

# HERITAGE CANNABIS HOLDINGS CORP.

---

(A Development Stage Company)

## MANAGEMENT DISCUSSION AND ANALYSIS – QUARTERLY HIGHLIGHTS

For The Three Month Period Ended January 31, 2019

*This Management Discussion and Analysis – Quarterly Highlights for Heritage Cannabis Holdings Corp. provides analysis of the Company’s interim condensed consolidated financial results for the three month period ended January 31, 2019. The following information should be read in conjunction with the accompanying interim condensed consolidated financial statements and related notes for the three month period ended January 31, 2019 and the annual consolidated financial statements and related notes for the year ended October 31, 2018.*

## Date of Report

The following Management Discussion and Analysis – Quarterly Highlights (“MD&A”) focuses on significant factors that have affected Heritage Cannabis Holdings Corp. (the “Company” or “Heritage”) performance and such factors that may affect its future performance. This MD&A should be read in conjunction with the Company’s interim condensed consolidated financial statements for the three month period ended January 31, 2019 and the annual consolidated financial statements and related notes for the year ended October 31, 2018, which were prepared in accordance with International Financial Reporting Standards (“IFRS”), as issued by the International Accounting Standards Board (“IASB”). Unless otherwise noted, all currency amounts are in Canadian dollars. This MD&A is dated March 28, 2019.

## **Forward-Looking Information**

This MD&A contains forward-looking statements that relate to the Company’s current expectations and views of future events. In some cases, these forward-looking statements can be identified by words or phrases such as “may”, “might”, “will”, “expect”, “anticipate”, “estimate”, “intend”, “plan”, “indicate”, “seek”, “believe”, “predict” or “likely”, or the negative of these terms, or other similar expressions intended to identify forward-looking statements. The Company has based these forward-looking statements on its current expectations and projections about future events and financial trends that it believes might affect its financial condition, results of operations, business strategy and financial needs. These forward-looking statements include, among other things, statements relating to:

- the Company’s expectations regarding its revenue, expenses and research and development operations;
- the Company’s anticipated cash needs and its needs for additional financing;
- the Company’s intention to grow the business and its operations;
- expectations with respect to future production costs, capacity and yield;
- expectations regarding our growth rates, growth plans and strategies;
- expectations with respect to the approval and/or amendment of the Company’s licenses;
- expectations with respect to the future growth of its medical and recreational cannabis products;
- the medical benefits, safety, efficacy, dosing and social acceptance of cannabis;
- the Company’s competitive position and the regulatory environment in which the Company operates;
- the Company’s expected business objectives for the next twelve months;
- the Company’s plans with respect to the payment of dividends;
- the Company’s ability to obtain additional funds through the sale of equity or debt commitments;
- the future growth of the cannabis industry;
- the ability of the Company’s products to access consumer markets;
- the Company’s ability to expand into international markets;
- the Company’s relationship with its distribution partners;
- cannabidiol oil processing efficiency and sales;
- impact of scientific findings regarding long term impacts of Cannabis use or ability to cure medical issues
- the ability of the Company to access sufficient power for generation of greenhouses
- the efficiency of mechanical processing for hemp; and
- the variability of hemp farming.

Forward-looking statements are based on certain assumptions and analyses made by the Company in light of the experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate and are subject to risks and uncertainties. In making the forward-looking

statements included in this MD&A, the Company has made various material assumptions, including but not limited to (i) that regulatory requirements will be maintained; (ii) general business and economic conditions; (iii) the Company's ability to successfully execute its plans and intentions; (iv) the availability of financing on reasonable terms; (v) the Company's ability to attract and retain skilled staff; (vi) market competition; (vii) the products and technology offered by the Company's competitors; and (viii) that the Company's current good relationships with its suppliers, service providers and other third parties will be maintained. Although the Company believes that the assumptions underlying these statements are reasonable, they may prove to be incorrect, and the Company cannot assure that actual results will be consistent with these forward-looking statements. Given these risks, uncertainties and assumptions, investors should not place undue reliance on these forward-looking statements. Whether actual results, performance or achievements will conform to the Company's expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those listed under "Risks and Uncertainties", which include:

- the Company is a development stage company with little operating history, a history of losses and the Company cannot assure profitability;
- the Company is reliant on government-issued sales and processing licenses to produce and sell cannabis products in Canada;
- the Company is subject to changes in Canadian laws, regulations and guidelines which could adversely affect the Company's future business and financial performance;
- the Company may not be able to effectively manage its growth and operations, which could materially and adversely affect its business;
- the Company may become subject to litigation, including for possible product liability claims, which may have a material adverse effect on the Company's reputation, business, results from operations and financial condition;
- the Company's operations are subject to environmental regulation in the various jurisdictions in which it operates;
- the Company faces competition from other companies where it will conduct business and those companies may have a higher capitalization, more experienced management or may be more mature as a business;
- the Company is reliant on management. If the Company is unable to attract and retain key personnel, it may not be able to compete effectively in the cannabis market;
- there is no assurance that the Company will obtain, retain and/or renew any relevant licenses and its business is dependent upon such licenses;
- the Company's industry is experiencing rapid growth and consolidation that may cause the Company to lose key relationships and intensify competition;
- the Company may have to sell additional equity securities or secure debt facilities for cash to fund operations, capital expansion, mergers and acquisitions. If funds are raised through the issuance of equity or convertible debt securities, existing shareholders could suffer dilution and any new equity securities could have rights, preferences and privileges superior to those of the common shares of the Company (the "**Common Shares**"). Any debt financing secured in the future could involve restrictive covenants relating to capital raising activities and other financial and operational matters, which may impede the Company's ability to obtain additional capital and to pursue business opportunities.
- the Company currently has certain insurance coverage; however, because the Company operates within the cannabis industry, there are additional difficulties and complexities associated with such insurance coverage;
- the cultivation of cannabis and hemp includes risks inherent in an agricultural business including the risk of crop loss, quality of crop, sudden changes in environmental conditions, equipment failure, product recalls and others;

- the expansion of the medical cannabis industry may require new clinical research into effective medical therapies;
- under the *Cannabis Act* (the “**Cannabis Act**”) and the current and proposed regulations thereunder (the “**Cannabis Regulations**”), the Company may have restrictions on the type and form of marketing and packaging it can undertake which could materially impact sales performance;
- the Company’s officers and directors may be engaged in a range of business activities resulting in conflicts of interest;
- in certain circumstances, the Company’s reputation could be damaged;
- the Company is operating at a regulatory frontier. The cannabis industry is relatively new and is evolving and it is an industry that may not succeed;
- the Company is vulnerable to rising energy costs and access to energy;
- the Company may not be able to obtain all necessary licenses, authorizations and permits or complete construction of its facilities on a timely basis, which could, among other things, delay or prevent the Company from becoming profitable;
- regulatory scrutiny of the Company’s industry may negatively impact its ability to raise additional capital;
- the Company cannot make assurances that a market will continue to develop or exist for the Common Shares and or what the market price of the Common Shares will be;
- the market price for Common Shares may be volatile and subject to wide fluctuations in response to numerous factors, many of which are beyond the Company’s control;
- the Company does not anticipate paying cash dividends;
- future sales of Common Shares by existing shareholders could reduce the market price of the Company’s shares;
- the Company is subject to certain construction related risks;
- licencing risks related to expansion of operations, including multi-site license amendments;
- the United States may impose travel and entry bans on Company directors, officers and employees and investors in the Company’s securities; and
- no guarantee on the use of available funds by the Company.

If any of these risks or uncertainties materialize, or if assumptions underlying the forward-looking statements prove incorrect, actual results might vary materially from those anticipated in those forward-looking statements. The assumptions referred to above and described in greater detail under “Risk and Uncertainties” should be considered carefully by readers.

The Company’s forward-looking statements are based on the reasonable beliefs, expectations and opinions of the management of the Company (“**Management**”) on the date of this MD&A (or as of the date they are otherwise stated to be made). Although the Company has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated or intended. There is no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. We do not undertake to update or revise any forward-looking statements, except as, and to the extent required by, applicable securities laws in Canada.

### **Management’s Responsibility for Financial Statements**

The information provided in this MD&A, including the interim condensed consolidated financial statements, are the responsibility of Management. In the preparation of the accompanying interim condensed consolidated

financial statements, estimates are sometimes necessary to make a determination of the future values for certain assets or liabilities. Management believes such estimates have been based on careful judgments and have been properly reflected in the accompanying interim condensed consolidated financial statements.

Management maintains a system of internal controls to provide reasonable assurance that the Company's assets are safeguarded and to facilitate the preparation of relevant and timely information.

### Nature of Business

The Company was incorporated on October 25, 2007 under the *Business Corporations Act* of British Columbia. The Company was called for trading on the TSX Venture Exchange on January 6, 2010. Effective March 8, 2013, Trijet Mining Corp. consolidated its share capital on a two-old-for-one-new basis and changed its name to Umbral Energy Corp. On October 20, 2014, the shares of the Company commenced trading on the Canadian Securities Exchange ("CSE") under the symbol "UMB.C" and delisted its Common Shares from the TSX Venture Exchange. On January 9, 2018, the Company changed its name to Heritage Cannabis Holdings Corp. trading under the symbol "CANN.C" with no consolidation of capital and completed a Fundamental Change of Business pursuant to CSE Policy 8 and operates as a cannabis issuer.

The Company's head office is located at 929 Mainland Street, Vancouver, B.C. V6B 1S3 and its registered and records office is care of McMillan LLP, Suite 1500 – 1055 West Georgia St., Vancouver, B.C. V6E 4N7.

Heritage is developing a vertically integrated cannabis-based business, focusing on the emerging Canadian cannabis market, which is regulated under the Cannabis Act, the Cannabis Regulations, and other applicable laws. The Cannabis Act received Royal Assent on June 21, 2018 and it, along with its supporting regulations, came into force on October 17, 2018. The Cannabis Act created a market for recreational and medical cannabis by expanding the class of individuals who were legally permitted to purchase and consume cannabis in Canada.

In pursuit of its vision, Heritage has built an infrastructure of complementary entities, each focused on developing Heritage's strategy to build a vertically integrated seed to sale business.

Heritage's subsidiary, PhyeinMed Inc. ("**PhyeinMed**"), holds a Health Canada issued cultivation, processing and medical sales licence. PhyeinMed operates out of a 15,500 square foot processing facility in Falkland, British Columbia, which has been fit out with a drying room, trimming room, packaging area and an approved security level vault. PhyeinMed's current cultivation strategy will be fulfilled through greenhouses, which will be built on the property's 13 acres of land. Currently, 4 greenhouses, with a total square footage of 16,000 have been erected. A phase-wise expansion strategy continues at this facility with the potential to add additional greenhouses and increase growing capacity to approximately 95,000 square feet.

CannaCure Corporation ("**CannaCure**"), a wholly owned subsidiary of Heritage, operates out of 122,000 square foot facility in Fort Erie, Ontario. Currently, CannaCure holds a Health Canada issued cultivation licence under the Cannabis Regulations. It has submitted a request for amendment to its cultivation license to include licenses for processing and medical sales. The facility, located at 333 Jarvis Street, was a former manufacturing plant for a pharmaceutical white labeler. Presently, approximately 24,260 square feet has been retrofitted for cannabis activities, and Management believes that size and layout of the facility offer significant advantages in terms of expansion and diversification of product offerings and services. Subject to an expansion of the cultivation capacity discussed below, Management has earmarked the remainder of the facility for extraction, and strategic partnerships, including related storage requirements. Management is in the process of developing partnership criteria in connection with the selection of long term strategic partners.



Purefarma Solutions Inc. (“**Purefarma**”) is a wholly owned subsidiary with its head office in Kelowna, British Columbia. A leader in extraction techniques and processing, Purefarma will deploy its team and devote its efforts towards the commencement of Heritage’s processing activities. Purefarma is strategic to the Company’s seed to sale business strategy for its extraction and processing capabilities. At the same time, it will also be working closely with the Company’s newest entity, BriteLife Science Ltd. (“**BriteLife**”).

BriteLife was established to support the business objectives of Heritage by creating products and services which champion an integrative approach to cannabinoid therapy for healthcare consumers and healthcare practitioners. Led by Dr. Chris Spooner, the Company’s Chief Science Officer, BriteLife seeks to develop tools, resources and methods to simplify and normalize the use of medical cannabis while at the same time optimizing health outcomes for patients through a personalized and scientific approach to cannabinoid therapy.

### First Quarter Updates

Just 5 days into the quarter, on November 5, 2018, the Company completed a three-cornered amalgamation, which resulted in CannaCure becoming a wholly owned subsidiary. In consideration of the acquisition, the Company issued 133,333,326 Common Shares and 7,139,004 replacement options and 1,815,347 replacement warrants to the former CannaCure share, option and warrant holders. The total purchase consideration recorded was \$31,996,154, net of CannaCure’s acquisition costs, and was based on the closing price of Heritage shares on November 5, 2018. In connection with the acquisition, the Company also issued 4,000,000 Common Shares as an advisor fee. With this acquisition, the Company added a second Health Canada issued license to its portfolio and a 122,000 square foot facility, with over 95,000 square feet of production space, capable of being outfitted for processing and manufacturing of cannabis oils and infused products. At the time of acquisition CannaCure had already retrofitted 24,260 of square feet for cultivation and administration.

On November 7, 2018, two days following the close of the CannaCure acquisition, the Company announced the completion of a best efforts private placement of 30,000,000 special warrants (“**Special Warrants**”) at a price of \$0.25 per Special Warrant for aggregate proceeds of \$7,500,000. Each Special Warrant was deemed exercised for 1.10 units of the Company (each, a “Unit”) on February 6, 2019, following the receipt issued by the British Columbia Securities Commission for the Short Form Prospectus of the Company dated January 30, 2019. Each Unit is comprised of one Common Share of the Company and one Common Share purchase warrant, entitling the holder to purchase one Common Share at an exercise price of \$0.35 for a period which ends on the earlier of (i) May 7, 2021 and (ii) the date specified in any warrant acceleration notice.

The offering was conducted by a syndicate of agents led by Cormark Securities Inc., and included Canaccord Genuity Corp., and in consideration for their services, the agents received cash commission of \$387,825 and an aggregate of 1,551,300 broker special warrants (the “**Broker Special Warrants**”). Each Broker Special Warrant was automatically exercised without payment of additional consideration into one broker warrant, with each such broker warrant exercisable for one Unit at an exercise price of \$0.25 for a period of 30 months from November 7, 2018.

After deducting the cash commission, disbursements and the estimated expenses, the net proceeds from the Offering amounted to approximately \$6,862,102, of which \$55,000 had been received at October 31, 2018.

In December 2018, the Company acquired 100% of the common shares of Purefarma. In order to fairly value the intangibles, including the know-how assets, of Purefarma, the purchase consideration was comprised of 33,333,333 Common Shares and two performance driven earn out streams, as described below.

#### Earn Out Shares

Heritage will issue additional Common Shares to the former shareholders of Purefarma subject to Purefarma achieving certain cumulative gross margin targets by December 31, 2023. If fully achieved, a maximum of 21,100,000 Common Shares will be issued, which would require Purefarma to earn \$100 million in cumulative gross margin by December 31, 2022.

#### Performance Payments

Over the next four calendar years, Heritage will pay an annual royalty to the former shareholders of Purefarma based on that fiscal year's gross margin on extraction-generated revenues. The royalty is set at 12% for the first year, declining to 9%, 6% and 3% each year following (the "**Performance Payments**").

The quarterly financial statements for the period ending January 31, 2019 reflect Management's best estimate of the total purchase consideration for the Purefarma shares, being \$8,909,985 inclusive of cash paid consideration and contingent consideration in the form of earn out shares and performance payments. In arriving at this value, Management was required to make a number of assumptions about the future performance of Purefarma, including, but not limited to, the demand for cannabis oils, competitive pressures on the price per gram of oil, the ability to expand extraction opportunities outside of Canada and capacity and capital limitations of the Company and its facilities. For accounting purposes, the liability associated with the Performance Payments will be remeasured at each reporting period with changes in value accounted through Profit and Loss.

In connection with the acquisition, the Company also issued 1,200,000 Common Shares as an advisory fee to an arm's length third party.

In addition to adding experience and skills to the Company's team, the Purefarma acquisition also provides the Company with key supply agreements and relationships. At the time of the acquisition, Purefarma had secured a multi-year agreement which gave them the right to purchase the biomass from 1,600 acres of hemp for extraction processing.

In reaction to the fast growth in the first quarter of 2019, the company has bolstered its Management team as interim Chief Executive Officer, Clint Sharples, accepted the full time appointment as Chief Executive Officer; Dan Phaure was appointed Chief Operating Officer and Erin Prohaska was appointed Chief Financial Officer.

The Heritage board of directors also went through a transformation, with Graeme Staley (CEO of Purefarma) joining as a director in December, Celine Arsenault joining as a director in February and Donald Ziraldo joining as Chairman in February. The new Board offers Management a well balanced perspective on strategy and a deep resource pool in areas such as finance, operations and business development.

#### Plans and Milestones

Management is focused on driving revenues and achieving its seed to sale vision. To that end, the following key milestones have been identified as critical success factors and are being actively monitored:



Milestone	Estimated time to completion
Purchase, delivery and installation of initial Oil Extraction machines	Q2 – Q3 2019 – Note 1
Phase 2 Fort Erie Facility – cultivation and extraction expansion	Q3- Q4 2019 – Note 2
Falkland Facility – extraction retrofit	Complete
Falkland Facility – cultivation expansion	Ongoing

Note 1

On February 1, 2019 the Company entered into an agreement to acquire three new Vitalis extraction systems for a total purchase price of \$1,746,242. Two units were delivered to the CannaCure facility in Fort Erie, Ontario, and one unit was delivered to the Falkland Facility where it was paired with the Company’s existing extraction system.

In reaction to the demand for processing, the company initiated the order of an additional 2 machines for the CannaCure facility, which are expected to be delivered in the Company’s third fiscal quarter.

Note 2

Management is in the process of finalizing plans for a Phase 2 build out of its indoor cultivation space. This expansion includes outfitting four new grow rooms which together have a total footprint of approximately 4,000 square feet.

## Results of Operations

For the three month period ended January 31, 2019, the Company recorded a net loss and comprehensive loss of \$3,518,730 or \$0.01 loss per share compared to a net loss and comprehensive loss of \$1,845,276 or \$0.01 loss per share for the three month period ended January 31, 2018.

General and administrative expenses for the Company increased from \$1,937,003 for the three month period ended January 31, 2018 to \$3,614,710 for the current three month period, an increase of \$1,677,707.

This increase was attributable to the following:

- a) Advertising, travel and promotion increased from \$11,073 for the three month period ended January 31, 2018 to \$101,566 for the three month period ended January 31, 2019. This increase of \$90,493 was mainly due to the engagement of Investor Relations firm Hybrid Financial, travel specifically related to the acquisitions, and as a result of a larger team operating businesses across Canada. With the exception of the increase related to the acquisition travel, Management expects these expenses to remain at the elevated levels seen in Q1 2019.
- b) Amortization expense of \$2,375 for the three month period ended January 31, 2018 increased to \$195,156 for the current period. This increase of \$192,781 is due to the amortization of finite life intangible assets and the depreciation of the Company’s Property, Plant and Equipment.
- c) Consulting fees increased from \$224,742 for the three month period ended January 31, 2018 to \$391,912 for the three month period ended January 31, 2019, an increase of \$167,170. Included in this increase is \$50,000 of reimbursed acquisition costs of CannaCure, including costs related to due diligence and negotiation of the transaction. The remaining increase was primarily due to consulting costs incurred by CannaCure in its ordinary operations, approximately \$43,000, for which there is no prior quarter comparative, and an increase in Heritage’s executive bench strength as its management team and operational capacity are developed.
- d) Management fees of \$45,000 were recorded during the three month period ended January 31, 2019 as compared to \$40,000 in the comparable prior three month period. Although the monthly management fees



increased from \$10,000 per month to \$15,000 per month (an expected increase of \$15,000 for the quarter), the overall increase was offset by the \$10,000 Change of Business filing statement expensed in the three month period ended January 31, 2018.

- e) Office expense and miscellaneous increased from \$44,718 for the three month period ended January 31, 2018 to \$322,670 for the three month period ended January 31, 2019, an increase of \$277,952. This increase was mainly due to the increased activity required to administer and manage the Company, including its new subsidiaries, as it evolves from a development stage to an operational producer, processor and seller of cannabis. Management expects these expenses to continue to increase as it builds out its teams and operational capacity.
- f) Professional fees increased from \$55,029 for the three month period ended January 31, 2018 to \$187,593 for the three month period ended January 31, 2019, an increase of \$132,564. This increase was significantly due to the assistance of legal and accounting professionals in connection with the transactions to acquire CannaCure and Purefarma, including valuation costs and the reimbursement of \$68,436 of professional fees incurred by CannaCure on the acquisition.
- g) Regulatory fees increased from \$17,856 for the three month period ended January 31, 2018 to \$18,344 for the current three month period, a negligible increase of \$488.
- h) Shareholder communications increased from \$9,690 for the three month period ended January 31, 2018 to \$62,283 for the three month period ended January 31, 2019, an increase of \$52,593. This increase was due to the Company's investment in digital media programs designed to update current and potential shareholders of new developments happening at Heritage.
- i) Share-based payments increased by \$502,391 from \$1,530,577 for the three month period ended January 31, 2018 to \$2,032,968 for the three month period ended January 31, 2019. During the comparable prior period, a total of 7,850,000 incentive stock options were granted to entice and retain key personnel with a deemed value of \$1,530,577. During the three months ended January 31, 2019, \$2,020,311 of share-based payments were awarded to advisors in connection with the acquisitions of CannaCure and Purefarma. Of this amount, \$586,311 represented the deemed reimbursement of acquisition costs incurred by CannaCure for due diligence and other transaction services. In addition, as part of the purchase consideration, the Company assumed CannaCure's outstanding employee stock options, which in the three months ended January 31, 2019 resulted in a \$12,657 expense relating to the vesting of said options. Share-based payments are a non-cash expense.
- j) Transfer agent and shareholder information increased from \$943 for the three month period ended January 31, 2018 to \$18,458 for the three month period ended January 31, 2019, an increase of \$17,515. This increase is due to the number of shares issued and a direct result of the acquisitions of CannaCure and Purefarma.
- k) Salaries, wages and benefits increased from \$nil for the three month period ended January 31, 2018 to \$238,760 for the current three month period. This is due to the acquisitions of Cannacure and Purefarma, each of which had a core team of employees, including 3 full time employees at Cannacure and 10 full time employees at Purefarma.

Overall, the Company's general and administrative expenses increased significantly as compared to the prior three month period. Although some of the largest increases came from one-time transaction related costs (refer to changes in Consulting fees, Professional fees and Share-based payments), Management has estimated its current burn rate at \$450,000 per month. The burn rate reflects obligations assumed by the Company on the acquisitions, including rents, an increased payroll burden, and day-to-day operating costs, reflective of the increase in operating entities within the Heritage group of Companies. There can be no assurance that the Company will be able to continue to raise funds, which may affect the Company's ability to meet its future obligations. Should the Company be unable to realize its assets and discharge its liabilities in the normal course of business, the net realizable value of its assets may be materially less than the amounts recorded in the interim condensed consolidated financial statements.

### **Commitments – from Acquisitions**

As a result of the acquisition of Cannacure, the Company has an option to purchase the 122,000 square foot facility it operates out of, located at 333 Jarvis Street in Fort Erie, Ontario for \$2,200,000 plus applicable sales and land transfer taxes. As consideration for the option, the Company is committed to pay an annual amount of \$200,000 plus HST, in monthly increments, for the period that commenced in January 2018 and until the earlier of the expiration of the option, being October 21, 2019 or the exercise of the option by the Company.

At the time of the acquisition, CannaCure had made a conditional commitment to issue shares to an arm's length operator of greenhouses, located in Leamington Ontario. The commitment would be triggered, if and only if, the Company exercises its option to acquire the arm's length party's greenhouse property for a purchase price of \$66,000,000. The option expires in August 2019. CannaCure had also made a commitment to issue shares to a third party consultant on the occurrence of a successful harvest of cannabis out of their Fort Erie facility.

With the acquisition of Purefarma, the Company gained access to processing inputs by way of Purefarma's commitments for the acquisition of \$500,000 of industrial hemp grain and the biomass yield from 1,600 acres of hemp at a price of \$20 per kilogram of biomass.

### **Other Commitments**

During the quarter, the Company entered into a consulting agreement with investor relations firm, Hybrid Financial. For its services, Hybrid will be compensated in an amount of \$14,000 monthly. Hybrid will also be granted options to purchase up to 1,000,000 Common Shares. The first tranche of options, 500,000 in total, were issued in February 2019 and are subject to regulatory vesting conditions.

Subsequent to the quarter ended January 31, 2019, and in conjunction with an October 2014 agreement with the non-controlling interest in PhyeinMed, the Company will purchase 150,000 class G preferred shares of PhyeinMed of for total consideration of \$150,000. The commitment to purchase the class G shares was triggered following the March 8<sup>th</sup> issuance of Health Canada processing and medical sales licenses. As part of this agreement, the Company is also committed to purchase the non-controlling interest's remaining 400,000 class G preferred shares of PhyeinMed for \$400,000 upon PhyeinMed meeting certain EBITDA milestones.

On March 16, 2019, the Company entered into a lease for a period of one year, commencing on April 1, 2019. The Company is committed to monthly payments of \$2,600 in connection with this lease.

### **Liquidity**



Managing the Company's liquidity and capital structure requires maintaining sufficient cash to fund the Company's operating and strategic growth requirements.

The table below sets out the Company's current assets, short term liabilities and working capital at January 31, 2019.

	<b>As at January 31, 2019</b>	<b>As October 31, 2018</b>
Current Assets	\$6,758,184	\$1,793,217
Short term liabilities	\$1,970,733	\$712,331
Working capital	\$4,787,451	\$1,080,886

The January 31, Current Assets, includes a cash position of \$5,520,748 (including a \$4,500,000 cashable GIC) compared to \$1,174,600 of cash at October 31, 2018.

The table below summarizes the Company's use of cash over the 3 month period ending January 31, 2019 and the comparable 3 month period ending January 31, 2018.

<b>Use of Funds</b>	<b>January 31, 2019</b>	<b>January 31, 2018</b>
Operating Activities	(\$1,685,936)	(\$608,054)
Investing Activities	(\$5,336,024)	(\$426,676)
Financing Activities	\$6,868,108	\$2,230,797

The changes in Operating Activities have been described above in the section titled Results of Operations.

During the quarter, investing activities resulted in a total cash outflow of \$5,336,024, with the largest outflow being the purchase of a \$5,000,000 GIC of which \$500,000 was redeemed during the period. As the Company accelerates its operating plans and readies itself for production, continued investment on plant, property and equipment is expected.

During the quarter, the Company received total proceeds from financing activities of \$6,902,365 for the issuance of share capital and as a result of the exercise of incentive stock options and warrants. Included in the \$6,902,365 is \$6,807,102 of net cash proceeds from the November private placement of Special Warrants. This compares to the same three month period ended January 31, 2018 in which the Company received proceeds of \$2,230,797 for the exercise of 752,800 options and 1,477,997 warrants. During the three months ended January 31, 2019, the Company had total cash outflows from financing activities in the amount of \$34,257 relating to the repayment of debt on financed equipment.

- During February and March 2019, the Company issued a total of 13,825,654 Common Shares for the exercise of 13,825,654 warrants at prices averaging \$0.3087 per share for total proceeds of \$4,483,439.
- In March 2019 the Company also issued 800,000 Common Shares for the exercise of 800,000 options at prices averaging \$0.295 per share for total proceeds of \$236,000. Of these 800,000 options, 250,000 (\$87,500 of proceeds) pertain to common shares reserved for issuance at January 31, 2019.
- In March 2019, 1,241,040 Agent Warrants were exercised at \$0.25 per warrant, for proceeds of \$310,260.



- In March 2019, the Company issued 152,979 Common Shares to a consultant for nil consideration in connection with an agreement between CannaCure and the consultant whereby Common Shares were issuable upon the successful harvest of cannabis out of the Company’s Fort Erie facility.

### Capital Resources

To date and for the immediate future, the Company expects to finance its operations through debt and equity financing until such time as its operations generate positive cash flows and are self-funding. The Company periodically evaluates the opportunity to raise additional funds through either the public or private placement of equity capital to strengthen its financial position and to provide sufficient cash reserves for growth and development of the business’ strategic initiatives. There can be no assurance the Company will be able to obtain required financing in the future on acceptable terms to the Company.

The current monthly “burn” rate for general and administrative expenses is approximately \$450,000 and is reflective of the Company’s accelerated growth and operational footprint in the last quarter.

Management had originally budgeted a need for \$3,500,000 to fund capital expenditures, based on \$1,500,000 for the expansion and retrofit of its facilities and \$2,000,000 for the purchase of 3 oil extraction machines and fit outs. To date, Management has deposited \$247,143 towards the purchase of 5 machines but believes that it can secure acceptable asset backed financing terms, which would free up approximately \$1,750,000 of cash budgeted for procurement of extraction equipment.

The reduction in funding required for the extraction equipment will be redeployed towards the Purefarma purchase commitments for hemp grain and biomass. At January 31, 2019, the Company had deposited \$200,000 towards the purchase of grain, leaving a future funding requirement of \$1,748,000 for the input materials.

### Transactions with Related Parties

All related party transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties. Management compensation transactions for the three month period ended January 31, 2019 and 2018 are summarized as follows:

<b>Key Management Compensation <sup>(1)</sup></b>	<b>2019</b>	<b>2018</b>
Short-term management benefits	\$ 45,000	\$ 40,000
Consulting fees	\$ 81,012	\$ 7,500
Salary and employment benefits	\$ 34,842	\$ nil
Rent	\$ 12,645	\$ nil
Share-based payments	\$ nil	\$ 519,074

(1) Key management personnel are persons responsible for planning, directing and controlling activities of an entity, and include executive and non-executive directors.

As of January 31, 2019, Clint Sharples and a company controlled by Clint Sharples were prepaid \$4,800 (October 31, 2018 - \$nil), Graeme Staley, a director of the Company, and persons related to him were owed \$45,820 (2018-\$nil), Peter Yuzek was owed \$1,975 (2018 - \$nil), and Debra Senger, a director of the Company was owed \$9,165 (October 31, 2018 - \$10,650). At January 31, 2019, the Company was owed \$33,532 (2018 - \$nil) from a company owned by the former shareholders of Purefarma and controlled by Peter Yuzek, Graeme Staley, and persons related to Graeme Staley.

### Proposed Transactions

In the normal course of business, the Company evaluates property and business development acquisition transactions and, in some cases, makes proposals to acquire such prospects. These proposals, which are usually subject to Board, regulatory and, sometimes, shareholder approvals, may involve future payments, share issuances and and/or financial obligations. These future obligations are usually contingent in nature and generally the Company is only required to incur the obligation if it wishes to continue with the transaction. As of this date, the Company has a number of possible transactions that it is examining some of which are described in this MD&A. Management is uncertain whether any of these proposals will ultimately be completed.

### Subsequent Events

Please refer to Note 19 - Subsequent Events of the Interim Condensed Consolidated Financial Statements for the three month period ended January 31, 2019 for full disclosure of the subsequent events occurring subsequent to January 31, 2019.

### Directors and Officers

The directors and officers of the Company are:

Donald Ziraldo, Director and Chairman  
Clint Sharples, President, CEO and Director  
Graeme Staley, Director  
Celine Arsenault, Director  
Debra Senger, Director  
Erin Prohaska, CFO  
Daniel Phaure, COO  
Elizabeth Thomas, Secretary

### Conflicts of Interest

Certain officers and directors of the Company are officers and/or directors of, or are associated with other natural resource companies that acquire interests in mineral properties. Such associations may give rise to conflicts of interest. The directors are required by law, however, to act honestly and in good faith with a view to the best interests of the Company and its shareholders and to disclose any personal interest which they may have in any material transaction which is proposed to be entered into with the Company and to abstain from voting as a director for the approval of any such transaction.

### Risks and Uncertainties

The following are certain factors relating to the Company's business which prospective investors should carefully consider before deciding whether to purchase Common Shares in the Company's authorized capital. The following information is a summary only of certain risk factors and is qualified in its entirety by reference to, and must be read in conjunction with, the detailed information appearing elsewhere in this MD&A. These risks and uncertainties are not the only ones the Company is facing. Additional risk and uncertainties not presently known to us, or that we currently deem immaterial, may also impair our operations. If any such risks actually occur, the business, financial condition, liquidity and results of our operations could be materially adversely affected.

### Risks related to operating the Company's business

#### ***Additional Financing***

From time to time, the Company may require additional financing. The Company's ability to obtain additional financing, if and when required, will depend on investor demand, operating performance, the condition of the capital markets and other factors. If the Company raises additional funds through the issuance of equity, equity-linked or debt securities, those securities may have rights, preferences, or privileges senior to the rights of holders of Common Shares, and existing holders of such shares may experience dilution.

#### ***Reliance on Licenses***

Failure to comply with the Health Canada licensing requirements, pursuant to the Cannabis Act and Cannabis Regulations, any failure to maintain the licenses would have a material, adverse impact on the business, financial condition and operating results of the Company as a whole, including all subsidiaries whether or not they are license holders.

#### ***Reliance on Facilities***

The Company's existing facilities in Falkland, British Columbia and Fort Erie, Ontario are integral to the Company's grow operations and its ability to integrate the extraction capabilities of Purefarma. Any adverse changes or developments affecting either facility may impact the Company's ability to produce cannabis and cannabis products, its business, financial condition and its results of operations.

#### ***Volatile Market Price for Common Shares***

The market price for Common Shares may be volatile and subject to wide fluctuations in response to numerous factors, many of which are beyond the Company's control, including the following:

- actual or anticipated fluctuations in the Company's quarterly results of operations;
- recommendations by securities research analysts;
- changes in the economic performance or market valuations of companies in the industry in which the Company operates;
- addition or departure of the Company's executive officers and other key personnel;
- release or expiration of transfer restrictions on outstanding Common Shares;
- sales or perceived sales of additional Common Shares;
- operating and financial performance that vary from the expectations of management, securities analysts and investors;
- regulatory changes affecting the Company's industry generally and its business and operations;
- announcements of developments and other material events by the Company or its competitors;
- fluctuations to the costs of vital production materials and services;
- changes in global financial markets and global economies and general market conditions, such as interest rates and pharmaceutical product price volatility;
- significant acquisitions or business combinations, strategic partnerships, joint ventures or capital commitments by or involving the Company or its competitors;
- operating and share price performance of other companies that investors deem comparable to the Company or from a lack of market comparable companies; and
- news reports relating to trends, concerns, technological or competitive developments, regulatory changes and other related issues in the Company's industry or target markets.

Financial markets have recently experienced significant price and volume fluctuations that have particularly affected the market prices of equity securities of companies and that have often been unrelated to the operating performance, underlying asset values or prospects of such companies. Such volatility has been particularly evident with regards to the share prices of cannabis companies that are reporting issuers in Canada. Accordingly, the market price of Common Shares may decline even if the Company's operating results, underlying asset values or prospects have not changed. Additionally, these factors, as well as other related factors, may cause decreases in asset values that are lasting and not temporary, which may result in impairment losses. There can be no assurance that continuing fluctuations in share price and volume will not occur. If such increased levels of volatility and market turmoil continue, the Company's operations could be adversely impacted and the trading price of Common Shares may be materially adversely affected.

#### ***Licensing Requirements Under the Cannabis Regulations***

The market for cannabis (including medical cannabis) in Canada is regulated by the Controlled Drug and Substances Act, the Cannabis Act and Cannabis Regulations, the Narcotic Control Regulations, and other applicable law. Any applicant seeking to become licensed cultivator, producer and/or seller under the Cannabis Regulations is subject to stringent Health Canada licensing requirements. The government of Canada has only issued to date a limited number of licenses under the Cannabis Regulations to cultivate, process and/or sell cannabis. There are, however, several hundred applicants for licenses. The number of licenses granted could have an impact on the operations of the Company. Because of the early stage of the industry in which the Company operates, the Company expects to face additional competition from new entrants. According to Health Canada, there were 163 authorized licensed cultivators, processors and sellers under the Cannabis Act as of the date of this MD&A. If the number of users of cannabis in Canada increases, the demand for products will increase and the Company expects that competition will become more intense, as current and future competitors begin to offer an increasing number of diversified products. To remain competitive, the Company will require a continued level of investment in research and development, marketing, sales and client support. The Company may not have sufficient resources to maintain research and development, marketing, sales and client support efforts on a competitive basis which could materially and adversely affect the business, financial condition and results of operations of the Company.

#### ***Holding Company Status***

The Company is a holding company and essentially all of its operating assets are the capital stock of its subsidiaries. As a result, investors in the Company are subject to the risks attributable to its subsidiaries. As a holding company, the Company conducts substantially all of its business through its subsidiaries, which generate substantially all of its revenues. Consequently, the Company's cash flows and ability to complete current or desirable future enhancement opportunities are dependent on the earnings of its subsidiaries and the distribution of those earnings to the Company. The ability of these entities to pay dividends and other distributions will depend on their operating results and will be subject to applicable laws and regulations which require that solvency and capital standards be maintained by such companies and contractual restrictions contained in the instruments governing their debt. In the event of a bankruptcy, liquidation or reorganization of any of the Company's subsidiaries, holders of indebtedness and trade creditors will generally be entitled to payment of their claims from the assets of those subsidiaries before any assets are made available for distribution to the Company.

#### ***Management of Growth***

The Company may be subject to growth-related risks including capacity constraints and pressure on its internal systems and controls. The ability of the Company to manage growth effectively will require continued implementation and improvement of its operational and financial systems and to expand, train and manage its

employee base. The inability of the Company to deal with growth may have a material adverse effect on its business, financial condition, results of operations and prospects.

#### ***Reliance on Management***

The success of the Company is dependent upon the ability, expertise, judgment, discretion and good faith of its senior management. While employment agreements and incentive programs are customarily used as primary methods of retaining the services of key employees, these agreements and incentive programs cannot assure the continued services of such employees. Any loss of the services of such individuals could have a material adverse effect on the Company's business, operating results or financial condition.

#### ***Conflicts of Interest***

The Company may be subject to various potential conflicts of interest because of the fact that some of its officers and directors may be engaged in a range of business activities. In addition, the Company's executive officers and directors may devote time to their outside business interests, so long as such activities do not materially or adversely interfere with their duties to the Company, as applicable. External business interests may require significant time and attention of the Company's executive officers and directors. In some cases, executive officers and directors may have fiduciary obligations associated with external business interests that may interfere with their abilities to devote time to the Company's business and affairs, as applicable, and this could adversely affect the Company's operations.

In addition, the Company may also become involved in transactions that conflict with the interests of its respective directors and the officers, who may from time to time deal with persons, firms, institutions or corporations with which the Company may be dealing, or which may be seeking investments similar to those desired by it. The interests of these persons, firms, institutions or corporations could conflict with those of the Company. In addition, from time to time, these persons, firms, institutions or corporations may be competing with the Company for available investment opportunities. Conflicts of interest, if any, will be subject to the procedures and remedies provided under the applicable laws. In particular, in the event that such a conflict of interest arises at a meeting of the Company's directors, a director who has such a conflict will abstain from voting for or against the approval of such participation or such terms. In accordance with the applicable laws, the directors of the Company are required to act honestly, in good faith and in the best interests of the Company.

#### ***Litigation***

The Company may become party to litigation from time to time in the ordinary course of its business which could adversely affect its operations. Should any litigation in which the Company becomes involved be determined against it, such a decision may adversely affect the Company's ability to continue operating, adversely affect the market price of Common Shares and use significant resources. Even if the Company is involved in litigation and succeeds, litigation can redirect significant company resources. Litigation may also create a negative perception of the Company's brand and the brands of its subsidiaries.

#### ***Dividends***

The Company's policy is to retain earnings to finance the development and enhancement of its products and to otherwise reinvest in the Company's businesses. Therefore, the Company does not anticipate paying cash dividends on Common Shares in the foreseeable future. Any decision to declare and pay dividends in the future will be made at the discretion of the board of directors of the Company and will depend on, among other things, financial results, cash requirements, contractual restrictions and other factors that the board of directors of the Company may deem relevant. As a result, investors may not receive any return on investment in the Common Shares unless they sell them for a share price that is greater than that at which such investors purchased them.

### ***Limited Market for Securities***

There can be no assurance that an active and liquid market for the Common Shares will be maintained and an investor may find it difficult to resell any securities of the Company.

### ***Liquidity Risk***

The Company's ability to remain liquid over the long term depends on its ability to obtain additional financing. The Company has in place planning and budgeting processes to help determine the funds required to support normal operating requirements on an ongoing basis as well as its planned development and capital expenditures. The Company's approach to managing liquidity risk is to ensure that it will have sufficient liquidity to meet liabilities when due.

### ***Cyber Security***

The Company relies on certain internal processes, infrastructure and information technology systems to efficiently operate its business in a secure manner. The Company's risk and exposure to these matters cannot be fully mitigated because of, among other things, the evolving nature of these threats. As a result, cyber security and the continued development and enhancement of controls, training, processes designed to protect systems, computers, software, data and networks from attack, damage or unauthorized access is a priority. The inability to continue to enhance or prevent a failure of these internal processes, infrastructure or information technology systems could negatively impact the Company's ability to operate its business.

### ***Intellectual Property Risk***

The success of the Company's business depends in part on its ability to protect its ideas, technology and proprietary know-how. Even as the Company moves to protect its intellectual property with trademarks and trade processes, patents, copyrights or by other means, it is not assured that competitors will not develop similar technologies, methods or that in the event of an infringement, the Company will be able to exercise its legal rights. Actions taken to protect or preserve intellectual property rights may require significant resources such that said actions meaningfully impact the ability to successfully grow the business.

### ***Third Party Transportation***

The Company is required to rely on third party transportation services. The Company is exposed to the inherent risks associated with relying on third party transportation service providers, including logistical problems, delays, loss or theft of product and increased shipping costs. Any delay in transporting the product, breach of security or loss of product, could have material adverse effect on the Company's business, financial performance and results of operations. Moreover, any breach of security and loss of product during transport could affect the Company's status as a Licensed Producer.

## **Risks related to operating in the Cannabis Industry**

### ***The Cannabis Industry is Subject to Competition***

There is potential that the Company will face intense competition from other companies, some of which can be expected to have longer operating histories and more financial, production and marketing resources and experience than the Company. Additionally, there is potential that the industry will undergo consolidation, creating larger companies that may have increased geographic scope and other economies of scale. Increased competition by larger, better-financed competitors with geographic or other structural advantages could materially and adversely affect the business, financial condition and results of operations of the Company.

Because of the early stage of the industry in which the Company operates in the cannabis area, the Company expects to face additional competition from new entrants. If the number of users of cannabis in Canada increases,

the demand for products will increase and the Company expects that competition will become more intense, as current and future competitors begin to offer an increasing number of diversified products and pricing strategies. To remain competitive, the Company will require a continued high level of investment in research and development, marketing, sales and client support. The Company may not have sufficient resources to maintain research and development, marketing, sales and client support efforts on a competitive basis which could materially and adversely affect the business, financial condition and results of operations of the Company.

#### *Consumer perception*

Consumer perception regarding the safety, efficacy and quality of cannabis can be significantly influenced by scientific research or findings, regulatory investigations, litigation, media attention and other publicity regarding consumption of medicinal marijuana products. There can be no assurance that consumer perception will remain positive or that adverse research reports, findings, proceedings, media attention or publicity, with or without merit, will not have a material and adverse impact on the cannabis industry as a whole, or the Company's ability to sell its products.

#### *Regulatory Risks*

The Company's subsidiaries operate in a new industry which is highly regulated, highly competitive and evolving rapidly. As such, new risks may emerge, and management may not be able to predict all such risks or be able to predict how such risks may result in actual results differing from the results contained in any forward-looking statements. The Company's ability to grow, store, process and sell cannabis in Canada is dependent on obtaining licenses from Health Canada and the need to maintain such licenses in good standing. Failure to: (i) comply with the requirements of a license; and (ii) maintain a license would have a material adverse impact on the business, financial condition and operating results of the Company.

The Company will incur ongoing costs and obligations related to regulatory compliance. Failure to comply with regulations may result in additional costs for corrective measures, penalties or in restrictions of our operations. In addition, changes in regulations, more vigorous enforcement thereof or other unanticipated events could require extensive changes to the Company's operations, increased compliance costs or give rise to material liabilities, which could have a material adverse effect on the business, results of operations and financial condition of the Company.

The industry is subject to extensive controls and regulations, which may significantly affect the financial condition of market participants. The marketability of any product may be affected by numerous factors that are beyond the Company's control and which cannot be predicted, such as changes to government regulations, including those relating to taxes and other government levies which may be imposed. Changes in government levies, including taxes, could reduce the Company's earnings and could make future capital investments or the Company's operations uneconomic. The industry is also subject to numerous legal challenges, which may significantly affect the financial condition of market participants and which cannot be reliably predicted.

#### *Environmental Regulations and Risks*

The Company's operations are subject to environmental regulation. These regulations mandate, among other things, the maintenance of air and water quality standards and land reclamation. They also set forth limitations on the generation, transportation, storage and disposal of solid and hazardous waste. Environmental legislation is evolving in a manner which will require stricter standards and enforcement, increased fines and penalties for non-compliance, more stringent environmental assessments of proposed projects and a heightened degree of responsibility for companies and their officers, directors and employees. There is no assurance that future changes in environmental regulation, if any, will not adversely affect the Company's operations.

Government approvals and permits are currently, and may in the future, be required in connection with the Company's operations. To the extent such approvals are required and not obtained, the Company may be curtailed or prohibited from the proposed production of cannabis or from proceeding with the development of their operations as currently proposed.

Failure to comply with applicable laws, regulations and permitting requirements may result in enforcement actions thereunder, including orders issued by regulatory or judicial authorities causing operations to cease or be curtailed, and may include corrective measures requiring capital expenditures, installation of additional equipment, or remedial actions. The Company may be required to compensate those suffering loss or damage by reason of its operations and may have civil or criminal fines or penalties imposed for violations of applicable laws or regulations.

***The Company is subject to changes in Canadian laws, regulations and guidelines which could adversely affect the Company's future business, financial condition and results of operations.***

The Company's operations will be subject to various laws, regulations and guidelines relating to the manufacture, management, packaging/labelling, advertising, sale, transportation, storage and disposal of cannabis but also including laws and regulations relating to drugs, controlled substances, health and safety, the conduct of operations and the protection of the environment. Changes to such laws, regulations and guidelines due to matters beyond the control of the Company may cause adverse effects business, financial condition and results of operations of the Company. The Company endeavours to comply with all relevant laws, regulations and guidelines. To the best of the Company's knowledge, the Company is in compliance or in the process of being assessed for compliance with all such laws, regulations and guidelines.

On June 30, 2016, the Canadian Federal Government established the Task Force to seek input on the design of a new system to legalize, strictly regulate and restrict access to marijuana. On November 30, 2016, the Task Force completed its review and published a report outlining its recommendations. On April 13, 2017, the Canadian Federal Government released Bill C-45, which proposes the enactment of the Cannabis Act, to regulate the production, distribution and sale of cannabis for unqualified adult use. On October 17, 2018, the Cannabis Act, as well as laws to address drug-impaired driving, protect public health and safety and prevent youth access to cannabis, came into force.

The Cannabis Act prohibits testimonials and branding and packaging that is appealing to youth. The restrictions on advertising, marketing and the use of logos and brand names could have a material adverse impact on the Company's business, financial condition and results of operation. The legislative framework pertaining to the Canadian adult-use cannabis market is developing and subject to change. In addition, the governments of every Canadian province and territory have, to varying degrees, announced proposed, and in some cases enacted, regulatory regimes for the distribution and sale of cannabis for adult-use purposes within those jurisdictions. There is no guarantee that provincial legislation regulating the distribution and sale of cannabis for adult-use purposes will be enacted according to all the terms announced by such provinces and territories, or at all, or that any such legislation will create the growth opportunities that the Company currently anticipates. While the impact of any new legislative framework for the regulation of the Canadian adult-use cannabis market is uncertain, any of the foregoing could result in a material adverse effect on the Company's business, financial condition and results of operation.

***Restrictions on Sales Activities***

The industry is in its early development stage and restrictions on sales and marketing activities imposed by Health Canada, various medical associations, other governmental or quasi-governmental bodies or voluntary industry

associations may adversely affect the Company's ability to conduct sales and marketing activities and could have a material adverse effect on the Company's respective businesses, operating results and financial conditions.

#### ***Risks Inherent in an Agriculture Business***

The Company's business involves the growing of cannabis, which is an agricultural product. As such, the business is subject to the risks inherent in the agricultural business, such as pests, plant diseases and similar agricultural risks. Although the Company grows its products indoors under climate controlled conditions, and carefully monitors the growing conditions with trained personnel, there can be no assurance that natural elements will not have a material adverse effect on the volume, quality and consistency of its products.

#### ***Vulnerability to Rising Energy Costs***

The Company's cannabis growing operations consume considerable energy, making the Company vulnerable to rising energy costs. Rising or volatile energy costs may adversely impact the business of the Company and its ability to operate profitably.

#### ***Product Liability***

As a manufacturer and distributor of products designed to be ingested or inhaled by humans, the Company faces an inherent risk of exposure to product liability claims, regulatory action and litigation if its products are alleged to have caused significant loss or injury. In addition, the manufacture and sale of products involve the risk of injury or loss to consumers due to tampering by unauthorized third parties, product contamination, unauthorized use by consumers or other third parties. Previously unknown adverse reactions resulting from human consumption of the Company's products alone or in combination with other medications or substances could occur. The Company may be subject to various product liability claims, including, among others, that the Company's products caused injury, illness or loss, include inadequate instructions for use or include inadequate warnings concerning possible side effects or interactions with other substances. A product liability claim or regulatory action against the Company could result in increased costs, adversely affect the Company's reputation with its respective clients and consumers generally, and adversely affect the results of operations and financial conditions of the Company.

#### ***Product Recalls***

Manufacturers and distributors of products may be subject to the recall or return of their products for a variety of reasons, including product defects, such as contamination, unintended harmful side effects or interactions with other substances, packaging safety and inadequate or inaccurate labeling disclosure. If any of the Company's products are recalled due to an alleged product defect or for any other reason, the Company could be required to incur the unexpected expense of the recall and any legal proceedings that might arise in connection with the recall. The Company may lose a significant amount of sales and may not be able to replace those sales at an acceptable margin or at all. In addition, a product recall may require significant management attention.

#### ***Operating Risk and Insurance Coverage***

The Company has insurance to protect its assets, operations and employees. While the Company believes its insurance coverage addresses all material risks to which they are exposed and is adequate and customary in its current state of operations, such insurance is subject to coverage limits and exclusions and may not be available for the risks and hazards to which the Company is exposed. However, the Company may also be unable to maintain insurance to cover these risks at economically feasible premiums. Insurance coverage may not continue to be available or may not be adequate to cover any resulting liability. The Company might also become subject to liability for pollution or other hazards which may not be insured against or which the Company may elect not to insure against because of premium costs or other reasons. Losses from these events may cause the Company to incur significant costs that could have a material adverse effect upon the Company's financial performance and results of operations.

***Unfavourable Publicity or Consumer Perception***

Management of the Company believes the cannabis industry is highly dependent upon consumer perception regarding the safety, efficacy and quality of the cannabis produced. Consumer perception of the Company's proposed products can be significantly influenced by scientific research or findings, regulatory investigations, litigation, media attention and other publicity regarding the consumption of cannabis products. There can be no assurance that future scientific research, findings, regulatory proceedings, litigation, media attention or other research findings or publicity will be favourable to the cannabis market or any particular product, or consistent with earlier publicity.

Future research reports, findings, regulatory proceedings, litigation, media attention or other publicity that are perceived as less favourable than, or that question, earlier research reports, findings or publicity could have a material adverse effect on the demand for the Company's proposed products and the business, results of operations, financial condition and cash flows of the Company. The Company's dependence upon consumer perceptions means that adverse scientific research reports, findings, regulatory proceedings, litigation, media attention or other publicity, whether or not accurate or with merit, could have a material adverse effect on the Company, the demand for its proposed products, and the business, results of operations, financial condition and cash flows of the Company. Further, adverse publicity reports or other media attention regarding the safety, efficacy and quality of cannabis in general, or the Company's proposed products specifically, or associating the consumption of cannabis with illness or other negative effects or events, could have such a material adverse effect. Such adverse publicity reports or other media attention could arise even if the adverse effects associated with such products resulted from consumers' failure to consume such products appropriately or as directed.

**Other Information**

Other information relating to the Company may be found on the Company's website located at [www.heritagecann.com](http://www.heritagecann.com), the SEDAR website located at [www.sedar.com](http://www.sedar.com) and the Canadian Stock Exchange website located at [www.thecse.com/en](http://www.thecse.com/en).

**BY ORDER OF THE BOARD**

**Heritage Cannabis Holdings Corp.**

*"Clint Sharples"*

CEO and Director  
March 28, 2019