# The BC Bud Corporation (Formerly Entheos Capital Corp.)

**Management's Discussion and Analysis** 

For year ended February 28, 2023

#### **Forward-Looking Information**

The following management's discussion and analysis ("MD&A"), prepared as of June 26, 2023 is a review of operations, current financial position and outlook for The BC Bud Corporation. This MD&A should be read in conjunction with The BC Bud Corporation's (the "Company" or "BCBC") consolidated financial statements and the accompanying notes for the year ended February 28, 2023, all as prepared in accordance with International Financial Reporting Standards ("IFRS"). The Company's consolidated financial statements and other information relating to the Company are filed on the SEDAR website at www.sedar.com. All amounts are stated in Canadian dollars unless otherwise indicated.

This report includes certain statements that may be deemed "forward-looking statements" within the meaning of applicable securities legislation. All statements, other than statements of historical facts that address such matters as future events or developments that the Company expects, are forward looking statements and, as such, are subject to risks, uncertainties, assumptions and other factors of which are beyond the reasonable control of the Company. You can identify these statements by forward-looking words such as "expects", "does not expect", "plans", "anticipates", "does not anticipate", "believes", "intends", "estimated", "projects", "potential", "scheduled", forecast", "budget", and similar expressions, or that events or conditions "will", "would", "may", "could", "should" or "might" occur and similar words. Such statements give the Company's current expectations or forecasts of future events and are not guarantees of future performance and actual results or developments may differ materially from those expressed in, or implied by, this forward-looking information. With respect to forward-looking statements and information contained herein, we have made numerous assumptions including among other things anticipated costs and expenditures and the Company's ability to achieve its goals. Although management believes that the assumptions made, and the expectations represented by such statements or information are reasonable, there can be no assurance that a forwardlooking statement or information herein will prove to be accurate. Forward-looking statements and information by their nature are based on assumptions and involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or information. Factors that could cause actual results to differ materially from those in forward-looking statements include, for example, such matters as continued availability of capital and financing and general economic, market or business conditions. Although we have attempted to identify factors that would cause actual actions, events or results to differ materially from those disclosed in the forward-looking statements or information, there may be other factors that cause actual results, performances, achievements or events not to be anticipated, estimated or intended. Accordingly, readers should not place undue reliance on forward-looking statements or information. Any forward-looking statements are expressly qualified in their entirety by this cautionary statement. The information contained herein is stated as of the current date and subject to change after that date and the Company does not undertake any obligation to update publicly or to revise any of the forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable securities laws.

## **Description of Business**

BCBC is incorporated under the laws of Canada and is an early-stage company which is developing premium recreational cannabis products and brands in the cannabis industry through licensing, contract manufacturing and joint venture agreements with licensed producers under the Cannabis Act. BCBC is a not a licensed producer. Its active offerings in branded products will include The BC Bud Co flower products, edibles under the brand "Canna Beans" and "Canna Almonds", concentrates sold as "Solventless Solutions", and "Buds" beverages line and select lifestyle apparel.

BCBC is a house of brands that strategically aligns with licensed cannabis producers to contract manufacture a variety of cannabis products in different product categories. The manufacturers are licensed under the Cannabis Act, (together with the regulations made thereunder from time to time, the "Cannabis Act"). Through their strategic partnership agreements with licensed manufacturers, the Company will bring to market specialized flower, concentrates, edibles, beverages, and apparels.

In Q3 2022, infused pre rolls launched in BC and Alberta, vape and concentrate sales launched Alberta and Saskatchewan, and edibles launched in Ontario and Saskatchewan.

On December 20, 2022, BCBC entered into a sales partnership with Higher Peaks Agency to provide a "boots on the ground" retail sales force across Canada.

On May 18, 2023, BCBC launched six new products, including two live hash rosin budders, two live hash rosin-infused B.C. Bud Corp. flower PR strains, a Mosambi live hash rosin vape cart, and Alaskan Thunder F (ATF) two-piece one gram (a preroll flower SKU (stock-keeping unit).

# **Change of Auditor**

The Company's former auditor, Smythe LLP, resigned effective August 5, 2022. Smythe has not expressed any modified opinion in its reports for the two most recently completed fiscal years of the Company, nor for the period from the most recently completed period for which Smythe issued an audit report in respect of the Company.

MNP LLP was appointed as the successor auditor effective September 23, 2022.

The Company requested the resignation of MNP LLP effective as at May 31, 2023 and BF Borgers CPA PC was appointed as the successor auditor of the Company effective as of May 31, 2023

The resignations and appointments of auditors of the Company was considered and approved by the audit committee and the board of directors of the Company.

## **OTCQB Trading**

The Company's common shares began trading on the OTCQB on October 3, 2022 and currently trades under the symbol "BCBCF".

#### OCS & BCLD Disruption

A cyberattack on August 5, 2022 on the Ontario Cannabis Store halted orders for approximately 2 weeks.

On August 15, 2022, employees at the B.C. General Employees' Union went on strike in British Columbia, disrupting cannabis orders through the pot distribution center. The strike lasted about 15 days.

#### **Reverse Takeover Transaction**

On September 29, 2021, the Company completed a reverse transaction ("RTO") with The BC Bud Holdings Corp. ("BC Bud"). The shareholders of BC Bud received common shares of the Company on the basis of 2.1 common shares for each BC Bud share held immediately before the RTO. Upon completion of the RTO, the shareholders of BC Bud obtained control of the consolidated entity. Accordingly, BC Bud was identified as the acquirer for accounting purposes, and the consolidated entity is considered to be a continuation of BC Bud, with the net assets of Entheos Capital Corp. at the date of the RTO deemed to have been acquired by BC Bud (Note 9). The consolidated financial statements for the year ended February 28, 2022 include the results of operations of BC Bud from March 1, 2021 and of Entheos Capital Corp from September 29, 2021, the date of the RTO. The comparative figures are those of BC Bud.

All of the payment shares are subject to escrow pursuant to the policies of the CSE and will be released from escrow based on the passage of time, such that 10% of the securities were released on closing and the balance will be released in six equal tranches of 15% every six months thereafter.

In connection with the Transaction, Entheos Capital Corp. completed a non-brokered private placement of 4,000,000 subscription receipts at a price of \$0.25 per subscription receipt for aggregate gross proceeds of \$1,000,000.

Immediately prior to closing the Transaction, each subscription receipt issued pursuant to the private placement was converted into one unit of the Company comprising one common share of the Company and one share purchase warrant (each a "Warrant"). Each Warrant entitles the holder to acquire one additional common shares of the Company at an exercise price of \$0.50 per share until September 29, 2023, following the extension of the term of the Warrants approved by the Company. The Warrants are also subject to accelerated expiry provisions, whereby, if the closing price of the Company's common shares exceeds \$0.75 per share for a period of ten consecutive trading days, at the Company's election, the 24-month period within which the Warrants are exercisable will be reduced and the holders of the Warrants will be entitled to exercise their Warrants for a period of 30 days commencing on the day the Company provides notice of same.

#### **Summary of Quarterly Results**

The following is a summary of consolidated quarterly results of the Company for the eight most recently completed financial quarters ended February 28, 2023:

	F	ebruary 28,	No	vember 30,	August 31,	May 31,
		2023		2022	2022	2022
Total assets	\$	1,628,910	\$	1,361,781	\$ 1,402,510	\$ 1,684,188
Working capital		1,215,580		984,115	1,191,645	1,371,156
Shareholders' equity		1,263,314		1,035,279	1,246,238	1,429,179
Total revenue		207,774		161,727	295,247	324,837
Total gross margin		75,510		(46,524)	37,679	(209,303)
Operating expenses		276,526		125,515	249,577	298,269
Net loss and comprehensive loss		(198,768)		(173,975)	(214,227)	(506,160)
Basic loss per share		(0.00)		(0.00)	(0.01)	(0.01)
Diluted loss per share		(0.00)		(0.00)	(0.01)	(0.01)

	F	ebruary 28, 2022	No	ovember 30, 2021	-	August 31, 2021	May 31, 2021
Total assets	\$	1,948,649	\$	2,121,966	\$	338,694	\$ 78,768
Working capital		1,710,250		2,018,597		227,708	285,232
Shareholders' equity		1,771,703		1,995,629		216,738	276,765
Total revenue		-		98		37	-
Total gross margin		-		49		-	-
Operating expenses		596,401		128,515		60,078	30,063
Net loss and comprehensive loss		(410,013)		(2,128,709)		(60,027)	(31,541)
Basic loss per share		(0.01)		(0.06)		(0.01)	(0.00)
Diluted loss per share		(0.01)		(0.06)		(0.01)	(0.00)

## For the Year Ended February 28, 2023

The Company had a net loss for the year ended period ended February 28, 2023 of \$1,093,130 (2022 - \$2,857,823 loss). The net decrease of \$1,764,693 in the net loss for year ended February 28, 2023 compared to the year ended February 28, 2022 was impacted by the differences below:

- Gross margin of (\$142,638) (2022 \$100) decreased due to increased cost of sales
- Advertising and promotion of \$130,158 (2022 \$126,653) increased related to increased marketing fees
- Consulting fees of \$293,000 (2022 \$107,895) increased due to hiring of contract management
- Professional fees of \$181,892 (2022 \$71,258) increased due to legal fees and market maintenance
- Stock based compensation of \$190,741 (2022 \$416,589) decreased due to the issuing of less options in 2023
- Listing expense of \$Nil (2022 \$2,037,304) due to the reverse takeover in September 2021
- Office expense of \$4,581 (2022 \$8,656)
- Regulatory and transfer agent fees of \$66,467 (2022 \$11,213) increased due to increased regulatory fees
- Amortization and Depreciation expense of \$13,719 (2022-\$17,645)
- Supplies expense of \$400 (2022 \$1,083)
- Research and development expense of \$754 (2022- \$21,440) decreased due to product development expenses incurred in 2022
- Directors fee expense of \$36,000 (2022- \$Nil) increased due to compensation paid to directors
- Rent of \$Nil (2022- \$450)

## For the three-month period ended February 28, 2023:

The Company had a net loss for the three-month period ended February 28, 2023 of \$ 198,768 (2022 - \$410,013). The net decrease of \$211,245 in the net loss for the three-month period ended February 28, 2023, compared to the three-month period ended February 28, 2022 was impacted by the differences below:

- Gross margin of \$75,510 (2022 \$200) increased due to the Company generating more revenue
- Advertising and promotion of \$74,314 (2022 \$44,661) increased related to increased marketing fees
- Consulting fees of \$41,714 (2022 \$67,500) decreased due to termination of contract managers
- Professional fees of \$62,619 (2022 \$34,110) increased due to legal fees and market maintenance
- Stock based compensation of \$53,394 (2022 \$416,589) decreased due to the issuing of less options
- Listing expense of \$Nil (2022 \$2,037,304) due to the reverse takeover in September 2021
- Office expense of (\$4,199) (2022 \$ 2,847)
- Regulatory and transfer agent fees of \$ 9,254 (2022 \$ 7,225) increased due to increased regulatory fees
- Amortization and Depreciation expense of \$ 3,430 (2022 \$6,372)
- Supplies expense of \$Nil (2022 \$1,083)
- Directors fee expense of \$36,000 (2022- \$Nil) increased due to compensation paid to directors
- Rent expense of \$Nil (2022- \$450)

## **Off Balance Sheet Arrangements**

The Company is not a party to any off-balance sheet arrangements or transactions.

# **Proposed Transactions**

Other than the Transaction described above, there are no other proposed transactions.

# **Liquidity and Capital Resources**

At February 28, 2023, the Company had working capital of \$1,215,580, compared to \$1,710,250 for the same period of 2022.

All the current accounts payable and accrued liabilities are due and payable within 12 months.

The Company's working capital amounts are as follows:

	February 28,	February 28,
	2023	2022
Cash and cash equivalents	\$ 311,314	1,403,019
Other receivable	68,897	30,549
Accounts receivable	565,521	-
Prepaid expenses	-	33,325
Advances	529,387	408,467
Inventory	106,057	6,836
Term deposit	-	5,000
Accounts payable and accrued liabilities	(265,315)	(84,350)
Loan payable (current)	(100,281)	(92,596)
	\$ 1,215,580	1,710,250

## **Transactions with Related Parties**

During the year ended February 28, 2023, the Company recovered, paid or accrued the following amounts to directors, companies or limited partnerships controlled by directors, and/or companies with common directors:

Name of Company	Directors/Officers	February 28, 2023	February 28, 2022
Sutton Ventures	Brayden Sutton (CEO)	85,000	30,000
(consulting fees)	•		
Tricanna Industries Inc	Dayna Lange (Director)	753,468	216,703
(inventory purchase)			
Red Fern Consulting	Samantha Shorter (former CFO)	-	7,500
(consulting fees)			
TJT Ventures	Joshua Taylor (Management)	90,000	22,500
(consulting fees)			
Emily Graham	Emily Graham (former CFO)	90,000	22,500
(consulting fees)			
Sutton Ventures	Brayden Sutton (CEO)	8,252	-
(Share Based Compensation)			
Dayna Lange	Dayna Lange (Director)	40,749	34,461
(Share Based Compensation)			
Red Fern Consulting	Samantha Shorter (former CFO)	26,526	-
(Share Based Compensation)			
TJT Ventures	Joshua Taylor (Management)	8,252	-
(Share Based Compensation)			
Brian Taylor	Brian Taylor (Director)	40,749	-
(Share Based Compensation)			

Justin Chorbajian (Share Based Compensation)	Justin Chorbajian (Director)	40,749	34,461
Emily Graham (Share Based	Emily Graham (former CFO)	-	33,352
Compensation)			

Shares, options, and RSUs were issued to related parties during the year ended February 28, 2023 as follows:

Name of Company	Directors/Officers	Options	RSUs
		\$	\$
Sutton Ventures	Brayden Sutton (CEO)	8,252	-
Dayna Lange	Dayna Lange (Director)	8,252	32,498
Samantha Shorter (former	Samantha Shorter (former	-	26,526
CFO)	CFO)		
Joshua Taylor	Joshua Taylor (Management)	8,252	-
Brian Taylor	Brian Taylor (Director)	8,252	32,498
Justin Chorbajian	Justin Chorbajian (Director)	8,252	32,498

Shares, options, and RSUs were issued to related parties during the year ended February 28, 2022 as follows:

Name of Company	Directors/Officers	Options	RSUs
		\$	\$
Dayna Lange	Dayna Lange (Director)	13,341	21,120
Justin Chorbajian	Justin Chorbajian (Director)	13,341	21,120
Emily Graham	Emily Graham (former CFO)	33,352	-

# **Capital Management**

The Company manages its components of equity as capital. The Company's objectives when managing capital are to safeguard the Company's ability to continue as a going concern and to maintain a flexible capital structure, which optimizes the costs of capital at an acceptable risk.

The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Company may attempt to issue new shares, issue new debt, or acquire assets. In order to facilitate the management of its capital requirements, the Company prepares expenditure budgets that are updated as necessary depending on various factors, including successful capital deployment and general industry conditions. The Board of Directors does not establish quantitative return on capital criteria for management, but rather relies on the expertise of the Company's management to sustain future development of the business.

There have been no changes to the Company's approach to capital management during the period ended February 28, 2023. The Company is not subject to externally imposed capital requirements.

#### **Financial Instruments**

#### Fair Value

The Company classifies its cash, cash equivalents and restricted cash as fair value through profit or loss measured at level 1 inputs of the fair value hierarchy. Accounts payable and accrued liabilities and subscription receipts are carried at amortized cost. The Company considers that the carrying amount of these financial assets and liabilities measured at amortized cost to approximate their fair value due to the short-term nature of the financial instruments. Loan payable is carried at amortized cost, measured at level 2 inputs of the fair value hierarchy.

The Company's risk exposure and the impact on the Company's financial instruments are summarized below.

#### Credit risk

Credit risk is the risk of financial loss to the Company if a counter party to a financial instrument fails to meet its payment obligations. The Company is exposed to credit risk with respect to its cash, cash equivalents and restricted cash. Management believes that the credit risk concentration with respect to cash, cash equivalents and restricted cash is remote as it maintains accounts with highly rated financial institutions.

Cash and cash equivalents comprise of cash and highly liquid investments having maturity dates of three months or less, which are readily convertible into a known amount of cash at any time, and are subject to an insignificant risk to changes in their fair value. Cash and cash equivalents consist of \$311,314 (February 28, 2022 - \$1,403,019) of cash and cash equivalents.

#### Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in satisfying financial obligations as they become due. The Company manages its liquidity risk by forecasting cash flows from operations and anticipated investing and financing activities. As at February 28, 2023, the Company had working capital of \$1,215,580 (February 28, 2022 – \$1,710,250). All of the Company's current liabilities are due within 90 days of February 28, 2023.

#### Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: interest rate risk, foreign currency risk and other price risk. The Company is not currently exposed to any significant interest rate or foreign currency risk. The Company is exposed to other price risk with respect to its investments, as they are carried at fair values based on quoted market prices.

#### **Critical Accounting Estimates**

The preparation of the consolidated financial statements in conformity with IFRS requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on management's best knowledge of the amount, event or actions, actual results ultimately may differ from those estimates.

## Critical accounting judgements: Going concern

The assessment of whether the going concern assumption is appropriate requires management to take into account all available information about the future, which is at least, but not limited to, 12 months from the end of the reporting period. The Company is aware that material uncertainties exist related to events or conditions that may cast significant doubt upon the Company's ability to continue as a going concern.

# <u>Critical accounting estimate: Stock-based compensation</u>

The Company uses the Black-Scholes option pricing model for valuation of stock-based compensation. Option pricing models require the input of subjective assumptions including expected price volatility, interest rate and forfeiture rate. Changes in the input assumptions can materially affect the fair value estimate and the Company's earnings and reserves.

#### Critical accounting estimates: Income taxes

Related assets and liabilities are recognized for the estimated tax consequences between amounts included in the financial statements and their tax base using substantively enacted future income tax rates. Timing of future revenue streams and future capital spending changes can affect the timing of any temporary differences and, accordingly, affect the amount of the deferred tax asset or liability calculated at a point in time.

# Management's Responsibility for Consolidated Financial Statements

The information provided in this report, including the consolidated financial statements, is the responsibility of management. In the preparation of these consolidated financial statements, estimates are sometimes necessary to make a determination of future values for certain assets or liabilities. Management believes such estimates have been based on careful judgements and have been properly reflected in the consolidated financial statements.

#### **Outstanding Share Data as of February 28, 2023**

## a) Authorized Share Capital:

unlimited number of common shares without par value unlimited number of preferred shares without par value

b) Issued and Outstanding Shares: 53,470,565 common shares

During the year ended February 28, 2023, the Company had issued 8,627,083 common shares with a fair value of \$ 663,233.

During the year ended February 28, 2023, the Company:

- a) Issued 6,800,000 common shares with a fair value of \$264,963 issued for private placement
- b) Issued 1,377,083 common shares with a fair value of \$344,271 granted as Restricted stock units
- c) Issued 450,000 common shares with a fair value of \$54,000 granted to directors and consultants

On February 2, 2023, the company closed a non-brokered private placement generating gross proceeds of \$340,000 through the sale of an aggregate of 6.8 million units at a price of five cents per unit.

Each unit comprised one common share and one share purchase warrant. Each warrant entitles the holder to acquire an additional common share at a price of 15 cents per share until Feb. 2, 2025. All securities issuable in the placement are subject to a four-month hold period expiring on June 3, 2023, in accordance with applicable securities laws.

On February 28, 2023 with the completion of the company's 2023 financial year-end, the company has determined to issue as compensation to its independent directors 100,000 shares each for an aggregate of 300,000 shares issuable all at a deemed price of 12 cents per share. The company has also determined to issue 150,000 shares to its adviser, Marc Lustig, for services provided through the year.

## c) Outstanding incentive stock options:

	Number of	Weigh Avera	
Expiry Date	Options	Exercise	Price
December 14, 2026	1,140,000	\$	0.20
February 3, 2028	700,000	\$	0.10

# d) Outstanding RSU's

Vesting Date	Number of RSUs	Value per RSU
September 29, 2023	393,750	\$0.25

## e) Outstanding escrow shares

As at February 28, 2023, there were 17,615,000 (2022 – 23,625,000) common shares held in escrow. 26,250,000 common shares were held in escrow in connection with the reverse takeover transaction. 10% of the securities were released on closing of the transaction and the remaining balance is released in six equal tranches of 15% every six months thereafter.

# f) Outstanding warrants

	Number of	Weighted A	verage
Warrants	Warrants	Exercise I	Price
Balance – February 29, 2021 and February 28, 2022	4,000,000	\$	0.50
Granted	6,800,000	\$	0.15
Balance outstanding and exercisable			
– February 28, 2023	10,800,000	\$	0.28

## Warrants outstanding as at February 28, 2023:

	Number of	Weighted A	verage
Expiry Date	Warrants	Exercise I	Price
September 29, 2023	4,000,000	\$	0.50
February 2, 2025	6,800,000	\$	0.15

# Outstanding Share Data at date of the MD&A

# a) Authorized Share Capital:

unlimited number of common shares without par value unlimited number of preferred shares without par value

b) Issued and Outstanding Shares: 53,470,565 common shares

# c) Outstanding incentive stock options:

Expiry Date	Number of Options	Weigh Avera Exercise	age
December 14, 2026	1,140,000	\$	0.20
February 3, 2028	700,000	\$	0.10
March 12, 2028	150,000	\$	0.15

# d) Outstanding RSU's

Vesting Date	Number of RSUs	Value per RSU
September 29, 2023	393,750	\$0.25

## e) Outstanding escrow shares

As at the date of this MD&A, there were 17,615,000 common shares held in escrow.

# f) Outstanding warrants

Warrants outstanding as at the date of this MD&A:

	Number of	Weighted Average Exercise Price	
Expiry Date	Warrants		
September 29, 2023	4,000,000	\$	0.50
February 2, 2025	6,800,000	\$	0.15

# **Officers and Directors**

Brayden Sutton, CEO and Director Thomas Joshua Taylor, President and Director Simon Tso, CFO Dayna Lange, Director Justin Chorbajian, Director Brian Taylor, Director

# **Subsequent Events**

On March 1, 2023 the Company appointed Simon Tso as chief financial officer.

On March 12, 2023 Company has approved 150,000 options to be issued and granted to Daniel Southan-Dwyer, expiring March 12 2028 with a \$0.15 exercise price.