

## **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, 2014 AND 2013**

**March 27, 2014**

The following discussion and analysis of the operating results and financial position is supplementary to, and should be read in conjunction with the unaudited interim condensed consolidated financial statements for the three and six month periods ended January 31, 2014 and 2013 and the audited consolidated financial statements for the years ended July 31, 2013 and 2012 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 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 which as at January 31, 2014 is \$nil (July 31, 2013 - \$nil). 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 had agreed to provide loans to an alternative energy business known as Caldera.

### **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 nine month period ended April 30, 2012, 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 July 31, 2013, 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 \$nil (July 31, 2012 - \$nil) of interest receivable is included in HST receivable and other receivables.

Caldera is a related party by virtue of certain common shareholders.

As at July 31, 2013, the Company determined that the loan to Caldera will likely not be recovered and as such, has recorded a write down of the loan and interest receivable to \$nil.

### **Selected Annual Information**

Summarized selected financial information with respect to Sonoma for the six months ended January 31, 2014, and years ended July 31 2013 and 2012, is as follows:

|                                       | <b>Six months<br/>ended<br/>January 31,<br/>2014</b> | Year ended<br>July 31,<br>2013 | Year ended<br>July 31,<br>2012 |
|---------------------------------------|--|--------------------------------|--------------------------------|
|                                       | <u>\$</u>  | <u>\$</u>                      | <u>\$</u>                      |
| Total expenses                        | <b>42,112</b>  | 73,675                         | 147,021                        |
| Other expenses (income):              |  |                                |                                |
| Loss on write down of note receivable | -  | -                              | 217,107                        |
| Loss on settlement of debt            | -  | -                              | -                              |
| Recovery of expenses                  | -  | -                              | (4,990)                        |
| Interest income                       | -  | -                              | (12,107)                       |
| Net (loss) and comprehensive (loss)   | <u><b>(42,112)</b></u>                               | <u>(73,675)</u>                | <u>(347,031)</u>               |
| (Loss) per share                      | <b>(0.004)</b>                                       | (0.008)                        | (0.038)                        |
| Total assets                          | -  | -                              | 34                             |
| Total liabilities                     | <b>218,779</b>                                       | 176,667                        | 103,026                        |
| Shareholders' deficiency              | <b>(218,779)</b>                                     | (176,667)                      | (102,992)                      |
| Cash dividends declared               | -  | -                              | -                              |

### **Results of Operations**

#### **Three month period ended January 31, 2014 compared to 2013**

Sonoma recorded a loss of \$22,656 during the three month period ended January 31, 2014 compared to \$18,362 during the three month period ended January 31, 2013. The increase in loss is mainly attributable to a recovery of professional fees for credit notes received in the comparable period.

Professional fees during the three month period ended January 31, 2014 were \$5,705 compared to \$1,376 for the comparative period in the prior year and represent legal and accounting fees. The legal and accounting fees were associated with advice on regulatory compliance and to maintain the Company's accounting records. The increase is due to recovery of professional fees for credit notes received in the comparable period.

Consulting fees totaled \$16,950 during the three month period ended January 31, 2014, compared to \$16,950 for the comparative period in the prior year. Consulting fees included the provision of financial accounting services and strategic advisory services. The Company has engaged Cavalry Corporate Solutions Ltd. for financial accounting and corporate secretarial services at a fee of \$5,000 plus HST per month. The amounts were consistent between the two comparable periods.

Loss per share during the three month period ended January 31, 2014 was \$(0.002) compared to \$(0.002) during the comparative period in the prior year.

### **Six month period ended January 31, 2014 compared to 2013**

Sonoma recorded a loss of \$42,112 during the six month period ended January 31, 2014 compared to \$34,410 during the six month period ended January 31, 2013. The increase in loss is mainly attributable to a recovery of professional fees for credit notes received in the comparable period.

Professional fees during the six month period ended January 31, 2014 were \$8,171 compared to \$438 for the comparative period in the prior year and represent legal and accounting fees. The legal and accounting fees were associated with advice on regulatory compliance and to maintain the Company's accounting records. The increase is due to recovery of professional fees for credit notes received in the comparable period.

Consulting fees totaled \$33,900 during the six month period ended January 31, 2014, compared to \$33,900 for the comparative period in the prior year. Consulting fees included the provision of financial accounting services and strategic advisory services. The Company has engaged Cavalry Corporate Solutions Ltd. for financial accounting and corporate secretarial services at a fee of \$5,000 plus HST per month. The amounts were consistent between the two comparable periods.

Loss per share during the six month period ended January 31, 2014 was \$(0.004) compared to \$(0.004) 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 2014        | (22,656)          | (0.002)               |
| Q1 2014        | (19,456)          | (0.002)               |
| Q4 2013        | (18,461)          | (0.002)               |
| Q3 2013        | (20,804)          | (0.002)               |
| Q2 2013        | (18,362)          | (0.002)               |
| Q1 2013        | (16,048)          | (0.002)               |
| Q4 2012        | \$(224,744)       | \$(0.023)             |
| Q3 2012        | \$(50,350)        | \$(0.005)             |

### **Liquidity**

The Company's working capital position has decreased since last fiscal year end from a negative working capital position of \$(176,667) at July 31, 2013 to \$(218,779) at January 31, 2014. 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.

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.

As at July 31, 2013, the Company determined that the loan to Caldera will likely not be recovered and as such, has recorded a write down of the loan and interest receivable to \$nil.

Total liabilities were \$176,667 at July 31, 2013 and have increased to \$218,779 at January 31, 2014. Primarily all amounts in accounts payables and accrued liabilities relate to professional fees for financial accounting, consulting, advisory and legal services.

Shareholders' equity decreased from a deficiency of \$176,667 on July 31, 2013 to a deficiency of \$218,779 at January 31, 2014. The change is a result of the Company's loss of \$42,112 incurred during the six month period ended January 31, 2014.

### **Capital Resources**

As of January 31, 2014, the Company had \$nil (July 31, 2013 - \$nil) of cash. Management acknowledges that the Company will be requiring incremental financing from external sources to fund future operations.

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, 2014, the Company had no off balance sheet arrangements.

### **Related-Party Transactions**

During the six month period ended January 31, 2014, Cavalry provided \$33,900 (2013 - \$33,900) of financial accounting and consulting services.

Included in accounts payable and accrued liabilities as at October 31, 2013 is \$188,678 (July 31, 2013 - \$137,972) in amounts due to related parties.

### **Share Capital**

As at January 31, 2014, 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, 2014 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 assumes 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 condensed unaudited interim consolidated financial statements requires management to make estimates and judgments and form assumptions that affect the reported amounts and other disclosures in these condensed unaudited interim 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 other receivable and notes receivable 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 receivables, loans receivable, and accounts payable and accrued liabilities approximate fair values due to the relatively short term maturities of these instruments.

### **b) Credit Risk**

Credit risk is the risk of loss associated with the counterparty's inability to fulfill its payment obligations. The Company is not exposed to any significant credit risk.

### **c) Liquidity Risk**

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they are 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. The Company is susceptible to liquidity risk due to the negative working capital.

## **Outlook**

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