



INVESTOR PRESENTATION March 2019



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Forward-looking information contained in this presentation and other forward-looking information are based on our opinions, estimates and assumptions in light of our experience and perception of historical trends, current conditions and expected future developments, as well as other factors that we currently believe are appropriate and reasonable in the circumstances. Despite a careful process to prepare and review the forward-looking information, there can be no assurance that the underlying opinions, estimates and assumptions will prove to be correct. Certain assumptions in respect of the ability to pursue further strategic acquisitions; our ability to source raw materials and other inputs from our suppliers; our ability to continue to innovate product offerings that resonate with our target customer base; our ability to retain key management and personnel; our ability to continue to expand our international presence and grow our brand internationally; our ability to obtain and maintain existing financing on acceptable terms; currency exchange and interest rates; the impact of competition; changes to trends in our industry or global economic factors; and changes to laws, rules, regulations and global standards are material factors made in preparing the forward-looking information and management’s expectations contained in this presentation.

The forward-looking information contained in this presentation represents management’s expectations as of the date of this presentation and is subject to change after such date. However, we disclaim any intention or obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except (i) as required under applicable securities laws in Canada and (ii) to provide updates in our annual MD&A for each financial year up to and including that in respect of 2021 on our growth targets disclosed in our final prospectus (the “Prospectus”) dated June 29, 2017 in respect of our initial public offering, including to provide information on our growth targets disclosed in such prospectus, actual results and a discussion of variances from our growth targets. The forward-looking information contained in this presentation is expressly qualified by this cautionary statement.

Forward-looking information is necessarily based on a number of opinions, estimates and assumptions that management considered appropriate and reasonable as of the date such statements are made, is subject to known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information, including but not limited to those described under the heading “Risk Factors” in our 2018 annual MD&A for the fiscal year ended December 31, 2018.

We caution that the list of risk factors and uncertainties is not exhaustive and other factors could also adversely affect our results. Readers are urged to consider the risks, uncertainties and assumptions carefully in evaluating the forward-looking information and are cautioned not to place undue reliance on such information.

NON-IFRS MEASURES

This presentation makes reference to certain non-IFRS measures including “Adjusted EBITDA”, “Adjusted EBITDA Margin”, “Adjusted Net Income”, “EBITDA”, “Adjusted EBITDA less Capex” and “Capex as % of Adjusted EBITDA”. Non-IFRS measures do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement those IFRS measures by providing further understanding of our results of operations from management’s perspective. Accordingly, these measures should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. For further details on these non-IFRS measures including relevant definitions and reconciliations, see our MD&A for the three and twelve months ended December 31, 2018 (the “Q MD&A”).

Our Vision, Mission and Values

OUR VISION



To improve the world's health and wellness.

OUR MISSION



Grow our trusted brands based on quality and innovation. Over time, combine organic brand growth and future acquisitions to become the world's most successful and trusted health and wellness company.

OUR VALUES



Integrity
Transparency
Teamwork
Achieving Results
Entrepreneurship
External focus

Company Overview

Iconic vitamin, mineral and supplement (“VMS”) company with global appeal founded in 1922

Who We Are

- Clear market leader in Canadian VMS with 25% share at Food, Drug & Mass stores⁽¹⁾
- #1 consumer health brand in Canada⁽²⁾
- Leading innovator of new products
- Global consumer health platform with sales in 40 countries
- Highest quality standards; regulated by Health Canada
- Scalable in-house manufacturing in three state-of-the-art Canadian facilities
- Scalable global business platform with strong management team

1. Nielsen MarketTrack data for the 52 weeks ending February 4, 2017 based on dollar volume of sales.
2. Euromonitor, Passport - Consumer Health in Canada, “LBN Brand Shares of Consumer Health: % Value 2013-2016 based on retail sales price”, September 2016.



Company Overview

We Operate in Two Segments

1. **Branded Business** (76% of fiscal 2018 Revenue) offers diversified range of premium branded products across multiple distribution channels
2. **Strategic Partners Business** (24% of fiscal 2018 Revenue) is comprised of highly strategic co-manufacturing partnerships with select blue-chip consumer health companies and retailers worldwide to leverage infrastructure and optimize costs

Our Highly Attractive Financial Profile

Fourth Quarter 2018 Highlights (vs. prior year)

- Revenue increased 18% to \$99.1 million¹
- Revenue increased 22% to \$102.8 million excluding the new revenue recognition accounting impact
- Adjusted EBITDA increased 22% to \$22.9 million
- Net Income was \$10.0 million and Adjusted Net Income increased 25% to \$12.2 million
- Earnings per diluted share were \$0.25, and Adjusted earnings per diluted share increased 24% to \$0.31

Full Year 2018 (vs. Full Year 2017)

- Revenue increased 6% to \$319.8 million
- Revenue increased 11% to \$333.1 million excluding the new revenue recognition accounting impact
- Adjusted EBITDA increased 10% to \$67.6 million²
- Net income was \$26.7 million and Adjusted Net Income increased 22% to \$33.7 million²
- Earnings per diluted share were \$0.67, and Adjusted earnings per diluted share increased 21% to \$0.85

¹IFRS 15 – Revenue Recognition: Results for the fourth quarter and fiscal year 2018 reflect the impact of the application of IFRS 15. As a result, certain items previously included in costs of sales are now classified as a reduction of revenue. Application of this accounting policy reduced fourth quarter 2018 revenue by \$3.6 million and reduced fiscal year 2018 revenue by \$13.3 million. As the Company's 2018 Guidance did not reflect the impact of this classification change, revenue is presented excluding the new revenue recognition accounting impact to improve comparability with Guidance and prior period results. The Company has provided a table which details the impact this classification change has had on revenue by quarter throughout 2018 (refer to "2018 Quarterly results under IFRS 15 revenue recognition" in the Appendix). There is no impact on earnings from operations, Adjusted EBITDA or net income as a result of the application of IFRS 15. Results for the year ended December 31, 2018 are presented under the new guidance, while prior year results have not been adjusted and continue to be reported in accordance with historical accounting guidance.

²A reconciliation of Adjusted EBITDA and Adjusted Net Income is included in the Appendix to this presentation

Jamieson Brands – Diversified Product Offering

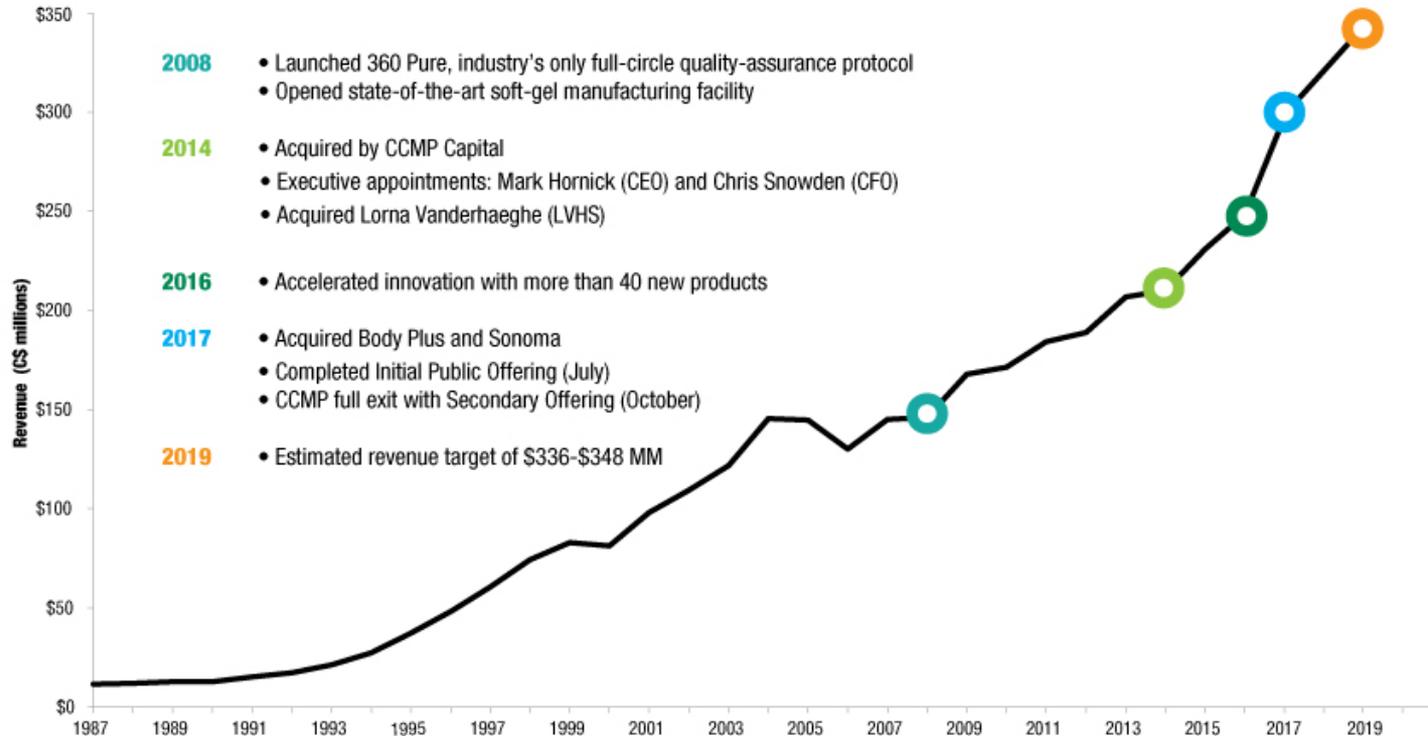
Comprehensive line of premium branded, natural products sold in multiple distribution channels

| |  |  |  |  |  |
|---------------------------|--|--|---|--|--|
| Market Positioning | #1 in VMS ⁽¹⁾ Iconic mainstream brand | #1 Women's natural health-focused brand in Canada ⁽¹⁾ | Leading premium mainstream brand | Leading cutting edge performance brand | Leading vegan alternative specialty brand |
| Product Focus | Comprehensive Line of Premium Quality Vitamins, Minerals and Supplements | Condition Specific & Natural Health Supplements | Professionally Formulated Vitamins, Minerals and Supplements | Quality and Innovative Sports Nutrition and Supplements | Natural Plant Based Sports and Nutrition Supplements |
| Select Product(s) |  |  |  |  |  |
| Distribution | Broad distribution across food, drug, mass and wholesale stores ← | | Specialty Stores → | | |
| Target Consumer | Men, Women and Children | Women | Consumers with healthy and active lifestyles | Amateur, semi-professional and professional athletes | Active lifestyle consumers looking for a plant-based solution |

1. Nielsen MarketTrack data for the 52 weeks ending February 4, 2017 based on dollar volume of sales.

Company History

Consistent history of revenue growth⁽¹⁾



Early History Highlights

1922

Founded by Dr. Claire Edwin Jamieson

1938-1945

Introduced Canada's first vitamin C, adult and children's multivitamin

1951

Jamieson becomes one of the first natural VMS manufacturers globally

1980's

Becomes first branded VMS company to enter FDM channel

1983

One of Canada's first VMS companies to expand internationally

Jamieson Wellness is a Compelling Investment Opportunity with a Strong Growth Story



Investment Highlights

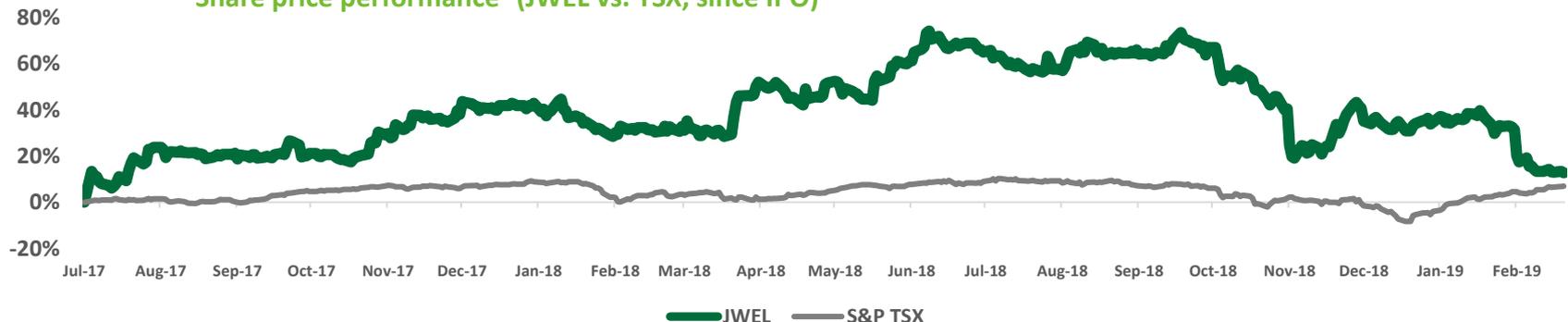
- #1 market position in highly attractive VMS sector
- Trusted, iconic brand built on a 96-year heritage
- Positive demographic trends support continued growth in VMS and Sports Nutrition
- Strong track record of innovation across a broad range of categories
- Scalable, well-invested manufacturing platform exceeding regulatory standards
- Strong performance with significant free cash flow generation
- Experienced, proven management team to support continued growth



Growth Opportunities

- 1 Leverage brand equity and product innovation to drive sales in existing and adjacent markets
- 2 Capitalize on large international market opportunity
- 3 Utilize operating leverage and acquisition synergies to expand margins
- 4 Robust incremental upside opportunities

Share price performance¹ (JWEL vs. TSX, since IPO)



1. Source: Factset

#1 Market Position in Highly Attractive VMS Sector

Jamieson is the leading brand in the Canadian market

Iconic VMS brand with an unrivaled leading position in the Canadian consumer health market

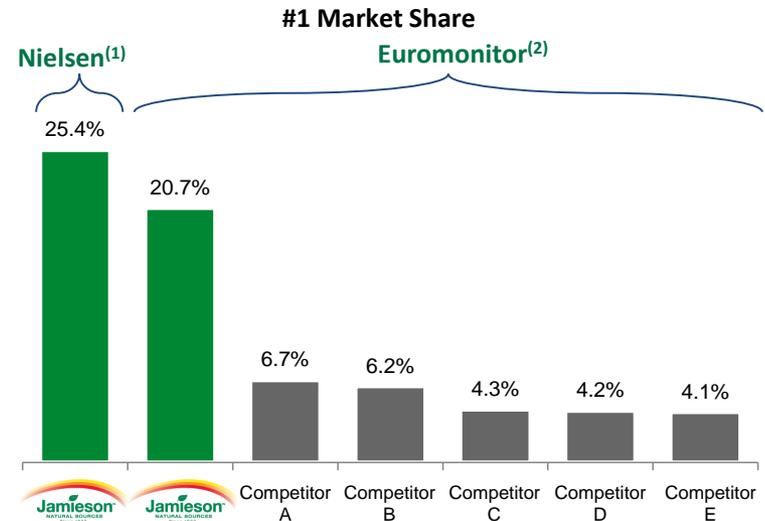
- #1 consumer health brand across VMS with significant lead over competition⁽²⁾

Leading VMS market share in Canada

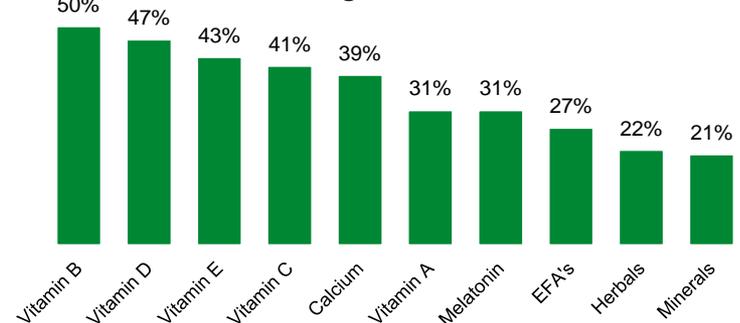
- #1 VMS share in Canadian FDM market⁽¹⁾
- #1 VMS position extends across 10 of 13 measured categories⁽³⁾

#1 women's natural health-focused brand in Canada

- LVHS has 26% share of retail dollars amongst the top 8 women's health-focused brands in Canada⁽⁴⁾



Jamieson Holds a #1 Share in 10 of 13 Measured VMS Categories⁽³⁾



1. Nielsen MarketTrack data for the 52 weeks ending February 4, 2017 based on dollar volume of sales.
 2. Euromonitor, Passport - Consumer Health 2017 Edition, downloaded May 2017.
 3. Nielsen MarketTrack data for the 12 weeks ending February 4, 2017 based on dollar volume of sales.
 4. Nielsen MarketTrack data for the 52 weeks ending February 4, 2017 based on dollar volume of sales. The other top women's health- focused brands are: Materna, New Nordic, Nutrisante, Promensil, Femmed, FemmeCalm and Estroven.

Trusted, Iconic Brand Built on a 95 Year Heritage

Powerful brand equity with unmatched brand awareness and loyalty

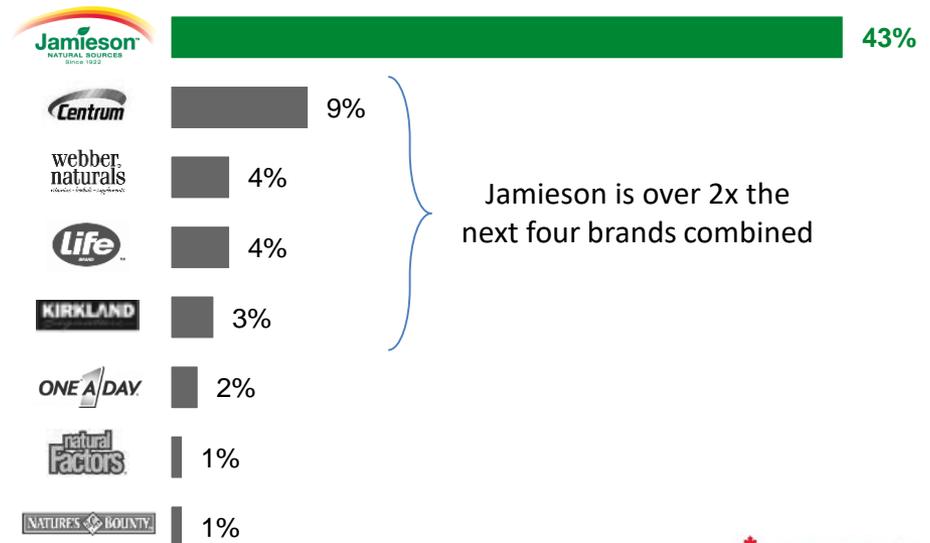
#1 Brand Image Score¹

| | Is a Brand I Love | Is a Brand I Trust |
|---|-------------------|--------------------|
|  | 46 | 58 |
|  | 23 | 40 |
|  | 15 | 28 |
|  | 17 | 24 |
|  | 15 | 25 |
|  | 10 | 17 |
|  | 8 | 14 |
|  | 7 | 13 |

Jamieson Commands Consumer Loyalty

- 1 Highest Total Brand Awareness vs Competitors
- 2 Highest Total Brand Image versus Competitors
- 3 Jamieson is the #1 Consumer Health Brand in Canada⁽²⁾

Top-of-Mind Unaided Brand Awareness¹



Note: Top of Mind Awareness data is only for Jamieson Canada (excludes LVHS and Body Plus).

1. Market assessment study commissioned by us and prepared by a third party consultant in March 2015. Unaided brand awareness is the ability of consumers to acknowledge or identify a brand without any reference to specific brands.
2. Euromonitor, Passport - Consumer Health in Canada, "LBN Brand Shares of Consumer Health: % Value 2013-2016 based on retail sales price", September 2016.

Long-Standing Blue-Chip Customer Base Diversified Across All Channels

Jamieson Wellness products have an exceptionally strong presence in Canada
(available in 10,000+ retail locations)

GROCERY



DRUG



MASS / CLUB



HFS and OTHER

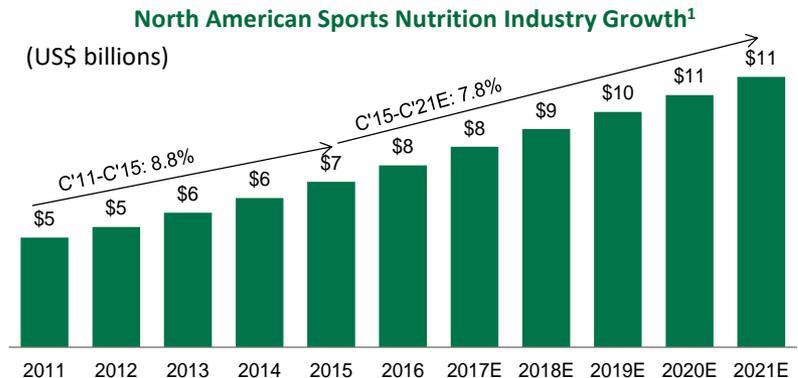
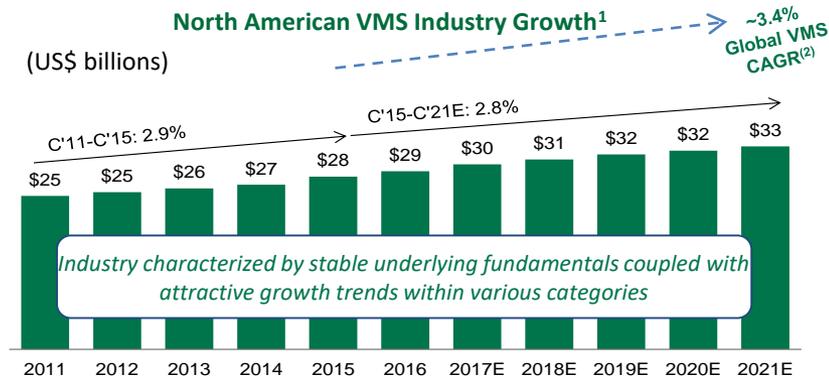


Positive Demographic Trends Support Continued Growth in VMS and Sports Nutrition

Global health and wellness mega trend supports strong organic growth



The Jamieson Wellness platform is ideally positioned to continue capitalizing on strong industry tailwinds



Source: Euromonitor, Passport - Consumer Health 2017 Edition, downloaded May 2017; Figures rounded to nearest billion

1. Consumer health market has shown historical stability, as the market expanded in nine of the past ten years despite periods of economic weakness.
2. Global VMS CAGR for the period from 2015-2021.

Strong Track Record of Innovation Across a Broad Range of Categories

Jamieson has a dedicated innovation team with 150+ products in the pipeline for 2018 and beyond

2014



- Acquired LVHS: Canada's #1 VMS line focused on women's health



- Continued penetration of growing Canadian gummy market with gummy launches that included Calcium, Omega-3 and Women's Multivitamin

2015



- 2015 product launches focused on natural sleep and digestion segments

2016



- Re-launches included 10 adult and 2 kids multivitamin SKUs



- Launched new spray format and out-of-section Digestive Care

2017 & 2018



- Acquired Body Plus and gained access to fast-growing sports nutrition and flagship Progressive brand, which specializes in premium foundational supplements



- Robust Innovation and a pipeline primed with innovative products

Areas of Focus for 2019 and Beyond

- Key Innovation areas of Digestive Health, Healthy Aging, Naturally Energizing, Herbal & Superfood Solutions, Women's Health, Better Sleep
- On the go / Convenience
- Customization
- Delivery format / Easier to take
- TRU ID for probiotic products
- Jamieson Essentials + Protein line extensions

Scalable, Well-Invested Manufacturing Platform Exceeding Regulatory Standards

Owned state-of-the-art manufacturing capabilities provide competitive advantage

Dedication to Quality

- “360 Pure” is an industry leading full-circle quality assurance protocol



Exceeding Regulatory Standards

- Current Good Manufacturing Practice
- Health Canada
- Therapeutic Goods Administration

Unmatched, Proprietary Manufacturing Platform



Unmatched, Proprietary Manufacturing Platform

- Ability to expand production capacity with modest capital investments
- Highly selective and strategic co-manufacturing partnerships formed to:
 - Broaden customer relationships
 - Increase productivity and profits

1 Long-term brand equity protection

2 Highest quality production capabilities attracts strategic partnership opportunities

3 Utilize capabilities to extend into new categories and markets

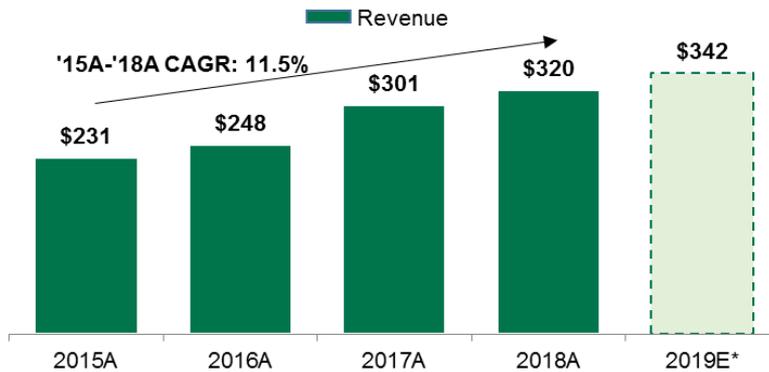
- We believe our facilities exceed the standards implemented by Health Canada
- One of two supplement manufacturers in Canada with TGA (Therapeutic Goods Administration) certification

Strong Performance with Significant Free Cash Flow Generation

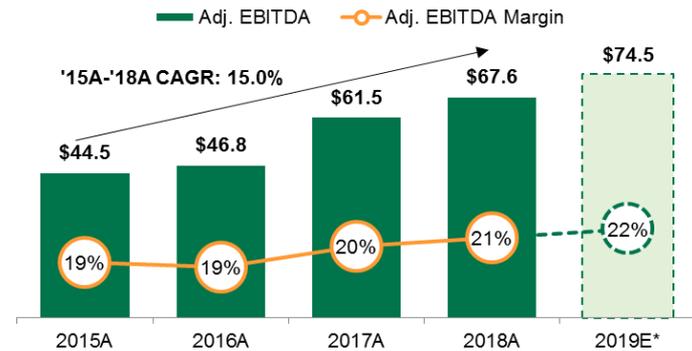
Track record of robust financial performance

(C\$ millions)

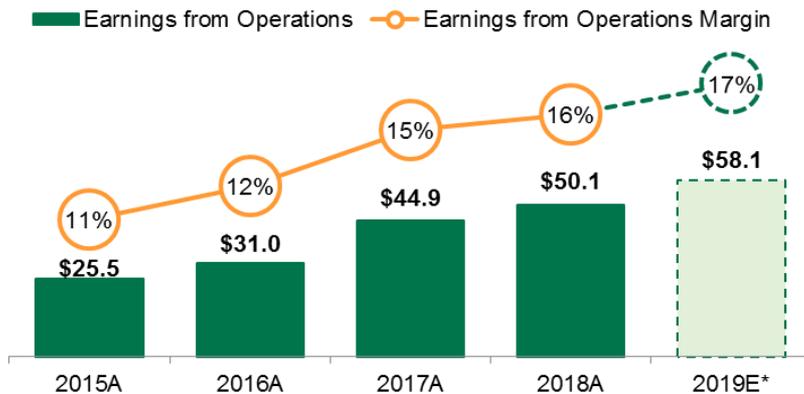
Strong Top-Line Momentum



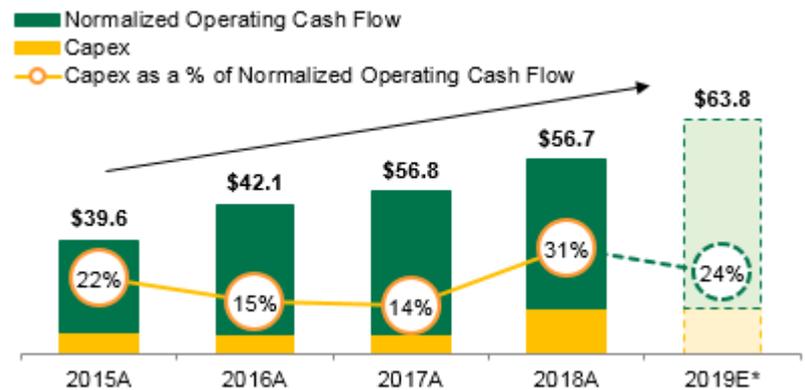
Strong Adjusted EBITDA Growth and Margin



Solid Growth in Earnings from Operations



Low Capex Requirements



* 2019E based on company guidance given on February 27, 2019

Experienced, Proven Management Team to Support Continued Growth

| Name | Title | Joined Jamieson | Total Years of Experience | Previous Experience |
|-----------------------|--|-----------------|---------------------------|---|
| Mark Hornick | President and Chief Executive Officer | June 2014 | 26 |  |
| Chris Snowden | Chief Financial Officer and Corporate Secretary | July 2014 | 21 |  |
| Regan Stewart | Chief Operations and People Officer | March 2016 | 20 |  |
| John Doherty | Chief Science and Innovation Officer | July 2013 | 19 |  |
| Mike Pilato | President, Health Food | October 2018 | 21 |  |
| Don Bird | Executive Vice President, Global Sales and Marketing | February 2017 | 26 |  |
| Paul Galbraith | Vice President, Sales | August 2016 | 21 |  |
| Rob Chan | Vice President, Finance | September 2014 | 13 |  |

A Strong Growth Platform with Expansion Opportunities



Robust Incremental Upside Opportunities

- Well Positioned for Future Success in China
- Scalable, Proven M&A Platform

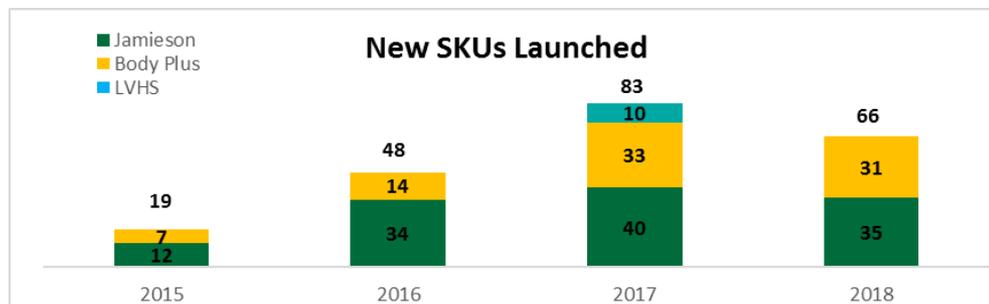
Utilize Operating Leverage and Acquisition Synergies to Expand Margins

Capitalize on Large International Market Opportunities

Leverage Brand Equity and Product Innovation to Drive Sales in Existing and Adjacent Markets



| Market | 2015 Size (US\$bn) | Growth CAGR (2015 - 2021E) |
|---------------|--------------------|----------------------------|
| Global | \$88 | 3.4% |
| North America | \$28 | 2.8% |



Source: Euromonitor Passport – Consumer Health 2017 Edition, downloaded May 2017. Note: 2016PF financial information gives effect to the acquisition of Body Plus and Sonoma as if they had occurred on January 1, 2016.

1. Includes \$9 million tonics category.

2. Cough & Cold category defined as cough remedies, medicated confectionary, pharyngeal preparations and paediatric cough / cold remedies.

China: Growth Strategy and Path to Success

2018 Advancements Towards Success in China

1

First product certifications under new regulations received from China's FDA

- In Q3, certification for a vitamin E product joined three existing certifications
- In Q4, two more registrations were received for a vitamin C and a vitamin C + D product
- Certifications allow products to be sold in the Chinese domestic market online and in-store

2

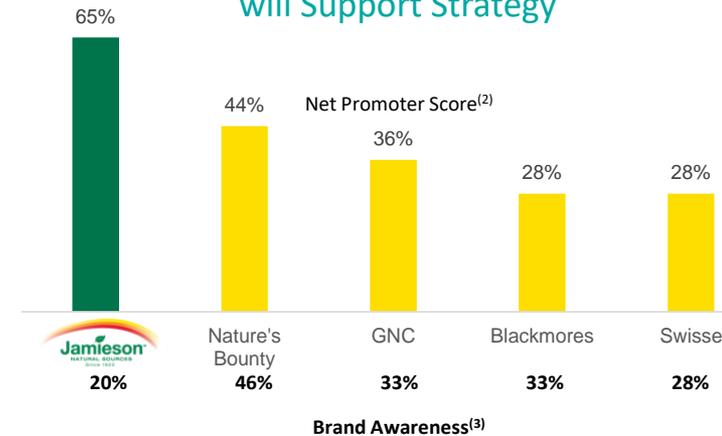
Established in-country operations to support growth opportunity

- Office and leased warehouse space established in Shanghai
- Recruited local general management and employees
- Distribution agreement with existing Chinese partner extended for an additional five years.

What's Next

- Up to 20 additional product certifications expected by end of 2019
- Continued leverage of strong brand equity in China and support of current product offerings
- Potential for Jamieson to acquire existing distributor at end of 5-year term
- Launching double-digit SKUs into the domestic market in Q3 with a global mass retailer

High Net Promoter Score⁽²⁾ and Strong Brand Awareness⁽³⁾ in China will Support Strategy



1. Nutrition Business Journal
2. Consumers asked how likely they would recommend the brand to their friends or colleagues; Net promoter score is calculated by subtracting the percentage of consumers who are detractors from the percentage who are promoters.
3. Based on customer survey conducted by leading global third-party consulting firm in December 2015.

Jamieson is a Compelling Investment Opportunity with a Strong Growth Story



Investment Highlights

- #1 market position in highly attractive VMS sector
- Trusted, iconic brand built on a 96-year heritage
- Positive demographic trends support continued growth in VMS and Sports Nutrition
- Strong track record of innovation across a broad range of categories
- Scalable, well-invested manufacturing platform exceeding regulatory standards
- Strong performance with significant free cash flow generation
- Experienced, proven management team to support continued growth



Growth Opportunities

- 1 Leverage brand equity and product innovation to drive sales in existing and adjacent markets
- 2 Capitalize on large international market opportunity
- 3 Utilize operating leverage and acquisition synergies to expand margins
- 4 Robust incremental upside opportunities



APPENDIX



2019 Outlook

| Metric | 2018 A | 2019 Target Range | Growth Rate |
|---|---------------|------------------------|---------------------|
| Total Revenue (millions) | \$320 | \$336 - \$348 | 5.0% - 8.8% |
| Adjusted Revenue (millions) | \$333 | \$350 - \$362 | 5.1% - 8.7% |
| Jamieson Brands segment growth rate | | | 5.0% - 9.0% |
| Jamieson domestic | | | 3.0% - 5.0% |
| Jamieson international | | | 25.0% - 35.0% |
| Specialty Brands | | | 1.0% - 5.0% |
| Strategic Partners segment growth rate | | | 5.0% - 8.0% |
| Adj. EBITDA (millions) | \$68 | \$73 - \$76 | 7.4% - 11.8% |
| Adj. EPS | \$0.85 | \$0.90 - \$0.95 | 5.9% - 11.8% |

This outlook reflects IFRS 15 revenue recognition accounting and the following assumptions:

- Normalized SG&A increases of 11% to 15% to support international market growth and e-commerce initiatives, among other costs
- Increased depreciation expense reflecting higher capital expenditures to support capacity expansions and the capitalization of operating leases with the implementation of IFRS 16
- A forecasted CAD/USD exchange rate of \$1.33
- Interest expense of \$9.0 million to \$9.5 million, based on interest rates ranging between 4.5% to 5.5%
- Income tax rate of approximately 28%
- A fully diluted share count of approximately 40.0 million shares

Financial guidance for 2019 was updated on February 27, 2019

Summary Consolidated Financial Information

| | Fiscal Year Ended December 31, | | | |
|--|-----------------------------------|---------------|---------------|-------------------|
| | 2015 | 2016 | 2017 | 2018 ¹ |
| Revenue | 230.9 | 248.3 | 300.6 | 319.8 |
| Cost of sales | 153.0 | 167.5 | 195.8 | 204.4 |
| Selling, general and administrative expenses | 45.9 | 44.8 | 53.6 | 62.3 |
| Share-based compensation | 6.5 | 4.9 | 6.3 | 3.1 |
| Earnings from operations | 25.5 | 31.0 | 44.9 | 50.1 |
| Foreign exchange (gain) loss | (0.9) | (0.2) | 0.3 | 0.6 |
| Termination benefits and related costs | 2.0 | 1.4 | 4.1 | 2.9 |
| Public offering costs | -- | -- | 10.7 | - |
| Acquisition costs | -- | 0.8 | 2.4 | - |
| Other (income) expense | 0.6 | (2.9) | 9.4 | 0.3 |
| Preferred share accretion | 93.4 | 30.4 | 28.8 | - |
| Interest expense and other financing costs | 23.9 | 22.9 | 4.7 | 9.0 |
| Income (loss) before income taxes | (93.4) | (21.5) | (15.6) | 37.3 |
| Provision for (recovery of) income taxes | 1.9 | 3.7 | 8.2 | 10.6 |
| Net income (loss) | (95.4) | (25.2) | (23.8) | 26.7 |
| Revenue | 230.9 | 248.3 | 300.6 | 319.8 |
| Adjusted EBITDA | 44.5 | 46.8 | 61.5 | 67.6 |
| Adjusted EBITDA Margin | 19.3% | 18.8% | 20.5% | 21.1% |

¹ 2018 financial information reflects the application of IFRS 15. This new revenue recognition guidance reduced 2018 revenue by \$13.3 million. Prior year periods do not reflect IFRS 15.

Reconciliation of Net Income to EBITDA and Adjusted EBITDA

| | Fiscal Year Ended | | | |
|--|-------------------|---------------|---------------|-------------|
| | December 31, | | | |
| | 2015 | 2016 | 2017 | 2018 |
| Net income (loss) | (95.4) | (25.2) | (23.8) | 26.7 |
| Provision for (recovery of) income taxes | 1.9 | 3.7 | 8.2 | 10.6 |
| Interest expense and other financing costs | 23.9 | 22.9 | 4.7 | 9.0 |
| Depreciation of property, plant and equipment | 4.0 | 4.3 | 5.1 | 5.6 |
| Amortization of intangible assets | 3.2 | 3.2 | 3.4 | 3.5 |
| Preferred share accretion | 93.4 | 30.4 | 28.8 | -- |
| EBITDA | 31.1 | 39.4 | 26.4 | 55.3 |
| Foreign exchange (gain) loss | (0.9) | (0.2) | 0.3 | 0.6 |
| Termination benefits and related costs | 2.0 | 1.4 | 4.1 | 2.9 |
| Acquisition costs | -- | 0.8 | 2.4 | -- |
| Public offering costs | -- | -- | 10.7 | -- |
| Share-based compensation | 6.5 | 4.9 | 6.3 | 3.1 |
| Amortization of fair value adjustments | 1.0 | -- | 1.7 | -- |
| Purchase consideration accounted for as compensation expense | -- | -- | 8.4 | (1.1) |
| Non-recurring business integration | -- | -- | -- | 4.1 |
| International market expansion | -- | -- | -- | 0.9 |
| Other adjustments | 4.8 | 0.4 | 1.0 | 1.7 |
| Adjusted EBITDA | 44.5 | 46.8 | 61.5 | 67.6 |

Reconciliation of Net Income (Loss) to Adjusted Net Income (Loss)

| | Fiscal Year Ended | | | |
|--|-------------------|-----------------|--------------------|---------------|
| | December 31, | | | |
| | 2015 | 2016 | 2017 | 2018 |
| Net income (loss) | (\$95.4) | (\$25.2) | (\$23.8) | \$26.7 |
| Preferred share accretion | 93.4 | 30.4 | 28.8 | -- |
| Foreign exchange (gain) loss | (0.9) | (0.2) | 0.3 | 0.6 |
| Termination benefits and related costs | 2.0 | 1.4 | 4.1 | 2.9 |
| Acquisition costs | -- | 0.8 | 2.4 | -- |
| Public offering costs | -- | -- | 10.7 | -- |
| Share-based compensation | 5.5 | 3.7 | 4.2 | 0.5 |
| Amortization of deferred financing fee | -- | -- | 3.1 ⁽¹⁾ | -- |
| Amortization of fair value adjustments | 1.0 | -- | 1.7 | -- |
| Purchase consideration accounted for as compensation expense | -- | -- | 8.4 ⁽²⁾ | (1.1) |
| Net interest forgiveness | -- | -- | (11.0) | -- |
| Non-recurring business integration | -- | -- | -- | 4.1 |
| International market expansion | -- | -- | -- | 0.9 |
| Other adjustments | 4.8 | 0.4 | 1.0 | 1.7 |
| Related tax effects | (1.8) | (0.4) | (2.4) | (2.7) |
| Adjusted Net Income | 8.7 | 10.9 | 27.6 | \$33.7 |

1. Represents the expensing of the remaining unamortized deferred financing fees pertaining to term loan facilities that were extinguished during the January 2017 refinancing.
2. Represents deferred compensation to the seller of Body Plus and Sonoma that has been reclassified as compensation expense under the provisions of IFRS 3, Business Combinations. The payable is recognized straight-line over the life of the liability.

2018 Quarterly results under IFRS 15 revenue recognition

The following is a summary of selected consolidated financial information for each of the eight most recently completed quarters prepared in accordance with IFRS. As of January 1, 2018, the Company has adopted IFRS 15 using the modified retrospective method. The adoption of IFRS 15 resulted in a reclassification in the presentation of certain consideration paid to customers, which was made to the annual consolidated financial statements for the year ended December 31, 2018. Management has revised all prior quarters in 2018 for this reclassification in the below summary.

| (\$ in 000's, except per share amounts) | 2018 | | | | 2017 | | | |
|---|---------------|--------|--------|--------|--------|--------|---------|----------|
| | Q4 | Q3 * | Q2 * | Q1 * | Q4 | Q3 | Q2 | Q1 |
| Revenue by segment | | | | | | | | |
| Jamieson Brands | 69,715 | 61,787 | 55,701 | 56,569 | 65,545 | 61,889 | 56,647 | 52,920 |
| Strategic Partners | 29,430 | 17,872 | 18,492 | 10,210 | 18,773 | 18,256 | 14,608 | 11,981 |
| Total revenue | 99,145 | 79,659 | 74,193 | 66,779 | 84,318 | 80,145 | 71,255 | 64,901 |
| Earnings from operations | 17,102 | 12,690 | 10,172 | 10,126 | 14,933 | 11,281 | 10,699 | 8,022 |
| Net income (loss) | 10,046 | 7,213 | 4,788 | 4,626 | 3,733 | 1,089 | (6,958) | (21,651) |
| Adjusted net income | 12,217 | 8,853 | 6,903 | 5,760 | 9,749 | 7,793 | 7,870 | 2,170 |
| EBITDA | 19,220 | 14,771 | 10,967 | 10,339 | 11,194 | 8,346 | 3,255 | 3,605 |
| Adjusted EBITDA | 22,933 | 17,856 | 14,153 | 12,686 | 18,848 | 16,134 | 15,071 | 11,424 |
| Basic, earnings (loss) per share | 0.26 | 0.19 | 0.13 | 0.12 | 0.10 | (0.24) | (13.37) | (41.62) |
| Diluted, earnings (loss) per share | 0.25 | 0.18 | 0.12 | 0.12 | 0.09 | (0.24) | (13.37) | (41.62) |
| Adjusted Diluted, earnings per share | 0.31 | 0.22 | 0.17 | 0.15 | 0.25 | 0.20 | 0.20 | 0.05 |

* Revised based on IFRS 15 revenue reclassification

Results for the year ended December 31, 2018 are presented under the new guidance, while prior year results have not been adjusted and continue to be reported in accordance with historical accounting guidance. If the IFRS 15 revenue recognition impact was applied retrospectively to 2017, total revenue for the year would have been \$286.1 million compared to total revenue in 2018 of \$319.8 million, representing year-over-year growth of 11.8%.