

**INTEGRATED ENERGY STORAGE CORP.**

(formerly Aileron Ventures Limited)

**Management's Discussion & Analysis**

**For the nine months ended September 30, 2018**

**Amended and Restated**

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(formerly Aileron Ventures Limited)

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### **Amended and Restated**

**September 30, 2018**

The management of Integrated Energy Storage Corp. (formerly Aileron Ventures Limited) (the "**Company**" or "**IESC**") is pleased to present the Company's management's discussion and analysis (the "**MD&A**") for the nine months ended September 30, 2018. This MD&A is dated as of March 8, 2019.

This MD&A may contain "forward-looking statements" which reflect the Company's current expectations regarding the future results of operations, performance and achievements of the Issuer. The Issuer has tried, wherever possible, to identify these forward-looking statements by, among other things, using words such as "anticipate," "believe," "estimate," "expect" and similar expressions. The statements reflect the current beliefs of the management of the Company, and are based on currently available information. Accordingly, these statements are subject to known and unknown risks, uncertainties and other factors, which could cause the actual results, performance, or achievements of the Issuer to differ materially from those expressed in, or implied by, these statements.

The Company undertakes no obligation to publicly update or review the forward-looking statements whether as a result of new information, future events or otherwise. Historical results of operations and trends that may be inferred from the following discussions and analysis may not necessarily indicate future results from operations.

Readers are cautioned not to place undue reliance on forward-looking statements, as there can be no assurance that the plans, intentions or expectations upon which they are based will occur. By their nature, forward-looking statements involve numerous assumptions, known and unknown risks and uncertainties, both general and specific, that contribute to the possibility that the predictions, forecasts, projections and other things contemplated by the forward-looking statements will not occur. Such forward-looking statements or information are based on a number of assumptions which may prove to be incorrect, including those assumptions listed below and those discussed elsewhere in this MD&A. Some of the assumptions made by IESC, upon which such forward-looking statements are based, include: the ability of IESC to maintain reasonably stable general administrative expenses; the ability of IESC to access financing on commercially reasonable terms; and the current economic condition in Canada strengthening and not deteriorating any further due to the influence of international economic developments in the United States, Europe, Asia and elsewhere.

Although the forward-looking statements contained in this MD&A are based upon what IESC's management believes to be reasonable assumptions, IESC cannot assure investors that actual results will be consistent with such information. Forward-looking statements reflect management's current beliefs and are based on information currently available to IESC. We caution readers of this MD&A not to place undue reliance on our forward-looking statements because a number of factors, such as those referred to in the paragraph above, could cause actual future results, conditions, actions or events to differ materially from the targets, expectations, estimates or intentions expressed in the forward-looking statements contained in this MD&A. The forward-looking statements are made as of the date of this MD&A and IESC assumes no obligation to update or revise such information to reflect new events or circumstances, except as may be required by applicable law.

### **Overall Performance**

The Company was originally incorporated in Alberta on May 31, 2010 as Aileron Ventures Limited. The Company has not carried on any active business to-date other than (i) to make an investment in Altius Edge Ltd. ("**Altius**") to acquire 50% of the outstanding common shares thereof, (ii) to undertake matters in connection with an amalgamation transaction involving Altius and Immunall Science Inc. ("**Immunall**"), and (iii) to engage in activities to identify and evaluate businesses and assets with a view to completing an acquisition of a business or assets. In this regard, IESC entered into a letter of intent with Anfield Resources Inc. ("**Anfield**"), dated August 16, 2016, with the intention of becoming a producer of vanadium and vanadium related products.

In consideration for issuing 3,000,000 common shares of the Company to Anfield, it is proposed that the Company will acquire the exclusive rights to evaluate Anfield's Shootaring Mill and to determine the feasibility of extracting vanadium from the by-products of planned uranium production by Anfield, from its current uranium claims, at the Shootaring Mill ("**Potential Vanadium Production**"). Following such evaluation, the Company will have the right to purchase up to seventy percent of the Potential Vanadium Production, in consideration for funding the capital expenditures necessary to permit, design and construct a vanadium processing circuit and associated infrastructure at the Shootaring Mill. In addition, the Company will have the potential to utilize the Shootaring Mill for milling additional vanadium feedstock that it sources independently from this arrangement with Anfield. It is currently anticipated that this evaluation process will take up to 12 months from the finalization of a definitive agreement relating to this letter of intent. The Company decided not to pursue this opportunity and no further arrangements are being considered.

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Completion of the transactions contemplated in the letter of intent remain subject to a number of conditions, including completion of satisfactory due diligence, the negotiation of definitive agreements, and certain other conditions which are customary in transactions of this nature. The transactions cannot be completed until these conditions are satisfied, and there is no assurance that the transactions will be completed as proposed or at all.

The Company's Management and Board believes that, in addition to traditional uses for vanadium related to steel production, demand for vanadium has the potential for significant growth related to the ongoing growth in energy storage markets and, in particular, technological developments related to vanadium flow batteries. Management and Board believe that there is significant opportunity to position the Company as a key producer of vanadium and vanadium related products in North America.

In addition, the Company has relationships with people and organizations related to the latest technological developments in flow batteries and, in particular, vanadium flow batteries, which it believes have the potential to further enable it to leverage a position as a supplier of vanadium and related products.

In light of this new focus, and subsequent to the quarter end, the Company sought shareholder approval to change its name to "Integrated Energy Storage Corp." at its Annual General Meeting held on November 10, 2016. The resolution approving this change was passed and, the Company anticipates formalizing this name change shortly.

Effective October 18, 2016, the Company signed a license agreement to gain non-exclusive rights to certain patented technologies. Consideration for the license includes an aggregate \$27,161 (US\$20,000) paid over four tranches and the Company shall pay 1% of any revenues earned based on the licensed technology subject to minimum royalties starting in 2019 of \$5,000, 2020 of \$10,000 and 2021 and beyond of \$20,000. The license terminates when the last of the patents expires or may terminate through written notice by the Company with 60 days notice.

On October 24, 2016, the Company announced that it has signed a license agreement ("the License Agreement") with Battelle Memorial Institute, which operates the U.S. Dept. of Energy's Pacific Northwest National Laboratory ("PNNL"). Pursuant to the License Agreement, the Company has the right to supply vanadium based electrolytes to those companies utilizing PNNL'S patented vanadium flow battery technologies. The Company believes this relationship and License helps position it to develop and supply electrolytes to the leading companies currently commercializing vanadium flow battery systems.

### Risks and Uncertainties

The Company does not have a history of earnings, nor has it paid any dividends since it was incorporated. IESC's assets are limited to its cash balances, receivables, prepaid expenses and a license. There is no assurance that the Company will be able to obtain additional funding.

### Selected Annual Information

	Year Ended December 31, 2017	Year Ended December 31, 2016	Year Ended December 31, 2015
<i>Selected operations data</i>			
Loss for the year	\$ 181,047	\$ 92,780	\$ 24,263
Weighted number of shares outstanding	9,436,148	9,436,148	9,346,148
Loss per share	0.02	0.01	0.00
<i>Selected balance sheet data</i>			
Net working capital (deficiency)	\$ (362,246)	\$ (186,630)	\$ (69,250)
Total assets	\$ 27,680	\$ 62,485	\$ 3,585
Total long-term liabilities	\$ -	\$ -	\$ -
Net shareholders' equity (deficiency)	\$ (340,516)	\$ (159,469)	\$ (69,250)

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### Results of Operations

For the three months ended September 30, 2018 and 2017, the Company reported net losses of \$81,403 and \$43,758, respectively.

The net loss during the three months ended September 30, 2018 and 2017 are summarized below.

	2018	2017
General and administrative	\$ 1,470	\$ 2,819
Amortization	1,357	-
Consulting fees	47,551	37,575
Professional fees	3,200	-
Patent costs	25,393	-
Change in fair value of marketable securities	-	3,364
Recovery of GST	(15,225)	-
Impairment of license	17,657	-
Net loss before income taxes	\$ (81,403)	\$ (43,758)

For the nine months ended September 30, 2018 and 2017, the Company reported net losses of \$103,777 and \$96,457, respectively.

The net loss during the nine months ended June 30, 2018 and 2017 are summarized below.

	2018	2017
General and administrative	\$ 3,573	\$ 21,992
Amortization	4,073	-
Consulting fees	47,551	86,798
Professional fees	20,755	-
Patent costs	25,393	-
Change in fair value of marketable securities	-	(12,333)
Recovery of GST	(15,225)	-
Impairment of license	17,657	-
Net loss before income taxes	\$ (103,777)	\$ (96,457)

### Summary of Quarterly Results

	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016
Net Income (Loss) for the period	\$(81,403)	\$(22,374)	\$(2,424)	\$(84,590)	\$ (43,758)	\$ (45,215)	\$ (7,484)	\$(41,420)
Income (Loss) per share	\$ (0.00)	\$ (0.00)	\$ (0.00)	\$ (0.01)	\$ (0.00)	\$ (0.00)	\$ (0.00)	\$ (0.00)

### Liquidity and Capital Resources

The Company reported a working capital deficiency of \$444,293 at September 30, 2018 compared to a working capital deficiency of \$362,246 as at December 31, 2017. As at September 30, 2018, the Company had net cash on hand of \$2,513 (2017 - \$5,950).

The Company's current assets other than cash as at September 30, 2018 consisted of GST receivable of \$22,316.

Current liabilities as at September 30, 2018 consist of accounts payable of \$131,676 (2017 - \$62,250) and a demand loan of \$337,446 (2017 - \$305,946).

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The Company expects to have capital requirements in excess of its currently available resources and therefore will be required to seek additional financing. There can be no assurance that the Company will have sufficient financing to meet its future capital requirements or that additional financing will be available on terms acceptable to the Company in the future.

### Off-Balance Sheet Arrangements

The Company does not utilize off-balance sheet arrangements.

### Transactions with Related Parties

None

### Proposed Transactions

At the time of this report, the Company is not contemplating any proposed transactions.

### Critical Accounting Estimates

Not applicable to Venture Issuers.

### Changes in Accounting Policies including Initial Adoption

There were no changes in accounting policies during the year. Refer to Note 2 of the financial statements for the Company's significant accounting policies and future changes to accounting standards.

### Financial Instruments and Other Instruments

The carrying amounts of cash, receivables, and accounts payable approximate fair value because of the short-term maturity of these items.

### Other Requirements

#### Summary of Outstanding Share Data as at March 9, 2019:

Authorized: Unlimited number of common shares without par value.

Issued and outstanding: 9,436,148 common shares.

#### Options and Warrants

The Company has no warrants outstanding.

Stock options outstanding as at November 29, 2018 are outlined below:

Number of options outstanding	Exercise Price	Expiry
500,000	\$0.25	September 5, 2020

Additional disclosures pertaining to the Company's technical report, management information circulars, material change reports, press releases and other information are available on the SEDAR website at [www.sedar.com](http://www.sedar.com).