



**Decision Diagnostics Corp.**

**QUARTERLY REPORT FOR OTC PINK**

**Supplemental Disclosures**

**Quarterly Report for the Period Ended**

**September 30, 2019**

**Trading Symbol: DECN**

**CUSIP Number: 243443 108**

# Disclosure Statement Pursuant to the Pink Basic Disclosure Guidelines

## Decision Diagnostics Corp.

A Nevada Corporation

2660 Townsgate Road Suite 300  
Westlake Village, CA 92361

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(805) 446-1973

www.decisiondiagnostics.com

info@desisiocdiagnostics.com

5122, 7371

### **Quarterly Report** **For the Period Ending: September 30, 2019** (the "Reporting Period")

As of September 30, 2019, the number of shares outstanding of our Common Stock was:

156,679,161

As of December 31, 2018, the number of shares outstanding of our Common Stock was:

134,551,840

Indicate by check mark whether the company is a shell company (as defined in Rule 405 of the Securities Act of 1933 and Rule 12b-2 of the Exchange Act of 1934):

Yes:  No:  (Double-click and select "Default Value" to check)

Indicate by check mark whether the company's shell status has changed since the previous reporting period:

Yes:  No:

Indicate by check mark whether a Change in Control<sup>1</sup> of the company has occurred over this reporting period:

Yes:  No:

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<sup>1</sup> "Change in Control" shall mean any events resulting in:

(i) Any "person" (as such term is used in Sections 13(d) and 14(d) of the Exchange Act) becoming the "beneficial owner" (as defined in Rule 13d-3 of the Exchange Act), directly or indirectly, of securities of the Company representing fifty percent (50%) or more of the total voting power represented by the Company's then outstanding voting securities;

(ii) The consummation of the sale or disposition by the Company of all or substantially all of the Company's assets;

(iii) A change in the composition of the Board occurring within a two (2)-year period, as a result of which fewer than a majority of the directors are directors immediately prior to such change; or

(iv) The consummation of a merger or consolidation of the Company with any other corporation, other than a merger or consolidation which would result in the voting securities of the Company outstanding immediately prior thereto continuing to represent (either by remaining outstanding or by being converted into voting securities of the surviving entity or its parent) at least fifty percent (50%) of the total voting power represented by the voting securities of the Company or such surviving entity or its parent outstanding immediately after such merger or consolidation.

**1) Name of the issuer and its predecessors (if any)**

In answering this item, please also provide any names used by predecessor entities in the past five years and the dates of the name changes.

11/25/2011 Company named changed from Instacare Corp. to Decision Diagnostics Corp.

Date and state (or jurisdiction) of incorporation (also describe any changes to incorporation since inception, if applicable) Please also include the issuer's current standing in its state of incorporation (e.g. active, default, inactive):

Nevada, active

Has the issuer or any of its predecessors ever been in bankruptcy, receivership, or any similar proceeding in the past five years?

Yes:  No:

**2) Security Information**

Trading symbol:	<u>DECN</u>	
Exact title and class of securities outstanding:	<u>Common</u>	
CUSIP:	<b>243443 108</b>	
Par or stated value:	<u>\$.001</u>	
Total shares authorized:	<u>495,000,000</u>	as of date: <u>November 25, 2011</u>
Total shares outstanding:	<u>156,679,161</u>	as of date: <u>September 30, 2019</u>
Number of shares in the Public Float <sup>2</sup> :	<u>135,664,887</u>	as of date: <u>September 30, 2019</u>
Total number of shareholders of record:	<u>454</u>	as of date: <u>September 30, 2019</u>

*Additional class of securities (if any):* **N/A**

Trading symbol:	_____	
Exact title and class of securities outstanding:	_____	
CUSIP:	_____	
Par or stated value:	_____	
Total shares authorized:	_____	as of date: _____
Total shares outstanding:	_____	as of date: _____

Transfer Agent

Name: Action Stock Transfer  
Phone: (801) 274-1088  
Email: jb@actionstocktransfer.com

Is the Transfer Agent registered under the Exchange Act?<sup>3</sup> Yes:  No:

Describe any trading suspension orders issued by the SEC concerning the issuer or its predecessors:

None

<sup>2</sup> "Public Float" shall mean the total number of unrestricted shares not held directly or indirectly by an officer, director, any person who is the beneficial owner of more than 10 percent of the total shares outstanding (a "control person"), or any affiliates thereof, or any immediate family members of officers, directors and control persons.

<sup>3</sup> To be included in the Pink Current Information tier, the transfer agent must be registered under the Exchange Act.

List any stock split, stock dividend, recapitalization, merger, acquisition, spin-off, or reorganization either currently anticipated or that occurred within the past 12 months:

None

### 3) Issuance History

The goal of this section is to provide disclosure with respect to each event that resulted in any direct changes to the total shares outstanding of any class of the issuer's securities in the past two completed fiscal years and any subsequent interim period. See Table below.

Disclosure under this item shall include, in chronological order, all offerings and issuances of securities, including debt convertible into equity securities, whether private or public, and all shares or any other securities or options to acquire such securities issued for services. Using the tabular format below, please describe these events.

#### A. Changes to the Number of Outstanding Shares

Check this box to indicate there were no changes to the number of outstanding shares within the past two completed fiscal years and any subsequent periods:

Date of Transaction	Transaction type (e.g. new issuance, cancellation, shares returned to treasury)	Number of Shares Issued (or cancelled)	Class of Securities	Value of shares issued (\$/per share) at Issuance	Were the shares issued at a discount to market price at the time of issuance? (Yes/No)	Individual/ Entity Shares were issued to (entities must have individual with voting / investment control disclosed).	Reason for share issuance (e.g. for cash or debt conversion) OR Nature of Services Provided (if applicable)	Restricted or Unrestricted as of this filing?	Exemption or Registration Type?
2/2/16	New Issuance	970,980	Common	\$ 0.16	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
2/17/16	New Issuance	1,614,248	Common	\$ 0.14	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
2/25/16	New Issuance	100,000	Preferred "E"	\$ 0.16	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
2/25/16	New Issuance	750,000	Common	\$ 0.16	No	New Issuance-Robert Herskowitz (2)	Debt conversion	Restricted	Section 144
3/21/16	New Issuance	800	Preferred "C"	\$ 0.35	No	New Issuance-Paradigm Capital Holdings (3)	Consulting services	Restricted	Section 144
3/21/16	New Issuance	1,400,000	Common	\$ 0.35	No	New Issuance-Paradigm Capital Holdings (3)	Consulting services	Restricted	Section 144
3/21/16	New Issuance	200,000	Common	\$ 0.35	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
3/29/16	New Issuance	404,630	Common	\$ 0.35	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
3/29/16	New Issuance	500,000	Common	\$ 0.06	No	New Issuance-James J Loures	Cash	Restricted	Section 144
4/13/16	New Issuance	280,000	Common	\$ 0.10	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
4/13/16	New Issuance	280,000	Common	\$ 0.10	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
4/13/16	New Issuance	140,000	Common	\$ 0.10	No	New Issuance-Robert Herskowitz 2011 Irv TR (2)	Financing cost	Restricted	Section 144
4/13/16	New Issuance	148,160	Common	\$ 0.10	No	New Issuance-Chase Financial (2)	Financing cost	Restricted	Section 144
4/13/16	New Issuance	185,195	Common	\$ 0.10	No	New Issuance-Mark Herskowitz	Financing cost	Restricted	Section 144
4/13/16	New Issuance	37,040	Common	\$ 0.10	No	New Issuance-Andrew Schoenzeit	Financing cost	Restricted	Section 144
4/13/16	New Issuance	431,376	Common	\$ 0.10	No	New Issuance-Robert Herskowitz 2011 Irv TR (2)	Financing cost	Restricted	Section 144
4/26/16	New Issuance	1,837,500	Common	\$ 0.10	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
4/26/16	Conversion	(14,300)	Preferred "E"	\$ -	No	Conversion-Mayer & Associates (5)	Share exchange	Restricted	Section 144
4/26/16	Conversion	200,200	Common	\$ 0.10	No	Conversion-Mayer & Associates (5)	Share exchange	Restricted	Section 144
5/2/16	New Issuance	472,106	Common	\$ 0.10	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
5/5/16	New Issuance	998,099	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
5/17/16	New Issuance	422,669	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Financing cost	Restricted	Section 144

5/17/16	Conversion	(125)	Preferred "C"	\$ -	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
5/17/16	Conversion	625,000	Common	\$ 0.10	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
5/18/16	New Issuance	525,000	Common	\$ 0.10	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
5/18/16	New Issuance	220,000	Common	\$ 0.10	No	New Issuance-Mayer & Associates (5)	Consulting services	Restricted	Section 144
6/1/16	New Issuance	814,314	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
6/6/16	New Issuance	1,000,000	Common	\$ 0.10	No	New Issuance-Mark Herskowitz (2)	Debt conversion	Restricted	Section 144
6/6/16	New Issuance	1,050,000	Common	\$ 0.10	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Debt conversion	Restricted	Section 144
6/6/16	New Issuance	280,000	Common	\$ 0.10	No	New Issuance-Robert Herskowitz	Financing cost	Restricted	Section 144
6/6/16	New Issuance	70,000	Common	\$ 0.10	No	New Issuance-Robert Herskowitz 2011 Irv TR (2)	Financing cost	Restricted	Section 144
6/6/16	New Issuance	100,000	Preferred "E"	\$ 0.10	No	New Issuance-Mark Herskowitz 401K Trust	Financing cost	Restricted	Section 144
6/6/16	New Issuance	35,000	Preferred "E"	\$ 0.10	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Financing cost	Restricted	Section 144
6/6/16	New Issuance	25,000	Preferred "E"	\$ 0.10	No	New Issuance-Chase Financing (2)	Financing cost	Restricted	Section 144
6/8/16	New Issuance	484,148	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Financing cost	Restricted	Section 144
6/27/16	Conversion	(125)	Preferred "C"	\$ -	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
6/27/16	Conversion	625,000	Common	\$ 0.14	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
6/30/16	New Issuance	1,725	Preferred "C"	\$ 0.14	No	New Issuance-LICGO Partners (3)	Cash	Restricted	Section 144
7/18/16	New Issuance	100,000	Common	\$ 0.14	No	New Issuance-Cadence Holdings LLC (4)	Consulting services	Restricted	Section 144
7/18/16	New Issuance	150,000	Common	\$ 0.14	No	New Issuance-TPC Holdings Group (4)	Consulting services	Restricted	Section 144
7/21/16	New Issuance	(30,000)	Preferred "E"	\$ -	No	New Issuance-Robert Herskowitz (2)	Share exchange	Restricted	Section 144
7/21/16	New Issuance	420,000	Common	\$ 0.12	No	New Issuance-Robert Herskowitz (2)	Share exchange	Restricted	Section 144
7/21/16	New Issuance	270,000	Common	\$ 0.12	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
7/21/16	New Issuance	70,000	Common	\$ 0.13	No	New Issuance-Robert Herskowitz 2011 Irv TR (2)	Financing cost	Restricted	Section 144
7/21/16	Conversion	(67,500)	Preferred "E"	\$ -	No	Conversion-Chase Financial (2)	Share exchange	Restricted	Section 144
7/21/16	Conversion	945,000	Common	\$ 0.13	No	Conversion-Chase Financial (2)	Share exchange	Restricted	Section 144
8/2/16	Conversion	(125)	Preferred "C"	\$ -	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
8/2/16	Conversion	625,000	Common	\$ 0.14	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
8/29/16	New Issuance	954,925	Common	\$ 0.15	No	New Issuance-Alpha Capital Anstalt (1)	Financing cost	Restricted	Section 144
9/7/16	Conversion	(67,500)	Preferred "E"	\$ -	No	Conversion-Chase Financial (2)	Share exchange	Restricted	Section 144
9/7/16	Conversion	945,000	Common	\$ 0.13	No	Conversion-Chase Financial (2)	Share exchange	Restricted	Section 144
9/19/16	New Issuance	521,784	Common	\$ 0.12	No	New Issuance-Alpha Capital Anstalt (1)	Financing cost	Restricted	Section 144
9/19/16	New Issuance	805,147	Common	\$ 0.12	No	New Issuance-Mark Herskowitz (2)	Debt conversion	Restricted	Section 144
9/19/16	New Issuance	400,000	Common	\$ 0.12	No	New Issuance-Marc Berger	Consulting services	Restricted	Section 144
9/19/16	New Issuance	75,000	Preferred "E"	\$ 0.12	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Financing cost	Restricted	Section 144
12/6/16	New Issuance	1,919,603	Common	\$ 0.11	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
12/12/16	New Issuance	755,300	Common	\$ 0.11	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
1/9/17	New Issuance	971,074	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
1/9/17	New Issuance	400,000	Common	\$ 0.10	No	New Issuance-Mark Herskowitz (2)	Debt conversion	Restricted	Section 144
3/1/17	New Issuance	989,425	Common	\$ 0.11	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
3/3/17	New Issuance	50,000	Preferred "E"	\$ 0.12	No	New Issuance-Chase Financing (2)	Financing cost	Restricted	Section 144
3/3/17	New Issuance	70,000	Preferred "E"	\$ 0.12	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Financing cost	Restricted	Section 144
3/3/17	Conversion	(100,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing (2)	Share exchange	Restricted	Section 144
3/3/17	Conversion	1,400,000	Common	\$ 0.12	No	Conversion-Chase Financing (2)	Share exchange	Restricted	Section 144
3/3/17	New Issuance	560,000	Common	\$ 0.12	No	New Issuance-Robert Herskowitz (2)	Debt conversion	Restricted	Section 144

3/3/17	New Issuance	140,000	Common	\$ 0.12	No	New Issuance-R Herskowitz 2011 Irrv. TR (2)	Debt conversion	Restricted	Section 144
3/10/17	New Issuance	400,000	Common	\$ 0.10	No	Issuance-Mark Herskowitz	Debt conversion	Restricted	Section 144
3/21/17	New Issuance	355,803	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
4/19/17	Conversion	(80)	Preferred "C"	\$ -	No	Conversion-Paradigm Capital Holdings (3)	Share exchange	Restricted	Section 144
4/19/17	Conversion	400,000	Common	\$ 0.08	No	Conversion-Paradigm Capital Holdings (3)	Share exchange	Restricted	Section 144
4/19/11	New Issuance	157	Preferred "C"	\$ 0.08	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
5/10/17	Conversion	(125)	Preferred "C"	\$ -	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
5/10/17	Conversion	625,000	Common	\$ 0.07	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
5/17/17	New Issuance	100,000	Common	\$ 0.07	No	New Issuance-OmniVance Advisors LLC (6)	Consulting services	Restricted	Section 144
5/17/17	New Issuance	100,000	Preferred "E"	\$ 0.07	No	New Issuance-Chase Financing (2)	Financing cost	Restricted	Section 144
6/19/17	New Issuance	1,096,312	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
7/11/17	Conversion	(100,000)	Preferred "E"	\$ -	No	Conversion-Robert Herskowitz	Share exchange	Restricted	Section 144
7/11/17	Conversion	1,400,000	Common	\$ 0.05	No	Conversion-Robert Herskowitz	Share exchange	Restricted	Section 144
7/11/17	Conversion	(100,000)	Preferred "E"	\$ -	No	Conversion-Chase Financial (2)	Share exchange	Restricted	Section 144
7/11/17	Conversion	1,400,000	Common	\$ 0.05	No	Conversion-Chase Financial (2)	Share exchange	Restricted	Section 144
7/24/17	Conversion	(125)	Preferred "C"	\$ -	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
7/24/17	Conversion	625,000	Common	\$ 0.08	No	Conversion-Navesink (3)	Share exchange	Restricted	Section 144
7/24/17	Conversion	(295)	Preferred "C"	\$ -	No	Conversion-Paradigm Capital Holdings (3)	Share exchange	Restricted	Section 144
7/24/17	Conversion	1,475,000	Common	\$ 0.08	No	Conversion-Paradigm Capital Holdings (3)	Share exchange	Restricted	Section 144
7/25/17	New Issuance	196	Preferred "C"	\$ 0.08	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
8/1/17	New Issuance	350,000	Common	\$ 0.10	No	New Issuance-Mark Herskowitz	Debt conversion	Restricted	Section 144
8/7/17	New Issuance	981,067	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
8/21/17	New Issuance	971,043	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
8/24/17	New Issuance	700,000	Common	\$ 0.10	No	New Issuance-R Herskowitz 2011 Irrv. TR (2)	Debt conversion	Restricted	Section 144
8/24/17	New Issuance	50,000	Preferred "E"	\$ 0.07	No	New Issuance-Chase Financing (2)	Financing cost	Restricted	Section 144
8/24/17	New Issuance	50,000	Preferred "E"	\$ 0.07	No	New Issuance-Chase Financing Inc (2) Profit Sh.	Financing cost	Restricted	Section 144
9/5/17	New Issuance	350,000	Common	\$ 0.10	No	New Issuance-Mark Herskowitz (2)	Debt conversion	Restricted	Section 144
9/20/17	New Issuance	952,043	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
9/28/17	New Issuance	300	Preferred "C"	\$ 0.09	No	New Issuance-Gerald Hickson	Financing cost	Restricted	Section 144
10/3/17	New Issuance	987,640	Common	\$ 0.11	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
10/18/17	New Issuance	40	Preferred "D"	\$ 0.18	No	New Issuance-Sovereign Partners (3)	Debt conversion	Restricted	Section 144
10/23/17	New Issuance	991,943	Common	\$ 0.14	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
10/23/17	New Issuance	210	Preferred "C"	\$ 0.14	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
11/6/17	New Issuance	500,000	Common	\$ 0.12	No	New Issuance-Mark Herskowitz (2)	Debt conversion	Restricted	Section 144
11/6/17	New Issuance	2,878,058	Common	\$ 0.12	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
12/4/17	New Issuance	1,502,294	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
12/6/17	Conversion	(50,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing Inc (2)	Share exchange	Restricted	Section 144
12/6/17	Conversion	700,000	Common	\$ 0.10	No	Conversion-Chase Financing Inc (2)	Share exchange	Restricted	Section 144
12/12/17	New Issuance	100,000	Preferred "E"	\$ 0.09	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
12/19/17	Conversion	(100,000)	Preferred "E"	\$ -	No	Conversion-Robert Herskowitz (2)	Share exchange	Restricted	Section 144
12/19/17	Conversion	1,400,000	Common	\$ 0.08	No	Conversion-Robert Herskowitz (2)	Share exchange	Restricted	Section 144
1/8/18	New Issuance	1,504,281	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
1/18/18	New Issuance	100,000	Preferred "E"	\$ 0.06	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144

2/9/18	New Issuance	1,496,661	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
2/23/18	Conversion	(100,000)	Preferred "E"	\$ -	No	Conversion-Robert Herskowitz	Share exchange	Restricted	Section 144
2/23/18	Conversion	1,400,000	Common	\$ 0.05	No	Conversion-Robert Herskowitz	Share exchange	Restricted	Section 144
2/23/18	Conversion	(70,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing Inc Profit Sh.(2)	Share exchange	Restricted	Section 144
2/23/18	Conversion	980,000	Common	\$ 0.05	No	Conversion-Chase Financing Inc Profit Sh. (2)	Share exchange	Restricted	Section 144
3/5/18	New Issuance	1,510,797	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
3/31/18	New Issuance	1,521,904	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
4/3/18	New Issuance	849,123	Common	\$ 0.10	No	New Issuance-Mark Herskowitz	Financing cost	Restricted	Section 144
4/16/18	New Issuance	1,513,789	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Share exchange	Restricted	Section 144
4/16/18	New Issuance	100,000	Preferred "E"	\$ 0.06	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Financing cost	Restricted	Section 144
4/23/18	New Issuance	1,039,571	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Share exchange	Restricted	Section 144
5/11/18	New Issuance	420	Preferred "C"	\$ 0.06	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
5/11/18	New Issuance	100,000	Preferred "E"	\$ 0.06	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Financing cost	Restricted	Section 144
5/29/18	New Issuance	1,985,374	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
5/29/18	New Issuance	1,550,000	Common	\$ 0.10	No	New Issuance-Robert Herskowitz	Debt conversion	Restricted	Section 144
6/11/18	Conversion	(75,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing Inc Profit Sh. (2)	Share exchange	Restricted	Section 144
6/11/18	Conversion	1,050,000	Common	\$ 0.05	No	Conversion-Chase Financing Inc Profit Sh. (2)	Share exchange	Restricted	Section 144
6/30/18	New Issuance	14,300	Preferred "E"	\$ 0.04	No	Immaterial reconciling items	N/A	Restricted	Section 144
6/30/18	New Issuance	10,000	Common	\$ 0.04	No	Immaterial reconciling items	N/A	Restricted	Section 144
7/3/18	New Issuance	1,520,646	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
7/30/18	Conversion	(125)	Preferred "C"	\$ -	No	Conversion-Navesink Device Initiatives (3)	Share exchange	Restricted	Section 144
7/30/18	Conversion	625,000	Common	\$ 0.04	No	Conversion-Navesink Device Initiatives (3)	Share exchange	Restricted	Section 144
7/30/18	Conversion	(125)	Preferred "C"	\$ -	No	Conversion-Navesink Device Initiatives (3)	Share exchange	Restricted	Section 144
7/30/18	Conversion	625,000	Common	\$ 0.04	No	Conversion-Navesink Device Initiatives (3)	Share exchange	Restricted	Section 144
7/31/18	New Issuance	710	Preferred "C"	\$ 0.04	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
7/31/18	New Issuance	105	Preferred "C"	\$ 0.04	No	New Issuance-Sovereign Partners LLC (3)	Financing cost	Restricted	Section 144
7/31/18	New Issuance	50	Preferred "D"	\$ 0.04	No	New Issuance-Navesink Device Initiatives (3)	Financing cost	Restricted	Section 144
7/31/18	New Issuance	10	Preferred "D"	\$ 0.04	No	New Issuance-Paradigm Capital (3)	Financing cost	Restricted	Section 144
7/31/18	New Issuance	200,000	Preferred "E"	\$ 0.04	No	New Issuance-Chase Financing Inc Profit Sh. (3)	Financing cost	Restricted	Section 144
8/23/18	Conversion	(35,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing Inc Profit Sh. (3)	Share exchange	Restricted	Section 144
8/23/18	Conversion	490,000	Common	\$ 0.04	No	Conversion-Chase Financing Inc Profit Sh.(3)	Share exchange	Restricted	Section 144
8/23/18	Conversion	(50,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing (2)	Share exchange	Restricted	Section 144
8/23/18	Conversion	700,000	Common	\$ 0.04	No	Conversion-Chase Financing (2)	Share exchange	Restricted	Section 144
8/27/18	New Issuance	816,326	Common	\$ 0.10	No	New Issuance-Mark Herskowitz (2)	Financing cost	Restricted	Section 144
10/9/18	New Issuance	1,031,758	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
11/26/18	Conversion	(50,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing Inc Profit Sh.(1)	Share exchange	Restricted	Section 144
11/26/18	Conversion	700,000	Common	\$ 0.02	No	Conversion-Chase Financing Inc Profit Sh. (1)	Share exchange	Restricted	Section 144
11/26/18	Conversion	(100,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing Inc Profit Sh. (1)	Share exchange	Restricted	Section 144
11/26/18	Conversion	1,400,000	Common	\$ 0.02	No	Conversion-Chase Financing Inc Profit Sh. (1)	Share exchange	Restricted	Section 144
1/2/19	New Issuance	420	Preferred "C"	\$ 0.03	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
1/2/19	New Issuance	140	Preferred "C"	\$ 0.03	No	New Issuance-Sovereign Partners LLC (3)	Financing cost	Restricted	Section 144
1/2/19	New Issuance	10	Preferred "D"	\$ 0.03	No	New Issuance-Paradigm Capital (3)	Financing cost	Restricted	Section 144
2/5/19	New Issuance	5,004,552	Common	\$ 0.10	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144

2/13/19	New Issuance	600,000	Common	\$ 0.02	No	New Issuance-Mark Herskowitz (2)	Consulting services	Restricted	Section 144
3/12/19	Conversion	(100,000)	Preferred "E"	\$ -	No	Conversion-Chase Financing Inc Profit Sh. (2)	Share exchange	Restricted	Section 144
3/12/19	Conversion	1,400,000	Common	\$ 0.04	No	Conversion-Chase Financing Inc Profit Sh. (2)	Share exchange	Restricted	Section 144
4/1/19	New Issuance	4,139,272	Common	\$ 0.05	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
4/5/19	New Issuance	600,000	Common	\$ 0.05	No	New Issuance-Mark Herskowitz (2)	Financing cost	Restricted	Section 144
5/1/19	New Issuance	413,218	Common	\$ 0.05	No	New Issuance-Chase Financing Inc (2)	Financing cost	Restricted	Section 144
5/1/19	New Issuance	1,091,718	Common	\$ 0.05	No	New Issuance-Robert Herskowitz (2)	Financing cost	Restricted	Section 144
5/1/19	New Issuance	1,395,555	Common	\$ 0.05	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Financing cost	Restricted	Section 144
5/8/19	New Issuance	420	Preferred "C"	\$ 0.04	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
5/8/19	New Issuance	140	Preferred "C"	\$ 0.04	No	New Issuance-Sovereign Partners LLC (3)	Financing cost	Restricted	Section 144
5/8/19	New Issuance	10	Preferred "D"	\$ 0.04	No	New Issuance-Paradigm Capital (3)	Financing cost	Restricted	Section 144
5/8/19	New Issuance	30	Preferred "D"	\$ 0.04	No	New Issuance-Thomas Nelson (7)	Financing cost	Restricted	Section 144
5/8/19	New Issuance	15	Preferred "D"	\$ 0.04	No	New Issuance-JAN Stock Trust (7)	Financing cost	Restricted	Section 144
5/8/19	New Issuance	15	Preferred "D"	\$ 0.04	No	New Issuance-KEN Stock Trust (7)	Financing cost	Restricted	Section 144
5/8/19	New Issuance	175,000	Preferred "E"	\$ 0.04	No	New Issuance-Robert Herskowitz (2)	Consulting services	Restricted	Section 144
5/8/19	New Issuance	150,000	Preferred "E"	\$ 0.04	No	New Issuance-Kenneth Schaefer	Consulting services	Restricted	Section 144
6/11/19	New Issuance	600,000	Common	\$ 0.05	No	New Issuance-Mark Herskowitz (3)	Financing cost	Restricted	Section 144
6/19/19	New Issuance	4,083,006	Common	\$ 0.05	No	New Issuance-Alpha Capital Anstalt (1)	Debt conversion	Restricted	Section 144
7/11/19	New Issuance	2,800,000	Common	\$ 0.04	No	New Issuance-Chase Financing Inc Profit Sh. (2)	Financing cost	Restricted	Section 144
7/16/19	New Issuance	400	Preferred "B"	\$ 0.04	No	New Issuance-LICGO Partners LLC (3)	Financing cost	Restricted	Section 144
7/16/19	New Issuance	210	Preferred "B"	\$ 0.04	No	New Issuance-Sovereign Partners LLC (3)	Financing cost	Restricted	Section 144
7/16/19	New Issuance	130	Preferred "B"	\$ 0.04	No	New Issuance-Paradigm Capital Holdings (3)	Financing cost	Restricted	Section 144
7/16/19	New Issuance	260	Preferred "B"	\$ 0.04	No	New Issuance-Navesink Device Initiatives LLC (3)	Financing cost	Restricted	Section 144
7/16/19	New Issuance	210	Preferred "C"	\$ 0.04	No	New Issuance-LICGO Partners (3)	Financing cost	Restricted	Section 144
7/16/19	New Issuance	70	Preferred "C"	\$ 0.04	No	New Issuance-Sovereign Partners LLC (3)	Financing cost	Restricted	Section 144
7/16/19	New Issuance	10	Preferred "D"	\$ 0.04	No	New Issuance-Paradigm Capital (3)	Financing cost	Restricted	Section 144

- (1) Alpha Capital Anstalt is an entity controlled by its Board of Directors. The managing directors are Konrad Ackerman and Nicole Feuerstein.
- (2) Chase Financing Inc. and Chase Financing Inc. Profit Sharing and 401K Plan are entities controlled by Robert Herskowitz and Mark Herskowitz.
- (3) Paradigm Capital Partners LLC, Navasink Device Initiatives LLC, Sovereign Partners LLC and LICGO Partners LLC are entities controlled, in equal parts by Alan Goddard and Michael Lichtenstein.
- (4) Cadence Holdings LLC and TPC Holdings Group LLC are entities controlled in equal parts by Steven Pollan and Daniel Meyers.
- (5) Mayer and Associates LLC is an entity controlled by Benjamin Mayer
- (6) OmniVance Advisors has ceased operations or has not notified the company of any changes. All communications from the company have gone unanswered.
- (7) Thomas Nelson and the KEN and JAN Stock Trusts are all partnerships and/or Trusts controlled by Thomas Nelson

Use the space below to provide any additional details, including footnotes to the table above:

#### COMMON STOCK

Date	Description	Change in Shares	Running Total
2/2/2016	New Issuance-Alpha Capital Anstalt	970,980	59,753,464
2/17/2016	New Issuance-Alpha Capital Anstalt	1,614,248	61,367,712
2/25/2016	New Issuance-Robert Herskowitz	750,000	62,117,712
3/21/2016	New Issuance-Paradigm Capital Holdings	1,400,000	63,517,712
3/21/2016	New Issuance-Robert Herskowitz	200,000	63,717,712
3/29/2016	New Issuance-Alpha Capital Anstalt	404,630	64,122,342
3/29/2016	New Issuance-James J Loures	500,000	64,622,342
4/13/2016	New Issuance-Robert Herskowitz	280,000	64,902,342
4/13/2016	New Issuance-Robert Herskowitz	280,000	65,182,342
4/13/2016	New Issuance-Robert Herskowitz 2011 Irv TR	140,000	65,322,342



4/13/2016	New Issuance-Chase Financial	148,160	65,470,502
4/13/2016	New Issuance-Mark Herskowitz	185,195	65,655,697
4/13/2016	New Issuance-Andrew Schoenzeit	37,040	65,692,737
4/13/2016	New Issuance-Robert Herskowitz 2011 Irv TR	431,376	66,124,113
4/26/2016	New Issuance-LICGO Partners	1,837,500	67,961,613
4/26/2016	Conversion-Mayer & Associates	200,200	68,161,813
5/2/2016	New Issuance-Robert Herskowitz	472,106	68,633,919
5/5/2016	New Issuance-Alpha Capital Anstalt	998,099	69,632,018
5/17/2016	New Issuance-Alpha Capital Anstalt	422,669	70,054,687
5/17/2016	New Issuance-Navesink	625,000	70,679,687
5/18/2016	New Issuance-LICGO Partners	525,000	71,204,687
5/18/2016	Conversion-Mayer & Associates	220,000	71,424,687
6/1/2016	New Issuance-Alpha Capital Anstalt	814,314	72,239,001
6/6/2016	New Issuance-Mark Herskowitz	1,000,000	73,239,001
6/6/2016	New Issuance-Chase Financing Inc Profit Sh.	1,050,000	74,289,001
6/6/2016	New Issuance-Robert Herskowitz	280,000	74,569,001
6/6/2016	New Issuance-Robert Herskowitz 2011 Irv TR	70,000	74,639,001
6/8/2016	New Issuance-Alpha Capital Anstalt	484,148	75,123,149
6/27/2016	New Issuance-Navesink	625,000	75,748,149
7/18/2016	New Issuance-Cadence Holdings LLC	100,000	75,848,149
7/18/2016	New Issuance-TPC Holdings Group	150,000	75,998,149
7/21/2016	New Issuance-Robert Herskowitz	700,000	76,698,149
7/21/2016	New Issuance-Robert Herskowitz 2011 Irv TR	70,000	76,768,149
7/21/2016	New Issuance-Chase Financial	945,000	77,713,149
8/2/2016	New Issuance-Navesink	625,000	78,338,149
8/29/2016	New Issuance-Alpha Capital Anstalt	954,925	79,293,074
9/7/2016	New Issuance-Chase Financial	945,000	80,238,074
9/19/2016	New Issuance-Alpha Capital Anstalt	521,784	80,759,858
9/19/2016	New Issuance-Mark Herskowitz	805,147	81,565,005
9/19/2016	New Issuance-Marc Berger	400,000	81,965,005
11/21/2016	New Issuance-Alpha Capital Anstalt	957,485	82,922,490
12/6/2016	New Issuance-Alpha Capital Anstalt	962,118	83,884,608
12/12/2016	New Issuance-LICGO Partners	755,300	84,639,908
1/9/2017	New Issuance-Alpha Capital Anstalt	971,074	85,610,982
1/9/2017	New Issuance-Mark Herskowitz	400,000	86,010,982
3/1/2017	New Issuance-Alpha Capital Anstalt	989,425	87,000,407
3/3/2017	New Issuance-Chase Financial	1,400,000	88,400,407
3/3/2017	New Issuance-Robert Herskowitz	560,000	88,960,407
3/3/2017	New Issuance-R Herskowitz 2011 Irrv. TR	140,000	89,100,407
3/10/2017	Issuance-Mark Herskowitz	400,000	89,500,407
3/21/2017	New Issuance-Alpha Capital Anstalt	355,803	89,856,210
4/19/2017	New Issuance-Paradigm Capital Holdings	400,000	90,256,210
5/10/2017	New Issuance-Navesink	625,000	90,881,210
5/17/2017	New Issuance-OmniVance Advisors LLC	100,000	90,981,210
6/19/2017	New Issuance-Alpha Capital Anstalt	1,096,312	92,077,522
7/11/2017	New Issuance-Robert Herskowitz	1,400,000	93,477,522
7/11/2017	New Issuance-Chase Financial	1,400,000	94,877,522
7/24/2017	New Issuance-Navesink	625,000	95,502,522
7/24/2017	New Issuance-Paradigm Capital Holdings	1,475,000	96,977,522
8/1/2017	New Issuance-Mark Herskowitz	350,000	97,327,522
8/7/2017	New Issuance-Alpha Capital Anstalt	981,067	98,308,589
8/21/2017	New Issuance-Alpha Capital Anstalt	971,043	99,279,632

8/24/2017	New Issuance-R Herskowitz 2011 Irrv. TR	700,000	99,979,632
9/5/2017	New Issuance-Mark Herskowitz	350,000	100,329,632
9/20/2017	New Issuance-Alpha Capital Anstalt	952,043	101,281,675
10/3/2017	New Issuance-Alpha Capital Anstalt	987,640	102,269,315
10/23/2017	New Issuance-Alpha Capital Anstalt	991,943	103,261,258
11/6/2017	New Issuance-Mark Herskowitz	500,000	103,761,258
11/6/2017	New Issuance-Alpha Capital Anstalt	2,878,058	106,639,316
12/4/2017	New Issuance-Alpha Capital Anstalt	1,502,294	108,141,610
12/6/2017	New Issuance-Chase Financing Inc	700,000	108,841,610
12/12/2017	New Issuance-Scott J Weiner	1,000,000	109,841,610
12/19/2017	New Issuance-Robert Herskowitz	1,400,000	111,241,610
12/31/2017	Cancellation-Scott J Weiner	(1,000,000)	110,241,610
1/8/2018	New Issuance-Alpha Capital Anstalt	1,504,281	111,745,891
2/9/2018	New Issuance-Alpha Capital Anstalt	1,496,661	113,242,552
2/23/2018	New Issuance-Robert Herskowitz	1,400,000	114,642,552
2/23/2018	New Issuance-Chase Financing Inc Profit Sh.	980,000	115,622,552
3/5/2018	New Issuance-Alpha Capital Anstalt	1,510,797	117,133,349
4/2/2018	New Issuance-Alpha Capital Anstalt	1,521,904	118,655,253
4/3/2018	New Issuance-Mark Herskowitz	849,123	119,504,376
4/16/2018	New Issuance-Alpha Capital Anstalt	1,513,789	121,018,165
4/23/2018	New Issuance-Alpha Capital Anstalt	1,039,571	122,057,736
5/29/2018	New Issuance-Alpha Capital Anstalt	1,985,374	124,043,110
5/29/2018	New Issuance-Robert Herskowitz	1,550,000	125,593,110
6/11/2018	New Issuance-Chase Financing Inc Profit Sh.	1,050,000	126,643,110
7/3/2018	New Issuance-Alpha Capital Anstalt	1,520,646	128,163,756
7/30/2018	New Issuance-WilCo	625,000	128,788,756
7/30/2018	New Issuance-WilCo	625,000	129,413,756
8/23/2018	New Issuance-Chase Financing Inc Profit Sh.	490,000	129,903,756
8/23/2018	New Issuance-Chase Financing	700,000	130,603,756
8/27/2018	New Issuance-Mark Herskowitz	816,326	131,420,082
10/9/2018	New Issuance-Alpha Capital Anstalt	1,031,758	132,451,840
11/26/2018	New Issuance-Chase Financing Inc Profit Sh.	700,000	133,151,840
11/26/2018	New Issuance-Chase Financing Inc Profit Sh.	1,400,000	134,551,840
2/5/2019	New Issuance-Alpha Capital Anstalt	5,004,552	139,556,392
2/13/2019	New Issuance-Mark Herskowitz	600,000	140,156,392
3/12/2019	New Issuance-Chase Financing Inc Profit Sh.	1,400,000	141,556,392
4/1/19	New Issuance-Alpha Capital Anstalt	4,139,272	145,695,664
4/5/19	New Issuance-Mark Herskowitz	600,000	146,295,664
5/1/19	New Issuance-Chase Financing Inc	413,218	146,708,882
5/1/19	New Issuance-Robert Herskowitz	1,091,718	147,800,600
5/1/19	New Issuance-Chase Financing Inc Profit Sh.	1,395,555	149,196,155
6/11/19	New Issuance-Mark Herskowitz	600,000	149,796,155
6/19/19	New Issuance-Alpha Capital Anstalt	4,083,006	153,879,161
7/11/19	New Issuance-Chase Financing Inc Profit Sh.	2,800,000	156,679,161

#### PREFERRED B STOCK

Date	Description	Change in Shares	Running Total
3/23/2011*	New Issuance-Centurion Credit Resources	1,000	1,000
7/16/19	New Issuance-LICGO Partners LLC	400	1,400
7/16/19	New Issuance-Sovereign Partners LLC	210	1,610
7/16/19	New Issuance-Paradigm Capital Holdings	130	1,740
7/16/19	New Issuance-Navesink Device Initiatives LLC	260	2,000

(\*) These shares were placed on Stop Transfer in 2016 due to criminal action against the parent company of the holder. In 2017 the Company's Board of Directors canceled these shares.

PREFERRED C STOCK			
<u>Date</u>	<u>Description</u>	<u>Change in Shares</u>	<u>Running Total</u>
3/21/2016	New Issuance-Paradigm Capital	800	4,885
4/26/2016	New Issuance-LICGO Partners	1,050	5,935
4/26/2016	New Issuance-Paradigm Capital	325	6,260
5/17/2016	Conversion-Navesink Device	(125)	6,135
5/18/2016	New Issuance-LICGO Partners	300	6,435
5/18/2016	New Issuance-Paradigm Capital	50	6,485
6/27/2016	Conversion-Navesink Device	(125)	6,360
8/2/2016	Conversion-Navesink Device	(125)	6,235
4/19/2017	Conversion-Paradigm Capital	(80)	6,155
4/19/2017	New Issuance-LICGO Partners	157	6,312
5/10/2017	Conversion-Navesink Device	(125)	6,187
7/24/2017	Conversion-Navesink Device	(125)	6,062
7/24/2017	Conversion-Paradigm Capital	(295)	5,767
7/25/2017	New Issuance-LICGO Partners	196	5,963
9/28/2017	New Issuance-Gerald Hickson	300	6,263
10/23/2017	New Issuance-LICGO Partners	210	6,473
1/18/2018	New Issuance-LICGO Partners	210	6,683
5/11/2018	New Issuance-LICGO Partners	210	6,893
7/30/2018	Conversion-Navesink Device	(125)	6,768
7/30/2018	Conversion-Navesink Device	(125)	6,643
7/31/2018	New Issuance-LICGO Partners	500	7,143
7/31/2018	New Issuance-LICGO Partners	210	7,353
7/31/2018	New Issuance-Sovereign Partners LLC	105	7,458
1/2/2019	New Issuance-LICGO Partners	420	7,878
1/2/2019	New Issuance-Sovereign Partners LLC	140	8,018
5/8/19	New Issuance-LICGO Partners	420	8,438
5/8/19	New Issuance-Sovereign Partners LLC	140	8,578
7/16/19	New Issuance-LICGO Partners	210	8,788
7/16/19	New Issuance-Sovereign Partners LLC	70	8,858

PREFERRED D STOCK			
<u>Date</u>	<u>Description</u>	<u>Change in Shares</u>	<u>Running Total</u>
12/31/2017	New Issuance-Sovereign Partners	40	40
7/31/2018	New Issuance-Navesink Device Initiatives	50	90
7/31/2018	New Issuance-Paradigm Capital	10	100
1/2/2019	New Issuance-Paradigm Capital	10	110
5/8/19	New Issuance-Paradigm Capital	10	120
5/8/19	New Issuance-Thomas Nelson	30	150
5/8/19	New Issuance-JAN Stock Trust	15	165
5/8/19	New Issuance-KEN Stock Trust	15	180
7/16/19	New Issuance-Paradigm Capital	10	190

PREFERRED E STOCK			
<u>Date</u>	<u>Description</u>	<u>Change in Shares</u>	<u>Running Total</u>
2/25/2016	New Issuance-Robert Herskowitz	100,000	787,540
3/21/2016	New Issuance-Mayer & Associates	14,300	801,840
4/26/2016	Conversion-Mayer & Associates	(14,300)	787,540
4/26/2016	New Issuance-Mayer & Associates	14,300	801,840
5/18/2016	Conversion-Mayer & Associates	(14,300)	787,540
6/6/2016	New Issuance-Mark Herskowitz 401K Trust	100,000	887,540

6/6/2016	New Issuance-Chase Financing Inc Profit Sh.	35,000	922,540
6/6/2016	New Issuance-Chase Financing	100,000	1,022,540
6/6/2016	Conversion-Chase Financing Inc Profit Sh.	(75,000)	947,540
7/21/2016	Conversion-Chase Financing Inc	(67,500)	880,040
7/21/2016	Conversion-Robert Herskowitz	(30,000)	850,040
9/7/2016	Conversion-Chase Financing Inc	(67,500)	782,540
9/19/2016	New Issuance-Chase Financing Inc Profit Sh.	75,000	857,540
1/9/2017	New Issuance-Chase Financing Inc Profit Sh.	105,000	962,540
3/3/2017	Cancellation	(105,000)	857,540
3/3/2017	New Issuance-Chase Financing	50,000	907,540
3/3/2017	New Issuance-Chase Financing Inc Profit Sh.	70,000	977,540
3/3/2017	Conversion-Chase Financing	(100,000)	877,540
5/17/2017	New Issuance-Chase Financing	100,000	977,540
7/11/2017	Conversion-Robert Herskowitz	(100,000)	877,540
7/11/2017	Conversion-Chase Financing	(100,000)	777,540
8/24/2017	New Issuance-Chase Financing	50,000	827,540
8/24/2017	New Issuance-Chase Financing Inc Profit Sh.	50,000	877,540
12/6/2017	New Issuance-Chase Financing	(50,000)	827,540
12/12/2017	New Issuance-Robert Herskowitz	100,000	927,540
12/19/2017	Conversion-Robert Herskowitz	(100,000)	827,540
1/18/2018	New Issuance-Robert Herskowitz	100,000	927,540
2/23/2018	Conversion-Robert Herskowitz	(100,000)	827,540
2/23/2018	Conversion-Chase Financing Inc Profit Sh.	(70,000)	757,540
4/16/2018	New Issuance-Chase Financing Inc Profit Sh.	100,000	857,540
5/11/2018	New Issuance-Chase Financing Inc Profit Sh.	100,000	957,540
6/11/2018	Conversion-Chase Financing Inc Profit Sh.	(75,000)	882,540
7/31/2018	New Issuance-Chase Financing Inc Profit Sh.	100,000	982,540
7/31/2018	New Issuance-Chase Financing Inc Profit Sh.	100,000	1,082,540
8/23/2018	Conversion-Chase Financing Inc Profit Sh.	(35,000)	1,047,540
8/23/2018	Conversion-Chase Financing	(50,000)	997,540
11/26/2018	Conversion-Chase Financing Inc Profit Sh.	(50,000)	947,540
11/26/2018	Conversion-Chase Financing Inc Profit Sh.	(100,000)	847,540
3/12/2019	Conversion-Chase Financing Inc Profit Sh.	(100,000)	747,540
5/8/19	New Issuance-Robert Herskowitz	175,000	922,540
5/8/19	New Issuance-Kenneth Schaefer	150,000	1,072,540
7/11/19	Conversion-Chase Financing Inc Profit Sh.	(200,000)	872,540

## B. Debt Securities, Including Promissory and Convertible Notes

Use the chart and additional space below to list and describe any issuance of promissory notes, convertible notes or convertible debentures **in the past two completed fiscal years and any subsequent interim period**. See Table below.

Check this box if there are no outstanding promissory, convertible notes or debt arrangements:

Date of Note Issuance	Outstanding Balance (\$)	Principal Amount at Issuance (\$)	Interest Accrued (\$)	Maturity Date	Conversion Terms (e.g. pricing mechanism for determining conversion of instrument to shares)	Name of Noteholder	Reason for Issuance (e.g. Loan, Services, etc.)
03/29/2016	-	316,250.00	-	3/28/17	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
04/21/2016	-	460,005.75	-	4/20/17	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
05/13/2016	-	307,055.75	-	5/12/17	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
09/16/2016	-	402,505.75	-	9/15/17	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
12/31/2016	-	345,005.75	-	12/30/17	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
08/16/2017	-	345,005.75	-	8/15/18	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
11/06/2017	-	362,382.25	-	11/5/18	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
12/31/2017	-	402,505.75	-	12/30/18	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
05/22/2018	-	431,382.25	-	5/21/19	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
10/05/2018	10,152.25	230,005.75	-	10/4/19	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
03/22/2019	287,505.75	287,505.75	-	3/21/20	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services

6/18/2019	250,010.00	250,010.00	4,226	6/17/2020	Convertible into common shares at \$.102/share on due date	Alpha Credit Anstalt (1)	Loan Services
08/24/2017	-	287,500.00	-	8/23/18	Convertible into common shares at \$.102/share on due date	Navesink (3)	Loan Services
04/08/2016	-	345.00	-	4/7/17	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
04/14/2016	-	115.00	-	4/13/17	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
04/22/2016	-	57,523.00	-	4/21/17	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
05/26/2016	-	126.50	-	5/25/17	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
06/01/2016	-	172,615.00	-	5/31/17	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
06/02/2016	-	57,615.00	-	6/1/17	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
09/30/2016	-	28,750.00	-	9/29/17	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
09/30/2017	-	86,001.15	-	9/29/18	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
11/03/2017	-	23,379.50	-	11/2/18	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
01/18/2018		138.00	-	1/17/19	Convertible into common shares at \$.102/share on due date	Robert Herskowitz	Loan Services
03/31/2019	108,000.00	108,000.00	-	3/30/20	Inventory revolving line of credit	American Express	Loan Services

Use the space below to provide any additional details, including footnotes to the table above:

- (1) Alpha Capital Anstalt is an entity controlled by its Board of Directors. The managing directors are Konrad Ackerman and Nicole Feuerstein.
- (2) Chase Financing Inc. and Chase Financing Inc. Profit Sharing and 401K Plan are entities controlled by Robert Herskowitz.
- (3) Paradigm Capital Partners LLC, Navasink Device Initiatives LLC, Sovereign Partners LLC and LICGO Partners LLC are entities controlled, in equal parts by Alan Goddard and Michael Lichtenstein.

Notes payable - Convertible	Date	Account	Amount	OID @ 15%	Total Investment
Note Payable - Alpha Credit Anstalt	04/21/2016	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 400,005.00	\$ 60,000.75	\$ 460,005.75
Note Payable - Alpha Credit Anstalt	05/13/2016	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 267,005.00	\$ 40,050.75	\$ 307,055.75
Note Payable - Alpha Credit Anstalt	09/16/2016	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 350,005.00	\$ 52,500.75	\$ 402,505.75
Note Payable - Alpha Credit Anstalt	12/23/2016	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 300,005.00	\$ 45,000.75	\$ 345,005.75
Note Payable - Alpha Credit Anstalt	08/16/2017	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 300,005.00	\$ 45,000.75	\$ 345,005.75
Note Payable - Alpha Credit Anstalt	11/06/2017	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 315,115.00	\$ 47,267.25	\$ 362,382.25
Note Payable - Alpha Credit Anstalt	05/22/2018	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 375,115.00	\$ 56,267.25	\$ 431,382.25
Note Payable - Alpha Credit Anstalt	10/05/2018	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 200,005.00	\$ 30,000.75	\$ 230,005.75
Note Payable - Alpha Credit Anstalt	10/05/2018	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 200,005.00	\$ 30,000.75	\$ 230,005.75
Note Payable - Alpha Credit Anstalt	6/18/2019	Notes payable - Convertible:Note Payable - Alpha Credit Anstalt	\$ 250,010.00	\$ 37,500.00	\$ 287,510.00

#### 4) Financial Statements

A. The following financial statements were prepared in accordance with:

U.S. GAAP

IFRS

B. The financial statements for this reporting period were prepared by (name of individual)<sup>4</sup>:

Name: Keith M. Berman  
Title: CEO & CFO  
Relationship to Issuer: Officer & Director

Provide the financial statements described below for the most recent fiscal year or quarter. For the initial disclosure statement (qualifying for Pink Current Information for the first time) please provide reports for the two previous fiscal years and any subsequent interim periods.

- C. Balance sheet;
- D. Statement of income;
- E. Statement of cash flows;
- F. Financial notes; and
- G. Audit letter, if audited

You may either (i) attach/append the financial statements to this disclosure statement or (ii) file the financial statements through OTCIQ as a separate report using the appropriate report name for the applicable period end. ("Annual Report," "Quarterly Report" or "Interim Report").

If you choose to publish the financial statements in a separate report as described above, you must state in the accompanying disclosure statement that such financial statements are incorporated by reference. You may reference the document(s) containing the required financial statements by indicating the document name, period end date, and the date that it was posted to OTCIQ in the field below.

Financial statement information is considered current until the due date for the subsequent report (as set forth in the qualifications section above). To remain qualified for Current Information, a company must post its Annual Report within 90 days from its fiscal year-end date and Quarterly Reports within 45 days of each fiscal quarter-end date.

See documents attached hereto.

## 5) Issuer's Business, Products and Services

The purpose of this section is to provide a clear description of the issuer's current operations. In answering this item, please include the following:

- A. Summarize the issuer's business operations (If the issuer does not have current operations, state "no operations")

Overview

Overview

Decision Diagnostics Corp. is a worldwide prescription and non-prescription diagnostics and home testing products distributor and the manufacturer of GenUltimate! glucose test strips, a Class II medical device for at-home use for the measurement of glucose, the PetSure! glucose test strip for the glucose testing of dogs and cats, a test strip designed to work with the Zoetis AlphaTrak and AlphaTrak II glucometers, a legacy meter, the GenUltimate! 4Pets Glucose system a proprietary glucose measuring system inclusive of the company's GenUltimate! 4Pets test strip and Avantage meter, for the testing of dogs, cats and horses. The company also has its GenUltimate! Sure and GenUltimate! Precis test strips, products for off-shore sales have recently begun Definitive Agreement writing with a large Eastern European distributor for their distribution in the Russian Federation and aligned countries. Both of these products will primarily be sold as an international private label market entry. Export Certificates for GenUltimate! Sure and GenUltimate! Precis have been allowed by the U.S. FDA and sales are set to commence in January 2020. There is no domestic or North American markets for these products.

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<sup>4</sup> The financial statements requested pursuant to this item must be prepared in accordance with US GAAP or IFRS by persons with sufficient financial skills.

In addition, the company's GenChoice! glucose test strip has completed its clinical trials and filed a 510K application with the U.S. FDA for its clearance. The company has already had eight formal communications with the FDA, inclusive of a face-to-face meeting with FDA management and the review staff. The ball has now moved to the FDA's court.

Regarding additional product development, the company has completed advanced development work and third party testing of its GenUltimate! TBG test strip and TGB Precise meter and are ready to begin patient testing (clinical trials) in the next 45 days in Korea. A clinical site at a prestigious Korean research hospital has been identified and appropriate documentation filed with the Korean FDA. This application was delayed for 30 days beginning in August 2019 when DECN CEO Berman requested the development engineers for the TGB product to change the active enzyme in the chemistry to a variant of Glucose Dehydrogenase (GDH), which provided the TGB product an added 10% precision in use. Earlier in 2019, and in association with the company's advanced development engineers, company CEO Keith Berman asked for a change to the engineering foundation of the GenUltimate! TBG system to work in an identical manner with the company's GenUltimate test strip, same chemistry, same family of meters, thereby allowing the company to offer three essentially identical products, each serving its own somewhat unique purposes, all running on the same test strip foundation, an FDA cleared device. The TGB enhanced version of GenUltimate! is named GenUltimate! Zephyr and will go on sale commercially in late December 2019, just as soon as tooling is added at the company's manufacturing facility. Zephyr!, owing to its near analyzer level precision (in a handheld device) will carry a substantially higher MSRP, Big Box, and wholesale pricing. The company will continue to sell its GenUltimate! product in existing markets.



As off-shore products GenUltimate! Sure and GenUltimate! Precise are test strips that run on four existing Platinum/Lifescan legacy meters, and will only be sold in select international markets, primarily in the Russian Federation. There are no USA markets for either test strip. The International roll-out decisions were to choose those markets where the products will not encounter certain performance criteria issues created by the legacy metering platforms that the GenUltimate! Sure and GenUltimate! Precise test strips run on. The GenUltimate! Sure product in particular, although sharing many similarities with the company's GenUltimate! product, does not have the capability for future improvement or upgrade and as a result is viewed in the market and by DECN as a small niche product. However, manufacturing the GenUltimate! Sure product will allow the company to continue manufacturing the existing GenUltimate! test strip which uses the same manufacturing line. The GenUltimate! Precise product has more potential in that it is capable of having portions of the company's TBG technology added-on at a later date. Thus, the conclusion was that having two finished products is better than having no product at all, so the company will continue to perform compatibility testing with the family of legacy meters as we grow our relationship with the large Eastern European distributor.

Resources permitting, as 2019 transitions into 2020, we intend to register the company's GenChoice! and GenUltimate! TBG products in the EU, because these products **do** meet ISO guidelines without further development. The GenUltimate! TBG meter, which will undergo 510K prosecution for its metering system, is next up for FDA clearance. The test strip, a close relative of the company's GenUltimate! test strip which is already FDA cleared. The company has contracted with the expert organization that is writing the 510K document and a credentialed IRB who completed the GenChoice! clinical trial data and who will follow the same clearance path for the GenUltimate! TBG system.

### Our Current Business Foundation

Our subsidiaries, Pharma Tech Solutions, Inc., PDA Services, Inc. and PharmaTech Sensor Development Corp. operate in several healthcare products channels. In addition our subsidiary Decision IT Corp. engages in the acquisition and holding of Intellectual Property including Patents and Trademarks and specialty manufacturing equipment acquired for our Korean contract manufacturer of our GenUltimate! as well as our GenSure! and GenChoice! products. Our newest subsidiary Pharmatech Sensor Development Corp. manages our investment in specialty manufacturing machinery and testing laboratories, as well as an inventory credit line to finance inventory purchases of our GenUltimate! and PetSure! products. The company will endeavor to expand the credit line for the

management of our GenChoice! and GenUltimate! TBG products in 2019. The company has discontinued its earlier GenStrip 50 product and ended the selling of the last of the inventory in November 2016. All of the GenStrip 50 test strips have subsequently reached expiration dates.

In March 2017 the company was approached by its Korean partner, The Bio Co., Ltd to design and fund a new product which the company calls GenUltimate! TBG. This product represents a major improvement in diabetic glucose monitoring. The GenUltimate! TBG system will be the first of its kind +/- 7% system. Current ISO (2015) and FDA (2014) guidelines call for glucose monitoring systems to meet a +/- 15% standard, whereby the meter and strip must be within +/- 15% of a reference method in repeated testings 95% of the time. GenUltimate! and GenChoice! are +/- 15% test strips, with GenChoice! perhaps a little bit better, but in each case 97+% of the time in repeated samplings. GenUltimate! TBG is designed to meet the written standards of the ISO and FDA at +/- 7%, 97% of the time – effectively setting a new standard. The company has been funding the development of this system product since 2017, as well as a test strip only derivative version for use with a legacy meter sold overseas. In October 2018 the company implemented a strategic change to its development and manufacturing processes whereby we will standardize around two technology foundations, our GenUltimate! technology and our GenChoice! technology. PetSure! was the first marketable product to make use of the GenChoice! technology foundation, and is currently selling in pet testing channels in the USA, Canada and the EU. GenUltimate! TBG will be the first enhancement of our GenUltimate! technology foundation. The company believes that these changes in our product development processes will lead to quicker to market products and streamlined and less costly manufacturing processes. .



As of this writing, GenUltimate! Precis and GenChoice! products are not yet available for sale in the U.S. or Puerto Rico.

### Historical Construct

Shasta Technologies LLC, the original specifications provider of GenStrip, had an extremely difficult relationship with the US FDA and was the subject of a detailed and damning FDA (Enforcement) Warning Letter on April 8, 2014, and when they refused to respond to this Warning Letter in an expected fashion, the FDA then broadcast a worldwide Safety Notice on April 29, 2014, the FDA version of the Death Penalty. This second letter effectively ended Shasta's ability to be a product design specifier and manufacturer, due to a total lack of regulatory adherence in the highly regulated medical device industry. It is confusing to consider what Shasta could have possibly been thinking. The company's acquisition of Genstrip (now GenUltimate!) was fortuitous in its timing given the finality and outcome of Shasta Technologies' fatal troubles with the FDA. Shasta contested our acquisition and took other legal steps against their FDA lawyer and in retaliation against the company. During the efficacy of these litigations we had success in the courts. In December 2018 we received a grant of a judgment against Shasta for \$3.6 million. We perfected this judgment in California, Pennsylvania, Oregon (Shasta's domicile) and Minnesota. As we began levy against Shasta we accepted their offer of Settlement. As a result of this Settlement we were able to value our acquisition of GenStrip under our 2014 Agreement. A substantial gain occurred and is fully described in our 2Q and 3Q 2019 financials.

The worldwide market for at-home blood glucose testing is an estimated \$17.2 billion as of 2017, inclusive of the 2013 and 2016 changes to the Federal Medicare programs which gutted almost one-third of the U.S. market. The current GenUltimate! competes directly with one of the largest worldwide platform manufacturers the venerable Johnson & Johnson Lifescan Inc. Ultra legacy product. J&J, which had owned Lifescan for more than 25 years, recently sold its Lifescan division and its venerable products to Platinum, a private equity firm. GenUltimate! (and the earlier GenStrip 50) were developed for use with the Lifescan OneTouch Ultra legacy system for at-home blood glucose testing, a system currently used daily by over 3 million diabetes afflicted Americans and 5.8 million diabetics world-wide. GenUltimate! competes in the overall at-home testing market by offering an economical solution to former users of the legacy platform provider's product. The company's GenUltimate! product is a much improved version. Our business model is unique to this market channel as our major business focus is directed toward diabetics who have attempted a change of their glucose monitoring platforms (systems) or those currently using the J&J legacy products but are dealing with escalating prices and lower (if any) insurance reimbursements. At the time of the introduction of GenStrip in March 2013, J&J controlled just under 40% of this market and 100% of its own Lifescan, Inc. OneTouch Ultra market. Their overall market share has since dropped below 30%. In October 2018 Lifescan, Inc. was sold to a large California based private equity firm in an asset sale arrangement. This event gave impetus to the changes we have made to our GenUltimate! TBG system, the first and only evolutionary enhancement to be offered to the Lifescan Ultra family of products still in use by over 4 million diabetics worldwide (see Litigation section).



We began our transition into these medical products channels on November 1, 2011 when we completed the acquisition of Diagnostic Newco LLC from its owner Kimberly Binder. Diagnostic Newco LLC was a design company that specialized in product packaging design, medical products advertising design and graphic art. Ms. Binder subsequently joined the staff of the company's Pharma Tech Solutions, Inc. subsidiary specifically for these purposes, and has worked closely with the contract manufacturers for GenUltimate!, making subtle changes to packaging design and more recently integrating the new FDA UDI product identification data system, among other responsibilities. She is also responsible for the package design for new diagnostic products the company is currently working on, including the GenSure! and the upcoming GenChoice! and GenUltimate! TBG products. Ms. Binder is also owner of Genstrip Direct LLC and Full Circle Diabetes LLC, her own distribution companies, which she operates separately from her (Decision Diagnostics Corp. and Pharma Tech Solutions, Inc.) company related responsibilities.

The original Shasta product was acquired by our Pharma Tech subsidiary on March 20, 2014, and fits into a diagnostic product niche, fitting nicely into the world-wide self-test (home test) market that has been growing at a 15% annual rate. Since GenUltimate! is a rather unique product offering, employing a brand name razor blade only model (diagnostic test strip) into a razor (diagnostic meter) -- razor blade (diagnostic test strip) market, the Genstrip 510(k) application made for unusual challenges for the FDA and an educational challenge and opportunity for the company. In fact, the company only concluded its dealings with the FDA in March 2016, but has had subsequent issues pre and post market review staff, an on-going process that was begun on a very sour note by Shasta in October 2009 and ended even more sourly in early 2014. The company believes that upcoming product offerings such as the GenChoice! and GenUltimate! TBG products, which will also be regulated by the FDA but we hope will go through the rigorous comment process, particularly since receipt of a directed landmark ruling by the U.S. FDA, covering our third party developed diagnostics (developed, in development and to be developed). The FDA, however, is accountable to no third party and while we did win major victories and we did deal with certain biases and retaliation during the GenStrip 510K prosecution, we have not yet seen this type of treatment for our GenChoice! product. However, we remain ever vigilant and continue to retain litigation counsel.

Until our receipt of the March 2016 ruling from the FDA, two years (and growing) was a standard development to market timeline for in-vitro diagnostic products similar to Genstrip / GenUltimate! In fact the long review periods and stifling performance standards established have contributed to a large decline in new products offerings in the USA and the industry since 2014.

In 2019 we again improved GenUltimate!. GenUltimate! has become the only version of the original Genstrip line that will be packaged to conform with the FDA UDI standards, and was released as UDI compliant as of September 24, 2016. Manufacturing of Genstrip 50 ended and on-going sales continued under the GenUltimate! brand, and includes the FDA UDI packaging.

In June 2010 the company was approached by the largest retailer in the world for the distribution and sale of the Genstrip product, then about to enter the 510k regulatory review process, at over 5,000 retail stores worldwide. A contract with this retailer was negotiated in September 2010 and subsequently renegotiated and renewed in April 2011, and as soon as the retail contract was agreed to and as a means to conduct market research, the company began seeking pre-conditioned letters of intent (pre-orders) for Genstrip, while continuing the prosecution of the 510(k) application on behalf of Shasta Technologies before the FDA. Discussions with this retailer and other similarly situated retailers had been on a litigation induced hiatus since our litigation with Lifescan, Inc. began in earnest in March 2013. Lifescan Inc., until October 2018, the diabetes testing division of Johnson & Johnson sued the company in three separate suits, all in Federal court, beginning in September 2011. These suits proved costly in that their intended purpose was to keep the Genstrip product off of retail market shelves. Until these suits were settled in May 2016, the company's marketing abilities were severely limited. In fact, even as of this writing, the company faces market obstacles brought about by the original litigation with Lifescan, Inc. However, it should be noted that Johnson & Johnson announced in January 2018 that their entire diabetic business (three divisions, multiple products) had been put up for sale, and offers for some or all of their businesses had been received. The sale closed in October 2018 with the completion of an asset sale to a large California based private equity firm, Platinum Private Equity.

The settlements we did achieve with J&J provided a hard-fought victory for the company, particularly since in 2015 Shasta had admitted to patent infringements of all three J&J diabetic medical device patents that were being adjudicated. We settled these lawsuits in a novel manner, where Johnson & Johnson paid the company a settlement amount in cash, in those lawsuits where the company was a defendant, a rarity in matters where the Plaintiff (J&J) had initiated the strike suit in the first place. J&J, as a part of the settlement, also granted the company licenses to three J&J patents (including one patent that J&J subsequently lost as a result of 3<sup>rd</sup> party prosecution by the company, through final action by the US Supreme Court), the larger value gained from this 5-year legal battle. In March 2016, prior to its settlement, the company's Pharma Tech Solutions, Inc. and Decision IT Corp. subsidiaries brought suit against Lifescan, Inc. in Nevada Federal court for patent infringement, the company alleging that Lifescan, Inc.'s OneTouch Ultra product was and had been infringing both of the company's patents. In March 2017, after a protracted battle with J&J where they tried to invalidate the company's lawsuit, the court in a major ruling agreed that the company will be allowed to move forward (a major victory so early in the suit) and will also be allowed to allege the Doctrine of Equivalents, a legal doctrine that would preclude J&J from twisting words through its pleadings and expert reports to escape justice. In April 2016 the company amended its original suit to include allegations under the Doctrine of Equivalents.

*“The doctrine of equivalents is a legal rule in many (but not all) of the world's patent systems that allows a court to hold a party liable for patent infringement even though the infringing device or process does not fall within the literal scope of a patent claim, but nevertheless is equivalent to the claimed invention(s).”*

Further, in January 2016 the US Supreme Court ruled that the Doctrine of Laches, a defense used by many Defendants in patent infringement suits could no longer be used. This ruling further deprived J&J of one of its most important defenses against the company's current patent infringement claims. All of this action did not dissuade the Nevada District Court trial judge from granting J&J a Motion for Summary Judgment in October 2018. As a result of this ruling, the company filed an appeal to the U.S. Court of Appeals for the Federal Circuit in Washington, DC (the patent court). That appeal is nearing the point where a court ordered mediation and oral arguments are to be scheduled. We currently await this scheduling.

### The Current Business

Currently the diabetes testing market is dominated by four large pharmaceutical manufacturers who provide very similar and equally focused products, selling at essentially equal prices. Our Genstrip's original introduction, even with the fits and starts, employed a business model different than those models employed by the major market players. Recent successes in the on-line marketplace has allowed the company to alter the market dynamics, lowering average price (which has occurred) or allowing for increased testing by diabetics for a lesser price, thereby affecting all market segments. The company's major current market focus is to pharmacy chains, grocery chains with in-store pharmacies, large all-purpose retailers with in-store pharmacies, and group buying and chain pharmacy organizations, and for its pet testing products, on-line sales and chain pet supply stores and retail pet outlets. Although this has been part of the company's plans in the recent past, the difficult litigation with Johnson & Johnson as well as the advent of the July 2013 and July 2016 changes to Medicare reimbursement (and followed by private insurers) and the October 2016 reimbursement engineering, pharmacy business models are now blurred. Thus the company successfully added on-line sales to its business model.

The company has also implemented a very successful “direct to diabetic” business model and has (independently or along with our distributors) executed on-line agreements with several of the largest retail chains, diabetic supply co-operatives, group purchasing organizations, as well as on-line mass merchandisers such as Amazon.com, EBay, Walmart, Sears, Jet.com and approximately 1050 other on-line cooperatives and product aggregators. The company considers this rapid adoption to be a huge success gained in a very short period of time.

In June 2017 we were notified by Amazon.com, the largest retail portal for our products where we now currently sell approximately 35,000 boxes of GenUltimate per month, that the listings for our products had been “hacked” by ghost sellers -- individuals and people who listed our products, accepted orders and cash money from diabetics, but were unknown to the company. Oftentimes product was never delivered to the diabetic even after receipt of payment. This practice called freeloading (by Amazon) is not rare, but once started it is difficult to eradicate. The company had to replace almost 6,500 units of GenUltimate as a result of the freeloading. In March 2018 another 3,000 boxes were replaced, leading to lower sales margins in the periods where the replacements took place. The company is in on-going friendly negotiations with its distributors to provide compensation for the effect of the freeloaders. While freeloaders had a cost basis of zero, legitimate sellers and distributors were forced to compete with these zero cost sellers. Prices for GenUltimate plummeted and by October 2017 the product in its largest portal showed a price decline on average of 35%.

With the assistance of Amazon, who themselves became a distributor of GenUltimate!, the company was able to overcome some of these issues. With the assistance of Amazon we reordered our selling practice, implementing base (floor) pricing and implementing real-time policing of listings. As a result, we were able to overcome this freeloading practice. Prices have recovered about one half of the Fall 2017 decline. We are currently in the process of raising prices again. Also, as a result of the “Amazon debacle,” the company also eliminated many small distributors of GenUltimate! from the Amazon portal. In 1Q 2019 we further eliminated a group of our wholesalers who may still sell our products, but not on Amazon. While these actions had the effect of lowering sales throughout 2018 and into 2019, our margins and our sales levels are recovering, as our sales increase. The effect of barring wholesalers from selling on Amazon cost the company \$90,000 to \$120,000 in sales for 1Q 2019, mostly through lower inventory levels by our wholesalers.

In March 2017 the company was contacted by the retail giant Walmart, who along with their acquired on-line retailer Jet.com, are attempting to duplicate and surpass the Amazon portal. Our GenUltimate! products have been sold on Walmart's (and Jet.com's) portals since November 2016. In the 2018 discussions Walmart offered us preferential listings on portals and Walmart Depot stocking at their regional transit facilities. We also began discussions, now in process, for the manufacturer of a Walmart house brand version of our GenUltimate! As a result of our agreements with Walmart, GenUltimate! is now sold and fulfilled directly by Walmart. In addition, Walmart has implemented a large on-line store pickup, allowing GenUltimate! users to pick their GenUltimate! product up at Walmart

stores. We accepted Walmart’s offer (who wouldn’t) and changed our distribution agreement with Walmart (and Jet) so that Walmart would sell and fulfill our products directly. We accomplished this while still selling our products directly through Walmart. This business model is called cannibalization with the goal of overall sales maximization. Walmart customers who previously received standing orders for their legacy J&J Lifescan test strips are a part of this new program. The company believes this to be a market enhancing deal since Walmart will become both a “push” and a “pull” retailer. No special pricing of our GenUltimate! products was required to implement this plan, owing, no doubt, to the footprint we have established on the other large on-line portals. Walmart purchase orders for Walmart sales of our products have increased dramatically. We continue to evaluate our prospects with Walmart and we believe we will move toward a global agreement with Walmart for our GenUltimate!, PetSure! and GenChoice! (when cleared) and GenUltimate! TBG products. Meetings are scheduled in the month of May 2019 at both Walmart and CVS pharmacies, primarily for our GenUltimate! TBG products.

In March 2016 we also retained a product source company called Retail Monster, to represent our products to large drug chains (“big box pharmacy”), large retailers, chain grocers and the like. Unfortunately the arrangement with Retail Monster did not succeed, primarily because a group of company shareholders and persons claiming to be shareholders poisoned our relationship with Retail Monster early in our contract term, by advocating during repeated calls, a “palace coup.” After these incursions by shareholders and persons claiming to be shareholders, our relationship with Retail Monster remained cordial but was, unfortunately, destined to fail. The two companies decided to end the engagement on December 31, 2016.

The efforts being expended in the “big-box” arena are greatly aided by the company’s recent success with the explosively growing on-line Marketplaces, many sponsored by the large retail pharmacies and retail stores. These Marketplaces are fast growing sister organizations to these retailers, and typically not a part of legacy manufacturers marketing plans. The company’s recent successes in the on-line Marketplaces has given the company a beachhead in this market as the uncertainty brought on by the J&J lawsuits has (finally) waned. In mid-March 2016 the largest US retailer agreed to raise the company’s standing to the highest retail “rung” by offering a new supplier contract and in mid-March 2018 this retailer and its recently acquired wholesale products partner contacted the company and implemented a direct relationship. This decision led to inquiries by other big box sellers. Thus, in March 2019 we entered into a long term relationship with PARAGON Sales and Marketing Inc. to support the national growth of both our branded and private label retail products sold under our "Gen" brand, and our private label brands of Alltara!, ConsumerValue!, Infatig!, and Medicius!. Initial accounts that we have assigned to PARAGON for big box and private brand big box agreements include Walmart, CVS, Walgreens, Costco, Kroger and Cardinal Health. PARAGON will also work closely with us in evaluating other potential new retail product categories and products that we may launch in both branded and private label offerings in the future. Sadly, shareholders and non-shareholders have already attempted to contact PARAGON, one such incursion occurring during the writing of this Quarterly Report. The company has promised PARAGON that we will take legal action against these people should this activity continue. Instead we were notified that PARAGON contacted their own commerce lawyer and in addition verified the person (name, address, etc.) behind the incursion.



Alltara choice, and GenUltimate TBG is not yet available for sale or distribution in the United States or Puerto Rico.

Since March 2015 when we first we acquired special intellectual property and specialty manufacturing equipment which will shall serve our business interests now and into the future. We have increasingly turned to Alpha Capital Anstalt (“Alpha”), Navesink Device Initiatives, Sovereign Partners and Licgo Partners, whereby these organizations either purchased an 18-month 15% OID derivative instruments or Preferred C stock units, to facilitate the acquisition of intellectual property or manufacturing equipment, or to finance our growth. In 1Q, 2Q and 4Q 2016 and 2Q, 3Q and 4Q 2017, 2Q and 3Q 2018, and 1Q and 2Q 2019 we completed additional financing transactions with both Alpha and/or, Sovereign, and Licgo. Our most recent transactions with Alpha also financed an inventory credit line for the company so that we can meet many of the requirements of the largest retailers and maintain at least \$300,000 in stock on hand at any time. From time to time we drop below this \$300,000 threshold, primarily at the end of fiscal quarters. Alpha also

financed our acquisition of new specialty manufacturing equipment to facilitate our contract manufacturer in Korea as they develop our new GenChoice! product.

In June 2018 the company came to terms with an international distributor who would sell the company's products in Mexico, Puerto Rico and in select South American countries. Initially the sales by the distributor would have been our GenUltimate! test strips and meters, and our GenUltimate! Sure test strips and meters. Governmental approval was needed for these products. This distributor has so far not distinguished themselves.

However, in late July 2019 the company was contacted by a large Eastern European distributor of J&J/Lifescan, now (Platinum Equity) products. To begin, this distributor wishes to distribute the company's GenSure! product, followed on by the company's GenPrecis! product (in 3<sup>rd</sup> party test mode) both somewhat surprisingly successful products in Eastern Europe, particularly in CIS states and the Ukraine. The company must complete an "accuracy" test for the GenPrecis! product, complete the packaging in several Eastern European languages, and then schedule a manufacturing line. For the GenSure! product, the company needs to replace several Western European languages with Eastern European languages on its International package. Although the distributor wishes to move quickly, we anticipate rolling out this arrangement in 1Q 2020.

#### Additional Background and Foundation

In May 2010, we entered into agreement with Shasta Technologies, Inc. and Broadtree, Inc. This agreement granted our Pharma Tech Solutions, Inc. subsidiary the exclusive marketing rights to a new diagnostic product not yet on the market named Shasta Genstrip ("Genstrip"). The Genstrip product was developed to compete against the market leader in the then \$6.5 billion at home testing market. Shasta was in default of this 2010 Agreement within 90 days of its initiation. Penalties under that agreement and monies owed totaled in excess of \$2 million in "delay" penalties, which they were unable to pay. In April 2011, the company renegotiated its agreement changing its many roles and adding responsibility for regulatory approval, manufacturing and forecasting, international sales and additional sales markets in the U.S. Shasta defaulted under this agreement as well. On March 20, 2014 we acquired the GenStrip intellectual property, its marks and the cleared 510(k). Shasta defaulted on this agreement as well. In addition Shasta breached or defaulted on two insurance settlement agreements, owing to the aforementioned J&J litigation. Shasta also confessed to patent infringement of J&J's three patents and for one reason or another thought it was in their best interest to sue their previous FDA lawyer, who supposedly did not stop Shasta from commercially damaging themselves.

On April 30, 2014 we first implemented our FDA mandated Quality Plan and are now operating as the manufacturer (operator) of the GenUltimate! test strip. We have implemented subsequent Quality Plans with our Korean contract manufacturer for our GenUltimate! product. Similar Quality Plans and FDA registrations will be in place for the company's GenChoice! and GenUltimate! TBG products in the near term, and for our GenAccord and GenCambre products later in the coming months. Our overall Quality Plan, a living document, is in its fifth re-write.

The company brought suit against Shasta and the former contract manufacturer in Pennsylvania in November 2018. On December 31, 2018 the Pennsylvania court awarded the company with a \$3.6 million judgment against Shasta. We were pursuing collection of this judgment in Minnesota, California, Oregon and Pennsylvania. To that end we filed for a Writ of Attachment against Shasta for the \$3,600,000. This Writ will allow the company to bring an end to the litigation against Shasta in California and Minnesota (in an action stat that includes our FDA lawyer). On June 29, 2019 Settlement documents were executed by Shasta and the company to bring an end to the litigation in the four states. Shasta agreed to drop all claims against the company, and we agreed not to further pursue Shasta (but not Conductive Technologies, Inc. and not the former DECN shareholders). After five years, the company can now value its acquisition of the GenStrip technology and Marks, and any knowhow. We have done so as of the period ended September 30, 2019 (see financials) and have realized a gain in the period.

We continue to litigate in Pennsylvania against the former contract manufacturer and anticipate a handsome settlement in the coming months, who apparently while working for us, was also working against us and for Johnson & Johnson. The company is also pursuing those persons who owned stock in the company who may have traded stock in the market based on information and documents provided by Shasta, or who were given confidential documents by Shasta, gained through the litigation discovery and provided to these shareholders, who then posted the information on public message boards.

We currently employ nine professionals at or locally managed through our executive business office located at 2660 Townsgate Road, Suite 300, Westlake Village, California 91361. In addition, we maintain two full-time and seven part-time positions located throughout the United States. We also maintain a Quality Assurance office through our exclusive agent in Seoul, Korea as a means to fulfill our quality commitments to the FDA. Our telephone number is (805) 446-1973 and our website addresses are and

[www.pharmatechsolutionsinc.com](http://www.pharmatechsolutionsinc.com) and [www.genultimate.com](http://www.genultimate.com). and [www.decisiondiagnostics.com](http://www.decisiondiagnostics.com). Additional web sites will be added for our GenChoice! product (site now in FDA 510K prosecution) and our GenUltimate! TBG product.

As a part of the company's strategic plans, we have applied (to register) for fourteen Trademarks with the USPTO. The company's Genstrip product is a registered Trademark of Shasta Technologies LLC. Now that we own this Mark, we do not intend to renew it. Our applications were filed with the USPTO in 1Q and 2Q 2015 and throughout 2016, 2017, 2018 and 2019. The company intends to use these Marks, as granted, to brand new products, rebranding of existing products, and the establishment of a family of Marks associated with our company and its place in our industry.

As of September 30, 2019, the company has received registration confirmation from the USPTO for the following Marks:

“Alltara!”  
“GenUltimate!”  
“GenSure!”  
“GenChoice!”  
“GenAccord!”  
“GenCambre!”  
“GenUltimate! TBG”  
“Firefly!”  
“ConsumerValue!”  
“Infatig”  
“Medicius!”

Our marks for Alltara!, ConsumerValue!, Infatig!, and Medicius! will be used for product families as an integral part of our relationships with the “big-box” entities. We have several Marks that were filed to further enhance our GenUltimate! TBG product and technology. These Marks were first filed in 2Q 2019.

As a result of a product embargo by Shasta and Conductive Technologies, Inc. the company ran into an inventory shortage, and in fact ran out of product on several occasions. However, the inventory problem began to clear up in late May 2016, and with the advent of adding the GenUltimate! product from Korea, shortages were alleviated. The company's capacity for GenUltimate! production is now 750,000 packages per month (50 count and 100 count packages), for the new GenSure! product 100,000 packages per month (25 count and 50 count packages) and the new GenChoice! product (initial) 150,000 packages per month (50 count and 100 count packages). A mega-retailer has requested minimum inventories of finished product of 150,000 units/boxes. We expect other retailers to make similar requests. The manufacture of GenUltimate! and GenSure! are very similar and this capacity can be viewed as interchangeable. Similarly the manufacture of GenChoice! and GenUltimate! TBG will be similar to the manufacture of GenAccord! and GenCambre! Manufacture of GenPrecis will require additional investment in plant and machinery.

The company's stock currently trades on the OTCMarkets OTC Pink Current tier of the market. The company's shares are DTC and DWAC eligible.

In mid-2018 the company chose to file a Regulation A offering in an effort to improve its disclosure to the SEC. The company had planned to use this filing, reviewed by the SEC without comment on August 23, 2018, to move toward uplist on the OTCMarkets exchange in 2019. In February 2019 the company, after completing all of the ancillary tasks required of a Reg. A filer, amended its registration with the SEC, a necessary requirement. Subsequently, the company's stock price improved so that the registration offering price was much lower than the stock trading price. In early March, during the stock price rise, the company was informed that a certain party, who at that point claimed to own approximately 4% of the company's outstanding shares, wished to buy the entire Reg. A offering on the date said offering became qualified. That would allow this certain party to gain control of the company for approximately \$5.3 million, a value much lower than the trading price of the company's common stock. This was/is a common predatory M&A strategy often used by private equity funds. On March 18, 2019, acting on a resolution by the company's Board of Directors, the Reg. A registration was withdrawn.

In February 2019 the company was approved for Deposit/Withdrawal at Custodian (DWAC) a method of electronically transferring new shares or paper [share certificates](#) to and from the [Depository Trust Company \(DTC\)](#) using a Fast Automated Securities Transfer (FAST) service transfer agent as the distribution point. DWAC transfer is a method employed by most funds and large investors.

### Business activities throughout the next twelve months:

The company's business on a day-to-day basis includes the distribution of our GenUltimate! products, (50 count and 100 count versions), International distribution of our GenUltimate! Sure and GenUltimate! Precise products (25 count and 50 count versions), and our PetSure! products (30 count and 60 count versions), and throughout 2020 our GenChoice! (25 count, 50 count and 100 count versions), at least in international markets, and the GenUltimate! TBG (25 count, 50 count, 100 count versions and a meter), also in 2020. The company's GenUltimate! TBG product will be sold worldwide and will, require a strategic partner, unless a settlement of our litigation with Johnson & Johnson allows us to sell GenUltimate! TGB independently. The company has chosen one prospective partner looking to pay for the license rights to the GenUltimate! TBG product, a long term royalty for their continuing sales, and the settlement of other matters. The company has just completed a redesign of its GenUltimate! TBG test strip, building a technology foundation around its GenUltimate! technology.

In March 2019 the company announced the hiring of PARAGON Marketing and Sales, Inc., a nationwide retail accounts sales and management firm. The company has assigned several high worth "big box" retail accounts to PARAGON, including Walmart Stores, CVS Pharmacies, Walgreens Pharmacies, Cardinal Health (Wholesale), McKesson (private label brands), Kroger and others.

Companies in the manufacturing and marketing channels in the industry all employ packaging processes, including Korean, Chinese and Taiwanese manufacturers. In truth, the manufacturer operations collectively decided **not** to pay an extra \$10,000 for each of the packaging machines, or the \$0.10 for a slightly larger test strip vial (holder). The company believes this "me-tooism" to be a form of mental blinders. In implementing the company's new private label strategy, Decision Diagnostics decided not to bow to the packaging machine or "me-too" limitations. Instead the new packaging to be employed by the company will take into account diabetic testing patterns and the average number of testing days in a month. Private label versions of the company's products will be packaged in sizes of 30 count, 60 count and 120 count packages. This concept has been readily accepted by the company's private label target list in a detailed survey, and it is believed that this new packaging concept will be a marketing coup. Diabetics test every day of the month, not just 1.67 times a day. So a vial of 30 of the company's test strips (and 60 and 120) will accommodate the testing needs of the user, not the limitations of a particular type of packaging machine. Sales to the private label industry will be through private label product groups where every private label partner will own a private label group, each group containing all of the company's products in selective private label packaging.

The company currently has three major private label targets, the largest drug store chain, another top-5 drug store chain, and the second largest grocery store chain. In addition, the private label packaging is being offered to the largest drug store chains in Mexico and Canada. The Mexican chain, who also has numerous stores in Chile and Argentina has moved quickly. However, in all cases the sales process is in the closing stages. Closes of this nature, do however, take time. The company has Trademarked four product label groups for exclusive sales of products to the private label concerns: Alltara!, Advant!, Infatig!, and Medicius!.

### Our 12-month business objectives include:

1. The practice of specializing in the distribution of GenUltimate! and PetSure! and GenUltimate! 4Pets products, and the completion of the GenChoice!, and GenUltimate! TBG products. We also intend to add several brand-name medical diagnostic and medical disposable products, lancets through our Firefly! product, as well as several lines of insulin syringes and pen needles, all associated with the on-going care of diabetes-inflicted patients, and the world-wide distribution of our proprietary diagnostic products.
2. Combining our wholesale and retail diagnostics distribution with the major successes we have had in the on-line retail markets, and adding legacy retail organizations (already some legacy retailers of note). See discussion above concerning private label opportunities and our private label lines.
3. Continue to implement the plans provided by our agent MWK LLC, and PARAGON Sales and Marketing in efforts to secure big-box pharmacy chains, chain grocers and nationwide retailers in addition to the private label groups previously discussed.

### Recent Business Milestones:

In 1Q 2019, 2Q 2019 and 3Q 2019 the company has accomplished the following milestones.

1. We have prepared for introduction a premier version of our popular GenUltimate! test strip for launch on September 3, 2019. First deliveries for this test strip designed and provided for the benefit of big box stores will be in the 3<sup>rd</sup> week in September.
2. We completed the design and manufacture of PetSure! glucose test strips for the international markets, and completed development of our GenChoice!, GenUltimate! 4Pets and GenUltimate! TBG products.
3. We began FDA 510K prosecution, patient clinical, 3<sup>rd</sup> Party testing and/or clinical trials of two new test strip products, our GenChoice! and GenUltimate! TBG test strips and the GenUltimate! TBG Precise meter. Neither the PetSure! nor GenUltimate! 4Pets products required live patient (pet) clinical testing. We most recently added GenChoice! TBG to our Advanced Development schedule.
4. We are pressing our suit against Johnson & Johnson and several divisions for manufacturing products that infringe on our patents. We won a major early battle in this suit where the trial judge granted us the opportunity to argue the Doctrine of Equivalents, an important concession in this case given J&J's penchant for the twisting of words and drawing lines through random dots. We lost a mid-stream battle and are now appealing to a court where we have had major rulings, of the same type (twisting of facts by J&J) in our favor in the past. This suit began its prosecution phase on March 15, 2017 with the trial judge's early ruling. We filed our appeal in the United States Federal Circuit Court of Appeals (the patent court) and expect oral arguments to commence and a mediation in June 2019.
5. The company initiated a marketing program to the on-line Marketplaces sponsored by pharmacy chain, department store and grocery store retailers, as well as mass merchandisers, and including the largest retailers. This program has so far been the most successful endeavor since our inception.
6. The company has retained patent counsel to file two patents (in 3Q 2019) for our GenUltimate! TBG and GenPrecis meters and test strips, and for our newest adaptation of our GenChoice! TBG meter and test strips.

### 3Q 2019 Events in Progress

In July 2019 CEO Keith Berman approached the company Board of Directors with a plan and offer to, from time to time, through a proposed settlement of the litigation on-going with Johnson & Johnson, lend the company up to \$450,000 through a combination of sources available to him. The Board accepted this offer, which came without pre-condition. Mr. Berman made it clear that he would rather lend the company money himself or through close friends and family, than to sell low priced equity to small institutions, given the likelihood of a handsome settlement of the litigation with Johnson & Johnson. The first loans totaled \$215,000 and were made on October 1, 2019.

In August 2019 we completed development of our GenUltimate Precise! product for sale in the Russian Federation, the Ukraine, and several other countries within the Russian economic sphere. GenUltimate! Precise has no domestic market, and has been pulled and replaced remaining North American markets. Thus all sales of this product will be in those countries that sell or have sold Lifescan OneTouch Select Plus and Select Plus Flex meters. Initial estimates of sales volume provided by the distributor doing business with the company are a minimum of 15,000 units/boxes of per month. Our distribution partner in Moscow has filed for health ministry approval of the GenUltimate! Precise product, said approval is anticipated in January 2020.

In September 2019 we completed development of our GenUltimate! TBG product line, inclusive of a test strip, and two proprietary Precise meters. GenUltimate! TBG is our first meter/strip system market entry. We have completed internal and third party testing on this panacea product, a technology that is the future of the company. We have chosen a distribution partner for our GenUltimate! TBG and are working through to a definitive agreement in the coming days. A 510K filing with the U.S. FDA will be required for the Precise meters. The company has been informed that initial monthly orders for GenUltimate! TBG will be a minimum of 250,000 units/boxes of test strips, sold to a worldwide market. The company is not yet ready to provide an estimate for meter sales since the market for

products like GenUltimate TBG is one where meters are provided free of charge, or at a nominal cost to users in return for continued test strip purchases. Other than GenUltimate! and GenUltimate! TBG test strips, no other test strip will run on the GenUltimate! TBG Precise meters.

In late September 2019 the company received a late in quarter follow-on order for its GenUltimate and PetSure products from a distributor. The order was for approximately \$130,000. Some of the product that, would be used to fill this order, was still awaiting import inspection by the U.S. FDA on September 30, 2019. It is not uncommon for the company to receive end of quarter orders, but in this case the order could not be completely filled. Revenue and profit from this particular order will be reflected in the company's income statement for the year ended December 31, 2019.

On October 22, 2019 the company received further communiques from the U.S. FDA, related to its 510K prosecution and request for clearance related to our GenChoice! product. While all written communications with the FDA are considered formal, and face-to-face communications even more formal, the company believes we are marching toward clearance in the next 90 days.

## **Business Model Evolution**

### **TGB Technology**

The company has proven feasibility of its "TBG" technology for its GenUltimate! TBG product (now ready for clinical trial), its GenChoice! TBG product, now moving into advanced development, and its upcoming GenAccord! TBG product, for another legacy system. In the case of the GenAccord! TBG, there will not be an alternative test strip developed and marketed in advance of the "TBG" version. In this case we will only market the "TBG" version where the one version will work with the legacy meters, as well as our own meter. This marks a change in our business model where previously we attempted to bring to market an alternative version of a legacy test strip, achieve FDA clearance, and then some time later bring the "TBG" features and improvements on-line. With the advent of "TBG," the company is transitioning to be a legacy system developer and manufacturer, while still maintaining compatibility with the older legacy meters and test strips.

The company believes that with the advent of TBG, and the reascendance of an industry leader, the entire industry's pricing structure for diabetic testing products will realign to pre-July 2013 levels. Prior to July 2013 pricing for diabetic test strips was about \$37.00 per box of 50 and the Big 4 pharma companies controlled 88% of the industry. Since the Medicare price controls were added in July 2013, prices for retail test strips have almost doubled, entire segments of the industry (mail order, DME) have all but disappeared, and testing levels are flat despite an epidemic of new diabetics. With the price realignment, testing levels will again increase to pre-2013 levels, and the company believes that the industry will again witness growth at historical levels.

There will be two universal statements that can be made about the "TBG" products:

1. TBG products will have precision and accuracy that sets new industry standards, performing with almost perfect linearity, and at +/- 7% 97-98% of the time.
2. TBG products will in a sense replace their legacy counterparts, making each new "TBG" product available to the legacy manufacturer on a license with royalty basis, with a cash payment transfer for exclusivity.

The company has also retained counsel, who represents the company in other matters, to file patents with the USPTO for the protection of our "TBG" technologies. The company envisions four patents in all, two in 3Q 2019 for the protection of our GenUltimate! TBG and GenPrecis! meters and test strips, and two in 4Q 2019 for our (newest) GenChoice! TBG product. Patents provide substantial added value to a company's technologies. Monies gained in any settlement with the Johnson & Johnson litigation will be first applied to the cost of development of the company's three "TBG" products, then to the three expected FDA 510K prosecutions, and finally to the patents prosecutions.



## **New Big Box Strategy**

When the company engaged its sales agent Paragon Marketing and Sales, we were aware that Paragon could consult with us in a number of ways. We have found the most important of these ways to be a dissection of Big Box buying habits and successful business models needed to win over big box entities.

During their investigations Paragon found that the company's GenUltimate! products had passed the threshold of being a successful brand in the marketing channels, but that adoption by Big Box remained elusive.

While working with Buying sources at Walmart, already a large company customer, Paragon found that on-line and "pick-up" sales at or from Walmart stores was a good market for the company, and was growing dramatically. But little progress was being made for in-store sales primarily because Walmart viewed GenUltimate as a replacement for Lifescan OneTouch Ultra on a 1:1 basis. Sell a GenUltimate box to a Walmart customer in-store, lose a OneTouch Ultra sale to that same customer, and with it the profit that the same customer generated.

It was explained that the big box makes between \$15 - \$18 profits on a sale of a single box of Lifescan OneTouch Ultra. That profit is more than the entire MSRP for the current GenUltimate. It was determined that raising the price of GenUltimate to the public would damage the on-line sales, or worse, create a dual pricing structure, which is illegal in some states.

Thus, on September 3, 2019 the company will announce the availability of a new (2<sup>nd</sup>) package version of GenUltimate, called GenUltimate Premier, a new package, and with many of the features taken from the upcoming GenUltimate TBG test strip. The new version of GenUltimate Premier, with a MSRP of \$24.95, will provide the big box with profit margins equal to or in excess of those margins they accrue from a sale of OneTouch Ultra, while offering at least a 50% discount to struggling diabetics. Two big box chains have asked for immediate presentations. Hopefully the big box log jam will be broken without loss of marketshare or price leadership of the current GenUltimate! test strip in parallel channels.

## **Financing Requirements**

At September 30, 2019, we had cash of \$49,991 and negative working capital of \$1,525,525. We anticipate that we will require up to \$64 million in **trade debt financing** to finance our expected sales of GenUltimate!, GenUltimate! Zephyr (for big box) GenUltimate! TBG, and GenChoice!, as the current litigation ends in the company's favor. Trade debt financing is traditional debt where the borrower borrows cash from a finance company or a bank or other financial institution and at the term of the loan pays the lender back in cash. The company has noted substantial disinformation in public forums regarding trade debt financing. The above paragraph is the company's final position regarding its trade debt posture. We will borrow money, finance manufacturing of our product purchases, and then pay the money back to the lender. The lender may be a bank, finance company or insurance company. Fancy derivative and/or toxic equity financing will not be used. We will operate our operations like a business. This financing is hard to get for a small company, nonetheless we will aspire to endure. Without the financing our sales will be curtailed.

In July 2019 CEO Keith Berman approached the company Board of Directors with a plan and offer to, from time to time, through a proposed settlement of the litigation on-going with Johnson & Johnson, lend the company up to \$450,000 through a combination of sources available to him. The Board accepted this offer, which came without pre-condition. Mr. Berman made it clear that he would rather lend the company money himself or through close friends and family, than to sell low priced equity to small institutions, given the likelihood of a handsome settlement of the litigation with Johnson & Johnson. The first loans totaled \$215,000 and were made on October 1, 2019.

In March 2012 we renewed our agreement with Alpha Credit Resources ("ACR") for a third time in order to obtain this debt financing. After the expiration of that agreement, in November 2013 we executed a new line of credit with Alpha Credit Resources, replacing our previous line. This credit line was for \$12.5 million, but with the velocity of our product sales, could yield over \$250 million in annually available credit. We never did draw down any credit financing from ACR, although we many times tried. On December 14, 2015 this credit line expired. Subsequently we learned that ACR and its parent, Platinum Credit became the subject of several Federal criminal investigations. In September 2016, the major funds controlled by Platinum filed for liquidation. The company

immediately froze all of its securities held by Platinum, and notified the funds liquidator that we had been working with the former management of Platinum to effect return of a sizable majority of the securities held by Platinum. Platinum had not been granted any requests for any conversion or sale transactions since December 2014. As a part of this liquidation the company is now seeking return of most of the securities granted to the Platinum funds from 2007 through 2014.

We will from time to time continue to seek a combination of equity and long-term debt financing as well as other traditional cash flow and asset backed financing to meet our financing needs and to reduce our overall cost of capital. Additionally, in order to accelerate our growth rate and to finance general corporate activities, we may supplement our existing sources of funds with financing arrangements at the operating system level or through additional short-term borrowings. As a further capital resource, we may sell or lease certain rights or assets from our portfolio as appropriate opportunities become available. However, there can be no assurance that we will be able to obtain any additional financing, on acceptable terms or at all.

### Contingencies and Litigation

We transact commerce in several medical products market channels. We also transact commerce by licensing our proprietary medical software that functions by moving confidential medical data through our proprietary medical information technology devices and networks. Our original Genstrip product required initial regulatory approval by the USFDA as well as on-going USFDA approvals during the product life cycle. Further, Genstrip required medical patient trials and competes directly with a major platform manufacturer. We insure against any claims made against the company for our Genstrip product.

Our GenSure product is sold only in international markets. We are protected against claims of patent and/or trademark infringement by virtue of our 2016 settlement agreement with Johnson & Johnson and two J&J divisions.

Our GenChoice! and GenUltimate! TBG products will be sold worldwide. The company will have to protect against claims of infringement for both of these products. Patent and trademark infringement suits are often filed for strategic business reasons, having only a passing relationship to the patents or trademarks claimed to be at issue.

Healthcare, especially those segments where the company competes, is also very litigious. Competing companies often use litigation as a marketing tool, bringing litigation as a means to protect market share and limit market exposure. The medical industry is also intertwined. From time to time, we may become involved in claims and litigation that arise out of the normal course of business, such as litigation that emerges from disputes over damaged, missing or contaminated product, litigation that arises over payment disputes or claims of fair value. We may also become involved in disputes that arise over the business or business practices of our suppliers, payers and customers. It is not uncommon in our industry to find that a litigant has filed claims in multiple jurisdictions involving the same transaction or a single transaction. The company maintains substantial insurance coverage against suits that may arise over issues of damaged, recalled or counterfeit product and other product liability issues. The company has also been a victim of the unapproved acts of prior management. These acts have resulted in claims from individuals and entities since the Board relieved former management of duty in 2006. Nonetheless, these claims have resulted in the use of management time and company resources to investigate, litigate, or settle. In addition, the company accrues contingent legal fees and product liability fees. As of September 30, 2019, our accrual was \$485,069.

From time to time, the company may also be subject to demands from individuals or entities. These demands and disputes may consume management time and company resources. Other than as noted below, if there is such a disclosure, there are no pending matters at the current time that in management's judgment may be considered potentially material to us.

In December 2018 the company and Mr. Berman were sued by a former employee who made employment practices claims. This employee had been terminated some 16 months earlier, for insubordination. The company filed a counter-suit against the former employee for misappropriating and hiding company property, secrets, and for violating HIPAA statutes as a result of these actions. The company and Mr. Berman are both insured against these types of lawsuits. Both the company and Mr. Berman intend to defend and prosecute vigorously.

We were in litigation with Lifescan Inc. a subsidiary of Johnson & Johnson beginning in September 2011. Lifescan had maintained throughout that our Genstrip (now known as GenUltimate!) product infringed on three of their patents. One of these patents became the subject of peripheral litigation activities, and two Appeals (one for each side) to the U.S. Appeals Court for the Federal Circuit (the patents appeals court). In January 2016 the Court of Appeals for the Federal Circuit ruled in its Mandate that this one foundational patent and the claims made by the assignee Lifescan, Inc. was struck (killed) due to obviousness (a clever wording meant to obscure a connection between the Lifescan, Inc. invention and earlier generation technologies dating back to the late 1970s). Throughout this Appeal process, and a litigation process waged through the USPTO, the company prevailed. In addition, as a result of certain claims and allegations made by Lifescan after the close of the USPTO final determination (in favor of the company), the office of the Solicitor

General intervened against Lifescan Inc. in the Federal Circuit court and was of great assistance in getting the Lifescan, Inc. patent revoked. Nonetheless the seeming baseless allegations and claims made by Lifescan against the company have taken their toll, limited our ability to sell our GenStrip (now known as GenUltimate) to large entities (“big box stores”) and greatly extended the court processes.

In the Spring of 2013, fearing the impact of the Genstrip product in an open market, Lifescan took it upon themselves to violate a court protective order and prepared and sent out thirty page certified (veiled threat) letters to customers of the company and the customers of the company’s customers, making it clear to these entities that should they do business with the company, or buy Genstrip (now GenUltimate) product from others doing business with the company, they could or would be added as defendants to the patent infringement suit. Most independent pharmacies in the U.S. sell less than a case (24 boxes) of any single brand of glucose test strips monthly. It is easy to ascertain that an independent pharmacy would choose not to “poke the bear” and risk a several hundred thousand dollar defense, rather than halting sales of Genstrip. Some large retailers were visited or called by Lifescan management and provided with face to face veiled threats. Lifescan even calculated that by breaching the protective order, the sanctions they would be assessed would amount to far less than the business loss they would otherwise suffer. Slowly however, the litigation environment enjoyed by Lifescan changed.

In May 2016 the company became aware of a clause Lifescan had inserted in its Franchise agreements. This clause set a penalty structure whereby should any Franchisee who also bought non-Lifescan products (but more clearly our GenUltimate) they would lose their access to product rebates, and in certain instances their Franchise. Once aware of these illegal tie-ins the company complained to the Federal government, and in January 2017, for the first time since the onset of litigation with J&J, the tie-in clause was globally lifted by J&J. During the pendency of the 2011 and 2012 lawsuits, Lifescan was guilty of a number of unethical practices. For example, in December 2014 counsel for Lifescan wrote a letter to the trial judge who was hearing all three of the original patent matters. This letter outlined a series of issues involving Lifescan’s lead damages “expert” during litigation proceedings. Lifescan’s expert claimed educational and qualification credentials that were not true at the time of the “expert” testimony, and are not true even today. This expert also assisted Lifescan’s counsel in at least one other case, and other companies’ counsels in unrelated cases. Testimony from this expert, in each instance, allowed the Plaintiffs in these cases to secure court rulings to the detriment of the Defendants. In the company’s case this expert was used twice and assisted Lifescan to receive preferential treatment from the court for setting of a litigation bond to cover potential damages, wherein the “expert” through testimony limited the scope and calculation of damages in the setting of the damages protection afforded by the litigation bond and the damages resulting from Lifescan’s violation of the court protective order. Lifescan’s letter admonition came over a year after their successful use of this “expert.”

In March 2016 the company filed suit against Johnson & Johnson and two Lifescan divisions through our two IP subsidiaries. DECN filed the lawsuit in the United States District Court, District of Nevada, in Las Vegas, NV, Case 2:16-cv-00564, titled Pharma Tech Solutions, Inc. et al v. Lifescan, Inc. et al naming Johnson & Johnson and its divisions Lifescan, Inc. and Lifescan Scotland Ltd. for alleged infringement in relation to U.S. Patent numbers 6,153,069, an apparatus patent, and 6,413,411, a method patent. The suit seeks at least \$400 million in provable damages.

Fearful that the allegations in the suit were spot on, Lifescan filed a Motion to Dismiss which was denied. J&J, consistent with their historic tactical pattern of litigation delay, then filed a Motion for Summary Judgment. Despite a low probability of success, and the absence of legal appeal option for these Motions, J&J has through its filing successfully delayed the legal process for thirteen months to date. The trial judge has also ruled that PharmaTech would be permitted to file an amended complaint which could include further detail concerning patent infringement under the Doctrine of Equivalents; a significant advantage which minimizes the companies’ burden in infringement cases. Once this Motion activity is concluded the company believes that the legal pendulum once again reverts in the direction of our potent legal position, where it should remain for the remainder of the litigation. In October 2018 the trial judge granted J&J/Lifescan’s Motion for Summary Judgment. The company immediately appealed. The case is now at the U.S. Court of Appeals for the Federal Circuit in Washington, DC. Oral arguments were heard on October 2, 2019. Subsequent to these oral arguments the company is extremely optimistic that we will prevail in the patent court and either can resolve the dispute in mediation, or can resolve the dispute after the patent court rules, or if a certain contemplated business arrangement concludes. However, we are a growing business and the burden placed on the company through litigation with a Fortune 20 company is expensive and impeding. Over the past 7 years Lifescan/J&J has been a bad actor throughout, but our current scenario could prove to be a win-win. In July 2019 the company decided that it was in its best interest to separate the J&J lawsuit from its commercial activities.

In November 2018 the company filed a lawsuit in Pennsylvania court against Conductive Technologies, Inc. (CTI) and Shasta Technologies LLC, alleging, among other things, that these two former partners colluded along with Lifescan, Inc. to illegally embargo the company’s GenUltimate! product and technology, and to attempt to seize this product and associated Intellectual Property. The suit emerged as a result of a settlement the former partners entered into with Lifescan, Inc. and Johnson & Johnson to settle their issues (at our expense) in the above discussed patent infringement lawsuits of 2011 and 2012. On December 31, 2018 the Pennsylvania court granted the company a judgment in the amount of \$3,600,000 against Shasta Technologies LLC. The company had been in the process

of enforcing the judgment in the states of Minnesota, Oregon (Shasta's domicile), and California. In late April 2019 the company filed and received a Writ of Attachment from the State of California Superior Court and proceeded to execute on this Writ.

Activities to enforce the judgment against Shasta in Minnesota and California ended the litigation and collection activities against Shasta as of the period ended September 30, 2019. The company, upon conclusion of the litigation then valued its acquisition of technology and Marks in the financials for the period ended September 30, 2019. The company shows a one-time gain in the 2Q 2019 period. Litigation against CTI continues. Recently the company was made aware of a conflict that involved a sister company of CTI, whereby this sister company had extensive undisclosed contract dealings with J&J. At the time of the Settlement by Shasta and CTI with J&J, CTI had recently appointed a new Chairman, the then CEO of the sister corporation. The newly appointed Chairman of CTI immediately ordered settlement with J&J and as a result of this settlement with J&J became the architect of the embargo against the company and its products, forcing the company to redevelop GenUltimate in Korea, at a cost of \$660,000. CTI also used the company's client list obtained as a part of the J&J litigation and hired a company distributor to distribute the company's products to other of the company's distributors. The company is seeking settlement with CTI.

- B. Describe any subsidiaries, parents, or affiliated companies, if applicable, and a description of their business contact information for the business, officers, directors, managers or control persons. Subsidiary information may be included by reference

The company has five wholly owned subsidiaries, Decision IT Corp., PharmaTech Solutions, Inc. PharmaTech Direct Corp., PDA Services Inc., Pharmatech Sensor Development Corp. All of the subsidiary corporations reside in the same building that hosts Decision Diagnostics Corp. We report on a consolidated basis.

- C. Describe the issuers' principal products or services, and their markets

Decision Diagnostics Corp. is a worldwide prescription and non-prescription diagnostics and home testing products distributor and the manufacturer of GenUltimate! glucose test strips, a Class II medical device for at-home use for the measurement of glucose, the PetSure! glucose test strip for the glucose testing of dogs and cats, a test strip designed to work with the Zoetis AlphaTrak and AlphaTrak II glucometers, a legacy meter, and the GenUltimate! 4Pets Glucose system a proprietary glucose measuring system inclusive of the company's GenUltimate! 4Pets test strip and Avantage meter, for the testing of dogs, cats and horses. The company also has its GenSure! glucose test strip, a product for off-shore sales which is complete and available for sales, but will primarily be sold as an international private label market entry. GenSure! and the legacy glucometers that accept this test strip no longer meet most International (ISO) standards.

## 6) Issuer's Facilities

The goal of this section is to provide a potential investor with a clear understanding of all assets, properties or facilities owned, used or leased by the issuer.

In responding to this item, please clearly describe the assets, properties or facilities of the issuer, give the location of the principal plants and other property of the issuer and describe the condition of the properties. If the issuer does not have complete ownership or control of the property (for example, if others also own the property or if there is a mortgage on the property), describe the limitations on the ownership.

If the issuer leases any assets, properties or facilities, clearly describe them as above and the terms of their leases.

We currently maintain an executive office at 2660 Townsgate Road, Suite 300, Westlake Village, CA 91361. The space consists of approximately 2,300 square feet. The monthly rental for the space is \$2,170 per month on a month-to-month basis. We also maintain a Quality Assurance office in at the facility of our exclusive manufacturer's representative in Seoul, Korea. We contract for space in a specialty public warehouse in Miami, FL, which serves as our importing, exporting and shipping and receiving terminal.

## 7) Officers, Directors, and Control Persons

The goal of this section is to provide an investor with a clear understanding of the identity of all the persons or entities that are involved in managing, controlling or advising the operations, business development and disclosure of the issuer, as well as the identity of any significant or beneficial shareholders.

Using the tabular format below, please provide information regarding any person or entity owning 5% of more of the issuer, as well as any officer, and any director of the company, regardless of the number of shares they own.

**If any listed are corporate shareholders or entities, provide the name and address of the person(s) beneficially owning or controlling such corporate shareholders, or the name and contact information of an individual representing the corporation or entity in the note section.**

See below

Name of Officer/Director and Control Person	Affiliation with Company (e.g. Officer/Director/Owner of more than 5%)	Residential Address (City / State Only)	Number of shares owned	Share type/class	Ownership Percentage of Class Outstanding	Note
Keith M. Berman	CEO & CFO	Westlake Village, CA	480,103	Common	<1%	
Robert G. Jagunich	Chairman	Palo Alto, CA	929,301	Common	<1%	
Barbara P. Asbell	Founder	Ventura, CA	1,409,404	Common	1%	

Our executive officers, directors, and key employees are:

<u>Name</u>	<u>Age</u>
Keith Berman CEO, CFO, Director	65
Robert Jagunich Chairman, Director	72

Our shareholders elect our directors and our Board of Directors appoints our officers. As of the date of this filing, we have not held an annual meeting. All current directors have been held over until such time the annual meeting is held. Vacancies in our board are filled by the board itself. Set forth below are brief descriptions of the recent employment and business experience of our executive officers and directors.

**Keith Berman** has served as Chief Financial Officer, Secretary, Treasurer and Director of the Company since January of 2003. He was elected CEO in July 2017. Mr. Berman has been involved in the development of in-vitro diagnostic products, dry chemistry products, and healthcare software including Intranet and Internet systems for the past 43 years. From July 1999 to present, Mr. Berman has held the position of President, founder and director of Caredecision.net, Inc. a private company engaged in e-health technology development. From March 2001 through June 2002 Mr. Berman also held the Position of President and Director of Medicius, Inc. From January 1996 to June 1999 Mr. Berman was the President and founder of Cymedix, the operating division of Medix Resources, Inc., later Ramp Corp. (RCO). Cymedix was a pioneer company in what was then known as i-health (Internet healthcare) now the e-health industry. Mr. Berman's professional background provides the Company with business management experience and an in depth knowledge of our industry. Mr. Berman received a BA in 1975 and an MBA in 1977, from Indiana University.

**Robert Jagunich** has served as a Director of the Company since January of 2003. Mr. Jagunich has 28 years of experience in the medical systems and device industry. From August 1992 to present, he has held the position of President at New Abilities Systems, a privately held manufacturer of advanced electronic systems used in rehabilitation. He also provides consulting services to companies

such as Johnson and Johnson and has served as a senior executive in such publicly held companies as Laserscope and Acuson. From April 1996 to December 1997 Mr. Jagunich acted as a director of Cymedix Corporation, the operating entity of Medix Resources, Inc., and later, Ramp Corp. (formerly AMEX:RCO). Mr. Jagunich's professional focus on medical devices as well as the professional relationships he has developed throughout his career provides the Company with opportunities to expand current markets and utilize additional product resources not previously available. He received his BS in 1969, and his MS and MBA in 1971, from the University of Michigan.

Mr. Berman, officer and director, works full-time for the company. Mr. Jagunich attends meetings of the board of directors when held and provides 10% and 15% respectively of his business time in professional capacities to the Company.

The following table sets forth information the remuneration of our Principal Executive officer for the years ended December 31, 2018, 2017 and 2016:

### Summary Compensation Table

Name and Principal Position	Year	Salary (\$)	Bonus (\$)	Stock Awards (\$)	Option Awards (\$)	Non- Equity Incentive Plan	Nonqualified Deferred	All Other	Total (\$)
						Compensatio n (\$)	Compensatio n (\$)	Compensatio n (\$)	
Keith Berman, CFO and PEO	2017	\$ -0-	-0-	\$ -0-	-0-	-0-	-0-	-0-	-0-
	2018	\$ -0-	-0-	\$ -0-	-0-	-0-	-0-	-0-	-0-
	2019*	\$ -0-	-0-	\$ -0-	-0-	-0-	-0-	-0-	-0-

(\*) Year to date.

Mr. Berman has served as Chief Financial Officer since January 2003 and as Principal Executive Officer since August 2006. During the fiscal years ended December 31, 2016 and 2017 and through December 31, 2018 Mr. Berman has received no cash compensation. Mr. Berman has not received any form of cash compensation as a result of our limited cash flow; Mr. Berman has agreed to accept stock option awards from time to time as his compensation until such time the Company has the necessary resources available to provide a traditional compensation plan.

## 8) Legal/Disciplinary History

A. Please identify whether any of the persons listed above have, in the past 10 years, been the subject of:

1. A conviction in a criminal proceeding or named as a defendant in a pending criminal proceeding (excluding traffic violations and other minor offenses);

None

2. The entry of an order, judgment, or decree, not subsequently reversed, suspended or vacated, by a court of competent jurisdiction that permanently or temporarily enjoined, barred, suspended or otherwise limited such person's involvement in any type of business, securities, commodities, or banking activities;

None

3. A finding or judgment by a court of competent jurisdiction (in a civil action), the Securities and Exchange Commission, the Commodity Futures Trading Commission, or a state securities regulator of a violation of federal or state securities or commodities law, which finding or judgment has not been reversed, suspended, or vacated; or

None

4. The entry of an order by a self-regulatory organization that permanently or temporarily barred, suspended, or otherwise limited such person's involvement in any type of business or securities activities.

None

- B. Describe briefly any material pending legal proceedings, other than ordinary routine litigation incidental to the business, to which the issuer or any of its subsidiaries is a party or of which any of their property is the subject. Include the name of the court or agency in which the proceedings are pending, the date instituted, the principal parties thereto, a description of the factual basis alleged to underlie the proceeding and the relief sought. Include similar information as to any such proceedings known to be contemplated by governmental authorities.

None

## 9) Third Party Providers

Please provide the name, address, telephone number and email address of each of the following outside providers:

### Securities Counsel

Name:

Firm: Law Offices of Thomas C. Cook

Address 1: 8250 W. Charleston Blvd. Ste. 120

Address 2: Las Vegas, NV 89117

Phone: (702) 242-0099

Email: tccesq@aol.com

Firm: see above

Address 1: \_\_\_\_\_

Address 2: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Accountant or Auditor

Name: none

Firm: \_\_\_\_\_

Address 1: \_\_\_\_\_

Address 2: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Investor Relations Consultant

Name: none

Firm: \_\_\_\_\_

Address 1: \_\_\_\_\_

Address 2: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Other Service Providers

Provide the name of any other service provider(s), including, counsel, advisor(s) or consultant(s) **that assisted, advised, prepared or provided information with respect to this disclosure statement**, or provided assistance or services to the issuer during the reporting period.

Name: none

## 10) Issuer Certification

*Principal Executive Officer:*

The issuer shall include certifications by the chief executive officer and chief financial officer of the issuer (or any other persons with different titles but having the same responsibilities).

The certifications shall follow the format below:

I, Keith M. Berman certify that:

1. I have reviewed this Quarterly Report for the period ended September 30, 2019, of Decision Diagnostics Corp.;
2. Based on my knowledge, this disclosure statement 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 disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, 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 disclosure statement.

November 14, 2019

Chief Executive Officer

/s/ Keith M. Berman

(Digital Signatures should appear as "/s/ [OFFICER NAME]")



*Principal Financial Officer:*

I, Keith M. Berman, CFO certify that:

1. I have reviewed this Quarterly Report for the period ended September 30, 2019 of Decision Diagnostics Corp.
2. Based on my knowledge, this disclosure statement 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 disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, 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 disclosure statement.

November 14, 2019

Chief Financial Officer

/s/ Keith M. Berman

(Digital Signatures should appear as "/s/ [OFFICER NAME]")

# **3Q 2019 Balance Sheet, Footnotes to Balance Sheet, Statements of Equity & Cash Flows**

**Decision Diagnostics Corp.**  
**Condensed Consolidated Balance Sheets**  
(Unaudited)

	September 30, 2019	December 31, 2018
<b>Assets</b>		
<b>Current assets:</b>		
Cash	\$ 49,991	\$ 358,757
Accounts receivable, net	925,752	949,797
Inventory	183,074	250,716
Prepaid expenses	3,124	106,988
Total current assets	<u>1,161,942</u>	<u>1,666,258</u>
<b>Fixed assets:</b>		
Specialty manufacturing equipment	802,315	802,315
	<u>802,315</u>	<u>802,315</u>
Less accumulated depreciation	-	-
Fixed assets, net	<u>802,315</u>	<u>802,315</u>
<b>Other assets:</b>		
Intellectual property	668,050	567,175
Patent licenses, net value	2,490,825	1,150,825
Total other assets	<u>3,158,875</u>	<u>1,718,000</u>
Total assets	<u>\$ 5,123,132</u>	<u>\$ 4,186,573</u>
<b>Liabilities and Stockholders' Equity</b>		
<b>Current liabilities:</b>		
Accounts payable and accrued liabilities	\$ 1,296,392	\$ 1,030,270
Accrued interest	34,095	48,462
Contingent legal fees	240,000	240,000
Notes payable and short term debt (Note 5)	1,116,980	1,530,680
Total current liabilities	<u>2,687,467</u>	<u>2,849,412</u>
Contingencies	245,069	245,069
<b>Stockholders' equity (deficit):</b>		
Preferred stock, \$0.001 par value, 3,738,500 shares authorized, no shares issued and outstanding as of September 30, 2019 and December 31, 2018	-	-
Preferred series "B" stock, \$0.001 par value, 2,500 shares authorized, 2,000 and 1,000 shares issued and outstanding as of September 30, 2019 and December 31, 2018	2	2
Preferred series "C" stock, \$0.001 par value, 10,000 shares authorized, 8,858 and 7,458 shares issued and outstanding as of September 30, 2019 and December 31, 2018	8	7
Preferred series "D" stock, \$0.001 par value, 500 shares authorized, 190 and 100 shares issued and outstanding as of September 30, 2019 and December 31, 2018	-	-
Preferred series "E" stock, \$0.001 par value, 1,250,000 shares authorized, 872,540 and 847,540 issued and outstanding as of September 30, 2019 and December 31, 2018	872	847
Common stock, \$0.001 par value, 494,995,000 shares authorized, 156,679,161 and 134,551,840 shares issued and outstanding as of September 30, 2019 and December 31, 2018	156,470	134,343
Common stock unissued, 1,410,000 shares as of September 30, 2019 and December 31, 2018	1,411	1,411
Subscription receivable	(82,250)	(82,250)
Unit offering finders' fees	(321,344)	(321,344)
Additional paid-in capital	50,026,940	47,956,705
Retained (deficit)	(47,591,513)	(46,597,629)
Total stockholders' equity	<u>2,190,595</u>	<u>1,092,091</u>
Total liabilities and stockholders' equity	<u>\$ 5,123,132</u>	<u>\$ 4,186,573</u>

OTC Markets Group Inc.

OTC Pink Basic Disclosure Guidelines (v2) (February 2019)

The accompanying Notes are an integral part of these financial statements.

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**Decision Diagnostics Corp.**  
**Condensed Consolidated Statements of Operations**  
**(Unaudited)**

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Revenue	\$ 528,458	\$ 653,179	\$ 1,646,369	\$ 1,642,666
Cost of sales	404,024	478,628	1,224,058	1,149,556
<b>Gross profit</b>	<b>124,434</b>	<b>174,552</b>	<b>422,311</b>	<b>493,111</b>
	23.5%	26.7%	25.7%	30.0%
<b>Expenses:</b>				
General & administrative expenses	154,497	136,714	768,995	417,918
Consulting	40,612	35,098	160,959	107,114
Compensation expense	111,991	128,823	338,947	363,237
Professional fees	103,257	470,540	505,629	1,125,031
Total expenses	410,357	771,175	1,774,530	2,013,300
<b>Net operating (loss)</b>	<b>(285,924)</b>	<b>(596,623)</b>	<b>(1,352,220)</b>	<b>(1,520,189)</b>
<b>Other income (expense):</b>				
Financing costs	-	(91,266)	(313,254)	(195,877)
Interest expense, net	(29,869)	(47,480)	(506,051)	(150,417)
Loss on write-down of obsolete inventory	-	-	(162,359)	-
Gain on intellectual property	-	-	1,340,000	-
Total other income (expense)	(29,869)	(138,746)	358,335	(346,294)
<b>Taxes:</b>				
State	-	-	-	(70)
<b>Net income/loss</b>	<b>\$ (315,793)</b>	<b>\$ (735,369)</b>	<b>\$ (993,884)</b>	<b>\$ (1,866,553)</b>
Add: Dividends declared on preferred stock	-	-	-	
<b>Income available to common shareholders'</b>	<b>\$ (315,793)</b>	<b>\$ (735,369)</b>	<b>\$ (993,884)</b>	<b>\$ (1,866,553)</b>
Weighted average number of common shares outstanding - basic and fully diluted	156,344,378	122,689,435	147,816,494	129,749,768
<b>Net loss per share - basic and fully diluted</b>	<b>\$ (0.00)</b>	<b>\$ (0.01)</b>	<b>\$ (0.01)</b>	<b>\$ (0.01)</b>

The accompanying Notes are an integral part of these financial statements.

Decision Diagnostics Corp.  
Statements of Shareholders' Equity  
(Unaudited)

Date	Shareholder	Preferred "B"		Preferred "C"		Preferred "D"		Preferred "E"		Common Stock		Authorized	Subscription	Finders'	Retained	Total	
		# Shares	Amt	# Shares	Amt	# Shares	Amt	# Shs	Amt	# Shs	Amt	APIC	Unissued	Receivable	Fees		(Deficit)
<b>BALANCE, DECEMBER 31, 2018</b>		<b>1,000</b>	<b>2</b>	<b>7,458</b>	<b>7</b>	<b>100</b>	<b>-</b>	<b>847,540</b>	<b>847</b>	<b>134,551,840</b>	<b>134,343</b>	<b>47,956,705</b>	<b>1,411</b>	<b>(82,250)</b>	<b>(321,344)</b>	<b>(46,597,629)</b>	<b>1,092,091</b>
12/19	New Issuance-LICGO Partners			420	-					-	-	-					-
12/19	New Issuance-Sovereign Partners LLC			140	-					-	-	-					-
12/19	New Issuance-Paradigm Capital					10	-			-	-	-					-
2/5/19	New Issuance-Alpha Capital Anstalt									5,004,552	5,005	505,480					510,464
2/13/19	New Issuance-Mark Herskowitz									600,000	600	11,400					12,000
3/12/19	New Issuance-Chase Financing Inc Profit Sh.							(100,000)	(100)	1,400,000	1,400	(1,300)					-
	Rounding adjustment											(2)					-
	<b>Net loss</b>																<b>(1,252,629)</b>
<b>BALANCE, MARCH 31, 2019</b>		<b>1,000</b>	<b>2</b>	<b>8,018</b>	<b>7</b>	<b>110</b>	<b>-</b>	<b>747,540</b>	<b>747</b>	<b>141,556,392</b>	<b>141,348</b>	<b>48,472,263</b>	<b>1,411</b>	<b>(82,250)</b>	<b>(321,344)</b>	<b>(47,850,257)</b>	<b>361,926</b>
4/1/19	New Issuance-Alpha Capital Anstalt									4,139,272	4,139	418,066					422,206
4/5/19	New Issuance-Mark Herskowitz									600,000	600	60,600					61,200
5/1/19	New Issuance-Chase Financing Inc									413,218	413	41,735					42,148
5/1/19	New Issuance-Robert Herskowitz									1,091,718	1,092	110,264					111,355
5/1/19	New Issuance-Chase Financing Inc Profit Sh.									1,395,555	1,396	140,951					142,347
5/8/19	New Issuance-LICGO Partners			420	-					-	-	-					-
5/8/19	New Issuance-Sovereign Partners LLC			140	-					-	-	-					-
5/8/19	New Issuance-Paradigm Capital					10	-			-	-	-					-
5/8/19	New Issuance-Thomas Nelson					30	-			-	-	150,000					150,000
5/8/19	New Issuance-JAN Stock Trust					15	-			-	-	75,000					75,000
5/8/19	New Issuance-KEN Stock Trust					15	-			-	-	75,000					75,000
5/8/19	New Issuance-Robert Herskowitz							175,000	175	-	-	6,825					7,000
5/8/19	New Issuance-Kenneth Schaefer							150,000	150	-	-	5,850					6,000
6/11/19	New Issuance-Mark Herskowitz									600,000	600	60,600					61,200
6/19/19	New Issuance-Alpha Capital Anstalt									4,083,006	4,083	412,384					416,467
	Rounding adjustment										(1)	3					-
	<b>Net loss</b>																<b>574,537</b>
<b>BALANCE, JUNE 30, 2019</b>		<b>1,000</b>	<b>2</b>	<b>8,578</b>	<b>7</b>	<b>180</b>	<b>-</b>	<b>1,072,540</b>	<b>1,072</b>	<b>153,679,161</b>	<b>153,670</b>	<b>50,029,540</b>	<b>1,411</b>	<b>(82,250)</b>	<b>(321,344)</b>	<b>(47,275,720)</b>	<b>2,506,386</b>
7/11/19	New Issuance-Chase Financing Inc Profit Sh.							(200,000)	(200)	2,800,000	2,800	(2,600)					-
7/16/19	New Issuance-LICGO Partners LLC	400	-							-	-	-					-
7/16/19	New Issuance-Sovereign Partners LLC	210	-							-	-	-					-
7/16/19	New Issuance-Paradigm Capital Holdings	130	-							-	-	-					-
7/16/19	New Issuance-Navesink Device Initiatives LLC	260	-							-	-	-					-
7/16/19	New Issuance-LICGO Partners			210	-					-	-	-					-
7/16/19	New Issuance-Sovereign Partners LLC			70	-					-	-	-					-
7/16/19	New Issuance-Paradigm Capital					10	-			-	-	-					-
	Rounding adjustment					1				-	-	-					1
	<b>Net loss</b>																<b>(315,793)</b>
<b>BALANCE, SEPTEMBER 30, 2019</b>		<b>2,000</b>	<b>2</b>	<b>8,858</b>	<b>8</b>	<b>190</b>	<b>-</b>	<b>872,540</b>	<b>872</b>	<b>156,679,161</b>	<b>156,470</b>	<b>50,026,940</b>	<b>1,411</b>	<b>(82,250)</b>	<b>(321,344)</b>	<b>(47,591,513)</b>	<b>2,190,594</b>

<b>Decision Diagnostics Corp.</b>		
<b>Consolidated Statements of Cash Flows</b>		
<b>(Unaudited)</b>		
	<b>Nine Months Ended</b>	
	<b>September 30,</b>	
	<b>2019</b>	<b>2018</b>
Cash flows from operating activities		
Net loss	\$ (993,884)	\$ (1,866,553)
Adjustments to reconcile net loss to		
net cash (used) by operating activities:		
Amortization of prepaid legal fees	101,239	500,000
Shares and options issued for services	25,000	-
Shares issued for financing fees	313,255	91,265
Bad debt	175,000	-
Loss on write-down of obsolete inventory	162,363	-
Gain on intellectual property settlement	(1,340,000)	-
Changes in operating assets and liabilities		
Accounts receivable	(150,955)	(530,174)
Inventory	(94,721)	116,219
Prepaid and other assets	2,625	1,550
Accounts payable and accrued liabilities	266,121	250,164
Accrued interest	506,051	150,417
Net cash (used) by operating activities	<u>(1,027,906)</u>	<u>(1,287,112)</u>
Cash flows from investing activities		
Fixed assets	-	(64,890)
Intellectual property	(100,875)	(45,745)
Net cash (used) by investing activities	<u>(100,875)</u>	<u>(110,635)</u>
Cash flows from financing activities		
Proceeds from notes payable	520,015	550,005
Proceeds from sale of stock	300,000	-
Net cash provided by financing activities	<u>820,015</u>	<u>550,005</u>
Net decrease in cash	(308,766)	(559,924)
Cash - beginning	358,757	1,351,860
Cash - ending	<u>\$ 49,991</u>	<u>\$ 791,936</u>
Supplemental disclosures:		
Interest paid	<u>\$ -</u>	<u>\$ -</u>
Income taxes paid	<u>\$ -</u>	<u>\$ 2,400</u>
Non-cash transactions:		
Shares and options issued for services	<u>\$ 25,000</u>	<u>\$ 21,400</u>
Shares issued for financing activities	<u>\$ 313,255</u>	<u>\$ 27,515</u>
Options issued for compensation	<u>\$ -</u>	<u>\$ 36,000</u>
Shares issued for debt and derivative liabilities	<u>\$ 1,454,133</u>	<u>\$ 501,086</u>

The accompanying Notes are an integral part of these financial statements.

## NOTE 1 – Basis of presentation and accounting policies

### Basis of Presentation

The condensed consolidated interim financial statements included herein, presented in accordance with United States generally accepted accounting principles and stated in US dollars, have been prepared by us, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations, although we believe that the disclosures are adequate to make the information presented not misleading.

These statements reflect all adjustments, consisting of normal recurring adjustments, which, in the opinion of management, are necessary for fair presentation of the information contained therein. It is suggested that these consolidated interim financial statements be read in conjunction with our consolidated financial statements for the period ended December 31, 2018 and notes thereto included in our annual filing. We follow the same accounting policies in the preparation of consolidated interim reports.

Results of operations for the interim periods are not indicative of annual results.

### Recent Accounting Pronouncements

Management has analyzed all pronouncements issued during the nine months ended September 30, 2019 by the FASB or other authoritative accounting standards groups with future effective dates, and have determined that they are not applicable or are not expected to be significant to our financial statements.

### Year-end

We have adopted December 31 as our fiscal year end.

## NOTE 2 – Going concern

The accompanying consolidated financial statements have been prepared assuming that we will continue as a going concern. Our ability to continue as a going concern is dependent upon attaining profitable operations based on the development of distribution platforms and channels through which our products that can be sold. We intend to use borrowings and security sales to mitigate the effects of our cash position, however, no assurance can be given that debt or equity financing, if required, will be available. The condensed consolidated financial statements do not include any adjustments relating to the recoverability and classification of recorded assets and classification of liabilities that might be necessary should we be unable to continue in existence.

### NOTE 3 – Fair value

Our financial instruments consist principally of notes payable and lines of credit. Notes payable and lines of credit are financial liabilities with carrying values that approximate fair value. Management determines the fair value of notes payable and lines of credit based on the effective yields of similar obligations and believe all of the financial instruments' recorded values approximate fair market value because of their nature and respective durations.

We comply with the provisions of ASC 820, "Fair Value Measurements and Disclosures" ("ASC 820"). ASC 820 defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements required under other accounting pronouncements. ASC 820-10-35, "Fair Value Measurements and Disclosures - Subsequent Measurement" ("ASC 820-10-35"), clarifies that fair value is an exit price, representing the amount that would be received from the sale of an asset or paid to transfer a liability in an orderly transaction between market participants. ASC 820-10-35 also requires that a fair value measurement reflect the assumptions market participants would use in pricing an asset or liability based on the best information available. Assumptions include the risks inherent in a particular valuation technique (such as a pricing model) and/or the risks inherent in the inputs to the model. The Company also follows ASC 825 "Interim Disclosures about Fair Value of Financial Instruments", to expand required disclosures.

ASC 820-10-35 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under ASC 820-10-35 are described below:

Level 1. Valuations based on quoted prices in active markets for identical assets or liabilities that an entity has the ability to access.

Level 2. Valuations based on quoted prices for similar assets or liabilities, quoted prices for identical assets or liabilities in markets that are not active, or other inputs that are observable or can be corroborated by observable data for substantially the full term of the assets or liabilities.

Level 3. Valuations based on inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

We utilize the best available information in measuring fair value. The following table summarizes, by level within the fair value hierarchy, the financial assets and liabilities recorded at fair value on a recurring basis as of September 30, 2019:

	2019 Fair Value Measurements			
	Level 1	Level 2	Level 3	Total Fair Value
Assets				
Intellectual property	\$ -	\$ -	\$ 3,158,875	\$ 3,158,875
Liabilities	-	-	-	-
Notes payable	-	(1,116,980)	-	(1,116,980)
Total	<u>\$ -</u>	<u>\$ (1,116,980)</u>	<u>\$ 3,158,875</u>	<u>\$ 2,041,895</u>



#### NOTE 4 – Equipment – Specialty Manufacturing Instruments

On June 1, 2015, we entered into a wide-ranging manufacturing and product development agreement with a large venture funded Korean concern. On July 8, 2015, we enhanced its role in this agreement through the purchase of, and investment in, computer controlled, specialty manufacturing equipment for our GenUltimate! products that is now located in the Korean facility of the Company's R&D and contract manufacturing partner. In the summer of 2016 we augmented this equipment by adding additional equipment capable of manufacturing our GenChoice!, GenAccord! and GenCambre! products that make use of different molds and chemical processes.

During the quarter ended March 31, 2017, we acquired \$64,890 in fixed assets pursuant to the manufacturing and product development agreement dated June 1, 2015. We expensed an additional \$380,000 for the development of our GenChoice! product which will make use of the Specialty Manufacturing equipment located in Korea. We continue to incur great expense due to development of our GenChoice! and GenUltimate Precis! And GenUltimate! TBG products during the nine months ending September 30, 2019.

#### NOTE 5 – Patents

During the nine months ended September 30, 2019 and 2018, we capitalized attorney fees related to the continued development and perfection of our patents. We did not amortize any intellectual property or patents during the quarters ended September 30, 2019 and 2018. We are, however, prosecuting our patents in a lawsuit in the Federal Court district of Nevada, against Johnson and Johnson and two of their divisions. In October 2018 Johnson and Johnson sold their divisions to Platinum Equity. It appears that Platinum did not buy the patent portfolio associated with the diabetes products from Johnson & Johnson when they bought the business operations.

During the nine months ended September 30, 2019, we settled out of court with Shasta Technologies, LLC, whereby we have retained all unobscured rights to acquire certain intellectual properties (see Note 6 below). We have expensed \$660,000 in legal fees over the past several years pursuant to the litigation. We have capitalized and recorded a "Gain on Intellectual Property" of \$1,340,000.

#### NOTE 6 – Acquisition of Certain Properties

In March 2014, we agreed to acquire certain properties from Shasta Technologies LLC. The agreement covering this acquisition became the subject of two litigations, one litigation related to the remaining proceeds of an IP defense insurance policy, subsequently settled, the other litigation concerning damages the company is trying to collect from Shasta Technologies LLC owing to Shasta's subsequent undisclosed issues with the U.S. FDA. The damages sought by the company, and other damages, became a part of allegations made in a suit filed in Pennsylvania where we will also litigate damages incurred as a result of a 2015 collusion between Shasta and our former contract manufacturer Conductive Technologies, Inc., who conspired with Johnson and Johnson during the settlement of the first patent litigations. On December 31, 2018 the court in Pennsylvania ordered judgement against Shasta in the amount of \$3,600,000.

The original purchase price for this "Shasta" property was expected to be \$2,000,000 (cash). Earlier in 2019 the company has recently filed a Writ of Execution, owing to the \$3,600,000 judgement that migrated from Pennsylvania. The Writ became final in April 2019, and was used, among other things, as offset against Shasta in the California litigation. Our business with Shasta is now completed.

We did register our FDA cleared product under our FDA Establishment registration (with the US FDA) in 2014, 2015, 2016, 2017, 2018 and in 2019. The company has began taking the steps necessary to complete the 2020 FDA facility registrations. In September 2016 we became fully compliant with the then newly implemented FDA UDI product identification initiative.

## NOTE 7 – Notes payable

During the course of a year-end review of our debt with our noteholders, we mutually identified Original Issue Discounts (“OID’s”) associated with the notes totaling \$376,089. We have recorded these OID’s by increasing notes payable and interest expense as of the nine-months ended September 30, 2019.

On March 22, 2019 the company closed additional financing in the form of OID Notes and Warrants in the amount of \$250,000 face value (OID of \$37,500), with Alpha Capital Anstalt, the company’s primary financier. The Notes were funded and recorded on our books during the nine months ended September 30, 2019.

We have recorded non-OID interest and financing expense in connection with our notes payable totaling \$47,480 and \$48,439, and \$91,266 and \$7,000 for the quarters ended September 30, 2019 and 2018, respectively.

## NOTE 8 – Stockholder’s equity

### 2019 Issuances

#### Preferred “B”

During the quarter ended September 30, 2019, we issued 1,000 preferred series “B” shares to certain existing shareholders pursuant to our quarterly bonus stock initiative. The fair market value of the shares are \$nil on the date of issuance.

#### Preferred “C”

During the quarter ended June 30, 2019, we issued 560 preferred series “C” shares to certain existing shareholders pursuant to our quarterly bonus stock initiative. The fair market value of the shares are \$nil on the date of issuance.

During the quarter ended September 30, 2019, we issued 280 preferred series “C” shares to certain existing shareholders pursuant to our quarterly bonus stock initiative. The fair market value of the shares are \$nil on the date of issuance.

#### Preferred “D”

During the quarter ended June 30, 2019, we issued 70 preferred series “D” shares for cash totaling \$300,000.

During the quarter ended September 30, 2019, we issued 10 preferred series “D” shares to various consultants for services provided. The fair market value of the shares and services are \$nil on the date of issuance.

#### Preferred “E”

During the quarter ended June 30, 2019, we issued 325,000 preferred series “E” shares to various consultants for services rendered. The fair market value of the shares and services is \$13,000 on the date of issuance.

During the quarter ended September 30, 2019, certain holders of preferred series “E” shares converted 200,000 shares elected to convert their shares into 2,800,000 shares of \$0.001 par value common stock.

#### Common

During the quarter ended June 30, 2019, we issued 8,222,278 shares of \$0.001 par value common stock for conversion of debt and accrued interest totaling \$934,999.

During the quarter ended June 30, 2019, we issued 418,250 shares of \$0.001 par value common stock for financing costs totaling \$321,923.

During the quarter ended September 30, 2019, we issued 2,800,000 shares of \$0.001 par value common stock in exchange for 200,00 shares of preferred series “E” stock.

## NOTE 9 – Stock options

### 2017 Stock Option Plan

During the quarter ended March 31, 2017, we adopted the “2017” Executive and Key Man/Woman Stock Option Plan and granted incentive and nonqualified stock options with rights to purchase 20,000,000 shares of \$0.001 par value common stock at the variable strike prices per share based on share fair market value on the date of grant. As of September 30, 2019, all options allowed under the plan have been granted and are exercisable at the election of the holder.

The following is a summary of activity of outstanding stock options under all Stock Option Plans:

	<u>Number of Shares</u>	<u>Weighted Average Exercise Price</u>
Balance, January 1, 2018	9,050,000	\$ 0.10
Options granted	-	-
Options cancelled	-	-
Options exercised	-	-
Balance, December 31, 2018	<u>9,050,000</u>	<u>\$ 0.10</u>
Balance, January 1, 2019	9,050,000	\$ 0.10
Options granted	9,000,000	0.018
Options cancelled	-	-
Options exercised	-	-
Balance, September 30, 2019	<u>18,050,000</u>	<u>\$ 0.05911</u>

## NOTE 10 – Warrants

The following is a summary of activity of outstanding warrants:

	<u>Number of Shares</u>	<u>Weighted Average Exercise Price</u>
Balance, January 1, 2018	2,603,143	\$ 0.56
Warrants granted	-	-
Warrants cancelled	-	-
Warrants exercised	-	-
Balance, December 31, 2018	<u>2,603,143</u>	<u>\$ 0.56</u>
Balance, January 1, 2019	2,603,143	\$ 0.56
Warrants granted	3,685,898	.0195
Warrants cancelled	-	-
Warrants exercised	-	-
Balance, September 30, 2019	<u>6,289,041</u>	<u>\$ 0.2432</u>

## NOTE 11 – Commitments and Contingencies

### Contingencies and Litigation

We transact commerce in several medical products market channels. We also transact commerce by licensing our proprietary medical software that functions by moving confidential medical data through our proprietary medical information technology devices and networks. Our GenStrip 50 and GenUltimate! products required initial regulatory approval by the US FDA as well as on-going US FDA oversight and inspection during the product life cycle. We also import product from Korea manufactured by our Korean contract manufacturer. This product is also subject to FDA inspection. We are also subject to new FDA regulation and post market overview. In 2016, we had to meet new FDA Guidelines for product identification, tracking and standardization. Our new GenChoice! and GenUltimate! TBG and the later upcoming GenAccord! and GenCambre! products will follow the same pathway with the U.S. FDA. The FDA calls its new product identification program, the UDI initiative, and the new packaging required, and met by us, approximates a similar standard implemented in the European Union in 2013, and then adopted in other countries, Korea for example. We are now filing for approvals in the EU and the Russian Federation after having received certain approvals in Central and South America.

Further, our products required medical patient trials and several compete directly with a major platform manufacturer. Healthcare, especially those segments where the company competes, is a very litigious. Competing companies often use litigation as a marketing (market depriving) tool, bringing litigation as a means to protect market share and limit market exposure even though market limitation through litigation is illegal. We have in the past (and currently) defended cases brought by Plaintiffs asserting these types of claims.

The medical industry is also intertwined. From time to time, we have become involved in claims and litigation that arise out of the normal course of business, such as litigation that emerges from disputes over damaged, missing or contaminated product, payment disputes both as a seller and a buyer, and litigation that arises over claims of fair value. We have also had to defend trade dress claims filed solely because of the cost to defend these claims, real or not. For instance, we have been sued in several jurisdictions over a single business transaction. Often these cases involve substantial over-prosecution where we and our have been held accountable by Plaintiffs for a myriad of things including words written or posted in public forums by anonymous persons.

We may also become involved in disputes that arise over the business or business practices of our suppliers, payers and customers, people or entities that we may not be familiar with. We maintain substantial insurance coverage against suits that may arise over issues of damaged, recalled or counterfeit product and other product liability issues. We have also been a victim of the unapproved acts of prior management. These acts have resulted in claims from individuals and entities since the Board relieved former management of duty in 2006. Nonetheless, these claims have resulted in the use of management time and company resources to investigate, litigate, or settle. In addition, we accrue contingent legal fees and product liability fees. As of September 30, 2019, our contingent legal fees accrual was \$240,000 and our general contingencies accrual was \$245,069. Contingencies total \$485,069 and are reflected herein.

From time to time, we may also be subject to demands from individuals or entities. These demands and disputes may consume management time and company resources. Other than as noted below, if there is such a disclosure, there are no pending matters at the current time that in management's judgment may be considered material or potentially material.

### Leases

We currently maintain an executive office at 2660 Townsgate Road, Suite 300, Westlake Village, CA 91361. The space consists of approximately 2,300 square feet. The monthly rental for the space is \$2,170 per month on a month-to-month basis. We also maintain space in a public warehouse in Miami, FL, for our import, export and storage and pick and pack needs. Also, we are granted space indirectly in Seoul, South Korea for the completion of necessary clinical trials.

Rent expense totaled \$6,510 and \$6,510 for the quarter ended September 30, 2019 and 2018, respectively.

## NOTE 12 – Subsequent events

In accordance with ASC 855, management evaluated all of our activities through the issue date of the financial statements and concluded that except as described below, no other subsequent events have occurred that would require recognition or disclosure in the financial statements. We do however discuss all subsequent events in our Managements' Discussion and Analysis documents and filings.

In July 2019 CEO Keith Berman approached the company Board of Directors with a plan and offer to, from time to time, through a proposed settlement of the litigation on-going with Johnson & Johnson, lend the company up to \$450,000 through a combination of sources available to him. The Board accepted this offer, which came without pre-condition. Mr. Berman made it clear that he would rather lend the company money himself or through close friends and family, than to sell low priced equity to small institutions, given the likelihood of a handsome settlement of the litigation with Johnson & Johnson. The first loans totaled \$215,000 and were made on October 1, 2019.

In August 2019 we completed development of our GenUltimate! Precis! product for sale in the Russian Federation, the Ukraine, and several other countries within the Russian economic sphere. GenUltimate! Precis has no domestic market, and has been pulled and replaced remaining North American markets. Thus all sales of this product will be in those countries that sell or have sold Lifescan OneTouch Select Plus and Select Plus Flex meters. Initial estimates of sales volume provided by the distributor doing business with the company are a minimum of 15,000 units/boxes of per month. Our distribution partner in Moscow has filed for health ministry approval of the GenUltimate! Precis product, said approval is anticipated in January 2020.

In September 2019 we completed development of our GenUltimate! TBG product line, inclusive of a test strip, and two proprietary Precise meters. GenUltimate! TBG is our first meter/strip system market entry. We have completed internal and third party testing on this panacea product, a technology that is the future of the company. We have chosen a distribution partner for our GenUltimate! TBG and are working through to a definitive agreement in the coming days. A 510K filing with the U.S. FDA will be required for the Precise meters. The company has been informed that initial monthly orders for GenUltimate! TBG will be a minimum of 250,000 units/boxes of test strips, sold to a worldwide market. The company is not yet ready to provide an estimate for meter sales since the market for products like GenUltimate TBG is one where meters are provided free of charge, or at a nominal cost to users in return for continued test strip purchases. Other than GenUltimate! and GenUltimate! TBG test strips, no other test strip will run on the GenUltimate! TBG Precise meters.

In late September 2019 the company received a late in quarter follow-on order for its GenUltimate and PetSure products from a distributor. The order was for approximately \$130,000. Some of the product that, would be used to fill this order, was still awaiting import inspection by the U.S. FDA on September 30, 2019. It is not uncommon for the company to receive end of quarter orders, but in this case the order could not be completely filled. Revenue and profit from this particular order will be reflected in the company's income statement for the year ended December 31, 2019.

# **3Q 2019 MANAGEMENT'S DISCUSSION & ANALYSIS**

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

## Overview

Decision Diagnostics Corp. is a worldwide prescription and non-prescription diagnostics and home testing products distributor and the manufacturer of GenUltimate! glucose test strips, a Class II medical device for at-home use for the measurement of glucose, the PetSure! glucose test strip for the glucose testing of dogs and cats, a test strip designed to work with the Zoetis AlphaTrak and AlphaTrak II glucometers, a legacy meter, the GenUltimate! 4Pets Glucose system a proprietary glucose measuring system inclusive of the company's GenUltimate! 4Pets test strip and Avantage meter, for the testing of dogs, cats and horses. The company also has its GenUltimate! Sure and GenUltimate! Precis test strips, products for off-shore sales have recently begun Definitive Agreement writing with a large Eastern European distributor for their distribution in the Russian Federation and aligned countries. Both of these products will primarily be sold as an international private label market entry. Export Certificates for GenUltimate! Sure and GenUltimate! Precis have been allowed by the U.S. FDA and sales are set to commence in January 2020. There is no domestic or North American markets for these products.

In addition, the company's GenChoice! glucose test strip has completed its clinical trials and filed a 510K application with the U.S. FDA for its clearance. The company has already had eight formal communications with the FDA, inclusive of a face-to-face meeting with FDA management and the review staff. The ball has now moved to the FDA's court.

Regarding additional product development, the company has completed advanced development work and third party testing of its GenUltimate! TBG test strip and TGB Precise meter and are ready to begin patient testing (clinical trials) in the next 45 days in Korea. A clinical site at a prestigious Korean research hospital has been identified and appropriate documentation filed with the Korean FDA. This application was delayed for 30 days beginning in August 2019 when DECN CEO Berman requested the development engineers for the TGB product to change the active enzyme in the chemistry to a variant of Glucose Dehydrogenase (GDH), which provided the TGB product an added 10% precision in use. Earlier in 2019, and in association with the company's advanced development engineers, company CEO Keith Berman asked for a change to the engineering foundation of the GenUltimate! TBG system to work in an identical manner with the company's GenUltimate test strip, same chemistry, same family of meters, thereby allowing the company to offer three essentially identical products, each serving its own somewhat unique purposes, all running on the same test strip foundation, an FDA cleared device. The TGB enhanced version of GenUltimate! is named GenUltimate! Zephyr and will go on sale commercially in late December 2019, just as soon as tooling is added at the company's manufacturing facility. Zephyr!, owing to its near analyzer level precision (in a handheld device) will carry a substantially higher MSRP, Big Box, and wholesale pricing. The company will continue to sell its GenUltimate! product in existing markets.



As off-shore products GenUltimate! Sure and GenUltimate! Precis are test strips that run on four existing Platinum/Lifescan legacy meters, and will only be sold in select international markets, primarily in the Russian Federation. There are no USA markets for either test strip. The International roll-out decisions were to choose those markets where the products will not encounter certain performance criteria issues created by the legacy metering platforms that the GenUltimate! Sure and GenUltimate! Precis test strips run on. The GenUltimate! Sure product in particular, although sharing many similarities with the company's GenUltimate! product, does not have the capability for future improvement or upgrade and as a result is viewed in the market and by DECN as a small niche product. However, manufacturing the GenUltimate! Sure product will allow the company to continue manufacturing the existing GenUltimate! test strip which uses the same manufacturing line. The GenUltimate! Precis product has more potential in that it is capable of having portions of the company's TGB technology added-on at a later date. Thus, the conclusion was that having two finished products is better than having no product at all, so the company will continue to perform compatibility testing with the family of legacy meters as we grow our relationship with the large Eastern European distributor.

Resources permitting, as 2019 transitions into 2020, we intend to register the company's GenChoice! and GenUltimate! TBG products in the EU, because these products do meet ISO guidelines without further development. The GenUltimate! TBG meter, which

will undergo 510K prosecution for its metering system, is next up for FDA clearance. The test strip, a close relative of the company's GenUltimate! test strip which is already FDA cleared. The company has contracted with the expert organization that is writing the 510K document and a credentialed IRB who completed the GenChoice! clinical trial data and who will follow the same clearance path for the GenUltimate! TBG system.

### Our Current Business Foundation

Our subsidiaries, Pharma Tech Solutions, Inc., PDA Services, Inc. and PharmaTech Sensor Development Corp. operate in several healthcare products channels. In addition our subsidiary Decision IT Corp. engages in the acquisition and holding of Intellectual Property including Patents and Trademarks and specialty manufacturing equipment acquired for our Korean contract manufacturer of our GenUltimate! as well as our GenSure! and GenChoice! products. Our newest subsidiary Pharmatech Sensor Development Corp. manages our investment in specialty manufacturing machinery and testing laboratories, as well as an inventory credit line to finance inventory purchases of our GenUltimate! and PetSure! products. The company will endeavor to expand the credit line for the management of our GenChoice! and GenUltimate! TBG products in 2019. The company has discontinued its earlier GenStrip 50 product and ended the selling of the last of the inventory in November 2016. All of the GenStrip 50 test strips have subsequently reached expiration dates.

In March 2017 the company was approached by its Korean partner, The Bio Co., Ltd to design and fund a new product which the company calls GenUltimate! TBG. This product represents a major improvement in diabetic glucose monitoring. The GenUltimate! TBG system will be the first of its kind +/- 7% system. Current ISO (2015) and FDA (2014) guidelines call for glucose monitoring systems to meet a +/- 15% standard, whereby the meter and strip must be within +/- 15% of a reference method in repeated testings 95% of the time. GenUltimate! and GenChoice! are +/- 15% test strips, with GenChoice! perhaps a little bit better, but in each case 97+% of the time in repeated samplings. GenUltimate! TBG is designed to meet the written standards of the ISO and FDA at +/- 7%, 97% of the time – effectively setting a new standard. The company has been funding the development of this system product since 2017, as well as a test strip only derivative version for use with a legacy meter sold overseas. In October 2018 the company implemented a strategic change to its development and manufacturing processes whereby we will standardize around two technology foundations, our GenUltimate! technology and our GenChoice! technology. PetSure! was the first marketable product to make use of the GenChoice! technology foundation, and is currently selling in pet testing channels in the USA, Canada and the EU. GenUltimate! TBG will be the first enhancement of our GenUltimate! technology foundation. The company believes that these changes in our product development processes will lead to quicker to market products and streamlined and less costly manufacturing processes. .



As of this writing, GenUltimate! Precis and GenChoice! products are not yet available for sale in the U.S. or Puerto Rico.

### Historical Construct

Shasta Technologies LLC, the original specifications provider of GenStrip, had an extremely difficult relationship with the FDA and was the subject of a detailed and damning FDA (Enforcement) Warning Letter on April 8, 2014, and when they refused to respond to this Warning Letter in an expected fashion, the FDA then broadcast a worldwide Safety Notice on April 29, 2014, the FDA version of the Death Penalty. This second letter effectively ended Shasta's ability to be a product design specifier and manufacturer, due to a total lack of regulatory adherence in the highly regulated medical device industry. It is confusing to consider what Shasta could have possibly been thinking. The company's acquisition of Genstrip (now GenUltimate!) was fortuitous in its timing given the finality and outcome of Shasta Technologies' fatal troubles with the FDA. Shasta contested our acquisition and took other legal steps against their FDA lawyer and in retaliation against the company. During the efficacy of these litigations we had success in the courts. In December 2018 we received a grant of a judgment against Shasta for \$3.6 million. We perfected this judgment in California, Pennsylvania, Oregon (Shasta's domicile) and Minnesota. As we began levy against Shasta we accepted their offer of Settlement. As a result of this Settlement we were able to value our acquisition of GenStrip under our 2014 Agreement. A substantial gain occurred and is fully described in our 2Q and 3Q 2019 financials.



The worldwide market for at-home blood glucose testing is an estimated \$17.2 billion as of 2017, inclusive of the 2013 and 2016 changes to the Federal Medicare programs which gutted almost one-third of the U.S. market. The current GenUltimate! competes directly with one of the largest worldwide platform manufacturers the venerable Johnson & Johnson Lifescan Inc. Ultra legacy product. J&J, which had owned Lifescan for more than 25 years, recently sold its Lifescan division and its venerable products to Platinum, a private equity firm. GenUltimate! (and the earlier GenStrip 50) were developed for use with the Lifescan OneTouch Ultra legacy system for at-home blood glucose testing, a system currently used daily by over 3 million diabetes afflicted Americans and 5.8 million diabetics world-wide. GenUltimate! competes in the overall at-home testing market by offering an economical solution to former users of the legacy platform provider's product. The company's GenUltimate! product is a much improved version. Our business model is unique to this market channel as our major business focus is directed toward diabetics who have attempted a change of their glucose monitoring platforms (systems) or those currently using the J&J legacy products but are dealing with escalating prices and lower (if any) insurance reimbursements. At the time of the introduction of GenStrip in March 2013, J&J controlled just under 40% of this market and 100% of its own Lifescan, Inc. OneTouch Ultra market. Their overall market share has since dropped below 30%. In October 2018 Lifescan, Inc. was sold to a large California based private equity firm in an asset sale arrangement. This event gave impetus to the changes we have made to our GenUltimate! TBG system, the first and only evolutionary enhancement to be offered to the Lifescan Ultra family of products still in use by over 4 million diabetics worldwide (see Litigation section).

We began our transition into these medical products channels on November 1, 2011 when we completed the acquisition of Diagnostic Newco LLC from its owner Kimberly Binder. Diagnostic Newco LLC was a design company that specialized in product packaging design, medical products advertising design and graphic art. Ms. Binder subsequently joined the staff of the company's Pharma Tech Solutions, Inc. subsidiary specifically for these purposes, and has worked closely with the contract manufacturers for GenUltimate!, making subtle changes to packaging design and more recently integrating the new FDA UDI product identification data system, among other responsibilities. She is also responsible for the package design for new diagnostic products the company is currently working on, including the GenSure! and the upcoming GenChoice! and GenUltimate! TBG products. Ms. Binder is also owner of Genstrip Direct LLC and Full Circle Diabetes LLC, her own distribution companies, which she operates separately from her (Decision Diagnostics Corp. and Pharma Tech Solutions, Inc.) company related responsibilities.

The original Shasta product was acquired by our Pharma Tech subsidiary on March 20, 2014, and fits into a diagnostic product niche, fitting nicely into the world-wide self-test (home test) market that has been growing at a 15% annual rate. Since GenUltimate! is a rather unique product offering, employing a brand name razor blade only model (diagnostic test strip) into a razor (diagnostic meter) -- razor blade (diagnostic test strip) market, the Genstrip 510(k) application made for unusual challenges for the FDA and an educational challenge and opportunity for the company. In fact, the company only concluded its dealings with the FDA in March 2016, but has had subsequent issues pre and post market review staff, an on-going process that was begun on a very sour note by Shasta in October 2009 and ended even more sourly in early 2014. The company believes that upcoming product offerings such as the GenChoice! and GenUltimate! TBG products, which will also be regulated by the FDA but we hope will go through the rigorous comment process, particularly since receipt of a directed landmark ruling by the U.S. FDA, covering our third party developed diagnostics (developed, in development and to be developed). The FDA, however, is accountable to no third party and while we did win major victories and we did deal with certain biases and retaliation during the GenStrip 510K prosecution, we have not yet seen this type of treatment for our GenChoice! product. However, we remain ever vigilant and continue to retain litigation counsel.

Until our receipt of the March 2016 ruling from the FDA, two years (and growing) was a standard development to market timeline for in-vitro diagnostic products similar to Genstrip / GenUltimate! In fact the long review periods and stifling performance standards established have contributed to a large decline in new products offerings in the USA and the industry since 2014.

In 2019 we again improved GenUltimate!. GenUltimate! has become the only version of the original Genstrip line that will be packaged to conform with the FDA UDI standards, and was released as UDI compliant as of September 24, 2016. Manufacturing of Genstrip 50 ended and on-going sales continued under the GenUltimate! brand, and includes the FDA UDI packaging.

In June 2010 the company was approached by the largest retailer in the world for the distribution and sale of the Genstrip product, then about to enter the 510k regulatory review process, at over 5,000 retail stores worldwide. A contract with this retailer was negotiated in September 2010 and subsequently renegotiated and renewed in April 2011, and as soon as the retail contract was agreed to and as a means to conduct market research, the company began seeking pre-conditioned letters of intent (pre-orders) for Genstrip, while continuing the prosecution of the 510(k) application on behalf of Shasta Technologies before the FDA. Discussions with this retailer and other similarly situated retailers had been on a litigation induced hiatus since our litigation with Lifescan, Inc. began in earnest in March 2013. Lifescan Inc., until October 2018, the diabetes testing division of Johnson & Johnson sued the company in three separate suits, all in Federal court, beginning in September 2011. These suits proved costly in that their intended purpose was to keep the Genstrip product off of retail market shelves. Until these suits were settled in May 2016, the company's marketing abilities were severely limited. In fact, even as of this writing, the company faces market obstacles brought about by the original litigation with Lifescan, Inc. However, it should be noted that Johnson & Johnson announced in January 2018 that their entire diabetic business (three

divisions, multiple products) had been put up for sale, and offers for some or all of their businesses had been received. The sale closed in October 2018 with the completion of an asset sale to a large California based private equity firm, Platinum Private Equity.

The settlements we did achieve with J&J provided a hard-fought victory for the company, particularly since in 2015 Shasta had admitted to patent infringements of all three J&J diabetic medical device patents that were being adjudicated. We settled these lawsuits in a novel manner, where Johnson & Johnson paid the company a settlement amount in cash, in those lawsuits where the company was a defendant, a rarity in matters where the Plaintiff (J&J) had initiated the strike suit in the first place. J&J, as a part of the settlement, also granted the company licenses to three J&J patents (including one patent that J&J subsequently lost as a result of 3<sup>rd</sup> party prosecution by the company, through final action by the US Supreme Court), the larger value gained from this 5-year legal battle. In March 2016, prior to its settlement, the company's Pharma Tech Solutions, Inc. and Decision IT Corp. subsidiaries brought suit against Lifescan, Inc. in Nevada Federal court for patent infringement, the company alleging that Lifescan, Inc.'s OneTouch Ultra product was and had been infringing both of the company's patents. In March 2017, after a protracted battle with J&J where they tried to invalidate the company's lawsuit, the court in a major ruling agreed that the company will be allowed to move forward (a major victory so early in the suit) and will also be allowed to allege the Doctrine of Equivalents, a legal doctrine that would preclude J&J from twisting words through its pleadings and expert reports to escape justice. In April 2016 the company amended its original suit to include allegations under the Doctrine of Equivalents.

*"The doctrine of equivalents is a legal rule in many (but not all) of the world's patent systems that allows a court to hold a party liable for patent infringement even though the infringing device or process does not fall within the literal scope of a patent claim, but nevertheless is equivalent to the claimed invention(s)."*

Further, in January 2016 the US Supreme Court ruled that the Doctrine of Laches, a defense used by many Defendants in patent infringement suits could no longer be used. This ruling further deprived J&J of one of its most important defenses against the company's current patent infringement claims. All of this action did not dissuade the Nevada District Court trial judge from granting J&J a Motion for Summary Judgment in October 2018. As a result of this ruling, the company filed an appeal to the U.S. Court of Appeals for the Federal Circuit in Washington, DC (the patent court). That appeal is nearing the point where a court ordered mediation and oral arguments are to be scheduled. We currently await this scheduling.

## The Current Business

Currently the diabetes testing market is dominated by four large pharmaceutical manufacturers who provide very similar and equally focused products, selling at essentially equal prices. Our Genstrip's original introduction, even with the fits and starts, employed a business model different than those models employed by the major market players. Recent successes in the on-line marketplace has allowed the company to alter the market dynamics, lowering average price (which has occurred) or allowing for increased testing by diabetics for a lesser price, thereby affecting all market segments. The company's major current market focus is to pharmacy chains, grocery chains with in-store pharmacies, large all-purpose retailers with in-store pharmacies, and group buying and chain pharmacy organizations, and for its pet testing products, on-line sales and chain pet supply stores and retail pet outlets. Although this has been part of the company's plans in the recent past, the difficult litigation with Johnson & Johnson as well as the advent of the July 2013 and July 2016 changes to Medicare reimbursement (and followed by private insurers) and the October 2016 reimbursement engineering, pharmacy business models are now blurred. Thus the company successfully added on-line sales to its business model.

The company has also implemented a very successful "direct to diabetic" business model and has (independently or along with our distributors) executed on-line agreements with several of the largest retail chains, diabetic supply co-operatives, group purchasing organizations, as well as on-line mass merchandisers such as Amazon.com, EBay, Walmart, Sears, Jet.com and approximately 1050 other on-line cooperatives and product aggregators. The company considers this rapid adoption to be a huge success gained in a very short period of time.

In June 2017 we were notified by Amazon.com, the largest retail portal for our products where we now currently sell approximately 35,000 boxes of GenUltimate per month, that the listings for our products had been "hacked" by ghost sellers -- individuals and people who listed our products, accepted orders and cash money from diabetics, but were unknown to the company. Oftentimes product was never delivered to the diabetic even after receipt of payment. This practice called freeloading (by Amazon) is not rare, but once started it is difficult to eradicate. The company had to replace almost 6,500 units of GenUltimate as a result of the freeloading. In March 2018 another 3,000 boxes were replaced, leading to lower sales margins in the periods where the replacements took place. The company is in on-going friendly negotiations with its distributors to provide compensation for the effect of the freeloaders. While freeloaders had a cost basis of zero, legitimate sellers and distributors were forced to compete with these zero cost sellers. Prices for GenUltimate plummeted and by October 2017 the product in its largest portal showed a price decline on average of 35%.

With the assistance of Amazon, who themselves became a distributor of GenUltimate!, the company was able to overcome some of these issues. With the assistance of Amazon we reordered our selling practice, implementing base (floor) pricing and implementing real-time policing of listings. As a result, we were able to overcome this freeloading practice. Prices have recovered about one half of the Fall 2017 decline. We are currently in the process of raising prices again. Also, as a result of the “Amazon debacle,” the company also eliminated many small distributors of GenUltimate! from the Amazon portal. In 1Q 2019 we further eliminated a group of our wholesalers who may still sell our products, but not on Amazon. While these actions had the effect of lowering sales throughout 2018 and into 2019, our margins and our sales levels are recovering, as our sales increase. The effect of barring wholesalers from selling on Amazon cost the company \$90,000 to \$120,000 in sales for 1Q 2019, mostly through lower inventory levels by our wholesalers.

In March 2017 the company was contacted by the retail giant Walmart, who along with their acquired on-line retailer Jet.com, are attempting to duplicate and surpass the Amazon portal. Our GenUltimate! products have been sold on Walmart’s (and Jet.com’s) portals since November 2016. In the 2018 discussions Walmart offered us preferential listings on portals and Walmart Depot stocking at their regional transit facilities. We also began discussions, now in process, for the manufacturer of a Walmart house brand version of our GenUltimate! As a result of our agreements with Walmart, GenUltimate! is now sold and fulfilled directly by Walmart. In addition, Walmart has implemented a large on-line store pickup, allowing GenUltimate! users to pick their GenUltimate! product up at Walmart stores. We accepted Walmart’s offer (who wouldn’t) and changed our distribution agreement with Walmart (and Jet) so that Walmart would sell and fulfill our products directly. We accomplished this while still selling our products directly through Walmart. This business model is called cannibalization with the goal of overall sales maximization. Walmart customers who previously received standing orders for their legacy J&J Lifescan test strips are a part of this new program. The company believes this to be a market enhancing deal since Walmart will become both a “push” and a “pull” retailer. No special pricing of our GenUltimate! products was required to implement this plan, owing, no doubt, to the footprint we have established on the other large on-line portals. Walmart purchase orders for Walmart sales of our products have increased dramatically. We continue to evaluate our prospects with Walmart and we believe we will move toward a global agreement with Walmart for our GenUltimate!, PetSure! and GenChoice! (when cleared) and GenUltimate! TBG products. Meetings are scheduled in the month of May 2019 at both Walmart and CVS pharmacies, primarily for our GenUltimate TBG products.

In March 2016 we also retained a product source company called Retail Monster, to represent our products to large drug chains (“big box pharmacy”), large retailers, chain grocers and the like. Unfortunately the arrangement with Retail Monster did not succeed, primarily because a group of company shareholders and persons claiming to be shareholders poisoned our relationship with Retail Monster early in our contract term, by advocating during repeated calls, a “palace coup.” After these incursions by shareholders and persons claiming to be shareholders, our relationship with Retail Monster remained cordial but was, unfortunately, destined to fail. The two companies decided to end the engagement on December 31, 2016.

The efforts being expended in the “big-box” arena are greatly aided by the company’s recent success with the explosively growing on-line Marketplaces, many sponsored by the large retail pharmacies and retail stores. These Marketplaces are fast growing sister organizations to these retailers, and typically not a part of legacy manufacturers marketing plans. The company’s recent successes in the on-line Marketplaces has given the company a beachhead in this market as the uncertainty brought on by the J&J lawsuits has (finally) waned. In mid-March 2016 the largest US retailer agreed to raise the company’s standing to the highest retail “rung” by offering a new supplier contract and in mid-March 2018 this retailer and its recently acquired wholesale products partner contacted the company and implemented a direct relationship. This decision led to inquiries by other big box sellers. Thus, in March 2019 we entered into a long term relationship with PARAGON Sales and Marketing Inc. to support the national growth of both our branded and private label retail products sold under our "Gen" brand, and our private label brands of Alltara!, ConsumerValue!, Infatig!, and Medicius!. Initial accounts that we have assigned to PARAGON for big box and private brand big box agreements include Walmart, CVS, Walgreens, Costco, Kroger and Cardinal Health. PARAGON will also work closely with us in evaluating other potential new retail product categories and products that we may launch in both branded and private label offerings in the future. Sadly, shareholders and non-shareholders have already attempted to contact PARAGON, one such incursion occurring during the writing of this Quarterly Report. The company has promised PARAGON that we will take legal action against these people should this activity continue. Instead we were notified that PARAGON contacted their own commerce lawyer and in addition verified the person (name, address, etc.) behind the incursion.



Alltara choice, and GenUltimate TBG is not yet available for sale or distribution in the United States or Puerto Rico.

Since March 2015 when we first we acquired special intellectual property and specialty manufacturing equipment which will shall serve our business interests now and into the future. We have increasingly turned to Alpha Capital Anstalt (“Alpha”), Navesink Device Initiatives, Sovereign Partners and Licgo Partners, whereby these organizations either purchased an 18-month 15% OID derivative instruments or Preferred C stock units, to facilitate the acquisition of intellectual property or manufacturing equipment, or to finance our growth. In 1Q, 2Q and 4Q 2016 and 2Q, 3Q and 4Q 2017, 2Q and 3Q 2018, and 1Q and 2Q 2019 we completed additional financing transactions with both Alpha and/or, Sovereign, and Licgo. Our most recent transactions with Alpha also financed an inventory credit line for the company so that we can meet many of the requirements of the largest retailers and maintain at least \$300,000 in stock on hand at any time. From time to time we drop below this \$300,000 threshold, primarily at the end of fiscal quarters. Alpha also financed our acquisition of new specialty manufacturing equipment to facilitate our contract manufacturer in Korea as they develop our new GenChoice! product.

In June 2018 the company came to terms with an international distributor who would sell the company’s products in Mexico, Puerto Rico and in select South American countries. Initially the sales by the distributor would have been our GenUltimate! test strips and meters, and our GenUltimate! Sure test strips and meters. Governmental approval was needed for these products. This distributor has so far not distinguished themselves.

However, in late July 2019 the company was contacted by a large Eastern European distributor of J&J/Lifescan, now (Platinum Equity) products. To begin, this distributor wishes to distribute the company’s GenSure! product, followed on by the company’s GenPrecis! product (in 3<sup>rd</sup> party test mode) both somewhat surprisingly successful products in Eastern Europe, particularly in CIS states and the Ukraine. The company must complete an “accuracy” test for the GenPrecis! product, complete the packaging in several Eastern European languages, and then schedule a manufacturing line. For the GenSure! product, the company needs to replace several Western European languages with Eastern European languages on its International package. Although the distributor wishes to move quickly, we anticipate rolling out this arrangement in 1Q 2020.

Additional Background and Foundation

In May 2010, we entered into agreement with Shasta Technologies, Inc. and Broadtree, Inc. This agreement granted our Pharma Tech Solutions, Inc. subsidiary the exclusive marketing rights to a new diagnostic product not yet on the market named Shasta Genstrip (“Genstrip”). The Genstrip product was developed to compete against the market leader in the then \$6.5 billion at home testing market. Shasta was in default of this 2010 Agreement within 90 days of its initiation. Penalties under that agreement and monies owed totaled in excess of \$2 million in “delay” penalties, which they were unable to pay. In April 2011, the company renegotiated its agreement changing its many roles and adding responsibility for regulatory approval, manufacturing and forecasting, international sales and additional sales markets in the U.S. Shasta defaulted under this agreement as well. On March 20, 2014 we acquired the GenStrip intellectual property, its marks and the cleared 510(k). Shasta defaulted on this agreement as well. In addition Shasta breached or defaulted on two insurance settlement agreements, owing to the aforementioned J&J litigation. Shasta also confessed to patent infringement of J&J’s three patents and for one reason or another thought it was in their best interest to sue their previous FDA lawyer, who supposedly did not stop Shasta from commercially damaging themselves.

On April 30, 2014 we first implemented our FDA mandated Quality Plan and are now operating as the manufacturer (operator) of the GenUltimate! test strip. We have implemented subsequent Quality Plans with our Korean contract manufacturer for our GenUltimate! product. Similar Quality Plans and FDA registrations will be in place for the company’s GenChoice! and GenUltimate! TBG products in the near term, and for our GenAccord and GenCambre products later in the coming months. Our overall Quality Plan, a living document, is in its fifth re-write.

The company brought suit against Shasta and the former contract manufacturer in Pennsylvania in November 2018. On December 31, 2018 the Pennsylvania court awarded the company with a \$3.6 million judgment against Shasta. We were pursuing collection of this judgment in Minnesota, California, Oregon and Pennsylvania. To that end we filed for a Writ of Attachment against Shasta for the \$3,600,000. This Writ will allow the company to bring an end to the litigation against Shasta in California and Minnesota (in an action stat that includes our FDA lawyer). On June 29, 2019 Settlement documents were executed by Shasta and the company to bring an end to the litigation in the four states. Shasta agreed to drop all claims against the company, and we agreed not to further pursue Shasta (but not Conductive Technologies, Inc. and not the former DECN shareholders). After five years, the company can now value its acquisition of the GenStrip technology and Marks, and any knowhow. We have done so as of the period ended September 30, 2019 (see financials) and have realized a gain in the period.

We continue to litigate in Pennsylvania against the former contract manufacturer and anticipate a handsome settlement in the coming months, who apparently while working for us, was also working against us and for Johnson & Johnson. The company is also pursuing those persons who owned stock in the company who may have traded stock in the market based on information and documents provided by Shasta, or who were given confidential documents by Shasta, gained through the litigation discovery and provided to these shareholders, who then posted the information on public message boards.

We currently employ nine professionals at or locally managed through our executive business office located at 2660 Townsgate Road, Suite 300, Westlake Village, California 91361. In addition, we maintain two full-time and seven part-time positions located throughout the United States. We also maintain a Quality Assurance office through our exclusive agent in Seoul, Korea as a means to fulfill our quality commitments to the FDA. Our telephone number is (805) 446-1973 and our website addresses are and [www.pharmatechsolutionsinc.com](http://www.pharmatechsolutionsinc.com) and [www.genultimate.com](http://www.genultimate.com). and [www.decisiondiagnostics.com](http://www.decisiondiagnostics.com). Additional web sites will be added for our GenChoice! product (site now in FDA 510K prosecution) and our GenUltimate! TBG product.

As a part of the company's strategic plans, we have applied (to register) for fourteen Trademarks with the USPTO. The company's Genstrip product is a registered Trademark of Shasta Technologies LLC. Now that we own this Mark, we do not intend to renew it. Our applications were filed with the USPTO in 1Q and 2Q 2015 and throughout 2016, 2017, 2018 and 2019. The company intends to use these Marks, as granted, to brand new products, rebranding of existing products, and the establishment of a family of Marks associated with our company and its place in our industry.

As of September 30, 2019, the company has received registration confirmation from the USPTO for the following Marks:

“Alltara!”  
“GenUltimate!”  
“GenSure!”  
“GenChoice!”  
“GenAccord!”  
“GenCambre!”  
“GenUltimate! TBG”  
“Firefly!”  
“ConsumerValue!”  
“Infatig”  
“Medicius!”

Our marks for Alltara!, ConsumerValue!, Infatig!, and Medicius! will be used for product families as an integral part of our relationships with the “big-box” entities. We have several Marks that were filed to further enhance our GenUltimate! TBG product and technology. These Marks were first filed in 2Q 2019.

As a result of a product embargo by Shasta and Conductive Technologies, Inc. the company ran into an inventory shortage, and in fact ran out of product on several occasions. However, the inventory problem began to clear up in late May 2016, and with the advent of adding the GenUltimate! product from Korea, shortages were alleviated. The company's capacity for GenUltimate! production is now 750,000 packages per month (50 count and 100 count packages), for the new GenSure! product 100,000 packages per month (25 count and 50 count packages) and the new GenChoice! product (initial) 150,000 packages per month (50 count and 100 count packages). A mega-retailer has requested minimum inventories of finished product of 150,000 units/boxes. We expect other retailers to make similar requests. The manufacture of GenUltimate! and GenSure! are very similar and this capacity can be viewed as interchangeable. Similarly the manufacture of GenChoice! and GenUltimate! TBG will be similar to the manufacture of GenAccord! and GenCambre! Manufacture of GenPrecis will require additional investment in plant and machinery.

The company's stock currently trades on the OTCMarkets OTC Pink Current tier of the market. The company's shares are DTC and DWAC eligible.

In mid-2018 the company chose to file a Regulation A offering in an effort to improve its disclosure to the SEC. The company had planned to use this filing, reviewed by the SEC without comment on August 23, 2018, to move toward uplist on the OTCMarkets exchange in 2019. In February 2019 the company, after completing all of the ancillary tasks required of a Reg. A filer, amended its registration with the SEC, a necessary requirement. Subsequently, the company's stock price improved so that the registration offering price was much lower than the stock trading price. In early March, during the stock price rise, the company was informed that a certain party, who at that point claimed to own approximately 4% of the company's outstanding shares, wished to buy the entire Reg. A offering on the date said offering became qualified. That would allow this certain party to gain control of the company for approximately \$5.3 million, a value much lower than the trading price of the company's common stock. This was/is a common predatory M&A strategy often used by private equity funds. On March 18, 2019, acting on a resolution by the company's Board of Directors, the Reg. A registration was withdrawn.

In February 2019 the company was approved for Deposit/Withdrawal at Custodian (DWAC) a method of electronically transferring new shares or paper [share certificates](#) to and from the [Depository Trust Company \(DTC\)](#) using a Fast Automated Securities Transfer (FAST) service transfer agent as the distribution point. DWAC transfer is a method employed by most funds and large investors.

#### Business activities throughout the next twelve months:

The company's business on a day-to-day basis includes the distribution of our GenUltimate! products, (50 count and 100 count versions), International distribution of our GenUltimate! Sure and GenUltimate! Precis products (25 count and 50 count versions), and our PetSure! products (30 count and 60 count versions), and throughout 2020 our GenChoice! (25 count, 50 count and 100 count versions), at least in international markets, and the GenUltimate! TBG (25 count, 50 count, 100 count versions and a meter), also in 2020. The company's GenUltimate! TBG product will be sold worldwide and will, require a strategic partner, unless a settlement of our litigation with Johnson & Johnson allows us to sell GenUltimate! TGB independently. The company has chosen one prospective partner looking to pay for the license rights to the GenUltimate! TBG product, a long term royalty for their continuing sales, and the settlement of other matters. The company has just completed a redesign of its GenUltimate! TBG test strip, building a technology foundation around its GenUltimate! technology.

In March 2019 the company announced the hiring of PARAGON Marketing and Sales, Inc., a nationwide retail accounts sales and management firm. The company has assigned several high worth "big box" retail accounts to PARAGON, including Walmart Stores, CVS Pharmacies, Walgreens Pharmacies, Cardinal Health (Wholesale). McKesson (private label brands), Kroger and others.

Companies in the manufacturing and marketing channels in the industry all employ packaging processes, including Korean, Chinese and Taiwanese manufacturers. In truth, the manufacturer operations collectively decided **not** to pay an extra \$10,000 for each of the packaging machines, or the \$0.10 for a slightly larger test strip vial (holder). The company believes this "me-tooism" to be a form of mental blinders. In implementing the company's new private label strategy, Decision Diagnostics decided not to bow to the packaging machine or "me-too" limitations. Instead the new packaging to be employed by the company will take into account diabetic testing patterns and the average number of testing days in a month. Private label versions of the company's products will be packaged in sizes of 30 count, 60 count and 120 count packages. This concept has been readily accepted by the company's private label target list in a detailed survey, and it is believed that this new packaging concept will be a marketing coup. Diabetics test every day of the month, not just 1.67 times a day. So a vial of 30 of the company's test strips (and 60 and 120) will accommodate the testing needs of the user, not the limitations of a particular type of packaging machine. Sales to the private label industry will be through private label product groups where every private label partner will own a private label group, each group containing all of the company's products in selective private label packaging.

The company currently has three major private label targets, the largest drug store chain, another top-5 drug store chain, and the second largest grocery store chain. In addition, the private label packaging is being offered to the largest drug store chains in Mexico and Canada. The Mexican chain, who also has numerous stores in Chile and Argentina has moved quickly. However, in all cases the sales process is in the closing stages. Closes of this nature, do however, take time. The company has Trademarked four product label groups for exclusive sales of products to the private label concerns: Alltara!, Advant!, Infatig!, and Medicius!.

Our 12-month business objectives include:

4. The practice of specializing in the distribution of GenUltimate! and PetSure! and GenUltimate! 4Pets products, and the completion of the GenChoice!, and GenUltimate! TBG products. We also intend to add several brand-name medical diagnostic and medical disposable products, lancets through our Firefly! product, as well as several lines of insulin syringes and pen needles, all associated with the on-going care of diabetes-inflicted patients, and the world-wide distribution of our proprietary diagnostic products.
5. Combining our wholesale and retail diagnostics distribution with the major successes we have had in the on-line retail markets, and adding legacy retail organizations (already some legacy retailers of note). See discussion above concerning private label opportunities and our private label lines.
6. Continue to implement the plans provided by our agent MWK LLC, and PARAGON Sales and Marketing in efforts to secure big-box pharmacy chains, chain grocers and nationwide retailers in addition to the private label groups previously discussed.

Recent Business Milestones:

In 1Q 2019, 2Q 2019 and 3Q 2019 the company has accomplished the following milestones.

7. We have prepared for introduction a premier version of our popular GenUltimate! test strip for launch on September 3, 2019. First deliveries for this test strip designed and provided for the benefit of big box stores will be in the 3<sup>rd</sup> week in September.
8. We completed the design and manufacture of PetSure! glucose test strips for the international markets, and completed development of our GenChoice!, GenUltimate! 4Pets and GenUltimate! TBG products.
9. We began FDA 510K prosecution, patient clinical, 3<sup>rd</sup> Party testing and/or clinical trials of two new test strip products, our GenChoice! and GenUltimate! TBG test strips and the GenUltimate! TBG Precise meter. Neither the PetSure! nor GenUltimate! 4Pets products required live patient (pet) clinical testing. We most recently added GenChoice! TBG to our Advanced Development schedule.
10. We are pressing our suit against Johnson & Johnson and several divisions for manufacturing products that infringe on our patents. We won a major early battle in this suit where the trial judge granted us the opportunity to argue the Doctrine of Equivalents, an important concession in this case given J&J's penchant for the twisting of words and drawing lines through random dots. We lost a mid-stream battle and are now appealing to a court where we have had major rulings, of the same type (twisting of facts by J&J) in our favor in the past. This suit began its prosecution phase on March 15, 2017 with the trial judge's early ruling. We filed our appeal in the United States Federal Circuit Court of Appeals (the patent court) and expect oral arguments to commence and a mediation in June 2019.
11. The company initiated a marketing program to the on-line Marketplaces sponsored by pharmacy chain, department store and grocery store retailers, as well as mass merchandisers, and including the largest retailers. This program has so far been the most successful endeavor since our inception.
12. The company has retained patent counsel to file two patents (in 3Q 2019) for our GenUltimate! TBG and GenPrecis meters and test strips, and for our newest adaptation of our GenChoice! TBG meter and test strips.

3Q 2019 Events in Progress

In July 2019 CEO Keith Berman approached the company Board of Directors with a plan and offer to, from time to time, through a proposed settlement of the litigation on-going with Johnson & Johnson, lend the company up to \$450,000 through a combination of sources available to him. The Board accepted this offer, which came without pre-condition. Mr. Berman made it clear that he would rather lend the company money himself or through close friends

and family, than to sell low priced equity to small institutions, given the likelihood of a handsome settlement of the litigation with Johnson & Johnson. The first loans totaled \$215,000 and were made on October 1, 2019.

In August 2019 we completed development of our GenUltimate! Precis! product for sale in the Russian Federation, the Ukraine, and several other countries within the Russian economic sphere. GenUltimate! Precis has no domestic market, and has been pulled and replaced remaining North American markets. Thus all sales of this product will be in those countries that sell or have sold Lifescan OneTouch Select Plus and Select Plus Flex meters. Initial estimates of sales volume provided by the distributor doing business with the company are a minimum of 15,000 units/boxes of per month. Our distribution partner in Moscow has filed for health ministry approval of the GenUltimate! Precis product, said approval is anticipated in January 2020.

In September 2019 we completed development of our GenUltimate! TBG product line, inclusive of a test strip, and two proprietary Precise meters. GenUltimate! TBG is our first meter/strip system market entry. We have completed internal and third party testing on this panacea product, a technology that is the future of the company. We have chosen a distribution partner for our GenUltimate! TBG and are working through to a definitive agreement in the coming days. A 510K filing with the U.S. FDA will be required for the Precise meters. The company has been informed that initial monthly orders for GenUltimate! TBG will be a minimum of 250,000 units/boxes of test strips, sold to a worldwide market. The company is not yet ready to provide an estimate for meter sales since the market for products like GenUltimate TBG is one where meters are provided free of charge, or at a nominal cost to users in return for continued test strip purchases. Other than GenUltimate! and GenUltimate! TBG test strips, no other test strip will run on the GenUltimate! TBG Precise meters.

In late September 2019 the company received a late in quarter follow-on order for its GenUltimate and PetSure products from a distributor. The order was for approximately \$130,000. Some of the product that, would be used to fill this order, was still awaiting import inspection by the U.S. FDA on September 30, 2019. It is not uncommon for the company to receive end of quarter orders, but in this case the order could not be completely filled. Revenue and profit from this particular order will be reflected in the company's income statement for the year ended December 31, 2019.

On October 22, 2019 the company received further communiques from the U.S. FDA, related to its 510K prosecution and request for clearance related to our GenChoice! product. While all written communications with the FDA are considered formal, and face-to-face communications even more formal, the company believes we are marching toward clearance in the next 90 days.

## **Business Model Evolution**

### **TGB Technology**

The company has proven feasibility of its "TBG" technology for its GenUltimate! TBG product (now ready for clinical trial), its GenChoice! TBG product, now moving into advanced development, and its upcoming GenAccord! TBG product, for another legacy system. In the case of the GenAccord! TBG, there will not be an alternative test strip developed and marketed in advance of the "TBG" version. In this case we will only market the "TBG" version where the one version will work with the legacy meters, as well as our own meter. This marks a change in our business model where previously we attempted to bring to market an alternative version of a legacy test strip, achieve FDA clearance, and then some time later bring the "TBG" features and improvements on-line. With the advent of "TBG," the company is transitioning to be a legacy system developer and manufacturer, while still maintaining compatibility with the older legacy meters and test strips.

The company believes that with the advent of TBG, and the reascendance of an industry leader, the entire industry's pricing structure for diabetic testing products will realign to pre-July 2013 levels. Prior to July 2013 pricing for diabetic test strips was about \$37.00 per box of 50 and the Big 4 pharma companies controlled 88% of the industry. Since the Medicare price controls were added in July 2013, prices for retail test strips have almost doubled, entire segments of the industry (mail order, DME) have all but disappeared,



and testing levels are flat despite an epidemic of new diabetics. With the price realignment, testing levels will again increase to pre-2013 levels, and the company believes that the industry will again witness growth at historical levels.

There will be two universal statements that can be made about the “TBG” products:

3. TBG products will have precision and accuracy that sets new industry standards, performing with almost perfect linearity, and at +/- 8% 97-98% of the time.
4. TBG products will in a sense replace their legacy counterparts, making each new “TBG” product available to the legacy manufacturer on a license with royalty basis, with a cash payment transfer for exclusivity.

The company has also retained counsel, who represents the company in other matters, to file patents with the USPTO for the protection of our “TBG” technologies. The company envisions four patents in all, two in 3Q 2019 for the protection of our GenUltimate! TBG and GenPrecis! meters and test strips, and two in 4Q 2019 for our (newest) GenChoice! TBG product. Patents provide substantial added value to a company’s technologies. Monies gained in any settlement with the Johnson & Johnson litigation will be first applied to the cost of development of the company’s three “TBG” products, then to the three expected FDA 510K prosecutions, and finally to the patents prosecutions.

### **New Big Box Strategy**

When the company engaged its sales agent Paragon Marketing and Sales, we were aware that Paragon could consult with us in a number of ways. We have found the most important of these ways to be a dissection of Big Box buying habits and successful business models needed to win over big box entities.

During their investigations Paragon found that the company’s GenUltimate! products had passed the threshold of being a successful brand in the marketing channels, but that adoption by Big Box remained elusive.

While working with Buying sources at Walmart, already a large company customer, Paragon found that on-line and “pick-up” sales at or from Walmart stores was a good market for the company, and was growing dramatically. But little progress was being made for in-store sales primarily because Walmart viewed GenUltimate as a replacement for Lifescan OneTouch Ultra on a 1:1 basis. Sell a GenUltimate box to a Walmart customer in-store, lose a OneTouch Ultra sale to that same customer, and with it the profit that the same customer generated.

It was explained that the big box makes between \$15 - \$18 profits on a sale of a single box of Lifescan OneTouch Ultra. That profit is more than the entire MSRP for the current GenUltimate. It was determined that raising the price of GenUltimate to the public would damage the on-line sales, or worse, create a dual pricing structure, which is illegal in some states.

Thus, on September 3, 2019 the company will announce the availability of a new (2<sup>nd</sup>) package version of GenUltimate, called GenUltimate Premier, a new package, and with many of the features taken from the upcoming GenUltimate TBG test strip. The new version of GenUltimate Premier, with a MSRP of \$24.95, will provide the big box with profit margins equal to or in excess of those margins they accrue from a sale of OneTouch Ultra, while offering at least a 50% discount to struggling diabetics. Two big box chains have asked for immediate presentations. Hopefully the big box log jam will be broken without loss of marketshare or price leadership of the current GenUltimate! test strip in parallel channels.

## **Financing Requirements**

At September 30, 2019, we had cash of \$49,991 and negative working capital of \$1,525,525. We anticipate that we will require up to \$64 million in **trade debt financing** to finance our expected sales of GenUltimate!, GenUltimate! Zephyr (for big box)

GenUltimate! TBG, and GenChoice!, as the current litigation ends in the company's favor. Trade debt financing is traditional debt where the borrower borrows cash from a finance company or a bank or other financial institution and at the term of the loan pays the lender back in cash. The company has noted substantial disinformation in public forums regarding trade debt financing. The above paragraph is the company's final position regarding its trade debt posture. We will borrow money, finance manufacturing of our product purchases, and then pay the money back to the lender. The lender may be a bank, finance company or insurance company. Fancy derivative and/or toxic equity financing will not be used. We will operate our operations like a business. This financing is hard to get for a small company, nonetheless we will aspire to endure. Without the financing our sales will be curtailed.

In July 2019 CEO Keith Berman approached the company Board of Directors with a plan and offer to, from time to time, through a proposed settlement of the litigation on-going with Johnson & Johnson, lend the company up to \$450,000 through a combination of sources available to him. The Board accepted this offer, which came without pre-condition. Mr. Berman made it clear that he would rather lend the company money himself or through close friends and family, than to sell low priced equity to small institutions, given the likelihood of a handsome settlement of the litigation with Johnson & Johnson. The first loans totaled \$215,000 and were made on October 1, 2019.

In March 2012 we renewed our agreement with Alpha Credit Resources ("ACR") for a third time in order to obtain this debt financing. After the expiration of that agreement, in November 2013 we executed a new line of credit with Alpha Credit Resources, replacing our previous line. This credit line was for \$12.5 million, but with the velocity of our product sales, could yield over \$250 million in annually available credit. We never did draw down any credit financing from ACR, although we many times tried. On December 14, 2015 this credit line expired. Subsequently we learned that ACR and its parent, Platinum Credit became the subject of several Federal criminal investigations. In September 2016, the major funds controlled by Platinum filed for liquidation. The company immediately froze all of its securities held by Platinum, and notified the funds liquidator that we had been working with the former management of Platinum to effect return of a sizable majority of the securities held by Platinum. Platinum had not been granted any requests for any conversion or sale transactions since December 2014. As a part of this liquidation the company is now seeking return of most of the securities granted to the Platinum funds from 2007 through 2014.

We will from time to time continue to seek a combination of equity and long-term debt financing as well as other traditional cash flow and asset backed financing to meet our financing needs and to reduce our overall cost of capital. Additionally, in order to accelerate our growth rate and to finance general corporate activities, we may supplement our existing sources of funds with financing arrangements at the operating system level or through additional short-term borrowings. As a further capital resource, we may sell or lease certain rights or assets from our portfolio as appropriate opportunities become available. However, there can be no assurance that we will be able to obtain any additional financing, on acceptable terms or at all.

### Results of Operations for the three and nine months ended September 30, 2019 and 2018, compared.

The following tables summarize selected items from the statement of operations for the three and nine months ended September 30, 2019 compared to 2018.

	Three Months Ended				Nine Months Ended			
	September 30,				September 30,			
	2019	2018	3 Months	%Δ	2019	2018	9 Months	%Δ
Revenue	\$ 528,458	\$ 653,179	(124,722)	-19.09%	\$ 1,646,369	\$ 1,642,666	3,703	0.23%
Cost of sales	404,024	478,628	(74,604)	-15.59%	1,224,058	1,149,556	74,502	6.48%
<b>Gross profit</b>	<b>124,434</b>	<b>174,552</b>	<b>(50,118)</b>	<b>-28.71%</b>	<b>422,311</b>	<b>493,111</b>	<b>(70,800)</b>	<b>-14.36%</b>
	23.5%	26.7%			25.7%	30.0%		

Revenue and Cost of Sales remained relatively static for the three and nine months ended September 30, 2019 as compared to September 30, 2018.

### OPERATING EXPENSES:

	Three Months Ended				Nine Months Ended			
	September 30,				September 30,			
	2019	2018	3 Months	%A	2019	2018	9 Months	%A
<b>Expenses:</b>								
General & administrative expenses	154,497	136,714	17,783	13.01%	768,995	417,918	351,077	84.01%
Consulting	40,612	35,098	5,514	15.71%	160,959	107,114	53,845	50.27%
Compensation expense	111,991	128,823	(16,832)	-13.07%	338,947	363,237	(24,290)	-6.69%
Professional fees	103,257	470,540	(367,283)	-78.06%	505,629	1,125,031	(619,402)	-55.06%
Total expenses	410,357	771,175	(360,818)	-46.79%	1,774,530	2,013,300	(238,770)	-11.86%
<b>Net operating (loss)</b>	(285,924)	(596,623)	310,699	-52.08%	(1,352,220)	(1,520,189)	167,969	-11.05%

### **Three Months Ended September 30, 2019:**

General and administration expenses include bad debt, office expenses (including rent, cleaning and maintenance, utilities, and telephone), insurance, and bank charges. During the three months ended September 30, 2019, general and administration expenses remained relatively static as compared to 2018.

Consulting expenses for the three months ended September 30, 2019, remained relatively static as compared to 2018.

Compensation expense for the three months ended September 30, 2019, remained relatively static as compared to 2018.

Professional fees include accounting services, legal fees and regulatory reporting compliance. The decrease in professional fees of \$367,283 to \$103,257 (2018 - \$470,540) is due primarily to a decrease in legal fees incurred in connection with our product development costs wherein we engaged additional legal counsel in 2018 to assist in the review of potential new sales/distributing agreements and review general corporate matters. We anticipate our legal fees to continue into 2020.

### **Nine Months Ended September 30, 2019:**

General and administration expenses include bad debt, office expenses (including rent, cleaning and maintenance, utilities, and telephone), insurance, and bank charges. During the nine months ended September 30, 2019, general and administration expenses increased by \$351,077 to \$768,995 (2018 - \$417,918) due primarily to a one-time bad debt write-off of \$175,000, which amounted to the remainder of the product sold prior to our settlement with Lifescan/J&J and increased marketing efforts in 2019 as compared to 2018.

Consulting expenses for the nine months ended September 30, 2019, increased \$53,845 to \$160,959 (2018 - \$107,114). The increase is due primarily to our “normalization” of outside marketing consultants as we continue to increase the visibility of our product lines.

Compensation expense for the nine months ended September 30, 2019 remained relatively static as compared to 2018.

Professional fees include accounting services, legal fees and regulatory reporting compliance. The decrease in professional fees of \$619,402 to \$505,629 (2018 - \$1,125,031) is due primarily to a decrease in legal fees incurred in connection with our product development costs wherein we engaged additional legal counsel in 2018 to assist in the review of potential new sales/distributing agreements and review general corporate matters. We anticipate our legal fees to continue into 2020.

### **OTHER INCOME (EXPENSE):**

	Three Months Ended				Nine Months Ended			
	September 30,				September 30,			
	2019	2018	3 Months	%A	2019	2018	9 Months	%A
<b>Other income (expense):</b>								
Financing costs	-	(91,266)	91,266	100.00%	(313,254)	(195,877)	(117,377)	100.00%
Interest expense, net	(29,869)	(47,480)	17,611	37.09%	(506,051)	(150,417)	(355,634)	-236.43%
Loss on write-down of obsolete inventory	-	-	-	100.00%	(162,359)	-	(162,359)	100.00%
Gain on intellectual property	-	-	-	100.00%	1,340,000	-	1,340,000	100.00%
Total other income (expense)	(29,869)	(138,746)	108,877	337.09%	358,335	(346,294)	704,629	63.57%

### **Three Months Ended September 30, 2019:**

Our other income and expense decreased an overall \$108,877 from \$(138,746) for the three months ended September 30, 2018, to \$29,869 for the three months ended September 30, 2019. Other expense includes costs related to our financing activities associated with our debt and equity offerings of \$nil (2018 - \$91,266) and interest expense of \$29,869, which includes Original Issue Discounts of \$nil (2018 - \$nil).

We recorded a net loss for the three months ended September 30, 2019 of \$315,792 compared to a net loss in 2018 of \$735,369, due primarily to lower legal fees in 2019 as compared to 2018.

### **Nine Months Ended September 30, 2019:**

Our other income and expense increased an overall \$704,629 from \$(346,294) for the nine months ended September 30, 2018, to \$358,335 for the nine months ended September 30, 2019. Other expense includes costs related to our financing activities associated with our debt and equity offerings of \$313,254 (2018 - \$195,877) and interest expense of \$506,051 (2018 - \$150,417). Included in the 2019 interest expense is Original Issue Discounts of \$413,589 (2018 - \$0). We also incurred a gain on intellectual property in the nine months ended September 30, 2019 of \$1,340,000 (2018 - \$0) due to the out of court settlement with Shasta Technologies, LLC, whereby we were granted unobstructed rights to their patents.

We recorded a net loss for the nine months ended September 30, 2019 of \$993,884 compared to a net loss in 2018 of \$1,866,533. This change was due primarily to lower legal bills and the recognition of a gain on intellectual property due to the out of court settlement with Shasta Technologies, LLC, whereby we were granted unobstructed rights to their patents in 2019 as compared to 2018.

### **Liquidity and Capital Resources**

A critical component of our operating plan impacting our continued existence is the ability to obtain additional capital through additional equity and/or debt financing. We do not anticipate generating sufficient positive internal operating cash flow until later in 2019, as a result of several factors, including the change in our status from exclusive distributor of our GenStrip 50 (now GenUltimate!) our pet testing products and new products coming on-line, to the manufacturer of this product (now in process), complete additional financial service company acquisitions and generate substantial revenues, which may take the next few years to fully realize. We anticipate that in the next 12 months that we will be starved for cash from time to time as the need for cash to finance our FDA 510K prosecutions and product developments will outstrip our abilities to raise cash from traditional sources. The company's Board has established and reaffirmed that the company will **not** allow our need for cash to be exploited by toxic funding entities. We will, from time to time seek to raise capital from small funds. Our current cash position is critical.

As our GenUltimate! product grows along its product life cycle, and as we launch new products such as our GenChoice! and GenUltimate TBG products, we may not obtain the necessary capital to pursue our strategic plan. As of this writing we are in a short term "cash crunch." If this crunch continues it could materially impact our operations. However, the company is securing a revolving debt credit line and expects handsome settlement cash from two lawsuits.

As of September 30, 2019, we had cash and cash equivalents of \$49,991, inventory of \$183,074, and accounts receivable of \$925,752. Net cash used by operating activities for the nine months ended September 30, 2019 was approximately \$1,027,906. Current liabilities of \$2,687,467 consisted of: \$1,296,392 of accounts payable and accrued liabilities, accrued interest of \$34,095, contingent legal fees of \$240,000, and notes payable of \$1,116,980. As of September 30, 2019, we have a negative working capital of \$1,525,525.

The accompanying financial statements have been prepared contemplating a continuation of the Company as a going concern. The Company has reported an accumulated deficit of \$47,591,513 and a net loss of \$993,884 for the nine months ended September 30, 2019. Additional investments are being sought, but we cannot guarantee that we will be able to obtain such investments. Financing transactions may include the issuance of equity or debt securities, obtaining credit facilities, or other financing mechanisms. However, the trading price of our common stock and conditions in the U.S. stock and debt markets could make it more difficult to obtain financing through the issuance of equity or debt securities. Even if we are able to raise the funds required, it is possible that we could incur unexpected costs and expenses, fail to collect significant amounts owed to us, or experience unexpected cash requirements that would force us to seek alternative financing. Recently, we withdrew our registration statement filed under Reg. A with the U.S. Securities and Exchange Commission. We did so because we had been informed that a single entity, or related entities, was preparing to buy all of the underlying securities registered in the Reg. A, and thereby take control of the company. Withdrawal of this registration created a "cash crunch" down line. Our current cash position is critical. Thus, if we issue additional equity or debt securities, stockholders may experience additional dilution or the new equity securities may have rights, preferences or privileges senior to those of existing holders of our common stock. If additional financing is not available or is not available on acceptable terms, we may have to curtail our operations.

## **Cash to Operating Activities**

During the nine months ended September 30, 2019, operating activities used cash of \$1,027,906 compared to using cash of \$1,287,112 in 2018. Our operating loss for 2019 was \$993,884 and included amortization of prepaid legal fees of \$101,239 (2018 - \$500,000), shares issued for financing fees of \$313,255 (2018 - \$91,265), shares and options issued for services of \$25,000 (2018 - \$0), bad debt write-off of \$175,000 (2018 - \$0), loss on write-down of obsolete inventory of \$162,359 (2018 - \$0), and gain on intellectual property of \$1,340,000 (2018 - \$0). Our change in accounts receivables increased \$379,219 to a use of \$150,955 (2018 - \$530,174). Our change in inventory increased \$210,940 to a use of \$94,721 (2018 - \$116,219 source). Our change in accounts payable and accrued liabilities was \$266,121 (2018 - 250,164). Accrued interest increased by \$355,634 to \$506,051 source (2018- \$1540,417 source) due primarily to Original Issue Discounts totaling \$376,089 that were mutually identified by us and our noteholders during the course of a normal review of our debt with them. Our contingent liabilities remained constant in 2019 as compared to 2018 due to the recognition of liability due to our involvement in legal matters.

## **Cash from Investing Activities**

During the nine months ended September 30, 2019, investing activities used \$100,875 in cash (2018 - \$110,635 use).

## **Cash from Financing Activities**

During the nine months ended September 30, 2019, financing activities produced net cash of \$820,015 (2018 - \$550,005). This change is primarily a result of successful debt and equity offerings in 2019.

### *Internal and External Sources of Liquidity*

#### Alpha Credit Resources LLC (formerly Centurion Credit)

On November 17, 2007, we entered into an agreement with Alpha Credit Resources LLC to secure a \$1,000,000 revolving credit facility that is geared specifically to our business. As of October 2008, the company renewed its agreement with Alpha Credit Resources LLC until November 17, 2009 and as an inducement to renew the credit line was increased to \$2,000,000, with additional seasonal increases to \$2,500,000. In September 2010 we began discussions with Alpha Credit for an additional \$6.0 million credit facility to provide available credit to finance sales of our new at-home testing diagnostic product. The company last borrowed funds using the credit line in the Year ended December 31, 2011. The agreement matured on December 31, 2011 without renewal. In March of 2012, we executed a renewal agreement with Alpha Credit. The renewal Year matured on December 31, 2012. We borrowed no money under this renewal. In December 2013 we again renewed our credit line with Alpha Credit, expanding our credit line to \$12.5 million (Fourth Omnibus Renewal). As a part of the most recent renewal agreement all previous accrued debt and interest owed Alpha Credit was reduced to \$0.00. Alpha Credit Resources breached this renewal agreement. The agreement was allowed to come to term. In April 2016 the company brought its disputes with Alpha Credit to the attention of new management and while working on a resolution, the parent of Alpha Credit and its sister operations became embroiled in two Federal investigations. Subsequently the funds that capitalized Alpha went into liquidation. The company was standing still until these investigations are brought to a conclusion, but in 1Q 2018 we decided to cancel 1,000 Class B Preferred shares that Alpha did not earn, and over 300,000 shares of Preferred E stock that was not earned, and may have been a part of a scheme to defraud the company as principals of Alpha's parent are now on trial, in sentencing proceedings, or both.

### *Cash Flow.*

Since inception, we have primarily financed our cash flow requirements through the issuance of common stock, the issuance of notes and sales generated income. With anticipated growth in 2019 we may, during our normal course of business, experience net negative cash flows from operations, pending receipt of revenue, which often are delayed because of the nature of the healthcare industry. Further, we may be required to obtain financing to fund operations through additional common stock offerings and bank or other debt borrowings, to the extent available, or to obtain additional financing to the extent necessary to augment our available working capital.

### *Satisfaction of our cash obligations for the next 12 months.*

As of September 30, 2019, our cash balance was \$49,991. Our plan for satisfying our cash requirements for the next twelve months is through additional equity, third party financing, and/or debt financing. We anticipate sales-generated income during that same year of time, but do not anticipate generating sufficient amounts of positive cash flow to meet our working capital requirements. Consequently, we intend to make appropriate plans to insure sources of additional capital in the future to fund growth and expansion.

through additional equity or debt financing or credit facilities. We are currently experiencing a substantial “cash crunch.” We are in the middle of three new product launches, two 510K applications (one in process and one almost complete) and their prosecution, an expansion to our manufacturing facilities, growth in a segment of overseas business, the funding of the commercialization of two products and the antecedent activities, and the prosecution and/or settlement of three legal actions. The company is in need of additional capital, estimated to be approximately \$1 million, to bridge to upcoming capital events, a settlement of a lawsuit with Johnson and Johnson, and the beginning of the partnership agreement discussed below.

As we expanded operational activities, we may continue, from time to time, to experience net negative cash flows from operations, pending receipt of sales or development fees, and will be required to obtain additional financing to fund operations through common stock offerings and debt borrowings to the extent necessary to provide working capital. It was not until the company entered into the agreement with Alpha Credit Resources, LLC that the company could fill orders for patients and customers on a continuous basis. Until the Alpha Credit line was put in place, we managed to keep a small portion of our distribution activities going when our limited resources allowed us which remains true as of this filing.

Predictions of future operating results are difficult to ascertain due to our historic operating activities. The recent addition of a credit line has helped but we have found it increasingly difficult to transact commerce in the very cash intensive prescription drug industry. Thus, our prospects must be considered in light of the risks, expenses and difficulties frequently encountered by companies in their early stages of commercial viability, particularly companies in new and rapidly evolving technology markets. Such risks include, but are not limited to, an evolving and unpredictable business model and the management of growth. To address these risks we must, among other things, implement and successfully execute our business and marketing strategy, continue to develop and upgrade technology and products, respond to competitive developments, and continue to attract, retain and motivate qualified personnel. There can be no assurance that we will be successful in addressing such risks, and the failure to do so can have a material adverse effect on our business prospects, financial condition and results of operations.

In March 2019 the company received its first communication from a 3<sup>rd</sup> party company about its new GenUltimate! TBG product and technology. Subsequently the company received additional communiques from a total of five companies and eight total propositions. Propositions covered much of what could be expected in a complicated M&A transaction, and included propositions for the sale of the company, propositions for the sale of the company’s TBG technology, propositions for licensing of the TBG technology, a proposition of earn-out, and several propositions of standstill.

The company’s Board entered a process of interview and elimination. This process concluded on June 30, 2019. All but three companies were eliminated. One of the three survivors was the company who had made a proposition which included an earn-out. The company asked this entity to clarify the earn-out. Earn-outs are usually authored in two varieties, earn-out under existing management and earn-out under acquirer management. Historically, earn-outs under the management of the acquirer are not beneficial for shareholders. Upon receipt of their response, this entity was then eliminated, leaving two potential partners.

The Board asked the DECN CEO to convey to the winning proposition maker who had made the best offer -- for a long term license for the GenUltimate TBG product. It was made clear that the company desired a transaction to be made in three components:

1. a modest cash payment for a standstill agreement made upon acceptance of the proposition of between \$1.5 and \$2.5 million
2. a cash payment at closing of any agreement in recognition of an exclusivity lock-out for five years of between \$5.5 and \$9.5 million
3. on-going license fees at a rate of 1.5 times industry standard for similar license agreements

The pre-license fees are industry standard for exclusive arrangements where the Seller is asked by the Buyer to standstill. The company anticipates that the license component of the prospective agreement will yield between \$80MM and \$115MM, and along the way save the partner company and its product line.

The day after the company announced the choice (unnamed) of a prospective partner, and then again four days after, two new propositions were received, a common occurrence in M&A. One proposition originated with a managing group for a Big Box looking to replace a house brand(s) product line. This proposition would not necessarily compete or conflict with the prospective licensing agreement discussed above. The second proposition originated from a large International concern who had been in contact with the entity who sponsored the winning proposition, and had, at least verbally, worked out a partnership arrangement which when implemented would expand the scope of available products and open new markets. As of this writing talks continue with one major party. We expect these talks to conclude in the next 60 days.

### *Expected purchase or sale of plant and significant equipment.*

We do not anticipate the purchase or sale of any plant or significant equipment in the United States or Canada; as such, items are not required by us at this time. We have, however and from time to time, purchased specialty equipment for our Korean initiative. We have disclosed these investments previously in this document.

### *Going Concern*

The financial statements included in this report have been prepared in conformity with generally accepted accounting principles that contemplate the continuance of the Company as a going concern. The Company's cash position is currently inadequate to pay all of the costs associated with testing, production and marketing of products. Management intends to use borrowings and security sales to mitigate the effects of its cash position, however no assurance can be given that debt or equity financing, if and when required will be available. The financial statements do not include any adjustments relating to the recoverability and classification of recorded assets and classification of liabilities that might be necessary should the Company be unable to continue existence.

### Contingencies and Litigation

We transact commerce in several medical products market channels. We also transact commerce by licensing our proprietary medical software that functions by moving confidential medical data through our proprietary medical information technology devices and networks. Our original Genstrip product required initial regulatory approval by the USFDA as well as on-going USFDA approvals during the product life cycle. Further, Genstrip required medical patient trials and competes directly with a major platform manufacturer. We insure against any claims made against the company for our Genstrip product.

Our GenSure product is sold only in international markets. We are protected against claims of patent and/or trademark infringement by virtue of our 2016 settlement agreement with Johnson & Johnson and two J&J divisions.

Our GenChoice! and GenUltimate! TBG products will be sold worldwide. The company will have to protect against claims of infringement for both of these products. Patent and trademark infringement suits are often filed for strategic business reasons, having only a passing relationship to the patents or trademarks claimed to be at issue.

Healthcare, especially those segments where the company competes, is also very litigious. Competing companies often use litigation as a marketing tool, bringing litigation as a means to protect market share and limit market exposure. The medical industry is also intertwined. From time to time, we may become involved in claims and litigation that arise out of the normal course of business, such as litigation that emerges from disputes over damaged, missing or contaminated product, litigation that arises over payment disputes or claims of fair value. We may also become involved in disputes that arise over the business or business practices of our suppliers, payers and customers. It is not uncommon in our industry to find that a litigant has filed claims in multiple jurisdictions involving the same transaction or a single transaction. The company maintains substantial insurance coverage against suits that may arise over issues of damaged, recalled or counterfeit product and other product liability issues. The company has also been a victim of the unapproved acts of prior management. These acts have resulted in claims from individuals and entities since the Board relieved former management of duty in 2006. Nonetheless, these claims have resulted in the use of management time and company resources to investigate, litigate, or settle. In addition, the company accrues contingent legal fees and product liability fees. As of September 30, 2019, our accrual was \$485,069.

From time to time, the company may also be subject to demands from individuals or entities. These demands and disputes may consume management time and company resources. Other than as noted below, if there is such a disclosure, there are no pending matters at the current time that in management's judgment may be considered potentially material to us.

In December 2018 the company and Mr. Berman were sued by a former employee who made employment practices claims. This employee had been terminated some 16 months earlier, for insubordination. The company filed a counter-suit against the former employee for misappropriating and hiding company property, secrets, and for violating HIPAA statutes as a result of these actions. The company and Mr. Berman are both insured against these types of lawsuits. Both the company and Mr. Berman intend to defend and prosecute vigorously.

We were in litigation with Lifescan Inc. a subsidiary of Johnson & Johnson beginning in September 2011. Lifescan had maintained throughout that our Genstrip (now known as GenUltimate!) product infringed on three of their patents. One of these patents became the subject of peripheral litigation activities, and two Appeals (one for each side) to the U.S. Appeals Court for the Federal Circuit (the patents appeals court). In January 2016 the Court of Appeals for the Federal Circuit ruled in its Mandate that this one foundational patent and the claims made by the assignee Lifescan, Inc. was struck (killed) due to obviousness (a clever wording meant to obscure a

connection between the Lifescan, Inc. invention and earlier generation technologies dating back to the late 1970s). Throughout this Appeal process, and a litigation process waged through the USPTO, the company prevailed. In addition, as a result of certain claims and allegations made by Lifescan after the close of the USPTO final determination (in favor of the company), the office of the Solicitor General intervened against Lifescan Inc. in the Federal Circuit court and was of great assistance in getting the Lifescan, Inc. patent revoked. Nonetheless the seeming baseless allegations and claims made by Lifescan against the company have taken their toll, limited our ability to sell our GenStrip (now known as GenUltimate) to large entities (“big box stores”) and greatly extended the court processes.

In the Spring of 2013, fearing the impact of the Genstrip product in an open market, Lifescan took it upon themselves to violate a court protective order and prepared and sent out thirty page certified (veiled threat) letters to customers of the company and the customers of the company’s customers, making it clear to these entities that should they do business with the company, or buy Genstrip (now GenUltimate) product from others doing business with the company, they could or would be added as defendants to the patent infringement suit. Most independent pharmacies in the U.S. sell less than a case (24 boxes) of any single brand of glucose test strips monthly. It is easy to ascertain that an independent pharmacy would choose not to “poke the bear” and risk a several hundred thousand dollar defense, rather than halting sales of Genstrip. Some large retailers were visited or called by Lifescan management and provided with face to face veiled threats. Lifescan even calculated that by breaching the protective order, the sanctions they would be assessed would amount to far less than the business loss they would otherwise suffer. Slowly however, the litigation environment enjoyed by Lifescan changed.

In May 2016 the company became aware of a clause Lifescan had inserted in its Franchise agreements. This clause set a penalty structure whereby should any Franchisee who also bought non-Lifescan products (but more clearly our GenUltimate) they would lose their access to product rebates, and in certain instances their Franchise. Once aware of these illegal tie-ins the company complained to the Federal government, and in January 2017, for the first time since the onset of litigation with J&J, the tie-in clause was globally lifted by J&J. During the pendency of the 2011 and 2012 lawsuits, Lifescan was guilty of a number of unethical practices. For example, in December 2014 counsel for Lifescan wrote a letter to the trial judge who was hearing all three of the original patent matters. This letter outlined a series of issues involving Lifescan’s lead damages “expert” during litigation proceedings. Lifescan’s expert claimed educational and qualification credentials that were not true at the time of the “expert” testimony, and are not true even today. This expert also assisted Lifescan’s counsel in at least one other case, and other companies’ counsels in unrelated cases. Testimony from this expert, in each instance, allowed the Plaintiffs in these cases to secure court rulings to the detriment of the Defendants. In the company’s case this expert was used twice and assisted Lifescan to receive preferential treatment from the court for setting of a litigation bond to cover potential damages, wherein the “expert” through testimony limited the scope and calculation of damages in the setting of the damages protection afforded by the litigation bond and the damages resulting from Lifescan’s violation of the court protective order. Lifescan’s letter admonition came over a year after their successful use of this “expert.”

In March 2016 the company filed suit against Johnson & Johnson and two Lifescan divisions through our two IP subsidiaries. DECN filed the lawsuit in the United States District Court, District of Nevada, in Las Vegas, NV, Case 2:16-cv-00564, titled Pharma Tech Solutions, Inc. et al v. Lifescan, Inc. et al naming Johnson & Johnson and its divisions Lifescan, Inc. and Lifescan Scotland Ltd. for alleged infringement in relation to U.S. Patent numbers 6,153,069, an apparatus patent, and 6,413,411, a method patent. The suit seeks at least \$400 million in provable damages.

Fearful that the allegations in the suit were spot on, Lifescan filed a Motion to Dismiss which was denied. J&J, consistent with their historic tactical pattern of litigation delay, then filed a Motion for Summary Judgment. Despite a low probability of success, and the absence of legal appeal option for these Motions, J&J has through its filing successfully delayed the legal process for thirteen months to date. The trial judge has also ruled that PharmaTech would be permitted to file an amended complaint which could include further detail concerning patent infringement under the Doctrine of Equivalents; a significant advantage which minimizes the companies’ burden in infringement cases. Once this Motion activity is concluded the company believes that the legal pendulum once again reverts in the direction of our potent legal position, where it should remain for the remainder of the litigation. In October 2018 the trial judge granted J&J/Lifescan’s Motion for Summary Judgment. The company immediately appealed. The case is now at the U.S. Court of Appeals for the Federal Circuit in Washington, DC. Oral arguments were heard on October 2, 2019. Subsequent to these oral arguments the company is extremely optimistic that we will prevail in the patent court and either can resolve the dispute in mediation, or can resolve the dispute after the patent court rules, or if a certain contemplated business arrangement concludes. However, we are a growing business and the burden placed on the company through litigation with a Fortune 20 company is expensive and impeding. Over the past 7 years Lifescan/J&J has been a bad actor throughout, but our current scenario could prove to be a win-win. In July 2019 the company decided that it was in its best interest to separate the J&J lawsuit from its commercial activities.

In November 2018 the company filed a lawsuit in Pennsylvania court against Conductive Technologies, Inc. (CTI) and Shasta Technologies LLC, alleging, among other things, that these two former partners colluded along with Lifescan, Inc. to illegally embargo the company’s GenUltimate! product and technology, and to attempt to seize this product and associated Intellectual Property. The suit emerged as a result of a settlement the former partners entered into with Lifescan, Inc. and Johnson & Johnson to settle their issues (at



our expense) in the above discussed patent infringement lawsuits of 2011 and 2012. On December 31, 2018 the Pennsylvania court granted the company a judgment in the amount of \$3,600,000 against Shasta Technologies LLC. The company had been in the process of enforcing the judgment in the states of Minnesota, Oregon (Shasta's domicile), and California. In late April 2019 the company filed and received a Writ of Attachment from the State of California Superior Court and proceeded to execute on this Writ.

Activities to enforce the judgment against Shasta in Minnesota and California ended the litigation and collection activities against Shasta as of the period ended September 30, 2019. The company, upon conclusion of the litigation then valued its acquisition of technology and Marks in the financials for the period ended September 30, 2019. The company shows a one-time gain in the 2Q 2019 period. Litigation against CTI continues. Recently the company was made aware of a conflict that involved a sister company of CTI, whereby this sister company had extensive undisclosed contract dealings with J&J. At the time of the Settlement by Shasta and CTI with J&J, CTI had recently appointed a new Chairman, the then CEO of the sister corporation. The newly appointed Chairman of CTI immediately ordered settlement with J&J and as a result of this settlement with J&J became the architect of the embargo against the company and its products, forcing the company to redevelop GenUltimate in Korea, at a cost of \$660,000. CTI also used the company's client list obtained as a part of the J&J litigation and hired a company distributor to distribute the company's products to other of the company's distributors. The company is seeking settlement with CTI.

### **Off-Balance Sheet Arrangements**

We do not have any off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on our financial condition, changes in financial condition, revenues or expenses, results or operations, liquidity, capital expenditures or capital resources that is material to investors.

### **Error Repair**

The company will endeavor to repair any and all errors that new sets of eyes find in this document after posting, whether these errors are in spelling, grammatical, punctuation related or numeric. We are not perfect and we remind others that the people who point our errors out to us, along with their public comments, are not perfect either.