

## **SONOMA CAPITAL INC.**

### **MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE THREE AND SIX MONTH PERIOD ENDED JANUARY 31, 2012 AND 2011**

**March 29, 2012**

The following discussion and analysis of the operating results and financial position is supplementary to, and should be read in conjunction with the condensed unaudited interim consolidated financial statements for the three and six month periods ended January 31, 2012 and 2011 of Sonoma Capital Inc. ("Sonoma" or the "Company"). All figures are in Canadian dollars unless stated otherwise. This discussion contains forward-looking statements that are not historical in nature and involves risks and uncertainties. Forward-looking statements are not guarantees as to Sonoma's future results as there are inherent difficulties in predicting future results. Accordingly, actual results could differ materially from those expressed or implied in the forward-looking statements. The Company has adopted National Instrument 51-102F1 as the guideline in presenting the MD&A.

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

The discussion and analysis and other sections of this report contain forward-looking statements. These forward-looking statements, by their nature, necessarily involve risks and uncertainties that could cause results to differ materially from those contemplated by these forward-looking statements. Management considers the assumptions on which these forward-looking statements are based to be reasonable at the time the statements were prepared, but cautions the reader that they could cause actual results to differ materially from those anticipated.

#### **Company Overview**

##### ***Sonoma Capital Inc.***

Sonoma Capital Inc. ("Sonoma" or the "Company") was incorporated under the Canada Business Corporations Act on July 19, 2004 and is a reporting issuer that is currently not listed or quoted on a marketplace. The Company has nominal assets other than cash and proposes to identify and evaluate potential acquisitions or businesses with a view to completing a transaction.

On October 3, 2011, the Company incorporated a new 100 % wholly owned subsidiary called Sonoma Energy, Inc., in Nevada, USA.

The Company's condensed unaudited interim consolidated financial statements include the accounts of the Company and its wholly owned subsidiary Sonoma Energy, Inc.

On January 31, 2007, the Company filed a final prospectus relating to the issue and sale of a minimum of 1,750,000 common shares and a maximum of 3,000,000 common shares at the price of \$0.20 per common share for total net proceeds of a minimum of \$350,000, excluding the underwriter's fees and other issuance fees of \$120,000, and a maximum of \$600,000, excluding the underwriter's fees and other issuance fees of \$140,000. The Company was unable to complete this initial public offering. As at July 31, 2007, the final prospectus is no longer offered to the public.

Due to costs associated with the failed initial public offering, the Company did not have sufficient cash to meet its continuous disclosure obligations, as required by securities regulations. This resulted in a cease trading order being issued against the Company by the securities regulatory authorities. On August 26, 2010 such cease trade order was lifted. Management believes that the Company can meet its continuous disclosure obligations in the future.

The Company is focused on seeking financing and acquisition opportunities.

The Company proposes to identify and evaluate potential business opportunities, and once identified and evaluated, to negotiate an acquisition or participation subject to receipt of shareholder and regulatory approval. There is no assurance that the Company will identify an appropriate business for acquisition or investment and even if so identified and warranted, the Company may not be able to finance such acquisition or investment. Additional funds may be required to enable the Company to pursue such an initiative and the Company may be unable to obtain such funding on acceptable terms.

Management anticipates that ongoing costs relating to the identification, evaluation, due diligence, negotiation and completion of an acquisition or adoption and execution of a new business plan will be incurred in future periods. The timing and magnitude of these costs is not predictable. These costs may be significant and could possibly result in higher general and administrative expenses.

The Company has begun to deploy its resources and has made loans to Caldera Geothermal Inc. ("Caldera"), an alternative energy business. The only other assets are cash and a HST receivable. The Company has no full time employees and the time committed to the Company by officers, directors and other consultants may be limited.

### **Recent Developments**

#### **New Strategic Direction Discussions**

The Company is a reporting issuer but is not listed on any stock exchange. The board of directors has determined that it is in the best interests of the Company to set a strategic direction and begin a listing process. The directors and management have begun discussions and are reviewing various go forward opportunities. In anticipation of acquiring a business or possibly making a limited investment, the Company has agreed to provide loans to an alternative energy business known as Caldera. Management is also reviewing specific opportunities in the oil and gas exploration and development field.

#### **Private Placements**

On August 24, 2011, the board of directors approved a private placement of up to 6,000,000 common shares at \$0.05 per share for gross proceeds of \$300,000. Foundation Markets Inc., an associated entity of Foundation Opportunities Inc., ("FOI") was engaged to facilitate the private placement. During the three month period ended October 31, 2011, the Company issued 5,600,000 common shares at \$0.05 per share for gross proceeds of \$280,000. In addition, the Company issued; a) 100,000 common shares to Walter Lee, a director and shareholder in repayment of a \$5,000 promissory note, and b) 100,000 common shares to FOI for consulting services rendered valued at \$5,000.

#### **Caldera Geothermal Inc. Promissory Notes**

As of January 31, 2012, the Company has provided loans to Caldera Geothermal Inc. ("Caldera") aggregating \$205,000. The notes receivable bear interest at 8% per annum, are unsecured, due on demand and have no specific repayment date. Management has made the determination that the Company will not demand repayment within next twelve months. A total of \$3,930 of interest receivable is included in HST receivable and other receivables.

## Selected Annual Information

Summarized selected financial information with respect to Sonoma for the three and six month ended January 31, 2012 and 2011 is as follows:

	<b>Three months ended January 31, 2012</b>	Three months ended January 31, 2011	<b>Six months ended January 31, 2012</b>	Six months ended January 31, 2011
Total expenses	<b>\$ 40,160</b>	\$ 4,935	<b>\$ 80,856</b>	\$ 12,047
Other (income):				
Recovery of expenses	-	-	<b>(4,990)</b>	-
Interest income	<b>(3,118)</b>	-	<b>(3,930)</b>	-
Net (loss) and comprehensive (loss)	<b><u>(37,042)</u></b>	<u>(4,935)</u>	<b><u>(71,936)</u></b>	<u>(12,047)</u>
(Loss) per share	<b>(0.003)</b>	(0.005)	<b>(0.008)</b>	(0.012)
Total assets	<b>222,367</b>	2,125	<b>222,367</b>	2,125
Total liabilities	<b>40,554</b>	79,131	<b>40,554</b>	79,131
Shareholders' equity (deficiency)	<b>181,813</b>	(177,006)	<b>181,813</b>	(177,006)
Cash dividends declared	-	-	-	-

## Results of Operations

### **Unaudited - Three month period ended January 31, 2012 compared to 2011**

Sonoma recorded a loss of \$37,042 during the three month period ended January 31, 2012 compared to \$4,935 during the three month period ended January 31, 2011. The increase in loss is attributable to rising activity within the Company.

Professional fees during the three month period ended January 31, 2012 were \$8,949 compared to \$4,294 for the comparative period in the prior year and represent legal and audit fees. The legal and audit fees were associated with advice on regulatory compliance and to maintain the Company's accounting records.

Consulting fees totaled \$30,000 during the three month period ended January 31, 2012 compared to \$nil in the prior year. Consulting fees included the provision of financial accounting services and strategic advisory services. The Company has engaged FOI for strategic advisory services at a fee of \$5,000 per month and Cavalry Corporate Solutions Ltd. for financial accounting and corporate secretarial services at a fee of \$5,000 per month.

Interest and bank charges totaled \$nil during the three month period ended January 31, 2012 compared to \$641 in the prior quarter. Interest charges related to amounts accrued on notes payable to related parties.

The Company also accrued \$3,118 of interest on loans provided to Caldera.

Loss per share during the three month period ended January 31, 2012 was \$ (0.003) compared to \$(0.005) during the comparative period in the prior year.

## Unaudited - Six month period ended January 31, 2012 compared to 2011

Sonoma recorded a loss of \$71,936 during the six month period ended January 31, 2012 compared to \$12,047 during the six month period ended January 31, 2011. The increase in loss is attributable to rising activity within the Company. During the six month period ended January 31, 2012, the Company began to raise capital by way of private placements, invested a portion of the proceeds received in loans and reviewed several business opportunities that might result in acquisitions.

Professional fees during the six month period ended January 31, 2012 were \$17,574 compared to \$9,409 for the comparative period in the prior year and represent legal and audit fees. The legal and audit fees were associated with advice on regulatory compliance and to maintain the Company's accounting records.

Consulting fees totaled \$60,000 during the six month period ended January 31, 2012 compared to \$nil in the prior year. Consulting fees included the provision of financial accounting services and strategic advisory services. The Company has engaged FOI for strategic advisory services at a fee of \$5,000 per month and Cavalry Corporate Solutions Ltd. for financial accounting and corporate secretarial services at a fee of \$5,000 per month.

Interest and bank charges totaled \$nil during the six month period ended January 31, 2012 compared to \$1,041 in the prior quarter. Interest charges related to amounts accrued on notes payable to related parties.

Other income included \$4,990 of recovery of expenses during the six month period ended January 31, 2012, and primarily represented forgiven amounts payable for professional fees. The Company also accrued \$3,930 of interest on loans provided to Caldera.

Loss per share during the six month period ended January 31, 2012 was \$ (0.008) compared to \$(0.012) during the comparative period in the prior year.

### **Summary of Quarterly Results**

The following table presents selected financial data of the Company for its last eight quarters as reported in the particular period:

<b>Quarter</b>	<b>Net (Loss)</b>	<b>Loss per share</b>
Q2 2012	\$(37,042)	\$(0.003)
Q1 2012	(34,894)	(0.005)
Q4 2011	(87,369)	(0.086)
Q3 2011	(11,876)	(0.012)
Q2 2011	(4,935)	(0.005)
Q1 2011	(7,112)	(0.007)
Q4 2010	(50,538)	(0.051)
Q3 2010	(23)	(0.000)

### **Liquidity**

The Company had a negative working capital position last fiscal year end of \$(36,251) at July 31, 2011 and continues to have a negative working capital position of \$(23,187) at January 31, 2012. The Company's continued existence as a going concern, as planned, depends on its ability to successfully obtain additional financing. While the Company has been successful in securing financing in the past, there can be no assurance that it will be able to do so in the future.

At January 31, 2012, current assets were \$17,367 and consisted of \$52 of cash and \$17,315 of HST and other receivables.

The notes receivable are to a related party known as Caldera and represent the initial steps made by management to deploy capital into new areas. Caldera is an alternative energy business holding geothermal energy rights to a series of locations in Nevada, USA. Caldera is a related party by virtue of certain common shareholders. Management has made the determination that the Company will not demand repayment within next twelve months.

Total liabilities were \$40,483 at July 31, 2011 and have increased to \$40,554 at January 31, 2012. Primarily all amounts in accounts payables and accrued liabilities relate to professional fees for financial accounting, consulting, advisory and legal services. Notes payable decreased by \$5,000 at July 31, 2011 to \$nil at January 31, 2012, as a result of the note holder (who is a director and shareholder) agreeing to convert the liability into 100,000 common shares at a price of \$0.05 per common share.

Shareholders' equity improved from a deficiency of \$36,251 on July 31, 2011 to equity of \$181,813 at January 31, 2012. The change is a result of new common share equity of \$290,000 (\$280,000 arising from cash private placements and \$10,000 as a result of conversion of liabilities) off set by the Company's loss of \$71,936 incurred during the six month period ended January 31, 2012.

### **Capital Resources**

The Company financed operations and made investments during the six month period ended January 31, 2012 through the issuance of new equity. As of January 31, 2012, the Company had \$52 of cash. Management acknowledges that additional loans to Caldera and other investments will likely deplete the Company's cash balances requiring incremental financing from external sources.

Until such time as the Company identifies a business enterprise for the acquisition, it is contemplated that the working capital requirements of the Company will relate generally to investments made and expenses associated with the Company's continuous disclosure obligations under applicable securities legislation, other expenses associated with the listing of the shares, if and when the shares are listed, and costs incurred in identifying, evaluating and executing a potential acquisition or in adopting and executing on a new business plan. The only material ongoing contractual obligations of the Company relate to the payment of audit, legal, consulting and accounting fees.

The Company's continued existence as a going concern, as planned, depends on its ability to successfully obtain additional financing. While the Company has been successful in securing financing in the year, there can be no assurance that it will be able to do so in the future. Should the Company be unable to continue as a going concern, it may be unable to realize the carrying value of its assets and to meet its liabilities as they become due. These statements have been prepared on a going-concern basis which assumes that the Company will be able to realize its assets and discharge its liabilities in the normal course of operations for the foreseeable future.

The Company plans to pursue additional financing in the immediate future.

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

As of January 31, 2012, the Company had no off balance sheet arrangements.

### **Related-Party Transactions**

On August 2, 2011, the Company issued 100,000 common shares to extinguish a \$5,000 non-interest bearing note payable to Walter Lee, a shareholder and director of the Company.

On August 31, 2011, the Company issued 100,000 common shares to FOI for the payment of strategic consulting services rendered valued at \$5,000.

During the six month period ended January 31, 2012, the Company was charged \$15,000 by each of FOI and Cavalry, both of which are shareholders, for consulting services.

### **Share Capital**

As at January 31, 2012, Sonoma had authorized unlimited common shares without par value and had issued 9,600,000 common shares. The Company has no options or warrants outstanding.

### **Critical Accounting Estimates**

The Company's financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). The critical accounting policies followed by the Company are as follows:

#### **Financial instruments**

All financial assets are initially recorded at fair value and designated upon inception into one of the following four categories: held-to-maturity, available-for-sale, loans and receivables or at fair value through profit and loss ("FVTPL").

Financial assets classified as FVTPL are measured at fair value with unrealized gains and losses recognized through profit or loss. Cash is classified as fair value through profit or loss.

Financial assets classified as held-to-maturity and loans and receivables are measured at amortized cost using the effective interest rate method. Notes receivable and other receivables are classified as loans and loans receivables.

Financial assets classified as available-for-sale are measured at fair value with unrealized gains and losses recognized in other comprehensive income (loss), except for equity instruments without a quoted market price in an active market and whose fair value cannot be reliably measured, which measured at cost.

Transaction costs associated with fair value through profit or loss are expenses as incurred, while transaction costs associated with all other financial assets are included in the initial carrying amount of the assets.

All financial liabilities are initially recorded at fair value and designated upon inception as fair value through the profit or loss or other financial liabilities.

Financial liabilities classified as other financial liabilities are measured at amortized cost. Accounts payable and accrued liabilities are classified as other financial liabilities.

Financial liabilities classified as fair value through profit or loss are measured at fair value with unrealized gains and losses recognized through profit or loss. At January 31, 2012 the Company has not classified any financial liabilities as fair value through the profit and loss.

#### **Share based payments**

The Company uses the fair value method of accounting for options granted under share purchase option plans. Options granted to directors, officers and employees are measured at fair value at grant date, which is charged to operations over the applicable vesting period, with an offsetting credit to share option reserves. Options granted to non-employees are measured at fair value of goods and services received, which is charged to operations at the date the options are fully vested, with an offsetting credit to share option reserves. The cumulative expense is recognized for equity-settled transactions at each reporting date until the vesting date reflects the Company's best estimate of the number of equity instruments that will ultimately vest. Consideration received

upon exercise of share purchase options, along with the related amount previously recorded in the share option reserve, is credited to share capital. Cash received on the exercise of share options is recorded in share capital and the related compensation previously included in share option reserves is transferred to share capital to recognize the total consideration for the shares issued.

### **Loss per share**

Basic loss per share is calculated using the weighted-average number of shares outstanding during the year. Contingently issuable shares are not considered outstanding common shares and consequently not included in loss per share calculation. The Company uses the treasury stock method to compute the dilutive effect of options and similar instruments. Under this method, the dilutive effect on earnings per share is recognized on the use of the proceeds that could be obtained upon exercise of options and similar instruments. It assumes that proceeds would be used to purchase common shares at the average market price during the year. Diluted loss per share calculation assume the conversion, exercise or contingent issuance of securities only when such conversion, exercise or issuance would have a dilutive effect on loss per share.

### **Accounting estimates and judgments**

The preparation of these consolidated financial statements requires management to make estimates and judgments and form assumptions that affect the reported amounts and other disclosures in these consolidated financial statements. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions and conditions.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and further periods if the review affects both current and future periods.

Significant estimates used in the preparation of these condensed unaudited interim consolidated financial statements include, among others, the recoverability of accounts receivable and notes receivable, the fair value of options issued and the fair value of financial assets and liabilities. Actual results may differ from those estimates.

The Company is exposed to a variety of financial risks by virtue of its activities: market risk (including interest rate risk and foreign currency risk), credit risk and liquidity risk. It is management's opinion that the Company is not exposed to significant interest, or currency risks arising from these financial instruments.

#### **a) Fair Value**

The carrying values of the Company's cash, other recivables, loans receivable, and accounts payable and accrued liabilities approximate fair values due to the relatively short term maturities of these instruments.

#### **b) Credit Risk**

The Company's exposure to credit risk arises from the possibility that its debtors may fail to meet their obligations. The Company continually evaluates the collectability of amounts receivable and the loan to Caldera and records an allowance for doubtful accounts, which reduces the receivables to the amount management reasonably believes will be collected.

The Company manages the credit exposure related to cash of \$52 as at January 31, 2012 by holding funds in bank accounts with Schedule 1 banks in Canada.

The carrying amount of cash and loans receivable represents the Company's maximum credit exposure.

#### c) Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company currently settles its financial obligation out of cash. The ability to do this relies on the Company raising equity financing in a timely manner and by maintaining sufficient cash in excess of anticipated needs.

#### **Transition from GAAP to IFRS**

In February 2008, the Canadian Accounting Standards Board confirmed that Canadian publicly accountable enterprises will be required to adopt International Financial Reporting Standards ("IFRS") for financial periods beginning on and after January 1, 2011.

The Company has adopted IFRS with an adoption date of August 1, 2011 and a transition date of August 1, 2010.

#### **IFRS Conversion**

The Company's IFRS conversion plan was comprehensive and addressed matters including changes in accounting policies, restatement of comparative periods, organizational and internal controls and any required changes to business processes. To facilitate this process and ensure the full impact of the conversion was understood and managed reasonably, the Company hired an IFRS consultant. Through appropriate training and the preparation of reconciliations of historical Canadian GAAP financial statements to IFRS, the Company believes that its chief financial officer has obtained the necessary understanding of IFRS.

In conjunction with the adoption of IFRS the Company has implemented improved accounting systems, which will satisfy all the information needs of the Company under IFRS. The Company has also reviewed its current internal and disclosure control processes and they did not need significant modification as a result of our conversion to IFRS.

#### **Impact of IFRS**

IFRS employs a conceptual framework that is similar to Canadian GAAP; however significant differences exist in certain matters of recognition, measurement and disclosure.

IFRS 1 requires the Company to present an explanation of how the consolidated financial statements transition from Canadian GAAP to IFRS. While the adoption of IFRS did not change the actual cash flows of the Company, the adoption resulted in changes to the reported financial position of the Company. In order to allow the users of the financial statements to better understand these changes, we have provided the reconciliations between Canadian GAAP and IFRS for the total assets, total liabilities, and shareholders equity in Note 11 to the interim financial statements. The adoption of IFRS has had no significant impact on the net loss and net cash flows of the Company. In preparing the reconciliations, the Company applied the principles and elections of IFRS 1, with a transition date of August 1, 2010. As the Company has adopted IFRS effective August 1, 2010, the Company has applied the provisions of IFRS 1 as described under the section entitled "Initial Adoption – IFRS 1", with August 1, 2010 transition date. The Company will also apply IFRS standards in effect at July 31, 2012 as required by IFRS 1.



## **Initial Adoption of International Accounting Standards**

IFRS 1 “First Time Adoption of International Accounting Standards” sets forth guidance for the initial adoption of IFRS. Under IFRS 1 the standards are applied retrospectively at the transitional date of the statement of financial position with all adjustments to assets and liabilities as stated under GAAP taken to retained earnings unless certain exemptions are applied.

The Company elected to take the following IFRS 1 optional and mandatory exemptions:

- The Company has followed the recommendations in IFRS-1, in preparing its transitional statements. While IFRS 1 permits certain optional exemptions from full retrospective application of IFRS, the Company has not used any of these exemptions.
- In preparing these financial statements in accordance with IFRS 1, the Company has applied the mandatory exception to full retrospective application of IFRS regarding estimates. Specifically, hindsight was not used to create or revise estimates and accordingly the estimates previously made by the Company under Canadian GAAP are consistent with their application under IFRS.

## **Outlook**

Activities of management include completing the necessary filings and performing due diligence on proposed acquisitions and/or investments.