

## MANAGEMENT'S DISCUSSION AND ANALYSIS

(Expressed in Canadian Dollars)

Three Month Period Ended November 30, 2017

Report Date -January 29, 2018

#### Introduction

CellStop Systems Inc. ("CellStop" or the "Company") is a public traded company incorporated on April 29, 1982, under the laws of British Columbia, Canada. The Company is a reporting issuer in British Columbia, Alberta, Saskatchewan, Manitoba and Ontario, and its common shares are listed and posted for trading on the NEX Board ("NEX") of the TSX Venture Exchange (the "Exchange") under the trading symbol "KNO.H". The Company was transferred to the NEX board of the Exchange effective July 2, 2010 due to the Company's lack of operations. The NEX allows the Company's shares to continue trading while it analyzes project opportunities to resume active business. The Company is subject to restrictions on share issuances and certain types of payments as set out in NEX policies.

The Company's registered and head offices are located at 302 – 1620 West 8th Avenue, Vancouver, BC, V6J 1V4.

In accordance with Form 51-102F1, the following Management's Discussion & Analysis ("MD&A") provides a review of activities, results of operations and financial condition of CellStop for the three month period ended November 30, 2017. The following discussion and analysis should be read in conjunction with the Company's unaudited condensed interim consolidated financial statements for the three month period ended November 30, 2017 and with the Company's annual audited consolidated financial statements for the year ended August 31, 2017 and 2016 which were prepared in accordance with IFRS. All monetary amounts, unless otherwise indicated, are expressed in Canadian dollars.

# **Overall Performance and Results of Operations**

The Company has no active operations at this time, but is currently evaluating and analyzing opportunities in various business sectors.

#### Three Month Period Ended November 30, 2017

During the three month period ended November 30, 2017, the Company incurred a loss and comprehensive loss of \$23,949 as compared to \$17,096 for the three month period ended November 30, 2016. Operating expenses increased by \$6,853, primarily due to the increase in rent and administrative fees during the current period.

# **Summary of Quarterly Results**

The following table sets out selected unaudited consolidated financial information for the eight most recently completed quarters:

Three Months Ended	November 30, 2017	August 31, 2017	May 31, 2017	February 28, 2017
	(\$)	(\$)	(\$)	(\$)
Total Revenue Loss from	Nil	Nil	Nil	Nil
Operations Loss and	(23,949)	(21,047)	(22,858)	(18,358)
Comprehensive Loss Basic and Diluted	(23,949)	(21,047)	(22,858)	(18,358)
Loss per Share 1	(0.00)	(0.00)	(0.00)	(0.00)

Three Months Ended	November 30, 2016	August 31, 2016	May 31, 2016	February 28, 2016
	(\$)	(\$)	(\$)	(\$)
Total Revenue Loss from	Nil	Nil	Nil	Nil
Operations Loss and	(17,096)	(17,602)	(21,098)	(19,269)
Comprehensive Loss Basic and Diluted	(17,096)	(17,602)	(21,098)	(19,269)
Loss per Share <sup>1</sup>	(0.00)	(0.00)	(0.00)	(0.00)

There were no significant variations in the results of the most recent eight quarters.

#### **Selected Annual Information**

The following table sets out selected annual financial information for the last three financial years ended August 31, 2017, 2016, and 2015. The financial data has been prepared in accordance with IFRS:

Years Ended	August 31, 2017	August 31, 2016	August 31, 2015
	(\$)	(\$)	(\$)
Total Revenue	Nil	Nil	Nil
Operating Loss	(79,359)	(79,339)	(135,956)
Loss and Comprehensive Loss	(79,359)	(79,339)	(134,146)
Basic and Diluted Loss per Share	(0.02)	(0.02)	(0.04)
Total Assets	4,072	1,381	3,617
Total Non-Current Liabilities	131,200	80,100	Nil
Cash Dividends Declared	Nil	Nil	Nil

# **Capital Resources and Liquidity**

The Company had a cash position of \$2,848 and a working capital deficiency of \$146,726 as at November 30, 2017, compared to \$1,452 and \$122,777 as at August 31, 2017, respectively. The Company's working capital deficiency continues to increase since the Company does not generate any revenue from its existing assets. As a result, it must fund all of its operational expenditures through the issuance of debt and equity.

During the three month period ended November 30, 2017 the Company issued three year unsecured notes payable for gross proceeds of Nil (August 31, 2017 - 1.00). The notes bear interest at 10% per annum, compounded annually.

## **Off Balance Sheet Arrangements**

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

#### **Disclosure of Outstanding Share Data**

The authorized capital of the Company consists of an unlimited number of common shares without par value.

#### Shares Issued and Outstanding

As at the Report Date, the Company had 5,005,793 common shares outstanding.

#### **Warrants**

As at the Report Date, the Company had no share purchase warrants outstanding.

## **Stock Options**

As at the Report Date, the Company had no stock options outstanding.

#### **Commitments**

On August 1, 2015, as amended on December 1, 2016, the Company entered into a cost sharing arrangement agreement for the provision of office space and various administrative services. Under the terms of the agreement, the Company will pay \$1,500 plus GST per month commencing on September 1, 2015, increasing to \$2,500 per month on December 1, 2016. Effective September 1, 2017, the monthly fee increased to \$5,000, continuing until the expiration of the underlying head lease on July 31, 2018.

Fiscal Year	Amount		
	(\$)		
2018	45,000		

#### **Transactions with Related Parties**

The Company's key management personnel consist of directors, officers and companies owned or controlled in whole or in part by officers and directors. The following summarizes the Company's related party transactions during the three month period ended November 30, 2017 and 2016:

### **Key Management Compensation**

	2017	2016
	(\$)	(\$)
Consulting fees paid or accrued to a corporation		
controlled by David Hughes, Chief Financial Officer		
("CFO") of the Company.	1,000	1,000
Total	1,000	1,000
Other Related Party Transactions	2017	2016
		2016
	(\$)	(
Office sharing and occupancy costs paid or accrued to a		(\$)
Office sharing and occupancy costs paid or accrued to a		(\$)
corporation in which David Hughes, CFO of the	15,000	
	15,000	4,500

- i) As at November 30, 2017, a total of \$10,300 (August 31, 2017 \$9,300), was included in accounts payable and accrued liabilities owing to a corporation controlled by the CFO of the Company for management fees.
- ii) As at November 30, 2017, a total of \$82,350 (August 31, 2017 \$66,000) was included in accounts payable and accrued liabilities owing to a corporation that shares management in common with the Company for office sharing and occupancy costs.

### **New Accounting Policies**

Standards issued but not yet effective up to the date of issuance of the Company's condensed interim consolidated financial statements are listed below. This listing is of standards and interpretations issued, which the Company reasonably expects to be applicable at a future date. The Company intends to adopt these standards when they become effective. The pronouncements are being assessed to determine their impact on the Company's results and financial position.

New standards, amendments and interpretations to existing standards not yet effective

The following standards, amendments to standards and interpretations have been issued for annual periods beginning on or after January 1, 2017 but are not yet effective:

IAS 7, Statement of Cash Flows

Amendments to clarify IAS 7 to improve information to users of financial statements about an entity's financing activities.

IAS 12, Income Taxes

Amendments to IAS 12 to clarify the recognition of a deferred tax asset for unrealized losses.

The following standards, amendments to standards and interpretations have been issued for annual periods beginning on or after January 1, 2018 but are not yet effective:

IFRS 9, Financial Instruments – Classification and Measurement

IFRS 9 is a new standard on financial statements that will replace IAS 39, *Financial Instruments - Recognition and Measurement*. IFRS 9 addresses classification and measurement of financial assets and financial liabilities as well as derecognition of financial instruments. IFRS 9 has two measurement categories for financial assets: amortized cost and fair value. All equity instruments are measured at fair value. A debt instrument is at amortized cost only if the entity is holding it to collect contractual cash flows and the cash flows represent principal and interest. Otherwise it is at fair value through profit or loss.

IFRS 15, Revenue from Contracts with Customers

IFRS 15 is a new standard to establish principles for reporting the nature, amount, timing, and uncertainty of revenue and cash flows arising from an entity's contracts with customers. It provides a single model in order to depict the transfer of promised goods or services to customers. IFRS 15 supersedes IAS 11, *Construction Contracts*, IAS 18, *Revenue*, IFRIC 13, *Customer Loyalty Programs*, IFRIC 15, *Agreements for the Construction of Real Estate*, IFRIC 18, *Transfers of Assets from Customers*, and SIC-31, *Revenue – Barter Transactions involving Advertising Service*.

### 4. ACCOUNTING STANDARDS ADOPTED AND ISSUED (continued)

The following standard has been issued for annual periods beginning on or after January 1, 2019 but is not yet effective:

IFRS 16. Leases

IFRS 16 is a new standard that sets out the principles for recognition, measurement, presentation, and disclosure of leases including guidance for both parties to a contract, the lessee and the lessor. The new standard eliminates the classification of leases as either operating or finance leases as is required by IAS 17 and instead introduces a single lessee accounting model.

The Company has not yet assessed the potential impact of the application of these standards, nor determined whether it will adopt these standards early.

#### **Proposed Transactions**

Currently there are no proposed transactions, however, the Company continues to seek new business opportunities and to raise capital as required.

### **Financial Risk Management**

Financial risk management

Financial instruments measured at fair value are classified into one of three levels in the fair value hierarchy according to the relative reliability of the inputs used to estimate the fair values. The three levels of the fair value hierarchy are:

- Level 1 Unadjusted quoted prices in active markets for identical assets or liabilities;
- Level 2 Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly; and
- Level 3 Inputs that are not based on observable market data.

The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Company's financial instruments consist of cash, accounts payable and accrued liabilities and notes payable.

The fair value of cash is measured on the statement of financial position using level 1 of the fair value hierarchy. The fair values of accounts payable and accrued liabilities approximate their book values because of the short-term nature of these instruments.

#### Financial Risk Management (continued)

The carrying amounts of the notes payable approximate fair value as the interest rates were negotiated between the Company and an arm's length third party.

Financial instrument risk exposure

The Company is exposed in varying degrees to a variety of financial instrument related risks. The Board approves and monitors the risk management processes.

#### Credit risk

Credit risk is the risk of financial loss to the Company if a counterparty to a financial instrument fails to meet its payment obligations. The Company manages this credit risk by ensuring that cash is placed with a major financial institution with strong investment grade ratings by a primary ratings agency. The Company's receivables consist primarily of amounts due from a government agency. Management believes that the credit risk with respect to receivables is remote.

### Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities. The Company endeavors to ensure that there is sufficient capital in order to meet short-term business requirements, after taking into account the Company's holdings of cash. The Company's cash is invested in business accounts which are available on demand. The Company is exposed to liquidity risk.

#### Interest rate risk

The Company is nominally exposed to interest rate risk. The Company's bank account earns interest income at variable rates. The Company does not have any variable interest rate liabilities.

#### Foreign exchange risk

The Company is not exposed to significant foreign currency risk.

#### **Management of Capital**

The Company considers items included in shareholders' deficiency as capital. The Company's objective when managing capital is to safeguard the Company's ability to continue as a going concern in order to pursue project opportunities for the benefit of its shareholders. 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 debt or acquire or dispose of assets. There can be no assurance that the Company will be able to obtain debt or equity capital in the case of operating cash deficits.

The Company is not subject to any externally imposed capital requirements. The Company prepares annual expenditure budgets and updates these as required throughout the year which it uses as the primary tool for assessing its capital requirements.

There have been no changes to the Company's approach to capital management during the three month period ended November 30, 2017.

#### **Risks and Uncertainties**

#### a) Political and Regulatory Risk

Failure to comply with applicable laws, regulations, and permitting requirements may result in enforcement actions thereunder. These may include responding to 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.

#### b) Limited Operational History

The Company does not have any significant operations. As a result, there is no assurance that the Company will earn profits in the future or that profitability, if achieved, will be sustained.

### c) Additional Financing

The Company will require additional financing in order to make further developments or take advantage of unanticipated opportunities. The ability of the Company to arrange such financing will depend in part upon prevailing capital market conditions as well as the business performance of the Company. There can be no assurance that the Company will be successful in its efforts to arrange additional financing on terms satisfactory to it. If additional financing is raised by the issuance of shares from treasury, control of the Company may change and shareholders may suffer dilution. If adequate funds are not available or are not available on acceptable terms, the Company may not be able to take advantage of opportunities or otherwise respond to competitive pressures and remain in business.

### **Risks and Uncertainties** (continued)

d) Key Personnel and Future Staffing Requirements

The Company's success will also be dependent on its ability to identify, recruit, motivate and retain highly qualified executive, management and technical support.

e) Price Volatility of a Public Stock

The securities markets in the United States and Canada have experienced a high level of price and volume volatility, and the market price of securities of many companies, particularly those considered to be exploration of development stage companies, have experienced wide fluctuations in price which have not necessarily been related to the operating performance or underlying net asset values of such companies.

# Management's Responsibility for Financial Statements

The Company's management is responsible for the presentation and preparation of these financial statements and the MD&A. The condensed interim consolidated financial statements have been prepared in accordance with IFRS. The MD&A has been prepared in accordance with the requirements of securities regulators, including National Instrument 51-102 of the Canadian Securities Administrators.

#### **Forward-Looking Statements**

Except for statements of historical fact, this MD&A contains certain "forward-looking information" within the meaning of applicable securities law. Forward-looking information is frequently characterized by words such as "plan", "expect", "project", "intend", "believe", "anticipate", "estimate" and other similar words, or statements that certain events or conditions "may" or "will" occur. In particular, forward-looking information in this MD&A includes, but is not limited to, statements with respect to future events and is subject to certain risks, uncertainties and assumptions. Although we believe that the expectations reflected in the forward-looking information are reasonable, there can be no assurance that such expectations will prove to be correct. We cannot guarantee future results, performance or achievements. Consequently, there is no representation that the actual results achieved will be the same, in whole or in part, as those set out in the forward-looking information.

#### Forward-Looking Statements (continued)

Forward-looking information is based on the opinions and estimates of management at the date the statements are made, and is subject to a variety of risks and uncertainties and other factors that could cause actual events or results to differ materially from those anticipated in the forward-looking information. Some of the risks and other factors could cause results to differ materially from those expressed in the forward-looking statements include, but are not limited to: general economic conditions in Canada, the United States and globally; industry conditions, including fluctuations in commodity prices; governmental regulation of the mining industry, including environmental regulation; geological, technical and drilling problems; unanticipated operating events; competition for and/or inability to retain drilling rigs and other services; the availability of capital on acceptable terms; the need to obtain required approvals from regulatory authorities; stock market volatility; volatility in market prices for commodities; liabilities inherent in mining operations; changes in tax laws and incentive programs relating to the mining industry; and the other factors described herein under "Risks and Uncertainties" as well as in our public filings available at www.sedar.com. Readers are cautioned that this list of risk factors should not be construed as exhaustive.

The forward-looking information contained in this MD&A is expressly qualified by this cautionary statement. We undertake no duty to update any of the forward-looking information to conform such information to actual results or to changes in our expectations except as otherwise required by applicable securities legislation. Readers are cautioned not to place undue reliance on forward-looking information.

#### **Corporate Information**

Directors: Michael Curtis
Michelle Gahagan

**Brian Tingle** 

Officers: Michelle Gahagan, President and CEO

David Hughes, CFO

Kelsey Chin, Corporate Secretary

Auditor: Davidson and Company LLP

Chartered Professional Accountants Suite 1200 – 609 Granville Street

Vancouver, BC, V7Y 1G6

Legal Counsel: Tingle Merrett LLP

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Calgary, AB T2P 0M9

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