - (k) The Audit Committee shall review with the Corporation's legal counsel, on no less than an annual basis, any legal matter that could have a material impact on the Corporation's financial statements, and any enquiries received from regulators, or government agencies.

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- (l) The Audit Committee shall assess, on an annual basis, the adequacy of this Mandate and the performance of the Audit Committee.

### 5. Date of Mandate

This Mandate was initially approved by the Board on September 3, 1999. Subsequent to that date, the Board has amended and restated this Mandate on each of December 13, 2002 and April 23, 2003. This Mandate is effective from and after March 5, 2004.

### *Composition of the Audit Committee*

The following table sets forth the name of each of the current members of the Audit Committee, whether such member is independent, whether such member is financially literate and the relevant education and experience of such member.

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Name	Independent	Financially Literate	Relevant Education and Experience
Fred A. Stewart, Q.C (Chairman)	Yes	Yes	Mr. Stewart graduated with Bachelors of Commerce and Law degrees and is a Barrister and Solicitor (Queens Counsel). Mr. Stewart served as a Member of Cabinet in the Legislative Assembly of the Province of Alberta. Mr. Stewart has acquired significant financial experience and exposure to accounting and financial issues as a founding partner of his law firm, as a Member of Treasury Board of the Government of Alberta and while serving as a director and audit committee member of both private and public companies.
Antoine A. Noujaim Ph.D	Yes	Yes	Dr. Noujaim has a Ph.D. in Bionucleonics and is presently President and CEO of AltaRex Medical Corp. as well as Chairman of ViRexx Medical Corp., both being public companies trading on the TSX and TSXV. He is the founder of both organizations as well as co-founding Biomira Inc. (TSX, Nasdaq) in 1985. He served as senior VP of Biomira, Inc. Through his past experience, Dr. Noujaim has supervised the individuals engaged in the preparing, analyzing or evaluating financial statements. Dr. Noujaim has also served as a director and audit committee member with several other public companies.
Robert B. Schultz F.C.A	Yes	Yes	Mr. Schultz is a Fellow of the Chartered Accountants and is currently Chairman and Director of Rockwater Capital Corporation (a financial services company). Mr. Schultz has served as Chairman and Chief Executive Officer of Merrill Lynch Canada (a public financial services company)



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Name	Independent	Financially Literate	Relevant Education and Experience
			and as Chief Executive Officer of Midland Walwyn. Through his various roles as Chairman and Chief Executive Officer, Mr. Schultz has supervised the individual engaged in preparing, analyzing or evaluating financial statements. Mr. Schultz has also served as a director with several other public companies.

### Additional Information

Additional information, including information as to directors and officers remuneration and indebtedness, principal holders of the Company's securities, options to purchase securities and interests of insiders in material transactions is contained in the Information Circular of the Company for the Company's most recent annual meeting of shareholders that involved the election of directors, which is incorporated herein by reference and forms an integral part of this Annual Information Form.

Additional financial information is contained in the financial statements of the Company for the year ended December 31, 2003, which are incorporated herein by reference and form an integral part of this Annual Information Form.

The Company will provide to any person, upon request:

- (a) when the securities of the Company are in the course of a distribution under a preliminary short form prospectus or a short form prospectus:

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- (i) one copy of this Annual Information Form, together with one copy of any document, or the pertinent pages of any document, incorporated by reference in this Annual Information Form;
  - (ii) one copy of the comparative financial statements of the Company for the year ended December 31, 2003, together with the accompanying report of the auditors and one copy of the most recent interim financial statements of the Company that have been filed, if any, for any period after December 31, 2003;
  - (iii) one copy of the Company's Information Circular in respect of the Company's most recent annual meeting of shareholders that involved the election of directors or one copy of any annual filing prepared instead of that Information Circular, as appropriate and any subsequent management Information Circular or annual filing; and
  - (iv) one copy of any other documents that are incorporated by reference into the preliminary short form prospectus or the short form prospectus and are not required to be provided under (i) to (iii) above; or
- (b) at any other time, one copy of the documents referred to in clauses (a) (i) to (iii), provided that the Company may require the payment of a reasonable charge if the request is made by a person who is not a holder of common shares of the Company.

**Any request for any documents referred to above should be made to the Chief Financial Officer, Oncolytics Biotech Inc., Suite 210, 1167 Kensington Crescent N.W., Calgary, Alberta, Canada, T2N 1X7 or by telecopier at (403) 283-0858.**

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## GLOSSARY

*In this Annual Information Form, unless the context otherwise requires, the following words and phrases shall have the meaning set forth below:*

**ABCA** *Business Corporations Act* (Alberta), as amended.

**ACB** Alberta Cancer Board.

**Activating mutations** a type of genetic mutation that results in a particular protein being active in the absence of an appropriate stimuli. This type of mutation typically leads to the development of a cancerous transformation of a cell.

**Adjuvant therapy** a form of therapy that is to be used in conjunction with one or more addition therapies.

**Alberta Heritage Foundation** the Alberta Heritage Foundation for Medical Research.

**Animal model** a human disease given to an animal which exhibits similar or identical characteristics to this disease in humans.

**Appropriate Regulatory Authority** means (a) Health Canada, (b) the Food and Drug Administration in the United States, or (c) the comparable authorities in the following countries or areas: United Kingdom, France, Germany, Japan, Benelux.

**Asymptomatic** without any signs or symptoms.

**Cancer** a heterogeneous group of diseases that is characterized by the uncontrolled or aberrant growth of cells. In addition to the uncontrolled growth of these tumor cells, these cells are able to invade and colonize other sites in the body; by definition these tumors are malignant.

**Carcinomas** a type of cancer that arises from epithelial tissue.

**Cellular proliferative disorder** a heterogeneous group of disease characterized by the uncontrolled or aberrant growth of cells; is distinct from cancer in that it does not necessarily imply a malignant state.

**Clinical Trial Agreement** the agreement among the Company, Dr. Don Morris and the ACB dated May 1, 1999, providing for, among other things, a repayable grant of \$200,000 to the Company to offset the future REOLYSIN® clinical trial expenditures.

**Cytostatic** any drug or agent that is capable of preventing a cell's growth and division.

**Cytotoxic** any drug or agent that is capable of causing cell death.

**Differentiation** a form of growth; a process whereby a cell develops different or more advanced processes than were possessed by the cell before.

**Epidermal growth factor** a compound that promotes the growth of cells.

**Epidermal growth factor receptor** the cellular receptor that interacts with the epidermal growth factor; a particular family of receptor tyrosine kinase.

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**Epithelial** the tissue that forms the outer layer of the body surface or the tissue that lines the gut or other hollow structure.

**Etiology** the reason or causation of an illness, disease or disorder.

**FDA** the Food and Drug Administration

**Gastrointestinal tract** within the digestive system including the stomach, intestine, and all accessory organs.

**Glioblastoma** a specific form of cancer derived from brain tissue.

**Gliomas** a specific form of cancer derived from brain tissue.

**Good Manufacturing Practices** the current regulatory requirements and standards regarding quality assurance procedures to be adhered to in the manufacturing of therapeutic products established and monitored by various governments including Canada and the United States.

**Growth factor receptor** a form of receptor that interacts with growth factors.

**HER2/neu/ErbB2** a form of receptor tyrosine kinase that is frequently overexpressed in breast cancers.

**Immune competent** an animal with a fully functional immune system; an animal that can mount a response to a foreign or infectious agent.

**Immuno-compromised** an animal that is lacking an immune system.

**Investigational New Drug Submission (or IND)** documentation filed with government agencies responsible for evaluating and licensing pharmaceutical drugs. This documentation is necessary for the initiation of clinical trials.

**In Vivo** in the living body.

**Lesion** a morbid change in the functioning or texture of an organ or tissue.

**Metastasis** the process whereby a tumor cell is able to leave the original tumor mass and spread to secondary sites in the body forming additional tumor sites.

**Mitogenic** a drug or agent that promotes cellular division or growth.

**Neoplasia** a group of diseases characterized by uncontrolled cell growth, including, but not limited to, cancer.

**Nucleus** an organelle in the cell that contains genetic material.

**Oncology** the study and treatment of cancer and tumors.

**Patent Cooperation Treaty or PCT** an international patent treaty, of which Canada is a signatory, whereby a single international patent application can be filed in the applicant's or inventor's home country for possible protection of intellectual property in over 100 PCT member countries.

**PKR (or double stranded RNA dependent protein kinase)** a host protein that plays a key role in mediating the cell's antiviral activity.

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**Platelet-derived growth factor receptor (PDGFR)** the cellular receptor that interacts with the platelet-derived growth factor; a particular family of receptor tyrosine kinase.

**Ras** a cellular protein that is a key relay in the transmission of growth signals from the outside of the cell to the cell's nucleus. In a noncancerous cell, Ras is activated in the presence of an appropriate growth signal.

**Receptor** a cellular structure, usually found on the cell surface, that can interact with a certain compound to elicit a specific type of cellular response.

**Receptor tyrosine kinase (RTK)** a type of host receptor that uses a particular residue for cellular signaling to the nucleus. Mutation or overexpression of this type of receptor is frequently seen in the development of a variety of cancers.

**REOLYSIN®** is a trademark of the Company for the human reovirus for the treatment of a specific disease.

**Reovirus** a double stranded RNA virus first identified in 1959. The name is an acronym for Respiratory Enteric Orphan virus. The virus is given the designate of orphan virus since it is not associated with a known disease state. For the purpose of this prospectus, all reference to reovirus is to reovirus type III Dearing.

**Research Contract** an agreement between the Company and the Governors of the University of Calgary, providing for the aggregate sum of \$102,000 to be paid by the Company for a research project under the direction and supervision of Dr. Patrick Lee.

**Share Purchase Agreement** the share purchase agreement among the Vendors, SYNSORB and the Company dated April 21, 1999 providing for the purchase by SYNSORB of all of the issued and outstanding shares in the capital of the Company.

**Signal Transduction** The transmission of signals from the cell surface to the cell's nucleus.

**SYNSORB** SYNSORB Biotech Inc. (now Hawker Resources Inc. by name change), a public Company incorporated under the ABCA.

**Technology Commercialization Agreement** the agreement between the Company and the Alberta Heritage Foundation dated February 9, 1999 providing for a repayable grant of \$150,000 to the Company to offset reovirus clinical trial expenditures.

**Toxicology** the scientific determination of the quantity of a substance that is required to act adversely in the body.

**Tumor** an abnormal growth of tissue whether benign or malignant.

**Vendors** Dr. Patrick Lee, Dr. James Strong, Dr. Matthew Coffey, Dr. Bradley Thompson and University Technologies International Inc.

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Financial Statements

**Oncolytics Biotech Inc.**

December 31, 2003 and 2002

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**AUDITORS REPORT**

To the Shareholders of  
**Oncolytics Biotech Inc.**

We have audited the balance sheets of Oncolytics Biotech Inc. as at December 31, 2003 and 2002 and the statements of loss and deficit and cash flows for each of the years in the three-year period ended December 31, 2003 and for the cumulative period from inception on April 2, 1998. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in Canada and in the United States. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2003 and 2002 and the results of its operations and its cash flows for each of the years in the three year period ended December 31, 2003 and the cumulative period from inception on April 2, 1998 in accordance with Canadian generally accepted accounting principles.

As discussed in Note 4 to the financial statements, in 2003 the Company changed its method of accounting for stock-based compensation.

Calgary, Canada  
February 6, 2004

Chartered Accountants

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**Oncolytics Biotech Inc.**

**BALANCE SHEETS**

As at December 31

2003

2002

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	2003	2002
<b>ASSETS</b>		
<b>Current</b>		
Cash and cash equivalents	2,641,127	8,319,244
Short-term investments	18,111,608	--
Accounts receivable	64,224	48,536
Prepaid expenses	156,837	77,158
	<hr/>	<hr/>
	20,973,796	8,444,938
<b>Capital assets [note 5]</b>	4,965,379	4,516,813
<b>Investments [notes 7 and 8]</b>	111,425	5,006,503
	<hr/>	<hr/>
	26,050,600	17,968,254
	<hr/>	<hr/>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>Current</b>		
Accounts payable and accrued liabilities	884,928	1,260,239
	<hr/>	<hr/>
<b>Alberta Heritage Foundation loan [note 6]</b>	150,000	150,000
	<hr/>	<hr/>
<b>Commitments and contingency [notes 9 and 10]</b>		
<b>Shareholders' equity</b>		
Share capital [note 11]		
Authorized: unlimited		
Issued: 27,208,262 (2002 - 22,145,284)	44,712,589	30,191,572
Warrants [note 11]	1,598,250	114,286
Contributed surplus [notes 2, 7 and 11]	3,699,425	2,702,718
Deficit	(24,994,592)	(16,450,561)
	<hr/>	<hr/>
	25,015,672	16,558,015
	<hr/>	<hr/>
	26,050,600	17,968,254
	<hr/>	<hr/>

See accompanying notes

On behalf of the Board:

Signed: *Brad Thompson*  
Director

Signed: *Doug Ball*  
Director

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Oncolytics Biotech Inc.

## STATEMENTS OF LOSS AND DEFICIT

For the years ended December 31

	2003 \$	2002 \$	2001 \$	Cumulative from inception on April 2, 1998 to December 31, 2003 \$
<b>Revenue</b>				
Rights revenue	--	--	--	310,000
Interest income	<b>313,305</b>	208,867	655,212	2,085,983
	<b>313,305</b>	208,867	655,212	2,395,983
<b>Expenses</b>				
Research and development	<b>3,314,188</b>	4,283,743	5,116,661	16,891,069
Operating	<b>2,953,840</b>	2,102,272	1,555,128	7,760,913
Amortization	<b>663,524</b>	574,237	465,454	1,910,090
	<b>6,931,552</b>	6,960,252	7,137,243	26,562,072
<b>Loss before the following:</b>	<b>6,618,247</b>	6,751,385	6,482,031	24,166,089
<b>Gain on sale of BCY LifeSciences Inc. [note 8]</b>	<b>(264,453)</b>	--	--	(264,453)
<b>Loss on sale of Transition Therapeutics Inc. [note 8]</b>	<b>2,156,685</b>	--	--	2,156,685
<b>Loss before taxes</b>	<b>8,510,479</b>	6,751,385	6,482,031	26,058,321
<b>Capital tax</b>	<b>33,552</b>	(12,281)	30,000	51,271
<b>Future income tax recovery [note 13]</b>	<b>--</b>	(647,618)	(340,570)	(1,115,000)
<b>Net loss for the year</b>	<b>8,544,031</b>	6,091,486	6,171,461	24,994,592
<b>Deficit, beginning of year</b>	<b>16,450,561</b>	10,359,075	4,187,614	--
<b>Deficit, end of year</b>	<b>24,994,592</b>	16,450,561	10,359,075	24,994,592
<b>Basic and diluted loss per share [note 12]</b>	<b>(0.35)</b>	(0.30)	(0.34)	

See accompanying notes

## Oncolytics Biotech Inc.

## STATEMENTS OF CASH FLOWS

For the years ended December 31

	2003	2002	2001	Cumulative from inception on April 2, 1998 to December 31, 2003
	\$	\$	\$	\$
<b>OPERATING ACTIVITIES</b>				
Net loss for the year	(8,544,031)	(6,091,486)	(6,171,461)	(24,994,592)
Deduct non-cash items				
Amortization	663,524	574,237	465,454	1,910,090
Non-cash compensation <i>[note 11]</i>	996,707	32,718	--	1,029,425
Gain on sale of BCY LifeSciences Inc.	(264,453)	--	--	(264,453)
Loss on sale of Transition Therapeutics Inc.	2,156,685	--	--	2,156,685
Future income tax recovery	--	(647,618)	(340,570)	(1,115,000)
Net changes in non-cash working capital	(486,170)	(1,123,551)	1,773,720	579,200
	<b>(5,477,738)</b>	<b>(7,255,700)</b>	<b>(4,272,857)</b>	<b>(20,698,645)</b>
<b>INVESTING ACTIVITIES</b>				
Intellectual property	(1,045,869)	(860,520)	(385,495)	(2,664,826)
Other capital assets	(50,729)	(191,694)	(200,018)	(510,972)
Short-term investments	(18,111,608)	--	--	(18,111,608)
Investment in BCY LifeSciences Inc.	450,151	(127,123)	--	323,028
Investment in Transition Therapeutics Inc.	2,552,695	(20,352)	--	2,532,343
	<b>(16,205,360)</b>	<b>(1,199,689)</b>	<b>(585,513)</b>	<b>(18,432,035)</b>
<b>FINANCING ACTIVITIES</b>				
Alberta Heritage Foundation loan	--	--	--	150,000
Proceeds from exercise of stock options and warrants	700,882	34,000	2,210,016	3,460,985
Proceeds from private placements	9,844,700	1,769,877	--	16,518,220
Proceeds from public offerings	5,459,399	--	--	21,642,602
	<b>16,004,981</b>	<b>1,803,877</b>	<b>2,210,016</b>	<b>41,771,807</b>
<b>Increase (decrease) in cash and cash equivalents during the year</b>	<b>(5,678,117)</b>	<b>(6,651,512)</b>	<b>(2,648,354)</b>	<b>2,641,127</b>



	2003 \$	2002 \$	2001 \$	Cumulative from inception on April 2, 1998 to December 31, 2003 \$
<b>Cash and cash equivalents, beginning of the year</b>	<b>8,319,244</b>	14,970,756	17,619,110	--
<b>Cash and cash equivalents, end of the year</b>	<b>2,641,127</b>	8,319,244	14,970,756	2,641,127
<b>Cash interest, received</b>	<b>187,843</b>	218,129	655,212	
<b>Cash taxes paid (net)</b>	<b>1,552</b>	18,114	39,870	

See accompanying notes

### Oncolytics Biotech Inc.

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

#### 1. INCORPORATION AND NATURE OF OPERATIONS

Oncolytics Biotech Inc. (the "Company") was incorporated on April 2, 1998 under the Business Corporations Act (Alberta) as 779738 Alberta Ltd. On April 8, 1998, the Company changed its name to Oncolytics Biotech Inc.

The Company is a development stage biopharmaceutical company that focuses on the discovery and development of pharmaceutical products for the treatment of cancers that have not been successfully treated with conventional therapeutics. The product being developed by the Company may represent a novel treatment for Ras mediated cancers which can be used as an alternative to existing cytotoxic or cytostatic therapies, as an adjuvant therapy to conventional chemotherapy, radiation therapy, or surgical resections, or to treat certain cellular proliferative disorders for which no current therapy exists.

#### 2. BASIS OF FINANCIAL STATEMENT PRESENTATION

On April 21, 1999, SYNSORB Biotech Inc. (SYNSORB) purchased all of the shares of the Company. In connection with the acquisition, the basis of accounting for the assets and liabilities of Oncolytics was changed to reflect SYNSORB's cost of acquiring its interest in such assets and liabilities (i.e. reflecting SYNSORB's purchase cost in the financial statements of the Company). The amount by which SYNSORB's purchase price exceeded the underlying net book value of the Company's assets and liabilities at April 21, 1999 was \$2,500,000. Such amount has been credited to contributed surplus and charged to intellectual property which will be amortized to income based on the established amortization

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policies for such assets. Subsequent to April 21, 1999 SYNSORB's ownership has been diluted through public offerings of the Company's common shares, sales of the Company's shares by SYNSORB and a distribution of SYNSORB'S ownership interest in the Company to its shareholders [note 7]. As a result, SYNSORB no longer has any ownership in the Company.

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the Company have been prepared in accordance with Canadian generally accepted accounting principles. These policies are, in all material respects, in accordance with United States generally accepted accounting principles except as disclosed in note 16. The financial statements have, in management's opinion, been properly prepared within reasonable limits of materiality and within the framework of the accounting policies summarized below.

#### Use of estimates

Because a precise determination of many assets and liabilities is dependent upon future events, the preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of expenses during the reporting periods. Actual results could differ from those estimates and such differences could be significant. Significant estimates made by management affecting the Company's financial statements include the assessment of the net realizable value of long lived assets and the amortization period of intellectual property.

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### Oncolytics Biotech Inc.

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

#### Cash and cash equivalents

Cash and cash equivalents consists of cash on hand and balances with the Company's bank including interest bearing deposits earning an average interest rate of 2.89% (2002 2.2%).

#### Short-term investments

Short-term investments consisting primarily of bankers' acceptances, coupons and notes, are liquid investments that are readily convertible to known amounts of cash and are subject to an insignificant risk of changes in value and with original maturities less than one year at the time of purchase, are carried at the lower of amortized cost and market value. Gains and losses on disposal of short-term investments are included in income in the period of realization. Premiums or discounts are amortized over the remaining maturity of the instrument and reported in interest income.

#### Capital assets

Capital assets are recorded at cost. Amortization is provided on bases and at rates designed to amortize the cost of the assets over their estimated useful lives. Amortization is recorded using the declining balance method at the following annual rates:

Office equipment and furniture	20%
Medical equipment	20%

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Computer equipment	30%
Leasehold improvements	Straight line over the term of the lease

Costs relating to acquiring and establishing intellectual property (mainly patents) are recorded at cost, net of recoveries. Amortization of the intellectual property is on a straight-line basis over seventeen years or estimated useful life, whichever is shorter, and begins on the earlier of a patent being granted or its utilization. The Company assesses potential impairment of its intellectual property when any events that might give rise to impairment are known to the Company by measuring the expected net recovery from products based on the use of the intellectual property.

### Investments

Investments are accounted for at cost and written down only when there is evidence that a decline in value that is other than temporary has occurred.

### Financial instruments

Financial instruments of the Company consist of cash and cash equivalents, short term investments, accounts receivable, investments, accounts payable and accrued liabilities, and the Alberta Heritage Foundation loan. As at December 31, 2003 and 2002, there are no significant differences between the carrying values of these amounts and their estimated market values, with the exception of investments whose market value at December 31, 2003 was \$157,140 (2002 \$2,537,089), determined by the closing market value of the investees' shares.

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## Oncolytics Biotech Inc.

### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

#### Foreign exchange

Transactions originating in foreign currencies are translated into Canadian dollars at the exchange rate in effect at the date of the transaction. Monetary assets and liabilities are translated at the year-end rate of exchange and non-monetary items are translated at historic exchange rates. Exchange gains and losses are included in net loss for the year.

#### Research and development

Research costs are expensed as incurred. Development costs that meet specific criteria related to technical, market and financial feasibility will be capitalized. To date, all of the development costs have been expensed.

#### Loss per common share

Basic loss per share is determined using the weighted average number of common shares outstanding during the period.

The Company uses the treasury stock method to calculate diluted loss per share. Under this method, diluted loss per share is computed in a manner consistent with basic loss per share except that the weighted average shares outstanding are increased to include additional shares from the assumed exercise of options and warrants, if dilutive. The number of additional shares is calculated by assuming that any outstanding in the money options and warrants were exercised at the later of the beginning of the period or the date of issue and that the proceeds from such

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exercises were used to acquire shares of common stock at the average market price during the reporting period.

### Stock option plan

The Company has one stock option plan (the Plan ) available to officers, directors, employees, consultants and suppliers with grants under the Plan approved from time to time by the Board of Directors. Under the Plan, the exercise price of each option equals the market price of the Company's stock on the date of grant in accordance with Toronto Stock Exchange guidelines. Vesting is provided for at the discretion of the Board and the expiration of options is to be no greater than ten years from the date of grant.

### Non-employee stock based compensation

Stock based compensation to non-employees is recorded at the fair market value based on the fair value of the consideration received, or the fair value of the equity instruments granted, or liabilities incurred, whichever is more reliably measurable, on the earlier of the date at which a performance commitment is reached, performance is achieved, or the vesting date of the options.

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## Oncolytics Biotech Inc.

### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

### Future income taxes

The Company follows the liability method of accounting for income taxes. Under the liability method, future income taxes are recognized for the difference between financial statement carrying values and the respective income tax basis of assets and liabilities (temporary differences). Future income tax assets and liabilities are measured using substantively enacted income tax rates expected to apply in the years in which temporary differences are expected to be recovered or settled. The effect on future income tax assets and liabilities of a change in tax rates is included in income in the period of the change.

### 4. CHANGE IN ACCOUNTING POLICY

#### Stock based compensation

Effective January 1, 2003, the Company elected to prospectively adopt the fair value based method of accounting for employee awards granted under its stock option plan (see note 11). Previously, the intrinsic value method was used. The following tables provide pro forma net loss and pro forma basic and diluted net loss per share had compensation expense, for awards granted in 2002, been based on the fair value method of accounting for stock based compensation:

	2003	2002
	\$	\$
Reported net loss	8,544,031	6,091,486
Compensation expense	46,533	689,373
Pro forma net loss	8,590,564	6,780,859
Reported basic and diluted net loss per share	0.35	0.30
Pro forma basic and diluted net loss per share	0.35	0.33

As this policy has been applied prospectively, comparative information has not been restated.

**Oncolytics Biotech Inc.**

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2003 and 2002

**5. CAPITAL ASSETS**

	<b>2003</b>		
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net Book Value</b>
Intellectual property	6,364,495	1,689,617	4,674,878
Medical equipment	191,502	58,140	133,362
Office equipment	29,576	13,165	16,411
Office furniture	88,788	35,050	53,738
Computer equipment	92,730	58,480	34,250
Leasehold improvements	96,636	43,896	52,740
	<b>6,863,727</b>	<b>1,898,348</b>	<b>4,965,379</b>
	<b>2002</b>		
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net Book Value</b>
Intellectual property	5,303,134	1,095,263	4,207,871
Medical equipment	166,192	30,558	135,634
Office equipment	29,378	9,508	19,870
Office furniture	77,396	25,378	52,018
Computer equipment	86,443	49,203	37,240
Leasehold improvements	100,834	36,654	64,180
	<b>5,763,377</b>	<b>1,246,564</b>	<b>4,516,813</b>

**6. ALBERTA HERITAGE FOUNDATION LOAN**

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The Company has received a loan of \$150,000 from the Alberta Heritage Foundation for Medical Research. Pursuant to the terms of the agreement, the Company is required to repay this amount in annual installments from the date of commencement of sales in an amount equal to the lesser of: (a) 5% of the gross sales generated by the Company; or (b) \$15,000 per annum until the entire loan has been paid in full.

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### Oncolytics Biotech Inc.

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

#### 7. RELATED PARTY TRANSACTIONS

On May 7, 2002, the shareholders of SYNSORB and the Company approved an arrangement whereby the Company would release from escrow 4,000,000 common shares held by SYNSORB. As consideration, SYNSORB provided the Company with 1,500,000 common shares of BCY Life Sciences Inc. ( BCY ) along with the rights to receive an additional 400,000 common shares of BCY upon the attainment of certain milestones by BCY at no cash cost to the Company. The Company received 200,000 of these 400,000 common shares on November 27, 2002. These 1,700,000 common shares in BCY have been recorded as an investment at \$170,000 based on the quoted market price of the BCY common shares at that time with an offsetting credit recorded to contributed surplus.

#### 8. INVESTMENTS

On April 23, 2002, the Company acquired 694,445 common shares of BCY, a public company, for \$0.18 per share, and warrants exercisable until April 23, 2004 to purchase up to 694,445 common shares in BCY at an exercise price of \$0.27 per share for total consideration of \$127,123 (including costs of \$2,123). After this transaction and the transaction described in note 7, the Company held a total of 2,394,445 BCY shares. During the fourth quarter of 2003, the Company sold 1,496,500 of its BCY shares for net cash proceeds of \$450,151 recording a gain on sale of investment of \$264,453. As at December 31, 2003, the Company's remaining ownership in BCY was 897,945 common shares with a market value of \$157,140 and the common share purchase warrants which have not been exercised.

On June 14, 2002, the Company acquired 6,890,000 common shares of Transition Therapeutics Inc. ( TTH ), a public company, through the issuance of 1,913,889 common shares of the Company from treasury. The investment was recorded at \$4,709,380 (including acquisition costs of \$20,352) based on the trading price of the Company's shares at the time of acquisition. On June 6, 2003, the Company sold all of its 6,890,000 common shares of TTH for net cash proceeds of \$2,552,695 recording a loss on sale of investment of \$2,156,685.

#### 9. COMMITMENTS

The Company is committed to payments totaling \$1,569,739 during 2004 for activities primarily related to product manufacturing as well as continuing toxicology and process related costs.

The Company is committed to monthly rental payments (including the Company's portion of operating costs) of \$10,702 under the terms of a lease for office premises, which expires on May 31, 2006.

Under a clinical trial agreement entered into with the Alberta Cancer Board ( ACB ), the Company has agreed to repay the amount funded under the agreement together with a royalty, to a combined maximum amount of \$400,000 plus an overhead repayment of \$100,000, upon sales of a specified product. The Company agreed to repay the ACB in annual installments in an amount equal to the lesser of: (a) 5% of gross sales of a

specified product; or (b) \$100,000 per annum.

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**Oncolytics Biotech Inc.**

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2003 and 2002

**10. CONTINGENCY**

During 1999, the Company entered into an agreement that assumed certain obligations (the Assumption Agreement) in connection with a Share Purchase Agreement (the Agreement) between SYNSORB and the former shareholders of the Company to make milestone payments and royalty payments.

As of December 31, 2003, a milestone payment was still outstanding for \$1.0 million, due within 90 days of the first receipt from an Appropriate Regulatory Authority, for marketing approval to sell REOLYSIN® to the public or the approval of a new drug application for REOLYSIN®.

This milestone payment, when payable, will be accounted for as research and development expense and will not be deductible for tax purposes.

In addition to the milestone payment, payments may become due and payable in accordance with the Agreement upon realization of sales of REOLYSIN®. During the year, the Company completed amendments and revisions to the contingent obligations to its five founding shareholders with respect to these other contingent payments. The amendments and revisions reduced the amount and clarified the determination of potential obligations of the Company to these shareholders arising from the Agreement and Assumption Agreement entered into in 1999. If the Company receives royalty payments or other payments as a result of entering into partnerships or other arrangements for the development of the reovirus technology, the Company is obligated to pay to the founding shareholders 14.25% (formerly 20%) of the royalty payments and other payments received. Alternatively, if the Company develops the reovirus treatment to the point where it may be marketed at a commercial level, the payments referred to in the foregoing sentence will be amended to a royalty payment of 2.85% (formerly 4%) of Net Sales received by the Company for such products.

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**Oncolytics Biotech Inc.**

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2003 and 2002

**11. SHARE CAPITAL****Authorized:**

Unlimited number of common shares

Issued	Shares		Warrants	
	Number	Amount \$	Number	Amount \$
Balance, December 31, 1998	2,145,300	4	--	--
Issued on exercise of stock options	76,922	77	--	--
	2,222,222	81	--	--
July 29, 1999 share split (a)	6,750,000	81	--	--
Issued for cash pursuant to July 30, 1999 private placement (net of share issue costs of \$45,000) (b)	1,500,000	855,000	--	--
Issued for cash pursuant to August 24, 1999 private placement	1,399,997	1,049,998	--	--
Issued on initial public offering (net of share issue costs of \$317,897) (c)	4,000,000	3,082,103	--	--
Issued for cash pursuant to exercise of share purchase warrants	20,000	15,000	--	--
Balance, December 31, 1999	13,669,997	5,002,182	--	--
Issued on exercise of stock options and warrants	573,910	501,010	--	--
Issued for cash pursuant to July 17, 2000 private placement (d)	244,898	2,998,645	--	--
Issued on public offering (net of share issue costs of \$998,900) (e)	3,000,000	13,101,100	--	--
Balance, December 31, 2000	17,488,805	21,602,937	--	--
Issued on exercise of stock options and warrants	1,702,590	2,210,016	--	--
Balance, December 31, 2001	19,191,395	23,812,953	--	--
Issued on exercise of stock options	40,000	34,000	--	--
Issued on acquisition of the interest in Transition Therapeutics Inc. [note 8]	1,913,889	4,689,028	--	--
Issued for cash pursuant to December 11, 2002 private placement (f)	1,000,000	1,896,714	550,000	114,286
Share issue costs	--	(241,123)	--	--

Authorized:



## Oncolytics Biotech Inc.

## NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

Issued	Shares		Warrants	
	Number	Amount \$	Number	Amount \$
Balance, December 31, 2002	22,145,284	30,191,572	550,000	114,286
Issued for cash pursuant to February 10, 2003 private placement (g)	140,000	265,540	77,000	16,000
Issued for cash pursuant to June 19, 2003 private placement (h)	2,120,000	5,912,113	1,272,000	543,287
Issued for cash pursuant to August 21, 2003 private placement (i)	1,363,900	3,801,778	813,533	349,176
Issued for cash pursuant to October 14, 2003 public offering (j)	1,200,000	5,528,972	720,000	617,428
Exercise of options	64,700	149,615	--	--
Exercise of warrants	174,378	593,194	(174,378)	(41,927)
Share issue costs	--	(1,730,195)	--	--
Balance, December 31, 2003	27,208,262	44,712,589	3,258,155	1,598,250

- (a) Pursuant to subsection 167(1)(f) of the Business Corporations Act (Alberta), the Articles of the Company were amended by subdividing the 2,222,222 issued and outstanding common shares of the Company into 6,750,000 common shares.
- (b) Pursuant to a private placement, 1,500,000 common share purchase warrants were issued entitling the holders thereof to acquire one additional share at \$0.75 per share until November 8, 2001. At December 31, 2001, all of the warrants had been exercised.
- (c) Pursuant to the initial public offering, the agent was issued common share purchase warrants entitling it to acquire 400,000 common shares at \$0.85 per share until May 8, 2001. At December 31, 2001, all of the warrants had been exercised.
- (d) Pursuant to the private placement, 244,898 common shares were issued at an issue price of \$12.25 per share net of issue costs of \$1,355.
- (e) Pursuant to a special warrant offering, the Company sold 3,000,000 special warrants for \$4.70 per warrant for net proceeds of \$13,101,100. Each warrant entitled the holder to one common share upon exercise. At December 31, 2001, all of the warrants had been exercised.

## Oncolytics Biotech Inc.

## NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

- (f) Pursuant to a private placement, 1,000,000 units were issued at an issue price of \$2 per unit net of issue costs of \$241,123. Each unit included one common share (ascribed value of \$1.897) and one-half of one common share purchase warrant (ascribed value of \$0.103) for a total of 500,000 warrants. Each whole common share purchase warrant entitles the holder to acquire one common share in the capital of the Company upon payment of \$3 per share until June 11, 2004. In addition, the Company issued 50,000 common share purchase warrants on the same terms to the brokerage firm assisting with the transaction. The ascribed value of these broker warrants was \$11,000 (\$0.22 per broker warrant) and has been included in the issue costs. The ascribed values of the warrants were based on the Black Scholes Option Pricing Model.
- (g) Pursuant to a private placement, 140,000 units were issued at an issue price of \$2 per unit net of issue costs of \$37,369. Each unit included one common share (ascribed value of \$1.897) and one-half of one common share purchase warrant (ascribed value of \$0.103) for a total of 70,000 warrants. Each whole common share purchase warrant entitles the holder to acquire one common share in the capital of the Company upon payment of \$3 per share until August 10, 2004. In addition, the Company issued 7,000 common share purchase warrants on the same terms to the brokerage firm assisting with the transaction. The ascribed value of these broker warrants was \$1,540 (\$0.22 per broker warrant) and has been included in the issue costs. The ascribed values of the warrants were based on the Black Scholes Option Pricing Model.
- (h) Pursuant to a private placement, 2,120,000 units were issued at an issue price of \$3 per unit net of issue costs of \$637,986. Each unit included one common share (ascribed value of \$2.789) and one-half of one common share purchase warrant (ascribed value of \$0.211) for a total of 1,060,000 warrants. Each whole common share purchase warrant entitles the holder to acquire one common share in the capital of the Company upon payment of \$4 per share until December 19, 2004. In addition, the Company issued 212,000 common share purchase warrants on the same terms to the brokerage firms assisting with the transaction. The ascribed value of these broker warrants was \$95,400 (\$0.45 per broker warrant) and has been included in the issue costs. The ascribed values of the warrants were based on the Black Scholes Option Pricing Model.
- (i) Pursuant to a private placement, 1,363,900 common shares and 681,943 common share purchase warrants were issued for gross proceeds of \$4,091,738. Each common share and whole common share purchase warrant have ascribed values of \$2.787 and \$0.425 respectively. Each common share purchase warrant entitles the holder to acquire one common share in the capital of the Company upon payment of \$4 per share until February 21, 2005. Share issue costs related to this private placement were \$367,839. In addition, the Company issued 131,590 common share purchase warrants on the same terms to the advisors assisting with the transaction. The ascribed value of these additional warrants was \$59,216 (\$0.45 per additional warrant) and has been included in the issue costs. The ascribed values of the warrants were based on the Black Scholes Option Pricing Model.
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**Oncolytics Biotech Inc.**

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2003 and 2002

- (j) Pursuant to a public offering, 1,200,000 units were issued at an issue price of \$5 per unit net of issue costs of \$687,001. Each unit included one common share (ascribed value of \$4.607) and one-half of one common share purchase warrant (ascribed value of \$0.393) for a total of 600,000 warrants. Each whole common share purchase warrant entitles the holder to acquire one common share in the capital of the Company upon payment of \$6.25 per share until April 14, 2005. In addition, the Company issued 120,000 common share purchase warrants with an exercise price of \$5 that expires on April 14, 2005 to the brokerage firms assisting with the transaction. The ascribed value of these broker warrants was \$146,400 (\$1.19 per broker warrant) and has been included in the issue costs. The ascribed values of the warrants were based on the Black Scholes Option Pricing Model.

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The following table summarizes the Company's outstanding warrants as at December 31, 2003:

Exercise Price	Outstanding, Beginning of the Year	Granted During the Year	Exercised During the Year	Outstanding, End of Year	Weighted Average Remaining Contractual Life (years)
\$ 3.00	550,000	77,000	(146,245)	480,755	0.44
\$ 4.00	--	2,085,533	(28,133)	2,057,400	1.04
\$ 5.00	--	120,000	--	120,000	1.29
\$ 6.25	--	600,000	--	600,000	1.29
	550,000	2,882,533	(174,378)	3,258,155	1.01

### Stock Option Plan

The Company has issued stock options to acquire common stock through its stock option plan of which the following are outstanding at December 31:

	2003		2002	
	Stock Options	Weighted Average Share Price \$	Stock Options	Weighted Average Share Price \$
Outstanding at beginning of year	2,653,500	4.40	2,308,000	5.40
Granted during year	599,000	3.71	558,500	2.33
Cancelled during year	(387,000)	7.97	(173,000)	10.39
Exercised during year	(64,700)	2.31	(40,000)	0.85
Outstanding at end of year	2,800,800	3.81	2,653,500	4.40
Options exercisable at end of year	2,720,383	3.87	2,414,500	4.33

### Oncolytics Biotech Inc.

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

The following table summarizes information about the stock options outstanding and exercisable at December 31, 2003:

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Range of Exercise Price	Number Outstanding	Weighted Average Remaining Contractual Life (years)	Weighted Average Exercise Price \$	Number Exercisable	Weighted Average Exercise Price \$
\$0.75 - \$1.00	1,007,550	5.8	0.85	1,007,550	0.85
\$1.65 - \$2.37	323,500	7.1	1.86	258,500	1.89
\$2.70 - \$3.33	545,750	8.7	3.00	530,333	3.09
\$4.00 - \$5.00	266,000	9.9	4.50	266,000	4.50
\$6.77 - \$9.76	515,000	7.0	8.80	515,000	8.80
\$12.15 - \$13.50	143,000	6.8	12.63	143,000	12.63
	2,800,800	7.4	3.81	2,720,383	3.87

The outstanding options vest annually or after the completion of certain milestones. The Company has reserved 3,077,525 common shares for issuance relating to outstanding stock options.

As the Company is following the fair value method of accounting for employee options, compensation expense of \$812,711 has been recorded for the year with respect to employee options issued with an offsetting credit to contributed surplus.

The estimated fair value of stock options issued during the year was determined using the Black-Scholes model using the following weighted average assumptions and fair value of options:

	2003	2002
Risk-free interest rate	3.09%	3.61%
Expected hold period to exercise	2 years	2 years
Volatility in the price of the Company's shares	69%	105%
Dividend yield	zero	zero
Weighted average fair value of options	\$ 1.47	\$ 1.35

In 2003, the Company granted 32,500 (2002 46,000) options to consultants for services to be provided in the current and future years. The Company recognizes compensation expense for these awards over the period when services are provided, which corresponds to the vesting period of the options. During the year, the Company recorded \$102,466 (2002 \$21,128) as the associated compensation expense, with an offsetting credit to contributed surplus.

**Oncolytics Biotech Inc.**

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2003 and 2002

The Company has also granted 48,000 share incentive rights to a non-employee which, when exercised by the holder, would require payment in cash or shares, at the sole option of the Company for amounts in excess of \$2.31 based on the weighted average trading price for the ten trading days prior to the exercise. The Company accounts for this transaction with a non-employee at fair value determined using the Black-Scholes

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model. The related compensation expense recorded for the year was \$81,530 (2002 \$11,590), with an offsetting credit to contributed surplus.

### 12. LOSS PER COMMON SHARE

Loss per common share is calculated using the weighted average number of common shares outstanding for the year ended December 31, 2003 of 24,242,845 (2002 20,311,238; 2001 18,290,141). The effect of any potential exercise of the Company's stock options and warrants outstanding during the year has been excluded from the calculation of diluted earnings per share, as it would be anti-dilutive.

### 13. INCOME TAXES

The provision for income taxes recorded in the financial statements differs from the amount which would be obtained by applying the statutory income tax rate to the loss before tax as follows:

	2003 \$	2002 \$	2001 \$
Loss before taxes	<b>(8,510,479)</b>	(6,751,385)	(6,482,031)
Statutory Canadian corporate tax rate	<b>36.75%</b>	39.24%	43%
Anticipated tax recovery	<b>(3,127,601)</b>	(2,649,243)	(2,787,273)
Non-taxable portion of net capital loss	<b>347,698</b>	--	--
Employee stock based compensation	<b>366,290</b>	--	--
Change in tax rate	<b>272,506</b>	228,892	(185,125)
Non-deductible expenses (a)	<b>9,739</b>	10,398	432,150
Change in valuation allowance (b)	<b>2,131,368</b>	1,762,335	2,199,678
Future income tax recovery	--	(647,618)	(340,570)

- (a) Included in 2001 is a milestone payment of \$1,000,000 that was incurred by the Company. This milestone payment is not deductible for tax purposes.
- (b) As of December 31, 2003, the Company has non-capital losses for income tax purposes of approximately \$13,385,000, which are available for application against future taxable income and expire in 2006 (\$675,000) 2007 (\$1,033,000), 2008 (\$2,898,000), 2009 (\$4,483,000) and 2010 (\$4,296,000). In addition to the loss carryforward amounts above, the Company has scientific research and development claims and related investment tax credits of approximately \$7,830,000 as at December 31, 2003 which are available for application against future taxable income. The potential benefits resulting from these tax pools have been recognized in the financial statements only to the extent they are more likely than not of being realized.

## Oncolytics Biotech Inc.

### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

The components of the Company's future income tax liability are as follows:

	2003 \$	2002 \$
Non-capital loss carryforwards	4,633,861	2,451,540
Scientific research and development	3,167,981	2,379,000
Net capital loss carryforwards	308,929	--
Undepreciated capital costs in excess of book value of capital assets	72,305	49,755
Net book value of intellectual property in excess of tax value	(310,315)	(541,294)
Share issue costs	509,411	235,538
Valuation allowance	(8,382,172)	(4,574,539)
Future tax liability	--	--

#### 14. ECONOMIC DEPENDENCE

The Company currently contracts the production and receives its supplies of REOLYSIN® from one U.S. based supplier. There are a limited number of potential producers and suppliers of REOLYSIN®. As a result, any significant disruption of the services provided by this supplier has the potential to delay the progress of the clinical trial process. Management is aware of and is taking actions to minimize this exposure.

#### 15. INDEMNIFICATION OF OFFICERS AND DIRECTORS

The Company's corporate by-laws require that, except to the extent expressly prohibited by law, the Company will indemnify its officers and directors against all costs, charges and expenses, including an amount paid to settle an action or satisfy a judgment reasonably incurred in respect of any civil, criminal or administrative action or proceeding as it relates to their services to the Company. The by-laws provide no limit to the amount of the indemnification. The Company has purchased directors' and officers' insurance coverage to cover claims made against the directors and officers during the applicable policy periods. The amounts and types of coverage have varied from period to period as dictated by market conditions. The Company believes that it has adequate insurance coverage; however there is no guarantee that all indemnification payments will be covered under the Company's existing insurance policies.

There is no pending litigation or proceeding involving any officer or director of the Company as to which indemnification is being sought, nor is the Company aware of any threatened litigation that may result in claims for indemnification.

### Oncolytics Biotech Inc.

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

#### 16. RECONCILIATION OF CANADIAN GAAP TO US GAAP

The financial statements of the Company are prepared in accordance with Canadian GAAP which, in most respects, conforms to US GAAP. Significant differences between Canadian and US GAAP are as follows:

	Notes	Year Ended December 31			Cumulative from inception on April 2, 1998 to December 31, 2003
		2003 \$	2002 \$	2001 \$	\$
Net loss - Canadian GAAP		<b>8,544,031</b>	6,091,486	6,171,461	24,994,592
Amortization of intellectual property	(1)	<b>(361,500)</b>	(361,500)	(361,500)	(1,265,250)
In process research and development	(1)	--	--	--	2,500,000
Future income tax recovery	(1)	--	647,618	340,570	1,115,000
Net loss - US GAAP		<b>8,182,531</b>	6,377,604	6,150,531	27,344,342
Unrealized loss (gain) on available-for-sale securities	(2)	<b>(45,715)</b>	2,469,414	--	2,423,699
Realized loss on available-for-sale securities	(2)	<b>(2,469,414)</b>	--	--	(2,469,414)
Comprehensive loss - US GAAP		<b>5,667,402</b>	8,847,018	6,150,531	27,298,627
Basic and diluted loss per common share - US GAAP		<b>(0.34)</b>	(0.31)	(0.34)	--
Basic and diluted comprehensive loss per common share - US GAAP		<b>(0.23)</b>	(0.44)	(0.34)	--

There are no differences between Canadian GAAP and US GAAP in amounts reported as cash flows from (used in) operating, financing and investing activities.

### Oncolytics Biotech Inc.

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

Balance sheet items in accordance with US GAAP are as follows:

Notes	December 31, 2003		December 31, 2002	
	Canadian GAAP \$	US GAAP \$	Canadian GAAP \$	US GAAP \$

		December 31, 2003		December 31, 2002	
Capital assets	(1)	4,965,379	2,615,629	4,516,813	1,805,563
Investments	(2)	111,425	157,140	5,006,503	2,537,089
Future income taxes	(1)	--	--	--	--
Deficit	(1)	24,994,592	27,344,342	16,450,561	19,161,811
Other comprehensive loss (income)	(2)	--	(45,715)	--	2,469,414

### 1. Push-Down Accounting and In Process Research and Development

Intellectual property of \$2,500,000 recorded as a consequence of SYNSORB's acquisition of the Company's shares comprises intangible assets related to research and development activities. Under US GAAP, these items are expensed on acquisition.

As a result of charging \$2,500,000 to expense in 1999 for US GAAP purposes, the amortization of the intellectual property and the future income tax recovery and future income tax liability related to intellectual property recorded for Canadian GAAP purposes has been reversed.

### 2. Unrealized Losses on Investments

Under U.S. GAAP, equity securities, having a readily determinable fair value and not classified as trading securities, are classified as available-for-sale securities and reported at fair value, with unrealized gains and losses included in comprehensive income or loss and reported as a separate component of shareholders' equity net of related deferred income taxes. Declines in the fair value of individual available-for-sale securities below their cost that are other than temporary result in write-downs of the individual securities to their fair value. The related write-downs are included in earnings as realized losses. Under Canadian GAAP, these securities are carried at cost and written down only when there is evidence that a decline in value that is other than temporary has occurred.

### Stock Based Employee Compensation

The Company prospectively adopted the fair value based method for its employee options effective January 1, 2003 (see note 4). In 2002, the Company had applied the intrinsic value method for employee stock options and the fair value method for non-employee options granted after January 1, 2002. Consequently there were no differences between Canadian GAAP and U.S. GAAP with respect to options granted in 2003 and 2002.

## Oncolytics Biotech Inc.

### NOTES TO FINANCIAL STATEMENTS

December 31, 2003 and 2002

Prior to January 1, 2002, for US GAAP, the Company applied the intrinsic value method prescribed by Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees and related interpretations in accounting for its employee stock option plans. As well, the Company provided pro forma disclosure as required by FAS 123 for those options granted prior to January 1, 2002.

The following additional pro-forma disclosure would be provided under US GAAP with respect to the fair value of employee options granted prior to January 1, 2002. The fair value for these options granted was estimated at the date of grant using a Black-Scholes Option Pricing Model with the following weighted-average assumptions:



	<b>2001</b>
Risk free interest rate	5.0%
Dividend yield	0%
Volatility factors of expected market price	87%
Weighted average expected life of the options	2 years

Pro forma disclosures of loss and loss per common share are presented below as if the Company had adopted the cost recognition requirements under FAS 123 from inception.

		<b>2003</b>	<b>2002</b>	<b>2001</b>
		\$	\$	\$
Net Loss	Pro forma - Canadian GAAP	<b>8,590,564</b>	6,780,859	--
	As reported - US GAAP	<b>8,182,531</b>	6,377,604	6,150,531
	Pro forma - US GAAP	<b>8,236,440</b>	7,186,991	10,088,657
Basic and diluted net loss per common share	Pro forma - Canadian GAAP (\$/share)	<b>(0.35)</b>	(0.33)	--
	As reported - US GAAP	<b>(0.34)</b>	(0.31)	(0.34)
	Pro forma - US GAAP (\$/share)	<b>(0.34)</b>	(0.35)	(0.55)

## 17. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform with the current year's presentation.

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March 5, 2004

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following information should be read in conjunction with the Company's 2003 audited financial statements and notes thereto, which were prepared in accordance with Canadian generally accepted accounting principles (GAAP).

#### FORWARD-LOOKING STATEMENTS

The following discussion contains forward-looking statements, within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements, including the Company's belief as to the potential of REOLYSIN® as a cancer therapeutic and the Company's expectations as to the success of its research and development programs in 2003 and beyond, future financial position, business strategy and plans for future operations, and statements that are not historical facts, involve known and unknown risks and uncertainties, which could cause the Company's actual results to differ materially from those in the forward-looking statements.

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Such risks and uncertainties include, among others, the availability of funds and resources to pursue research and development projects, the efficacy of REOLYSIN® as a cancer treatment, the success and timely completion of clinical studies and trials, the Company's ability to successfully commercialize REOLYSIN®, uncertainties related to the research and development of pharmaceuticals, uncertainties related to competition, changes in technology, the regulatory process and general changes to the economic environment. Investors should consult the Company's quarterly and annual filings with the Canadian and U.S. securities commissions for additional information on risks and uncertainties relating to the forward-looking statements. Forward looking statements are based on assumptions, projections, estimates and expectations of management at the time such forward looking statements are made, and such assumptions, projections, estimates and/or expectations could change or prove to be incorrect or inaccurate. Investors are cautioned against placing undue reliance on forward-looking statements. The Company does not undertake to update these forward-looking statements.

### OVERVIEW

#### *Oncolytics Biotech Inc. is a Development Stage Company*

Since its inception in April of 1998, Oncolytics Biotech Inc. (the Company) has been a development stage company and has focused its research and development efforts on the development of REOLYSIN®, its potential cancer therapeutic. The Company has not been profitable since its inception and expects to continue to incur substantial losses from its research and development. The Company does not expect to generate significant revenues until, if and when, its cancer product becomes commercially viable.

#### *General Risk Factors*

Prospects for biotechnology companies in the research and development stage should generally be regarded as speculative. It is not possible to predict, based upon studies in animals, or early studies in humans, whether a new therapeutic will ultimately prove to be safe and effective in humans, or whether necessary and sufficient data can be developed through the clinical trial process to support a successful product application and approval.

If a product is approved for sale, product manufacturing at a commercial scale and significant sales to end users at a commercially reasonable price may not be successful. There can be no assurance that the Company will generate adequate funds to continue development, or will ever achieve significant revenues or profitable operations. Many factors (e.g. competition, patent protection, appropriate regulatory approvals) can influence the revenue and product profitability potential.

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In developing a product for approval, the Company will rely upon its employees, contractors, consultants and collaborators and other third party relationships, including the ability to obtain appropriate product liability insurance. There can be no assurance that these reliances and relationships will continue as required.

In addition to developmental and operational considerations, market prices for securities of biotechnology companies generally are volatile, and may or may not move in a manner consistent with the progress being made by the Company.

#### *Highlights*

During 2003, the Company raised \$19,007,827 through three private placements, one public offering, exercises of warrants and options, and the sale of all of its investments in Transition Therapeutics Inc. (TTH) and a majority of its investment in BCY LifeSciences Inc. (BCY). As a result of these financing activities, the Company ended the year with cash and cash equivalents (including short-term investments) of \$20,752,735 at December 31, 2003 (2002 \$8,319,244).

In 2003, the Company's net loss was \$8,544,031 compared to a net loss of \$6,091,486 in 2002 and \$6,171,461 in 2001. Included in the 2003 net loss was a net loss from sale of investments of \$1,892,232 see *Sale of Investments*. In 2002 and 2001, there was no corresponding activity. Cash used in operating activities in 2003 was \$5,477,738 compared to \$7,255,700 in 2002 and \$4,272,857 in 2001.

During 2003 the Company focused its resources on its manufacturing of REOLYSIN®, its clinical trial program and enhancing its intellectual property. In 2002, the Company incurred costs associated with the creation of a manufacturing process that should be useable in the Company's clinical trial program and should be scaleable to a commercial level. With this substantially completed at the end of 2002, the Company focused in 2003 on producing product to supply its clinical trial program and securing its supply of manufacturing raw materials.

In 2003, while expenditures were reduced from the previous year, the Company continued with its clinical trial program that included a T2 prostate cancer trial and a recurrent malignant glioma trial, both in Canada. The Company expects to file applications which, if successful, would expand its clinical trial program into other jurisdictions and to include other methods of administration in 2004 (*see Recent Developments*).

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During 2003, the Company was granted five additional U.S. patents for a total of ten U.S. patents and one European patent. The Company expended \$1,045,869 in 2003 associated with its intellectual property compared to \$860,520 in 2002.

### ***Recent Developments***

On February 27, 2004, the Company received approval to commence a Phase I clinical trial to investigate the systemic delivery of REOLYSIN® as a treatment for patients with advanced or metastatic solid tumors from the Medicines and Healthcare products Regulatory Authority in the United Kingdom. This clinical trial will be the first to examine the systemic delivery of REOLYSIN®, which is expected to result in delivery of the virus throughout the body to both the primary tumor and metastatic disease sites. The primary objective of the study is to determine the maximum tolerated dose, dose limiting toxicity and safety profile of REOLYSIN®. Secondary objectives include the evaluation of viral replication, immune response to the virus and any evidence of antitumor activity.

In addition, the Company provided the final update related to its T2 prostate cancer study. The clinical trial met its histopathological objective of showing that REOLYSIN® selectively infects and kills cancer cells in humans without damaging adjacent healthy tissue. The trial, a technical study designed to provide further information in support of commencing a systemic study, provided data that was helpful in meeting this objective.

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## **ACCOUNTING POLICIES**

### **Critical Accounting Policies and Estimates**

In preparing the Company's financial statements, management is required to make certain estimates, judgments and assumptions that the Company believes are reasonable based upon the information available. These estimates and assumptions affect the reported amounts of assets at the date of the financial statements and the reported amounts of expenses during the periods presented. Significant estimates are used for, but not limited to, the treatment of the Company's research and development expenditures, the assessment of realizable value of long-lived assets, the amortization period of intellectual property and the calculation of stock based compensation.

The significant accounting policies which the Company believes are the most critical to aid in fully understanding and evaluating its reported financial results include the following:

### ***Research and Development***

The research and development costs of the Company are expensed as they are incurred and now include stock based compensation expense for personnel engaged in R&D activity. Under Canadian generally accepted accounting principles, development costs should be capitalized if certain criteria are met. Companies with major products in clinical trials do not necessarily meet these criteria. The Company's development costs do not meet the following two criteria: (i) the technical feasibility of the product or process has been established; and (ii) the future market for the product or process is clearly defined. With regard to (i), the Company has completed enrollment in a Phase I clinical study for REOLYSIN®, its product being developed for human use, is presently conducting human clinical studies for prostate and brain cancer, and is planning additional clinical studies. Until the appropriate clinical studies have been completed, the technical feasibility of this product will not be known. With regard to (ii), the future market for the product will not be clearly defined until the completion of the clinical studies. Clinical studies not only determine the technical feasibility of the product, but also provide information regarding the proper use of the product and, therefore, the future market. Once the feasibility is determined a New Drug Application is made to the appropriate regulatory body. Regulatory approval is required before the product can be marketed. For these reasons, the Company's development costs are expensed and not capitalized.

### ***Capitalization and Amortization of Patent Costs***

The Company treats third party costs incurred (primarily legal and registration costs) in the development of its Patent portfolio as limited-life intangible assets, and amortizes the costs related to these assets over the lesser of 17 years or their estimated useful life. The Company also reviews the valuation of its Patent costs for impairment when any events that might give rise to impairment are known to the Company. If there is an indication of impairment, the Company would assess the fair value of its Patents and would record a reduction if the fair value were less than the book value.

In capitalizing these costs the Company is recognizing the inherent future benefit of Patents, not only in protection of its own potential products, but also as a possible asset that could give rise to revenues in the future through licensing agreements. While Patent life is different in different jurisdictions it is normally considered to be 20 years from date of application. With an assumption of an average of three years from initial Patent application to Patent issuance, the Company has set a maximum of 17 years to amortize the costs from the date of issuance. The Company has then assessed the nature of the market and the continuing efforts to develop and market new and better products, as well as the incurrence of costs associated with Patents that have been issued and, as a result, the Company has chosen to amortize the costs on a straight-line basis over ten years.

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As the product to which the Patents relate is in the development stage, with commercial recognition and revenue potential highly uncertain, should the Company experience a significant failure in its clinical trial

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program or other areas of risk, then the value of the Patents could be in serious question, giving rise to a possible write-down or write-off of the asset.

In the event that the Company is successful in its product development and sale, or other parties enter into licensing agreements with the Company, then it is also possible that the Patents may have a life and value beyond the ten years assumed for the amortization policy.

In any event, the revision to this policy or estimate would impact losses but not impact cash flows.

### **Changes in Accounting Policy including Initial Adoption**

#### ***Stock Based Compensation***

Effective January 1, 2003, the Company elected to adopt the fair value based method of accounting for employee awards granted under its stock option plan as required by the newly amended section of the Canadian Institute of Chartered Accountants (CICA) Handbook. In 2002, the Company was using the intrinsic value method of accounting for employee stock options. As a result of this change in accounting policy, beginning January 1, 2003, the Company will calculate a compensation expense based on an option pricing model and will record this expense over the options' vesting terms with an offsetting credit to contributed surplus. The effect of adopting this accounting policy was to increase expenses in 2003 by \$812,711. Actual cash expense associated with issuing employee stock options was \$nil.

The amended CICA Handbook standard provides for three transitional provisions. An entity is permitted to adopt the amended standard retroactively with restatement, retroactively without restatement or prospectively. However, if an entity desires to prospectively adopt the amended standard it has to elect this option prior to January 1, 2004. After reviewing and assessing the various transitional provisions permitted, the Company determined that it would adopt the amended standard prospectively as it believes that the prospective application best presents the fair value based method for the Company.

#### ***Short-Term Investments***

As a result of the financing activities in 2003 the Company updated its Investment Policy to allow for the use of short-term investments to maximize the Company's interest income. As a result the Company initially adopted a short-term investments accounting policy. The Company's accounting policy is to record the short-term investments at the lower of amortized cost or market value. Gains and losses on disposal of short-term investments are included in income in the period of realization. Premiums or discounts are amortized over the remaining maturity of the instrument and reported in interest income. Short-term investments are liquid investments that are readily convertible into known amounts of cash and are subject to an insignificant risk of changes in value. Original maturities are greater than three months but less than one year. At the end of 2003, the Company amended its Investment Policy to allow for maturities of less than two years rather than maturities of less than one year.

### **Fair Presentation**

In preparing the Company's financial statements, management is also required to comply with GAAP. As a result of complying with GAAP, the Company believes that the following should be mentioned in an effort to understand and fairly present its financial information:

#### ***Stock Based Compensation***

As required by the fair value based method for measuring stock based compensation, the Company uses the Black Scholes Option Pricing Model (Black Scholes or the Model) to calculate the fair value of its options. Though there are other models available to calculate the option values (for example, the binomial model), Black Scholes is currently widely used and accepted by other publicly traded companies. Therefore, the Company has concluded that Black Scholes is the appropriate option pricing model to use for its stock options.

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Black Scholes uses inputs in its calculation of fair value that requires the Company to make certain estimates and assumptions. For 2003, the Company used the following weighted average assumptions:

	<b>2003</b>
Risk-free interest rate	3.09%

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Expected hold period to exercise	2 years
Volatility in the price of the Company's shares	69%
Dividend yield	zero

A change in these estimates and assumptions will impact the value calculated by the Model. For instance, the volatility in the price of the Company's shares is based on the quoted trading price. The Company assumes that weekly trading prices best reflects the Company's trading price volatility. However, an entity can choose between daily, weekly, monthly or quarterly trading prices in the volatility calculation. For example, based upon periods chosen, if the Company were to use daily trading prices, volatility would increase 337%, resulting in an option value increase of 144% from that calculated from the stated volatility. If the Company were to use monthly trading prices over the same period, volatility would increase 5% resulting in an option value increase of 3%. Also, volatility would change based on the period chosen and the frequency of price points chosen.

The Model also uses an expected hold period to exercise in its calculation of fair value. The Company, when estimating the expected hold period to exercise takes into consideration past history, the current trading price and volatility of the Company's common shares and has concluded that 2 years is an appropriate estimate. However, the Company's options have a 10 year life and given the fluctuations in its stock price the expected hold period could be different. If the hold period was to increase 1 year, there would have been a 20% increase in the Company's 2003 stock based compensation expense.

Consequently, in complying with GAAP and selecting what the Company believes are the most appropriate assumptions under the circumstances, the Company has increased its reported expenses for the year by \$812,711. However, given the above discussion this expense could legitimately be increased 3% - 144% and still be compliant under GAAP.

### ***Warrant Values***

At the end of 2002 and throughout 2003, the Company was able to raise cash through the issue of units. Typically, each unit consisted of one common share and a fraction of one common share purchase warrant with each whole warrant exercisable at a specified price for one additional common share for up to 18 months from the issue date. GAAP requires that when recording the units issued a value should be ascribed to each component of the units based on the component's fair value. For the Company, the fair value of its common shares is established based on trading on stock exchanges in Canada and the U.S. However as the warrants do not trade on an exchange, the Black Scholes Option Pricing Model was used to determine the fair value of the warrants. In the event that the total calculated value of each individual component is greater than the price paid for the unit the value of each component is reduced on a relative basis until the total is equal to the unit's issue price.

For reasons discussed above under "Stock Based Compensation", the Model can produce a wide range of acceptable values for the Company's warrants.

### ***Initial Value of the Company's Intellectual Property***

The Company was acquired by SYNSORB Biotech Inc. (SYNSORB) in 1999. At that time, SYNSORB purchased all of the share capital of the Company for \$2,500,000 and subsequently applied "push down" accounting and revalued the Company's assets. As the only asset owned by the Company was its intellectual property, the \$2,500,000 was allocated to this asset with the corresponding credit to contributed surplus. This accounting treatment permitted under GAAP, increased the value of the Company's assets and shareholders' equity. As of December 31, 2003, the net book value of the Company's original

intellectual property was \$1,333,333. Consequently, without the application of push down accounting applied to the Company by SYNSORB the value of the Company's intellectual property and contributed surplus would be \$1,333,333 lower than presented in the 2003 audited financial statements.

### **SELECTED ANNUAL INFORMATION**

	2003 <sup>(2)</sup>	2002 <sup>(3)</sup>	2001 <sup>(3)</sup>
	\$	\$	\$
Revenues <sup>(1)</sup>	313,305	208,867	655,212
Net loss	8,544,031	6,091,486	6,171,461
Basic and diluted loss per share <sup>(5)</sup>	0.35	0.30	0.34
Total assets <sup>(4),(5)</sup>	26,050,600	17,968,254	19,072,559
Total long term financial liabilities <sup>(6)</sup>	150,000	150,000	150,000
Cash dividends declared per share <sup>(7)</sup>	Nil	Nil	Nil

## Notes:

- (1) Revenue is comprised of interest income and income from short term investments.
- (2) Included in net loss and net loss per share for 2003 is a net loss from sale of investments of \$1,892,232 (2002 \$nil; 2001 \$nil).
- (3) Included in net loss and net loss per share for 2002 and 2001 is a future income tax recovery of \$647,618 and \$340,570 respectively (2003 \$nil).
- (4) Subsequent to the acquisition of the Company by SYNSORB in April 1999, the Company applied push down accounting. See note 2 to the audited financial statements for 2003.
- (5) The Company issued 5,062,978 common shares for cash proceeds of \$16,004,981 in 2003 (2002 1,040,000 common shares for \$1,803,877; 2001 1,702,590 common shares for \$2,210,016). In addition, 1,913,889 common shares were issued in 2002 as consideration for the acquisition of the Company's investment in TTH with an ascribed value of \$4,689,028.
- (6) The long-term debt recorded in 2003, 2002 and 2001 represents repayable loans from the Alberta Heritage Foundation.
- (7) The Company has not declared or paid any dividends since incorporation.

**RESULTS OF OPERATIONS**

Net loss for the year ended December 31, 2003 was \$8,544,031 compared to \$6,091,486 and \$6,171,461 for 2002 and 2001, respectively. The increase in the Company's net loss was due to the following:

**Research and Development Expenses ( R&D )**

	2003 \$	2002 \$	2001 \$
Manufacturing and process expenses	1,328,480	1,892,517	1,815,564
Clinical trial expenses	130,034	504,260	96,618
Pre-clinical trial expenses	202,034	663,012	799,280
Other R&D expenses	1,405,360	1,191,236	1,405,199
Research and development expenses before the following	3,065,908	4,251,025	4,116,661
Milestone payments to founding shareholders	--	--	1,000,000
Stock based compensation	504,185	32,718	--
Quebec scientific research and experimental development refund	(255,905)	--	--
Research and development expenses	3,314,188	4,283,743	5,116,661

In 2003, R&D decreased to \$3,065,908 compared to \$4,251,025 and \$4,116,661 in 2002 and 2001 respectively. The decline in R&D was due to the following:

**Manufacturing & Related Process Development**

During 2001 and 2002, the Company's focus was on the development of a process to manufacture REOLYSIN® incurring almost 63% of its manufacturing and process expenses in process development in 2002 and almost 85% in 2001 compared to approximately 25% in 2003. As a result, the Company created

a manufacturing process that produces REOLYSIN® that should be useable in the Company's clinical trial program and should also be scaleable to a commercial level.

With respect to manufacturing in 2003, the Company shifted its focus from process development to REOLYSIN® production and securing its supply of critical raw materials. The Company wants to produce sufficient product as it moves forward with its clinical trial program and other activities. Consequently, it incurred expenses primarily associated with production runs and reduced the amount of manufacturing process work compared to 2002. Costs associated with the production of REOLYSIN® represented almost 45% of the Company's manufacturing and process expenses in 2003 compared to almost 37% and 15% in 2002 and 2001 respectively. In 2004, the Company intends to continue to produce REOLYSIN® to supply its anticipated activities.

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Offsetting the decrease associated with the reduced process development work was the creation of the Company's own viral and cell banks. In prior years the Company had relied on third party suppliers to create and maintain the required viral and cell banks to make REOLYSIN®. In 2003, the Company established an independent supply of its master and working viral and cell banks to ensure that it has independent access to REOLYSIN®'s critical raw materials, particularly in light of its planned expansion into other jurisdictions. These types of expenses represent approximately 28% of the manufacturing and process expenses in 2003 and were not incurred in 2002 or 2001.

Finally, in 2002 the Company recognized that a risk of economic dependence existed as it only had one manufacturer to produce REOLYSIN®. In 2003, the Company began to look for ways to offset this risk. This was partially achieved through creating independent access to REOLYSIN®'s master and working viral and cell banks. Also, the Company is examining the feasibility of establishing redundancy in other aspects of its product process including adding an additional manufacturer to supplement its current supplier.

### Clinical Trial Program

Clinical trial costs decreased compared to 2002 as direct costs associated with patient enrollment in the T2 prostate and the glioma trials were reduced. In 2001, these clinical trials had not yet commenced. The Company also incurred costs associated with its applications to commence additional studies in other jurisdictions.

If the Company's clinical trial program expands, it expects to incur additional clinical trial R&D costs in 2004. Also, in accordance with the Company's agreement with the National Cancer Institute of America (the NCI), the Company will provide REOLYSIN® to the NCI as the NCI and the Company together determine which clinical trials will be carried out.

### Pre-Clinical Trial Expenses

Pre-clinical trial costs in 2003 declined compared to 2002 and 2001 as a result of the Company moving into its clinical trial program in 2002. Pre-clinical costs relate primarily to toxicology studies and frequency of these types of studies decreases as the Company moves through the clinical trial program. However, pre-clinical costs are expected to continue as the Company moves into different jurisdictions and different types of clinical trials.

### Other R&D Expenses

Other R&D expenses include research collaborations, compensation costs, travel etc.

The Company incurred R&D expenses related to research collaborations it entered into in 2003. These costs represented almost 10% of other R&D expenses in 2003 compared to zero in 2002 and 2001. The intent of these collaborations is to expand the Company's intellectual property related to the reovirus and other viruses as well as identify potential licensing opportunities arising from the Company's expanding technology base.

In 2004, the Company presently expects to incur additional R&D expenses associated with other collaborations that would be intended to bring value to the Company, including such objectives as expanded intellectual property or additional product candidates.

### Operating Expenses

	2003	2002	2001
	\$	\$	\$
Public company related expenses	971,156	999,305	836,082
Office costs	1,167,147	743,206	531,445
Stock based compensation	488,097	--	--
Other operating expenses	327,440	359,761	187,601
	<b>2,953,840</b>	2,102,272	1,555,128

In 2003, the Company's operating expenses increased to \$2,953,840 compared to \$2,102,272 in 2002 and \$1,555,128 in 2001. The primary reason for the increase in 2003 relates to the stock based compensation recorded in 2003 that was not recorded in 2002 and 2001. As well, the

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Company's insurance premiums associated with directors' and officers' liability insurance and general corporate insurance increased compared to 2002 and 2001. In 2003, insurance costs represented almost 40% of the Company's office costs compared to almost 20% and almost 7% in 2002 and 2001 respectively. The Company's insurance premiums increased dramatically in 2002 when the insurance policies were renewed reflecting the increased exposure that relates to listing and trading in the U.S. Finally, the Company has increased its staff levels primarily in support of its corporate requirements including those associated with public company regulatory requirements.

In 2004, the Company expects to incur additional operating costs associated with its compliance with the Sarbanes Oxley internal control certification and related auditors' attestation requirements in 2005 and other possible increases in insurance premiums.

### *Sale of Investments*

	2003	2002	2001
	\$	\$	\$
Loss on sale of investment in Transition Therapeutics Inc.	2,156,685	--	--
Gain on partial sale of investment in BCY LifeSciences Inc.	(264,453)	--	--
Net loss from sale of investments	1,892,232	--	--

A significant component of the increase in the Company's 2003 net loss compared to 2002 and 2001 was the sale of the Company's investments in 2003. The net loss from sale of investments in 2003 was \$1,892,232 with no corresponding amounts in 2002 and 2001.

### *Transition Therapeutics Inc. ( TTH )*

In June 2003, the Company sold 6,890,000 common shares of TTH for net cash proceeds of \$2,552,695. The sale of TTH provided the Company with additional operating capital as it continues with its development of REOLYSIN®. As a result of the sale, an accounting loss of \$2,156,685 was recorded. The Company's cash expenses with respect to its investment in TTH were limited to acquisition legal costs of \$20,352.

### *BCY LifeSciences Inc. ( BCY )*

In the fourth quarter of 2003, the Company sold 1,496,500 common shares of BCY for net cash proceeds of \$450,151. This resulted in an accounting gain of \$264,453. The Company's cash investment was \$127,123. As at December 31, 2003, the Company owned 897,945 common shares and 694,995 common

share purchase warrants of BCY. The common share purchase warrants are exercisable at \$0.27 and expire in April of 2004.

### **Commitments**

As at December 31, 2003, the Company has committed to payments totaling \$1,569,739 for activities primarily related to product manufacturing and continued toxicology and process related work. The Company anticipates that these committed payments will occur in 2004. All of these committed payments are considered to be part of the Company's normal course of business.

Subsequent to 2003, the Company has entered into another research and development agreement and under this contract has committed to payments totaling \$875,000.

### **SUMMARY OF QUARTERLY RESULTS**

The following unaudited quarterly information is presented in thousands of dollars except for per share amounts:

	2003				2002			
	Dec. <sup>(2)</sup>	Sept.	June <sup>(2)</sup>	March	Dec.	Sept.	June	March
Revenue <sup>(1)</sup>	127	102	41	43	44	53	54	57
Net loss <sup>(3)</sup>	1,696	1,823	3,955	1,114	1,542	1,990	1,285	1,274
Loss per common share <sup>(3)</sup>	\$0.06	\$0.07	\$0.18	\$0.05	\$0.07	\$0.09	\$0.07	\$0.07
Total assets <sup>(4),(6)</sup>	26,051	21,532	18,815	16,702	17,968	17,331	19,468	16,262



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<b>Total cash<sup>(5),(6)</sup></b>	<b>20,753</b>	<b>15,843</b>	<b>13,486</b>	<b>6,887</b>	<b>8,319</b>	<b>7,746</b>	<b>9,964</b>	<b>12,018</b>
<b>Total long-term debt<sup>(7)</sup></b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>150</b>
<b>Cash dividends declared<sup>(8)</sup></b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>

- (1) Revenue is comprised of interest income and income from short term investments.
- (2) Included in net loss and net loss per share in December 2003 is a gain on sale of investment of \$264,453 and in June is a loss from sale of investments of \$2,156,685. There were no corresponding amounts in 2002.
- (3) Included in net loss and net loss per share for 2002 is a future income tax recovery of \$647,618 (2003 nil).
- (4) Subsequent to the acquisition of the Company by SYNSORB in April 1999, the Company applied push down accounting. See note 2 to the audited financial statements for 2003.
- (5) Included in total cash are cash and cash equivalents plus short-term investments.
- (6) The Company issued 5,062,978 common shares for cash proceeds of \$16,004,981 in 2003 (2002 1,040,000 common shares for \$1,803,877). In addition, 1,913,889 common shares were issued in June 2002 as consideration for the acquisition of the Company's investment in TTH with an ascribed value of \$4,689,028.
- (7) The long-term debt recorded in 2003, 2002 and 2001 represents repayable loans from the Alberta Heritage Foundation.
- (8) The Company has not declared or paid any dividends since incorporation.

#### FOURTH QUARTER

Statement of loss for the three month period ended December 31, 2003 and 2002

	<b>2003</b>	<b>2002</b>
	<b>\$</b>	<b>\$</b>
Interest income	<b>126,697</b>	44,451
Research and development expenses	<b>1,222,378</b>	1,087,525
Operating expenses	<b>656,670</b>	516,317
Amortization	<b>175,033</b>	155,397
	<b>2,054,081</b>	1,759,239
Loss before the following:	<b>1,927,384</b>	1,714,788
Gain on sale of investment in BCY	<b>(264,453)</b>	--
Loss before taxes	<b>1,662,931</b>	1,714,788
Capital tax	<b>32,610</b>	(10,699)
Future income tax recovery	--	(161,905)
Net loss	<b>1,695,541</b>	1,542,184

#### Review of Operations

For the three month period ended December 31, 2003, the Company's net loss increased to \$1,695,541 compared to \$1,542,184 for the three month period ended December 31, 2002. R&D expenses incurred in the fourth quarter of 2003 were similar to those incurred in 2002 except for the stock based compensation expense. In the fourth quarter of 2003, the Company recorded stock based compensation of \$292,050 compared to \$32,718 recorded in the fourth quarter of 2002.

Operating expenses in the fourth quarter of 2003 were similar to operating expenses in the fourth quarter of 2002 except for the stock based compensation expense of \$193,889 recorded in 2003 with no corresponding amount in the fourth quarter of 2002.

The effect of the increase in stock based compensation was reduced by the gain on sale of investment in BCY of \$264,453 recorded in 2003 and a future income tax recovery of \$161,905 recorded in 2002.

**Financing Activities**

On October 14, 2003, the Company closed a public offering whereby it issued 1,200,000 units for net cash proceeds of \$5,459,399. Each unit was comprised of one common share and one half of one common share purchase warrant. Each whole warrant entitles the holder to purchase an additional common share for \$6.25 and expires on April 14, 2005. In addition, the Company issued 120,000 broker warrants with an exercise price of \$5.00 that expire on April 14, 2005.

**LIQUIDITY AND CAPITAL RESOURCES****Liquidity**

As at December 31, 2003, the Company had cash and cash equivalents (including short-term investments) and working capital positions of \$20,752,735 and \$20,088,868 respectively compared to \$8,319,244 and \$7,184,699 for 2002. The increase in 2003 reflects the cash inflows from the three private placements, one public offering and the exercise of options and warrants that raised \$16,004,981 and the net proceeds from the sales of its investments of \$3,002,846. Cash outflows during the year arose from research and development expenses, operational expenses, and intellectual property expenditures.

The Company desires to maintain adequate cash and short-term investment reserves to support its planned activities which include its clinical trial program, production manufacturing, and its intellectual property expansion and protection. The Company believes that its existing capital resources are adequate to fund its current plans for research and development activities into 2006. In the event that the Company chooses to seek additional capital, the Company will look to fund additional capital requirements primarily through the issue of additional equity. The Company recognizes the challenges and uncertainty inherent in the capital markets and the potential difficulties it might face in today's environment. Market prices for securities in biotechnology companies are volatile and the ability to raise funds will be dependent on a number of factors, including the progress of R&D, availability of clinical trial information, and general market conditions.

**Capital Expenditures and Commitments**

The Company spent \$1,045,869 on intellectual property in 2003 compared to \$860,520 in 2002. The increase in intellectual property expenditures reflects the increased filing costs associated with its expanded patent base. The Company received five U.S. patents in 2003 bringing its total patents issued to ten in the U.S. and one in Europe. The Company does not have any commitments with respect to its intellectual property.

The Company has the following contractual obligations as at December 31, 2003:

Contractual Obligations	Payments Due by Period				
	Total	Less than 1 year	1 -3 years	4 - 5 years	After 5 years
Long term debt <sup>(1)</sup>	150,000	--	--	--	150,000
Capital lease obligations	Nil	--	--	--	--
Operating leases <sup>(2)</sup>	310,358	128,424	181,934	--	--
Purchase obligations	1,569,739	1,569,739	--	--	--
Other long term obligations	Nil	--	--	--	--
<b>Total contractual obligations</b>	<b>2,030,097</b>	<b>1,698,163</b>	<b>181,934</b>	<b>--</b>	<b>150,000</b>

**Note:**

- (1) The Company's long term debt is a \$150,000 loan from the Alberta Heritage Foundation. Repayments are required upon the realization of sales (see note 6 of the Company's audited 2003 financial statements).
- (2) The Company's operating leases are comprised of its office lease.

Subsequent to the year end, the Company entered into another R&D agreement that will increase the Company's purchase obligations by \$875,000 to \$2,444,739. These combined purchase obligations have been entered into to schedule production spots and to continue toxicology and specific process related work and are assumed to all occur in 2004.

Note:

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The Company will fund its capital expenditure requirements and commitments with existing working capital.

### Investing Activities

Under its Investment Policy, the Company is permitted to invest in short-term instruments with a rating no less than R-1 (DBRS) with terms less than one year. The Company invested \$18,111,608 under this policy and is currently earning interest at an effective rate of 2.68%.

### OFF-BALANCE SHEET ARRANGEMENTS

As at December 31, 2003, the Company has not entered into any off-balance sheet arrangements.

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### TRANSACTIONS WITH RELATED PARTIES

In 2003, the Company did not enter into any related party transactions.

In 2002, the Company received 1,700,000 common shares of BCY LifeSciences Inc. along with the rights to receive an additional 200,000 common shares subject to the attainment of certain milestones from SYNSORB Biotech Inc. (the Company's former parent). The Company received these BCY common shares as consideration for its support and assistance with SYNSORB's plan of arrangement to release the Company's shares held by SYNSORB from escrow and subsequently distribute the Company's shares to SYNSORB shareholders. The reason for entering into this transaction was to increase the Company's shareholder base and to remove a control block of shares. At December 31, 2002, SYNSORB had distributed and sold all of its interest in the Company and since December 31, 2002 is no longer considered a related party.

### FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS

The Company does not use financial derivatives or other financial instruments.

### RISKS FACTORS AFFECTING FUTURE PERFORMANCE

**All of the Company's potential products, including REOLYSIN®, are in the research and development stage and will require further development and testing before they can be marketed commercially.**

Prospects for companies in the biotechnology industry generally may be regarded as uncertain given the nature of the industry and, accordingly, investments in biotechnology companies should be regarded as speculative. The Company is currently in the research and development stage on one product, REOLYSIN®, for human application, the riskiest stage for a company in the biotechnology industry. It is not possible to predict, based upon studies in animals, or early studies in humans, whether REOLYSIN® will prove to be safe and effective in humans. REOLYSIN® will require additional research and development, including extensive clinical testing, before the Company will be able to obtain the approval of the United States Food and Drug Administration (the FDA) or from similar regulatory authorities in other countries to market REOLYSIN® commercially. There can be no assurance that the research and development programs conducted by the Company will result in REOLYSIN® or any other products becoming commercially viable products, and in the event that any product or products result from the research and development program, it is unlikely they will be commercially available for a number of years.

To achieve profitable operations the Company, alone or with others, must successfully develop, introduce and market its products. To obtain regulatory approvals for products being developed for human use, and to achieve commercial success, human clinical trials must demonstrate that the product is safe for human use and that the product shows efficacy. Unsatisfactory results obtained from a particular study relating to a program may cause the Company to abandon its commitment to that program or the product being tested. No assurances can be provided that any current or future animal or human test, if undertaken, will yield favorable results. If the Company is unable to establish that REOLYSIN® is a safe, effective treatment for cancer, it may be required to abandon further development of the product and develop a new business strategy.

**There are inherent risks in pharmaceutical research and development.**

Pharmaceutical research and development is highly speculative and involves a high and significant degree of risk. The marketability of any product developed by the Company will be affected by numerous factors beyond the Company's control, including:

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the discovery of unexpected toxicities or lack of sufficient efficacy of products which make them unattractive or unsuitable for human use;

preliminary results as seen in animal and/or limited human testing may not be substantiated in larger controlled clinical trials;

manufacturing costs or other factors may make manufacturing of products impractical and non-competitive;

proprietary rights of third parties or competing products or technologies may preclude commercialization;

requisite regulatory approvals for the commercial distribution of products may not be obtained; and

other factors may become apparent during the course of research, up-scaling or manufacturing which may result in the discontinuation of research and other critical projects.

The Company's product under development has never been manufactured on a commercial scale, and there can be no assurance that such products can be manufactured at a cost or in a quantity to render such products commercially viable. Production and utilization of the Company's products may require the development of new manufacturing technologies and expertise. The impact on the Company's business in the event that new manufacturing technologies and expertise are required to be developed is uncertain. There can be no assurance that the Company will successfully meet any of these technological challenges, or others that may arise in the course of development.

### **Pharmaceutical products are subject to intense regulatory approval processes.**

The regulatory process for pharmaceuticals, which includes preclinical studies and clinical trials of each compound to establish its safety and efficacy, takes many years and requires the expenditure of substantial resources. Moreover, if regulatory approval of a drug is granted, such approval may entail limitations on the indicated uses for which it may be marketed. Failure to comply with applicable regulatory requirements can, among other things, result in suspension of regulatory approvals, product recalls, seizure of products, operating restrictions and criminal prosecution. Further, government policy may change, and additional government regulations may be established that could prevent or delay regulatory approvals for the Company's products. In addition, a marketed drug and its manufacturer are subject to continual review. Later discovery of previously unknown problems with the product or manufacturer may result in restrictions on such product or manufacturer, including withdrawal of the product from the market.

The FDA in the United States and other relevant regulatory authorities may deny approval of a new drug application ( NDA ) or its equivalent in the relevant jurisdiction if required regulatory criteria are not satisfied, or may require additional testing. Product approvals may be withdrawn if compliance with regulatory standards is not maintained or if problems occur after the product reaches the market. The FDA may require further testing and surveillance programs to monitor the pharmaceutical product that has been commercialized. Non-compliance with applicable requirements can result in fines and other judicially imposed sanctions, including product withdrawals, product seizures, injunction actions and criminal prosecutions.

In addition to its own pharmaceuticals, the Company may supply active pharmaceutical ingredients and advanced pharmaceutical intermediates for use in its customers' drug products. The final drug products in which the pharmaceutical ingredients and advanced pharmaceutical intermediates are used, however, are subject to regulation for safety and efficacy by the FDA and other jurisdictions, as the case may be. Such products must be approved by such agencies before they can be commercially marketed. The process of obtaining regulatory clearance for marketing is uncertain, costly and time consuming. The Company cannot predict how long the necessary regulatory approvals will take or whether the Company's customers will ever obtain such approval for their products. To the extent that the Company's customers do not obtain the necessary regulatory approvals for marketing new products, the Company's product sales could be adversely affected.

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The FDA and other governmental regulators have increased requirements for drug purity and have increased environmental burdens upon the pharmaceutical industry. Because pharmaceutical drug manufacturing is a highly regulated industry, requiring significant documentation and validation of manufacturing processes and quality control assurance prior to approval of the facility to manufacture a specific drug, there can be considerable transition time between the initiation of a contract to manufacture a product and the actual initiation of manufacture of that product. Any lag time in the initiation of a contract to manufacture product and the actual initiation of manufacture could cause the Company to lose profits or incur liabilities.

The pharmaceutical regulatory regime in Europe and other countries is, by and large, generally similar to that of Canada and the United States. The Company could face similar risks in these other jurisdictions, as the risks described above.

### **The Company's operations and products may be subject to other government manufacturing and testing regulations.**

Securing regulatory approval for the marketing of therapeutics by the FDA in the United States and similar regulatory agencies in other countries is a long and expensive process, which can delay or prevent product development and marketing. Approval to market products may be for limited applications or may not be received at all.

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The products anticipated to be manufactured by the Company will have to comply with the FDA's current Good Manufacturing Practices (cGMP) and other FDA and local government guidelines and regulations, including other international regulatory requirements and guidelines. Additionally, certain of the Company's customers may require the manufacturing facilities contracted by the Company to adhere to additional manufacturing standards, even if not required by the FDA. Compliance with cGMP regulations requires manufacturers to expend time, money and effort in production, and to maintain precise records and quality control to ensure that the product meets applicable specifications and other requirements. The FDA and other regulatory bodies periodically inspect drug-manufacturing facilities to ensure compliance with applicable cGMP requirements. If the manufacturing facilities contracted by the Company fail to comply with the cGMP requirements, the facilities may become subject to possible FDA or other regulatory action and manufacturing at the facility could consequently be suspended. The Company may not be able to contract suitable alternative or back-up manufacturing facilities on terms acceptable to the Company or at all.

The FDA or other regulatory agencies may also require the submission of any lot of a particular product for inspection. If the lot product fails to meet the FDA requirements, then the FDA could take any of the following actions: (i) restrict the release of the product; (ii) suspend manufacturing of the specific lot of the product; (iii) order a recall of the lot of the product; or (iv) order a seizure of the lot of the product.

The Company is subject to regulation by governments in many jurisdictions and, if the Company does not comply with healthcare, drug, manufacturing and environmental regulations, among others, the Company's existing and future operations may be curtailed, and the Company could be subject to liability.

In addition to the regulatory approval process, the Company may be subject to regulations under local, provincial, state, federal and foreign law, including requirements regarding occupational health, safety, laboratory practices, environmental protection and hazardous substance control, and may be subject to other present and future local, provincial, state, federal and foreign regulations.

### **The Company's products may fail or cause harm, subjecting the Company to product liability claims, which are uninsured.**

The sale and use of products of the Company entail risk of product liability. The Company currently does not have any product liability insurance. There can be no assurance that it will be able to obtain appropriate levels of product liability insurance prior to any sale of its pharmaceutical products. An inability to obtain insurance on economically feasible terms or to otherwise protect against potential

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product liability claims could inhibit or prevent the commercialization of products developed by the Company. The obligation to pay any product liability claim or a recall of a product could have a material adverse effect on the business, financial condition and future prospects of the Company.

### **The Company's technologies may become obsolete.**

The pharmaceutical industry is characterized by rapidly changing markets, technology, emerging industry standards and frequent introduction of new products. The introduction of new products embodying new technologies, including new manufacturing processes, and the emergence of new industry standards may render the Company's products obsolete, less competitive or less marketable. The process of developing the Company's products is extremely complex and requires significant continuing development efforts and third party commitments. The Company's failure to develop new technologies and products and the obsolescence of existing technologies could adversely affect its business.

The Company may be unable to anticipate changes in its potential customer requirements that could make the Company's existing technology obsolete. The Company's success will depend, in part, on its ability to continue to enhance its existing technologies, develop new technology that addresses the increasing sophistication and varied needs of the market, and respond to technological advances and emerging industry standards and practices on a timely and cost-effective basis. The development of the Company's proprietary technology entails significant technical and business risks. The Company may not be successful in using its new technologies or exploiting its niche markets effectively or adapting its businesses to evolving customer or medical requirements or preferences or emerging industry standards.

### **The Company has no operating revenues and a history of losses.**

To date, the Company has not generated sufficient revenues to offset its research and development costs and accordingly has not generated positive cash flow or made an operating profit. As of December 31, 2003, the Company had an accumulated deficit of \$24,994,592. The Company incurred net losses of \$8.5 million, \$6.1 million and \$6.2 million for the years ended December 31, 2003, 2002 and 2001, respectively. The Company anticipates that it will continue to incur significant losses during 2004 and in the foreseeable future. The Company will not reach profitability until after successful and profitable commercialization of one or more of its products. Even if one or more of its products are profitably commercialized, the initial losses incurred by the Company may never be recovered.

During 2003, the Company had no operating revenues. The Company has benefited to date from the receipt of research grants. There can be no assurance that grants will continue to be available to the Company or, if so, at what levels.

**The Company may need additional financing in the future to fund the research and development of its products and to meet its ongoing capital requirements.**

As of December 31, 2003, the Company had cash and cash equivalents (including short-term investments) of \$20.8 million and working capital of approximately \$20.1 million. The Company anticipates that it may need additional financing in the future to fund research and development and to meet its ongoing capital requirements. The amount of future capital requirements will depend on many factors, including continued scientific progress in its drug discovery and development programs, progress in its pre-clinical and clinical evaluation of drug candidates, time and expense associated with filing, prosecuting and enforcing its patent claims and costs associated with obtaining regulatory approvals. In order to meet such capital requirements, the Company will consider contract fees, collaborative research and development arrangements, and additional public or private financings (including the incurrence of debt and the issuance of additional equity securities) to fund all or a part of particular programs as well as potential partnering or licensing opportunities. There can be no assurance that additional funding will be available or, if available, that it will be available on acceptable terms. If adequate funds are not available on terms favorable to the Company, the Company may have to reduce substantially or eliminate expenditures for research and development, testing, production and marketing of its proposed product, or obtain funds through arrangements with corporate partners that require the Company to relinquish rights to certain of its

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technologies or product. There can be no assurance that the Company will be able to raise additional capital if its current capital resources are exhausted.

**The cost of director and officer liability insurance may continue to increase substantially or may not be available to the Company and may affect the ability of the Company to retain quality directors and officers.**

The Company carries liability insurance on behalf of its directors and officers. Given a number of large director and office liability insurance claims in the U.S. equity markets, director and officer liability insurance is becoming increasingly more expensive with increased restrictions. Consequently, there is no assurance that the Company will continue to be offered this insurance or be able to obtain adequate coverage. The inability to acquire the appropriate insurance coverage may limit the Company's ability to attract and maintain directors and officers as required to conduct its business.

**The Company incurs some of its expenses in foreign currencies and therefore is exposed to foreign currency exchange rate fluctuations.**

The Company incurs some of its manufacturing, clinical and consulting expenses in foreign currencies (to date mainly the U.S. dollar). Over the past year the Canadian dollar has appreciated relative to the U.S. dollar thereby decreasing the Canadian dollar equivalent. However, if this trend reverses, the Company's Canadian dollar equivalent costs will increase.

Also, as the Company expands to other foreign jurisdictions there may be an increase in its foreign exchange exposure.

**The Company earns interest income on its excess cash reserves and is exposed to changes in interest rates.**

The Company invests its excess cash reserves in investment vehicles that provide a rate of return with little risk to principle. As interest rates change the amount of interest income the Company earns will be directly impacted.

**OTHER MD&A REQUIREMENTS**

The Company has 27,450,389 common shares outstanding at March 31, 2004. If all of the Company's warrants and options were exercised the Company would have 33,267,217 common shares outstanding.

The Company's 2003 Annual Information Form is available on [www.sedar.com](http://www.sedar.com).

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**EXHIBIT A**

**CERTIFICATIONS PURSUANT TO SECTION 302 OF  
THE SARBANES-OXLEY ACT OF 2002**

I, Brad Thompson, certify that:

1. I have reviewed this annual report on Form 40-F of Oncolytics Biotech Inc.;
2. Based on my knowledge, this annual report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this annual report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual report, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this annual report;
4. The issuer's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the issuer and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the issuer, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Evaluated the effectiveness of the issuer's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - c) Disclosed in this report any change in the issuer's internal control over financial reporting that occurred during the period covered by the annual report that has materially affected, or is reasonably likely to materially affect, the issuer's internal control over financial reporting; and
5. The issuer's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the issuer's auditors and the audit committee of the issuer's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the issuer's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the issuer's internal control over financial reporting.

Date: April 19, 2004

By: /s/ Brad Thompson  
Brad Thompson  
President & Chief Executive Officer

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**EXHIBIT B**

**CERTIFICATIONS PURSUANT TO SECTION 302 OF  
THE SARBANES-OXLEY ACT OF 2002**

I, Doug Ball, certify that:

1. I have reviewed this annual report on Form 40-F of Oncolytics Biotech Inc.;
2. Based on my knowledge, this annual report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this annual report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual report, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this annual report;
4. The issuer's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the issuer and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the issuer, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Evaluated the effectiveness of the issuer's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - c) Disclosed in this report any change in the issuer's internal control over financial reporting that occurred during the period covered by the annual report that has materially affected, or is reasonably likely to materially affect, the issuer's internal control over financial reporting; and
5. The issuer's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the issuer's auditors and the audit committee of the issuer's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the issuer's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the issuer's internal control over financial reporting.

Date: April 19, 2004

By: /s/ Doug Ball  
Doug Ball  
Chief Financial Officer

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**EXHIBIT C**



**CERTIFICATIONS PURSUANT TO SECTION 906 OF  
THE SARBANES-OXLEY ACT OF 2002**

In connection with this annual report on Form 40-F of Oncolytics Biotech Inc. for the period ended December 31, 2003, I, Brad Thompson, Chief Executive Officer of the issuer, certify that:

1. The annual report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the annual report fairly presents, in all material respects, the financial condition and results of operations of the issuer.

Date: April 19, 2004

By: /s/ Brad Thompson  
Brad Thompson  
President & Chief Executive Officer

This certification accompanies the annual report pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 and shall not, except to the extent required by the Sarbanes-Oxley Act of 2002, be deemed filed by the issuer for purposes of Section 18 of the Securities Exchange Act of 1934.

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**EXHIBIT D**

**CERTIFICATIONS PURSUANT TO SECTION 906 OF  
THE SARBANES-OXLEY ACT OF 2002**

In connection with this annual report on Form 40-F of Oncolytics Biotech Inc. for the period ended December 31, 2003, I, Doug Ball, Chief Financial Officer of the issuer, certify that:

1. The annual report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the annual report fairly presents, in all material respects, the financial condition and results of operations of the issuer.

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Date: April 19, 2004

By: /s/ Doug Ball  
Doug Ball  
Chief Financial Officer

This certification accompanies the annual report pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 and shall not, except to the extent required by the Sarbanes-Oxley Act of 2002, be deemed filed by the issuer for purposes of Section 18 of the Securities Exchange Act of 1934.

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**EXHIBIT E**

**CONSENT OF INDEPENDENT CHARTERED ACCOUNTANTS**

We consent to the incorporation by reference in this Annual Report (Form 40-F) of Oncolytics Biotech Inc. of our report dated February 6, 2004, included in the 2003 annual report to shareholders of Oncolytics Biotech Inc.

Calgary, Canada  
April 19, 2004

Chartered Accountants

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