



# **Global Hemp Group Inc.**

**Management Discussion and Analysis  
Three Months ended December 31, 2017**

## Management's Discussion and Analysis

The following is management's discussion in respect of the results of operations and financial position of Global Hemp Group Inc. (the "Company" or "GHG") for the three months ended December 31, 2017 and should be read in conjunction with the Company's audited annual financial statements for the most recent year ended September 30, 2017. The Company's financial statements have been presented in accordance with International Financial Reporting Standards and are presented in Canadian dollars unless otherwise specified. Additional information, including the above mentioned financial statements, which contain extensive disclosure of the history of the Company are available on SEDAR ([www.sedar.com](http://www.sedar.com)) and at the Company's website ([www.globalhempgroup.com](http://www.globalhempgroup.com))

This MD&A has been prepared effective as of February 28, 2018

### Forward Looking Statements

*The information presented in this MD&A contains statements concerning future results, future performance, intentions, objectives, plans and expectations that are, or may be deemed to be, "forward-looking statements" or "forward-looking information" (collectively "forward-looking statements") as those terms are used in the Private Securities Litigation Reform Act of 1995 and similar Canadian laws.*

*Such forward-looking statements, including but not limited to those with respect to the price of metals, the timing and amount of estimated future mineralization and economic viability of properties, capital expenditures, costs and timing of exploration projects, permitting timelines, title to properties, the timing and possible outcome of pending exploration projects and other factors and events described in this MD&A involve known and unknown risks, uncertainties and other factors such as general economic and business conditions, change in foreign currency exchange rates, and other factors, which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Since forward looking statements address future events and conditions, by their nature, they involve inherent risks and uncertainties. Readers should verify all claims and do their own due diligence before investing in any securities mentioned or implied in this document. Investing in securities is speculative and carries a high degree of risk.*

*These statements are based on management's current expectations and are subject to a number of uncertainties and risks that could cause actual results to differ materially from those described in the forward-looking statements. Forward-looking statements are based on management's current plans, estimates, projections, beliefs, and opinions and we do not intend, nor do we undertake any obligation to update or revise any forward-looking statements whether written or oral that may be made by or on the Company's behalf should the assumptions related to these plans, estimates, projections, beliefs and opinions change, except as required by securities law.*

*The following table outlines certain significant forward-looking statements contained in this MD&A and provides the material assumptions used to develop such forward-looking statements and material risk factors that could cause actual results to differ materially from the forward-looking statements.*

<b>Forwarding looking statements</b>	<b>Assumptions</b>	<b>Risk factors</b>
<i>The Company may further raise capital in the future to finance the Company's operations through equity or debt financing, including related party loan, or through other arrangements including but not limited to joint-venturing.</i>	<i>Based on management's current plan in raising capital in the future.</i>	<i>Change in interest rate, support by related parties, change in condition of capital market</i>

## **Overall Performance**

### **Background & Nature of Business**

Global Hemp Group (the “Company” or “GHG”) was incorporated on October 30, 2009 in British Columbia, Canada, originally under the name Arris Holdings Inc., and on March 24, 2014 changed its name to Global Hemp Group Inc. Since the name change, the Company has been focused on the production and processing of industrial hemp and collaboration with companies that will enable GHG to develop and implement the Hemp Agro-Industrial Zone concept. Through partnerships, joint ventures and acquisitions, the Company will capture cash flow, revenues and value, and establish a greater collective valuation.

The Company’s registered office is #106 – 1169 Mt. Seymour Road, North Vancouver, BC, V7H 2Y4. The Company’s common shares are currently traded on Canadian Securities Exchange (“CSE”) under the symbol “GHG”, on Börse Frankfurt under the symbol “GHG”, and on the USA OTC Markets under the symbol “GBHPF”.

The Company is focused on acquiring and/or joint venturing with companies across all sectors of the hemp industry in an effort to build a "soil-to-shelf" portfolio of complementary companies that will enable GHG to capture cash flow, revenues and value from its acquisitions and establish a far greater collective valuation than GHG or the individual companies would have on their own.

Management is actively looking at new projects in the hemp cultivation and cannabinoid extraction space that can be acquired or joint-ventured with, to produce near term revenue. The Company continues to focus on developing its vision for an Hemp Agro-Industrial Zone (HAIZ), a value-added hemp processing zone which is strategically located adjacent to hemp farming areas, that will focus on the processing of the entire hemp plant. These zones are designed to be replicated in any region where the law allows for the cultivation of industrial hemp.

The Hemp Agro-Industrial Zone <https://globalhempgroup.com/hempagro> is an optimization concept that grew out of GHG’s efforts to carve a niche of its own in the spectrum of hemp industries. It seeks to build cooperative mechanisms between capital, farmers and labor, and across industrial sectors, focused on different parts of the hemp plant, to produce greater social and environmental benefits with substantial financial reward to capital.

Socio-Economic Benefits of the HAIZ - Benefits of the HAIZ are measured in the payments to farmers for products delivered to the processing plants, the number of jobs created, and the salaries paid. The way GHG views the relationships with its key suppliers, the farmers and with the workers, is an additional benefit of significance as it shifts the mode of operation from a competitive to collaborative.

Environmental Benefits of the HAIZ - GHG is fully committed to a carbon free economy and the HAIZ concept is an embodiment of this commitment. First at the farm level it promotes a farming system that minimizes carbon-based inputs through soil enhancing rotations to minimize fertilizer inputs. The more important environmental benefits of the HAIZ will be found in the range of its products, principally those made from the straw: hempcrete products, clean fibres for the textile industry, interior panels for the auto industry, to name a few.

### **State of the Hemp Industry in Canada and the United States**

As the hemp industry continues to rapidly mature, much more detailed data is becoming available. Previously, the calculated the size and growth of the hemp has been based on approximations of sales in the categories of textiles, auto parts, building materials and other products, in addition to known data on the sales of hemp foods and body care. Now that there is much more specific data available that includes cannabinoids, the Hemp Business Journal projects a USD\$2B

hemp market by 2020 overall, while the hemp CBD market is projected to be USD \$450M by 2020, up from \$130M in 2016.

Canada however has not participated in the emerging growth of the hemp derived CBD market, but that is all about to change with changes in legislation slated for mid-2018. In the U.S., thirty-four states have now passed legislation that allow hemp farming as part of U.S. H.R. 3530, the Industrial Hemp Farming Act of 2017. Vote Hemp estimates that approximately 25,541 acres of hemp crops were planted in the U.S. in 2017, up from 9,770 acres in 2016. By comparison, it has been reported by Health Canada that more than 120,000 acres were licensed for hemp cultivation in in Canada in 2017, making it a more established market to operate in.

In the past two decades, several feasibility and marketing studies have been conducted by researchers at the USDA and various land grant universities and state agencies. Studies by researchers in Canada and various state agencies provide a mostly positive market outlook for growing hemp, citing rising consumer demand and the potential range of product uses for hemp. Some state reports claim that if the current restriction on growing hemp in the United States were totally removed, agricultural producers in their states could benefit. Other studies highlight certain production advantages associated with hemp or acknowledge hemp's benefits as a rotational crop or further claim that hemp may be less environmental degrading than most other agricultural crops. Some studies also claim certain production advantages to hemp growers, such as relatively low input and management requirements for the crop. (CRS, Hemp as an Agricultural Commodity, Johnson, Renee, March 10, 2017).

## **Business Outlook**

### **New Brunswick Hemp/CBD Project**

Global Hemp Group (the "Company" or "GHG") has established a 50/50 joint venture (JV) with Marijuana Company of America, Inc. (OTC: MCOA) to develop a multi-phase hemp/CBD project on the Acadian peninsula, in New Brunswick (NB), Canada.

Under the terms of the JV, MCOA, a California based cannabis and hemp research and development company, whose business includes the marketing and distribution of hemp-based consumer wellness products, has joined GHG in developing commercial hemp production in New Brunswick. GHG and MCOA (the Partners) will share equally the cost of developing the project. GHG will provide technical and management expertise, while MCOA will provide funding for the project and will become the project's primary off-taker having been granted a Right of First Refusal for any cannabinoids produced and extracted from the project. They will also facilitate access to international markets for the project's CBD production, and assist in product development and distribution.

Research is also an important component of the project. GHG has partnered with a very dynamic college, the Collège Communautaire du Nouveau Brunswick (CCNB) in Bathurst, NB. CCNB will assist the Partners in conducting research with the hemp trials, and support innovation in industry through its innovation center. The project will benefit from CCNB's laboratory capacity in analyzing hemp samples, as well addressing some of the technical issues associated with crop production, processing, and training.

The HAIZ collaboratively produces and processes 100% of the hemp plant to produce a number of wholesale industrial materials, and ultimately high value cannabinoids like CBD, CBG, CBC and CBN. The Partners' vision for the project is to produce greater social and environmental benefits for New Brunswick, while creating significant value for shareholders. The Phase One, first year research trial provided valuable information to refine the Company's project, which is designed to support and promote the expansion of the hemp industry into New Brunswick, through the development of the processing infrastructure required to take the industry to the next level. The HAIZ will provide market

opportunities for farmers; create jobs in an economically depressed area; provide the opportunity to develop biodegradable products of superior quality; and, help support GHG's commitment to creating a carbon free economy.

## **Business Update**

### **Phase Two, 2018 Outlook for New Brunswick Hemp Project**

With a successful Phase One, first year, New Brunswick Hemp Trial now complete, the Partners are now focusing on the next season of crops. Farmers have been recruited and a minimum of 125 acres of hemp cultivation is planned for the region in 2018, with the goal of increasing the acreage under cultivation to more than 1,000 acres by year three of the project. This first commercial crop will focus on CBD extraction, as Health Canada proposed changes in the law to allow the extraction of cannabinoids from hemp is expected to be in place prior to the 2018 harvest. GHG is required to have a processing license to do this type of extraction and will be submitting an application shortly. The Partners are currently considering sites in northeast New Brunswick to locate their processing facilities. In addition, discussions are underway regarding the purchase of extraction equipment for cannabinoids, and straw processing equipment for building materials. The companies expect the facilities to be in place and operational for the 2018 harvest in October.

**Farming** – As the future focus of the project will be on flower and straw production, other varieties with higher straw and similar flower yields will be selected for next year. GHG is currently evaluating a number of varieties for the coming year.

The 2018 production will focus on five experienced farmers cultivating a total of 125 acres. GHG will also be recruiting an agronomist to provide agronomic support to the farmers. Interaction with the farmers will be essential in finding solutions to practical problems that will inevitably arise. To maximize the visibility of the hemp farming experience in the region, farmers were selected across the northeast region of NB. The experience gained with these farmers will enable the scaling up of farming activities in the following years.

**Industrial Site Selection** – Bathurst appears to be the logical central point to process the straw and flowers coming from as far as Campbellton (75 km to the west) and from Miramichi (75 km to the southeast). The area comprises close to 40,000 acres, mostly in field crops, making hemp an excellent alternative.

There are many industrial sites currently available in the Bathurst region since the closing of the paper mill and mines in the area. The city of Bathurst identified a number such sites in and around its industrial zone that Management recently visited. The mayor of Bathurst and his team were very supportive in the effort to bring processing/job creation to the region. Other sites outside the Bathurst city limits were also explored as possible processing locations.

**Selection of Industrial Processes** – The Partners plan to focus on the processing of the flowers for cannabinoid extraction as legislation permits, and the straw for fibre and hurd products. Discussions regarding the engagement of key technological partners is continuing. Once finalized, they will be included in the next version of the project overview that will be submitted to Opportunities New Brunswick in the coming months.

**Genetics Consulting** – Frank Giese, an Advisor to GHG, will consult on the 2018 cultivation to assist in increasing both plant yield and cannabinoid production. Through his experience, he has bridged the fundamentals of scientific research and hemp/cannabis breeding, as well as the use and development of modern cultivation and processing techniques in his breeding work. He has become proficient in breeding cannabinoid rich varieties of hemp, as well as being very experienced in auto flower breeding.

LOI to form a joint venture with Western Sierra Mining Corp. (WSM) of Edmond, Oklahoma for the acquisition of agricultural lands for the purpose of hemp cultivation and the development of a HAIZ was signed on July 29, 2015. The completion of the transaction is subject to a number of conditions, including signing of a Definitive Agreement within 60 days of available funding for the project. The partners have identified a suitable location and while they have not been able to fund this particular project, it remains an attractive project to develop when funding is secured.

Warrants and Options Exercises – Since the beginning of fiscal year beginning on October 1, 2017 to the date of this period of management discussion and analysis, a total of 13,982,750 share-purchase warrants and 1,500,000 share-purchase options have been exercised resulted in issuance of 15,482,750 common shares with a gross proceeds of \$1,014,138.

Management is actively looking at new projects in the hemp cultivation and cannabinoid extraction space that can be acquired or joint-ventured with, to produce near term revenue.

### **Selected Quarterly Information**

The following table summarizes the results of operations for the Company's eight most recent quarters.

	Quarter Ended							
	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016
	\$	\$	\$	\$	\$	\$	\$	\$
<b>Revenue</b>	-	-	-	-	-	-	-	6,474
<b>Operating expenses</b>	(78,339)	(758,437)	(15,920)	(26,377)	(12,784)	(39,132)	(13,353)	(21,857)
<b>Net Income (Loss) from continued operations &amp; net loss</b>	(77,739)	(757,031)	(14,020)	(25,159)	(14,904)	2,486	(19,936)	(25,063)
<b>Loss per share, basic &amp; diluted</b>	(0.00)	(0.01)	(0.00)	(0.00)	(0.00)	(0.00)	(0.00)	(0.00)

### **Results of Operations**

#### Quarter Ended December 31, 2017 ("2018" Q1)

Loss for 2018 Q1 was \$77,739 (Quarter Ended December 31, 2016 ("2017 Q1") – loss of \$14,904). The \$77,739 loss was mainly a combined result of having operating expenses of \$78,339 (2017 Q1 –\$12,784), and exchange gain of \$600 (2016 Q1 – Loss of \$2,120). Consulting fees of \$49,277 to the directors attributed to the increase in business development activities and legal fees of \$15,271.38 for the fund raising and business development activities during 2018 Q1 account for the increase in the loss compared to 2017 Q1.

The increase in consulting fees and legal fees in 2018 Q1 compared to 2017 Q1 was offset by the decrease in interest expenses from \$4,417 in 2017 Q1 to \$600 in 2018 Q1 due to all the convertible debenture was converted in the year ended September 30, 2017.

As at December 31, 2017, the Company had \$665,602 cash (September 30, 2017 - \$8,427), accounts payable and accrued liabilities of \$269,806 (September 30, 2016 - \$275,699), notes payable of \$25,147 (September 30, 2017 - \$24,597) and \$4,120,934 in share capital (September 30, 2017 - \$3,423,935).

### **Liquidity and Capital Resources**

Financing of operations has been achieved primarily through equity and debt financing. The Company's approach to managing liquidity risk is to ensure that it will have sufficient liquidity to meet liabilities when they are due. As at December 31, 2017, the Company had a working capital of \$25,447.

Management realizes that the current liquidity and capital on hands are not sufficient to develop the Company into a viable business. In order to improve the working capital, the Company may further raise capital in the future to finance the Company's operations through equity or debt financing, including related party loan, or through other arrangements including but not limited to joint-venturing.

While the Company believes it will be able to raise additional financing when required, there is no guarantee that the Company can complete equity or debt financings in the future. There are inherent risks associated with the equities market and fluctuations in this market could negatively impact the Company's liquidity and access to capital resources. See the "Risks and Uncertainties" for further discussion of the risks the Company may have.

### **Proposed Transactions**

There are no proposed transactions that may have material impact to the Company except the Proposed Financing disclosed in the above

### **Outstanding Share Data**

As at the date of this MD&A, the Company has the following shares or equities that are convertible to the Company's share capital on a one-to-one basis:

Class A Common Shares	168,226,594
Warrants	2,487,455
Stock Options	13,650,000

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

The company does not have off-balance sheet arrangements.

### **Transactions with Related Parties**

Related party transactions not disclosed elsewhere are as follows:

#### **Key Management Compensation:**

	Nature of transactions	Three months ended December 31,	
		2017	2016
		\$	\$
Directors	Consulting fees	49,277	-

As at December 31, 2017, \$120,000 (September 30, 2017-\$122,685) was owing to the CEO of the Company.  
As at December 31, 2017, \$121,399 (September 30, 2017-\$128,882) was owing to the CFO of the Company.  
As at December 31, 2017, \$120,000 (September 30, 2017-\$127,677) was owing to a director of the Company.

### **Financial Instruments and Other Instruments**

Refer to Notes 7 to the Company's interim financial statements for the three months ended December 31, 2017.

### **Changes in Accounting Policies including Initial Adoption**

Refer to Notes 3 to the Company's interim financial statements for the three months ended December 31, 2017.

### **Risks and Uncertainties**

Readers are cautioned that the foregoing lists of risks, uncertainties and other factors are not exhaustive. Significant risks of the Company's business include the following:

#### New Business

Our business is subject to risks inherent in the establishment of a new business enterprise, such as limited historical financial information, limited capital resources and the inability to raise additional funds when required. No commitments to provide additional funds have been made by management or other shareholders.

#### Dilution to the Existing Shareholders

The Company is very likely to further issue common stock to raise additional capital. The issuance of additional equity securities by the Company could result in a significant dilution in the equity interests of existing shareholders.

#### Reliance on Management's Expertise

GHG strongly depends on the expertise of its management team and there is little possibility that this dependence will decrease in the near term. The loss of the services of any member of such team could have a material adverse effect on the Company. GHG does not have any key person insurance in place for management.

#### Permits and Licenses

The hemp and cannabis industries may require the Company to obtain regulatory or other permits and licenses from various governmental licensing bodies. There can be no assurance that the Company will be able to obtain all necessary permits and licenses that are required to carry out the Company's hemp and cannabis business.

#### Conflicts of Interest

Certain of the directors of the Company also serve as directors and/or officers of other companies in similar line of business. Consequently, there exists the possibility for such directors to be in a position of conflict. Any decision made by such directors involving the Company will be made in accordance with their duties and obligations to deal fairly and in good faith with the Company and such other companies. In addition, such directors will declare, and refrain from voting on, any matter in which such directors may have a conflict of interest.



## **Financial and Disclosure Controls and Procedures**

The Company's certifying officers are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they make. Investors should be aware that inherent limitations on the ability of the Company's certifying officers to design and implement on a cost-effective basis DC&P and ICFR as defined in NI 52-109 may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.

In connection with Exemption Orders issued in November 2007 and revised in December 2008 by each of the securities commissions across Canada, the Chief Executive Officer and Chief Financial Officer of the Company will file a Venture Issuer Basic Certificate with respect to the financial information contained in the unaudited interim financial statements and the audited annual financial statements and respective accompanying Management's Discussion and Analysis.

In contrast to the certificate under National Instrument ("NI 52-109") (Certification of Disclosure in Issuer's Annual and Interim Filings), the Venture Issuer Basic Certification does not include representations relating to the establishment and maintenance of disclosure controls and procedures and internal control over financial reporting, as defined in NI 52-109.

## **Directors and Officers**

Charles Larsen	Director, President, and CEO
Curt Huber	Director and CFO
Dr. Paul Perrault	Director
Jeffrey Kilpatrick	Director