# LANEBURY GROWTH CAPITAL LTD.

(FORMERLY NU2U RESOURCES CORP.)

**MANAGEMENT DISCUSSION AND ANALYSIS** 

FOR THE NINE MONTH PERIOD ENDED MARCH 31, 2018

#### INTRODUCTION

Lanebury Growth Capital Ltd. (formerly NU2U Resources Corp.) ("Lanebury" or the "Company") was incorporated under the Business Corporations Act (British Columbia) on August 19, 2011, as wholly-owned subsidiary of Orca Wind Power Corp ("OWP") under the name NU2U Resources Corp. and subsequently changed its name to Lanebury Growth Capital Ltd. on April 25, 2017. On November 21, 2017, the Company's shares were listed on the Canadian Securities Exchange under the trading symbol "LLL".

This management discussion and analysis should be read in conjunction with the financial statements and related notes thereto for the nine months ended March 31, 2018 and 2017 (the "Financial Statements"), which have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by International Accounting Standards Board ("IASB"). All amounts in the financial statements and this discussion and analysis are presented in Canadian dollars, unless otherwise indicated. This Management Discussion and Analysis ("MD&A") is dated May 29, 2018, and discloses specified information up to that date.

All statements other than statements of historical fact in this MD&A are forward-looking statements. These statements represent the Company's intentions, plans, expectations and beliefs as of the date hereof, and are subject to risks, uncertainties and other factors of which many are beyond the control of the Company. These factors could cause actual results to differ materially from such forward-looking statements. Readers should not place undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

#### THE COMPANY AND BUSINESS

Lanebury is an investment company specializing in business opportunities in the technology arena. The Company targets investments that have a monthly revenue model and can be scaled easily using internet and mobile technologies. The proposed investments are generally early stage startups that already have developed a customer and revenue base with competent management in place and are seeking funding for expansion.

The current directors have considerable experience dealing in the technology area and can be expected to find considerable opportunities for investment in the less than one million dollars range, either through debt or equity investments, where risk is elevated but may be reduced by diversification, and where these investments can be profitable.

The Company's primary industry focus is as follows:

- I. Internet hardware, systems and software
- II. Internet media
- III. Internet health
- IV. Internet education
- V. Unique technologies applied in an innovative business model

# **RESULTS OF OPERATIONS**

	т	Three month period ended March 31,			Nine month period ended March 31,			
		2018		2017	2018		2017	
Administrative Expenses								
Management and consulting fees	\$	3,004	\$	8,867	\$ 11,464	\$	15,081	
Office and sundry		254		64	443		414	
Professional fees		16,502		11,652	30,297		19,182	
Transfer agent and filing fees		5,209		6,116	24,846		10,131	
Total expenses		(24,969)		(26,699)	(67,050)		(44,808)	
Interest income		14,888		12,699	52,116		38,993	
Interest expense		-		(15,659)	(63,943)		(43,742)	
Gain (loss) on derivative		(92,126)		-	5,795		-	
Net loss	\$	(102,207)	\$	(29,659)	\$ (73,082)	\$	(49,557)	

#### THREE MONTH PERIOD ENDED MARCH 31, 2018 AND 2017

#### Net Loss

Net loss for the quarter ended March 31, 2018, was \$102,207 compared to a net loss of \$29,659 for the quarter ended March 31, 2017, representing an increase in loss of \$72,548.

#### Expenses

For the quarter ended March 31, 2018, total expenses were \$24,969 compared to \$26,699 recorded during the same period in 2017, representing a decrease in expenses of \$1,730. Material variances over the comparable period are discussed below.

## Management and consulting fees

For the quarter ended March 31, 2018, management and consulting fees were \$3,004 compared to \$8,867 for the same quarter in the prior year, representing a decrease in management and consulting fees of \$5,863. The lower fees for the current quarter are related to an overall decrease in activity, as well as in the quarter ended March 31, 2017, extra costs incurred in hiring a consultant to generate a business plan.

## **Professional fees**

For the quarter ended March 31, 2018, professional fees were \$16,502 compared to \$11,652 for the same quarter in the prior year, representing an increase in professional fees of \$4,850. The higher fees for the current quarter are related to costs associated with listing the Company on the Canadian Securities Exchange.

## Transfer agent and filing fees

For the quarter ended March 31, 2018, transfer agent and filing fees were \$5,209 compared to \$6,116 for the same quarter in the prior year, representing a decrease in transfer agent and filing fees of \$907. The lower fees for the current quarter are related to an overall decrease in activity.

## **Other items**

For the quarter ended March 31, 2018, interest income was \$14,888 compared to \$12,699 for the quarter ended March 31, 2017 and interest expense was Nil compared to \$15,659 for the quarter ended March 31, 2017. The increase in interest income is related to loans receivable outlined in Note 4 of the financial statements. The decrease in interest expense is related to paying off the loans payable in November 2017 as outlined in Note 6 of the financial statements.

For the quarter ended March 31, 2018, the Company incurred a loss on derivative of \$92,126 compared to \$Nil for the quarter ended March 31, 2017. This loss is related to a decrease in the fair value of warrants included in the units purchased from Mobio during the prior year.

## NINE MONTH PERIOD ENDED MARCH 31, 2018 AND 2017

## Net loss

Net loss for the nine months ended March 31, 2018, was \$73,082 compared to a net loss of \$49,557 for the quarter ended March 31, 2018, representing an increase in net loss of \$23,525.

#### **Expenses**

For the nine months ended March 31, 2018, total expenses were \$67,050 compared to \$44,808 recorded for the same period in 2017, representing an increase in expenses of \$23,972. Material variances over the comparable period are discussed below.

## Management and consulting fees

For the nine months ended March 31, 2018, management and consulting fees were \$11,464 compared to \$15,081 for the same period in the prior year, representing a decrease in management and consulting fees of \$3,617. The lower fees for the current period are related to a decrease in activity.

## **Professional fees**

For the nine months ended March 31, 2018, professional fees were \$30,297 compared to \$19,182 for the same period in the prior year, representing an increase in professional fees of \$11,115. The higher fees for the current period are related to costs associated with listing the Company on the Canadian Securities Exchange.

#### Transfer agent and filing fees

For the nine months ended March 31, 2018, transfer agent and filing fees were \$24,846 compared to \$10,131 for the same period in the prior year, representing an increase in transfer agent and filing fees of \$14,715. The higher fees for the current period are related to costs associated with listing the Company on the Canadian Securities Exchange.

#### Other items

For the nine months ended March 31, 2018, interest income was \$52,116 compared to \$38,993 for the nine months ended March 31, 2017, and interest expense was \$63,943 compared to \$43,742 for the nine months ended March 31, 2017. The increase in interest income is related to loans receivable outlined in Note 4 of the financial statements. The decrease in interest expense is related to loans payable outlined in Note 6 of the financial statements.

For the nine months ended March 31, 2018, the Company incurred a gain on derivative of \$5,795 compared to \$Nil for the period ended March 31, 2017. This gain was related to an increase in the fair value of warrants included in the units purchased from Mobio during the prior year.

Fiscal quarter ended			Comprehensive Income (Loss) \$	Earnings (Loss) from Continuing Operations – Per Share <sup>1, 2, 3</sup> \$		
March 31, 2108	Nil	(102,207)	(372,457)	(0.01)		
December 31, 2017	Nil	62,391	403,141	0.01		
September 30, 2017	Nil	(33,266)	(80,266)	(0.02)		
June 30, 2017	Nil	(74,533)	(88,701)	(0.04)		
March 31, 2017	Nil	(29,659)	(6,159)	(0.01)		
December 31, 2016	Nil	(18,252)	(41,752)	(0.01)		
September 30, 2016	Nil	(1,646)	(1,646)	(0.00)		
June 30, 2016	Nil	1,358	1,358	0.00		
March 31, 2016	Nil	(9,207)	(9,207)	(0.00)		

#### SUMMARY OF QUARTERLY RESULTS

Note 1: Revenues exclude interest income. Fully diluted per share amounts are not shown as they would be anti-dilutive. Note 2: Loss per share is rounded to the nearest whole cent

Note 3: All amounts have been restated to reflect the twelve for one share consolidation effected in April 2017

#### LIQUIDITY AND CAPITAL RESOURCES

As at March 31, 2018, the Company had current assets of \$4,761,459 and current liabilities of \$11,115 compared to current assets of \$516,335 and current liabilities of \$736,219 as at June 30, 2017. At March 31, 2018, there was working capital of \$4,750,344 compared to a working capital deficit \$219,884 at June 30, 2017.

Cash at March 31, 2018, was \$3,773,503 compared to \$6,370 at June 30, 2017.

On December 15, 2015, Code Consulting Limited ("Code"), a company controlled by the CEO of the Company, loaned \$400,000 to the Company to facilitate the loan to Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance and is secured by a promissory note. The principal balance plus accrued interest was due and payable on December 15, 2016. On November 30, 2017, the Company repaid the loan of \$482,313 including accrued interest of \$82,312.

On May 18, 2016, Code loaned an additional \$10,000 to the Company. The advance is non-interest bearing, unsecured and has no fixed terms of repayment. On November 30, 2017, the Company repaid the loan of \$10,000.

On August 17, 2016, Code loaned \$235,000 to the Company to facilitate the investment in the units of Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on August 17, 2017. The loan was initially recorded at the fair market value of \$258,399 using a discount rate of 19.1% and \$19,601 was allocated to reserves. On November 30, 2017, the Company repaid the loan of \$266,007 including accrued interest of \$31,007.

On July 26, 2017, Code loaned \$250,000 to the Company. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on July 26, 2018. The loan was initially recorded at the fair market value of \$230,190 using a discount rate of 19.1% and \$19,810 was allocated to reserves. On November 30, 2017, the Company repaid the loan of \$258,767 including accrued interest of \$8,767.

On July 26, 2017, the Company entered into an agreement to loan \$100,000 to Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on July 25, 2018. During the period ended March 31, 2018, interest of \$6,767 was earned on the loan.

On October 3, 2017, the Company entered into an agreement to loan \$50,000 to Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on October 3, 2018. During the period ended March 31, 2018, interest of \$2,466 was earned on the loan.

On November 2, 2017, the Company completed a non-brokered private placement financing, issuing 8,333,333 common shares of the Company at a price of \$0.60 per share for total proceeds of \$5,000,000. The CEO of the Company purchased all of the 8,333,333 common shares issued.

On November 6, 2017, the Company entered into an agreement to loan \$50,000 to Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on November 6, 2018. During the period ended March 31, 2018, interest of \$2,000 was earned on the loan.

On November 7, 2017, the Company entered into an agreement to loan \$150,000 to Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The

principal balance plus accrued interest is due and payable on November 7, 2018. During the period ended March 31, 2018, interest of \$5,959 was earned on the loan.

On December 12, 2017, the Company entered into an agreement to Ioan \$50,000 to Mobio. The Ioan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on December 12, 2018. During the period ended March 31, 2018, interest of \$1,507 was earned on the Ioan.

In the future, the Company will need to continue raising additional capital. As a public company, the evaluation by the investment community and individual investors will determine the outcome of any financing in the public market.

# **OFF BALANCE SHEET ARRANGEMENTS**

The Company has no off-balance sheet arrangements.

## TRANSACTIONS WITH RELATED PARTIES AND KEY MANAGEMENT PERSONNEL

## Balances

The following amounts payable to related parties are included in trade payables and other payables:

## Transactions - paid or accrued

	March 31,		June 30, 2017	
	2018			
CEO of the Company	\$ -	\$	-	
Company controlled by the CFO of the Company	1,074		588	

Transactions with related parties are summarized in the table below:

	Period ended			Period ended		
	March 31, 2018			March 31, 2017		
Interest and accretion on loans payable to Code	\$	63,942	\$	43,741		
Interest on loan receivable from Mobio		18,699		-		
Interest on loan receivable from TYM		33,416		-		

#### Key management personnel compensation:

	Period ended			Period ended		
	March 31, 2018			March 31, 2017		
Management and consulting fees	¢	11.464	¢	11,545		
Professional fees	Ŷ	5,130	Ļ	6,660		

All transactions with related parties have occurred in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

#### Loans from related party

On December 15, 2015, Code loaned \$400,000 to the Company to facilitate the loan to Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance and is secured by a promissory note. The principal balance plus accrued interest was due and payable on December 15, 2016. The loan has not been repaid and the Company is currently in discussions with Code to revise the terms of the loan agreement. On November 30, 2017, the Company repaid the loan of \$482,313, including accrued interest of \$82,312.

On May 18, 2016, Code loaned an additional \$10,000 to the Company. The advance is non-interest bearing, unsecured and has no fixed terms of repayment. On November 30, 2017, the Company repaid the loan of \$10,000.

On August 17, 2016, Code loaned \$235,000 to the Company to facilitate the investment in the units of Mobio. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on August 17, 2017. The loan was initially recorded at the fair market value of \$215,399 using a discount rate of 19.1% and \$19,601 was allocated to reserves. On November 30, 2017, the Company repaid the loan of \$266,007 including accrued interest of \$31,007.

On July 26, 2017, Code loaned \$250,000 to the Company. The loan bears interest at 10% per annum, calculated monthly, not in advance, and is secured by a promissory note. The principal balance plus accrued interest is due and payable on July 26, 2018. The loan was initially recorded at the fair market value of \$230,190 using a discount rate of 19.1% and \$19,810 was allocated to reserves. On November 30, 2017, the Company repaid the loan of \$258,767 including accrued interest of \$8,767.

As at March 31, 2018, total loans outstanding were \$Nil. During the period ended March 31, 2018, the Company recorded interest expense of \$39,914 and accretion of \$24,029 related to the loans payable.

#### FINANCIAL INSTRUMENTS

The fair value of the Company's loans receivable and accrued interest, warrants held, trade payables and other payables, and loans payable and accrued interest approximates the carrying value due to the short-term nature of the instruments. The Company's risk exposures and the impact on the Company's financial instruments are summarized below:

## Credit risk:

Credit risk is the risk of loss associated with a counterparty's inability to fulfill its payment obligations. The Company is exposed to credit risk on the loan receivable from TYM in the amount of \$353,070, and loans receivable from Mobio in the amount of \$418,699. The Company is in regular communication with TYM and Mobio and has a degree of confidence that the loans will be repaid. No allowance for doubtful accounts has been recorded.

## Liquidity risk:

The Company's approach to managing liquidity risk is to ensure that it will have sufficient liquidity to meet liabilities when due. As at March 31, 2018, the Company had a cash balance of \$3,773,503 (June 30, 2017 - \$6,370) to settle current liabilities of \$11,115 (June 30, 2017 - \$736,219). Management believes it has sufficient funds to meet its future obligations as they become due.

## Market risk:

Market risk is the risk of loss that may arise from changes in market factors such as interest rates, foreign exchange rates and equity prices.

- (a) Interest rate risk the Company has a cash balance and interest-bearing debt making the company sensitive to interest rate fluctuations.
- (b) Foreign currency risk the Company currently believes it has no significant foreign exchange risk.
- (c) Price risk The Company is exposed to price risk with respect to the investment in warrants and shares of Mobio. A 10% change in the value of Mobio shares would give rise to a \$18,800 change in accumulated other comprehensive income (loss).

#### Fair value of financial instruments

The Company's financial instruments consist of cash, receivables and accrued interest, warrants, marketable securities, trade payables and other payables. The carrying values of cash, receivables and accrued interest, trade payables and other payables approximate their fair values due to their short-term nature and/or the existence of market related interest rates on the instruments. The carrying value of marketable securities approximates their fair value as it is based on the closing trading price of the security on the reporting date. The carrying value of warrants is based on the Black-Scholes option pricing model and approximates the fair value.

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.

All financial instruments other than warrants are classified as Level 1. Warrants are classified as Level 2.

There has been no change in Levels for the period ended March 31, 2018.

## SHARE CAPITAL

The total number of common shares outstanding at March 31, 2018, is 10,320,803 and at the date of this MD&A is 10,320,803.

As at the date of this report there were no stock options or warrants outstanding.

## **RISK FACTORS**

In evaluating an investment in Lanebury, in addition to other information contained in this MD&A, investors should consider the following risk factors associated with Lanebury's business of investing in startup companies. These risk factors are not a definitive list of all risk factors associated with the Company and its business.

## Risk of Loss of Entire Investment

Investing in startup companies involves a high level of risk. Startup companies may fail completely or Lanebury may be unable to resell the shares it owns in the Startup or collect upon the debt instrument that the Company has purchased from the Startup. In these situations, Lanebury may lose the entire amount of the investment.

## Return on Investment is Not Guaranteed

The amount of return on investment, if any, is highly variable and not guaranteed. Some start-ups may be successful and generate significant returns, but many will not be successful and will only generate small returns, if any at all. Investment returns that the Company may receive will be variable in amount, frequency, and timing.

#### Delay in Return on Investment

Any returns generated by startup companies may take several years to materialize. Most Startups take five to seven years to generate any investment return, if at all.

#### Liquidity Risk

It may be difficult to resell the investment in a Startup. Startup investments are privately held companies and are not traded on a public stock exchange. Also, there is currently no readily available secondary market for private buyers to purchase securities of Startups. Furthermore, there may be restrictions on the resale of the shares of the Startup and the ability to transfer those shares.

## Dilution Risk of the Investment

Startup companies may need to raise additional capital in the future through the issue of additional shares. This will dilute the percentage ownership that Lanebury has in the company.

## Risk of Inaccurate Valuation of the Investment

Unlike publicly traded companies that are valued through market-driven stock prices, the valuation of private companies, especially Startups, is difficult to assess. The issuer will set the share price of the investment and there is a risk of overpaying for that investment.

## Risk of Failure of the Startup

Investments in Startup are speculative, and these companies often fail. Unlike an investment in a mature business where there is a track record of revenue and income, the success of a Startup often relies on the development of a new product or service that may or may not find a market.

## **Risk of Profitability of Startup Companies**

A Startup company is still in an early phase and may be just beginning to implement its business plan. There can be no assurance that it will ever operate profitably. The likelihood of achieving profitability should be considered in light of the problems, expenses, difficulties, complications and delays usually encountered by companies in their early stages of development. The Startup company may not be successful in attaining the objectives necessary for it to overcome these risks and uncertainties.

#### Funding risk

A Startup company may require funds in excess of its existing cash resources to fund operating expenses, develop new products, expand its marketing capabilities, and finance general and administrative activities. Due to market conditions at the time the Startup company needs additional funding, it is possible that the company will be unable to obtain additional funding when it needs it, or the terms of any available funding may be unfavorable. If the company is unable to obtain additional funding, it may not be able to repay debts when they are due, or the new funding may excessively dilute existing investors. If the company is unable to obtain additional funding its development, marketing and expansion efforts and, if it continues to experience losses, potentially cease operations.

#### Disclosure risks

The Startup company is at an early stage and may only be able to provide limited information about its business plan and operations because it does not have fully developed operations or a long trading history. The company is also only obligated to provide limited information regarding its business and financial affairs to investors.

#### Personnel risks

An investment in a Startup is also an investment in the management of the company. Being able to execute on the business plan is often an important factor in whether the business is viable and successful. The startup company's management may not have the necessary expertise and experience to deliver on the company's business plan.

#### Growth risk

For a Startup to succeed, it will need to expand significantly. There can be no assurance that it will achieve this expansion. Expansion may place a significant strain on the company's management, operational and financial resources. To manage growth, the company will be required to implement operational and financial systems, procedures and controls. It also will be required to expand its finance, administrative and operations staff. There can be no assurance that the company's current and planned personnel, systems, procedures and controls will

be adequate to support its future operations. The company's failure to manage growth effectively could have a material adverse effect on its business, results of operations, and financial condition.

## Competition risk

The Startup may face competition from other companies, some of which might have received more funding than the Startup has. One or more of the company's competitors could offer services similar to those offered by the company at significantly lower prices, which would cause downward pressure on the prices the company would be able to charge for its services. If the company is not able to charge the prices it anticipates charging for its services, there may be a material adverse effect on the company's results of operations and financial condition.

#### Market demand risk

While a Startup company believes that there will be customer demand for its products, there is no assurance that there will be broad market acceptance of the company's offerings. There also may not be broad market acceptance of the company's offerings if its competitors offer products which are preferred by prospective customers. In such event, there may be a material adverse effect on the company's results of operations and financial condition, and the company may not be able to achieve its goals.

#### Control risks

Because the company's founders, directors and executive officers may be among the company's largest stockholders, they can exert significant control over the company's business and affairs and have actual or potential interests that may depart from Lanebury's. The company's founders, directors and executive officers may own or control a significant percentage of the Startup company. In addition to their board seats, such persons will have significant influence over corporate actions requiring stockholder approval, irrespective of how the company's other shareholders, including Lanebury, may vote.

Cyber Security Risks. As the Corporation continues to increase its dependence on information technologies to conduct its operations, the risks associated with cyber security also increase. The Corporation relies on management information systems and computer control systems. Business and supply chain disruptions, plant and utility outages and information technology system and network disruptions due to cyber-attacks could seriously harm its operations and materially adversely affect its operation results, Cyber security risks include attacks on information technology and infrastructure by hackers, damage or loss of information due to viruses, the unintended disclosure of confidential information, the issue or loss of control over computer control systems, and breaches due to employee error. The Corporation's exposure to cyber security risks includes exposure through third parties on whose systems it places significant reliance for the conduct of its business. The Corporation has implemented security procedures and measures in order to protect its systems and information from being vulnerable to cyber-attacks. The Corporation believes these measures and procedures are appropriate. To date, it has not experienced any material impact from cyber security events. However, it may not have the resources or technical sophistication to anticipate, prevent, or recover from rapidly evolving

types of cyber-attacks. Compromises to its information and control systems could have severe financial and other business implications

## ADDITIONAL INFORMATION

Additional information pertaining to the Company is available on the SEDAR website at www.sedar.com.