

**Lanebury Growth Capital Ltd.**

**Management's Discussion and Analysis**

**For the Period Ended**

**March 31, 2020**

## **INTRODUCTION**

Lanebury Growth Capital Ltd. (“Lanebury” or the “Company”) was incorporated under the Business Corporations Act (British Columbia) on August 19, 2011 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 (“MD&A”) supplements but does not form part of the interim condensed financial statements of the Company and notes thereto for the nine months ended March 31, 2020, and consequently should be read in conjunction with the afore-mentioned financial statements and notes thereto and with the Company’s audited financial statements and related notes for the year ended June 30, 2019. This MD&A is dated May 22, 2020 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 substantial 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

	Three months ended		Nine months ended	
	2020	March 31, 2019	2020	March 31, 2019
<b>Expenses</b>				
Management and consulting fees	\$ 4,318	\$ 3,118	\$ 24,954	\$ 13,311
Office and sundry	63	599	231	1,012
Professional fees	7,422	9,318	47,961	24,968
Share-based payments	-	-	-	109,254
Transfer agent and filing fees	5,427	5,024	25,420	12,961
	(17,230)	(18,059)	(98,566)	(161,506)
<b>Other items</b>				
Foreign exchange gain (loss)	143,880	(27,894)	127,740	15,306
Interest income	36,537	21,446	108,513	54,186
Fair value gain (loss) on investments	-	134,761	-	(6,239)
Equity loss on investments	(101,353)	-	(301,173)	-
Gain on derivatives	-	46,154	-	14,063
<b>Net income (loss)</b>	<b>\$ 61,834</b>	<b>\$ 156,408</b>	<b>\$ (163,486)</b>	<b>\$ (84,190)</b>

### THREE MONTH PERIOD ENDED MARCH 31, 2020 AND 2019

#### Net income

The net income for the quarter ended March 31, 2020 was \$61,834 compared to net income of \$156,408 for the quarter ended March 31, 2019, representing a decrease in income of \$94,574.

#### Expenses

For the quarter ended March 31, 2020, total expenses were \$17,230 compared to \$18,059 recorded during the same period in 2019, representing a decrease of \$829. Variances over the comparable period are discussed below.

#### Professional fees

For the quarter ended March 31, 2020, professional fees were \$7,422 compared to \$9,318 for the same quarter in the prior year. The decrease is related to a decrease in the amount of time spent on corporate secretarial services in the current quarter compared to prior year quarter.

#### Management and consulting fees

For the quarter ended March 31, 2020, management and consulting fees were \$4,318 compared to \$3,118 for the same quarter in the prior year. The increase is related to an increase in the amount of time spent by management and consultants in the current quarter with respect to the quarterly financial reporting.

**Other items**

For the quarter ended March 31, 2020, the Company incurred a fair value gain on investments of \$Nil compared to \$134,761 in the prior year period. This is related to the decrease in the value of Mobio's shares which were accounted for at fair value, prior to the change to equity accounting in the latter part of the prior year.

For the quarter ended March 31, 2020, the Company recorded an equity loss of \$101,353 on its investment in Mobio and Plank. In the prior year quarter, the Company did not own any shares of Plank and its investment in Mobio was accounted for as a marketable security rather than as an equity investment, so the Company did not record its share of Mobio's loss.

For the quarter ended March 31, 2020, the gain on derivatives was \$Nil compared to \$46,154 recorded in the prior year quarter. Gains and losses on derivatives were related to increases and decreases in the value of the Mobio warrants held by the Company prior to the Company adopting equity accounting for its investment in Mobio.

For the quarter ended March 31, 2020, the Company had a foreign exchange gain of \$143,880 compared to a foreign exchange loss of \$27,894 for the same quarter in the prior year. The gain is related to the translation of the Company's US dollar investment in Finhaven and the increase in the value of the US dollar during the current quarter.

**NINE MONTH PERIOD ENDED MARCH 31, 2020 AND 2019****Net loss**

The net loss for the nine months ended March 31, 2020 was \$163,486 compared to \$84,190 for the nine months ended March 31, 2019, representing an increase in loss of \$79,296.

**Expenses**

For the nine months ended March 31, 2020, total expenses were \$98,566 compared to \$161,506 recorded during the same period in 2019, representing a decrease of \$62,940. Material variances over the comparable period are discussed below.

**Share-based payments**

For the nine months ended March 31, 2020, share-based payments were \$Nil compared to \$109,254 for the same period in the prior year. The decrease is related to 400,000 stock options granted during the period ended March 31, 2019 compared to none granted in the current period.

**Professional fees**

For the nine months ended March 31, 2020, professional fees were \$47,961 compared to \$24,968 for the same period in the prior year. The increase is related to an increase in audit fees for the current period. Higher than anticipated audit fees were incurred with respect to the June 2019 year-end audit as a result of the adoption of IFRS 9 in the 2019 fiscal year.

### Transfer agent and filing fees

For the nine months ended March 31, 2020, transfer agent and filing fees were \$25,420 compared to \$12,961 for the same period in the prior year. The increase is related to late recording of filing fees in the current period that was incurred on the filing of the prior year end audited financial statements.

### Management and consulting fees

For the nine months ended March 31, 2020, management and consulting fees were \$24,954 compared to \$13,311 for the same period in the prior year. The increase is related to an increase in the amount of time spent by management and consultants in the current period with respect to the year-end audit and quarterly financial reporting.

### Other items

For the nine months ended March 31, 2020, the Company incurred a fair value loss on investments of \$Nil compared to \$6,239 in the prior year period. This is related to the decrease in the value of Mobio's shares which were accounted for at fair value, prior to the change to equity accounting in the latter part of the prior year.

For the nine months ended March 31, 2020, the Company recorded an equity loss of \$301,173 on its investment in Mobio and Plank. In the prior year period, the Company did not own any shares of Plank and its investment in Mobio was accounted for as a marketable security rather than as an equity investment, so the Company did not record its share of Mobio's loss.

For the nine months ended March 31, 2020, the gain on derivative was \$Nil compared to \$14,063 recorded in the prior year period. Gains and losses on derivatives were related to increases and decreases in the value of the Mobio warrants held by the Company prior to the Company adopting equity accounting for its investment in Mobio.

For the nine months ended March 31, 2020, the Company had a foreign exchange gain of \$127,740 compared to \$15,306 for the same prior year period. The gain is related to the translation of the Company's US dollar investment in Finhaven and the increase in the value of the US dollar in the current period.

## SUMMARY OF QUARTERLY INFORMATION

Fiscal quarter ended	Revenues <sup>1</sup>	Net Income (Loss)	Comprehensive Income (Loss)	Earnings (Loss) from Continuing Operations – Per Share <sup>2</sup>
		\$	\$	\$
March 31, 2020	Nil	61,834	61,834	0.01
December 31, 2019	Nil	(182,115)	(182,115)	(0.02)
September 30, 2019	Nil	(43,205)	(43,205)	(0.00)
June 30, 2019	Nil	(317,450)	(317,450)	(0.03)
March 31, 2019	Nil	156,408	156,408	0.00
December 31, 2018	Nil	6,165	6,165	0.00
September 30, 2018	Nil	(246,763)	(246,763)	(0.02)
June 30, 2018	Nil	(335,076)	(288,076)	(0.12)

Note 1: Revenues exclude interest income.

Note 2: Loss per share is rounded to the nearest whole cent

## LIQUIDITY AND CAPITAL RESOURCES

As at March 31, 2020, the Company had current assets of \$1,011,042 and current liabilities of \$17,714 compared to current assets of \$1,365,597 and current liabilities of \$21,332 as at June 30, 2019. At March 31, 2020, the Company had working capital of \$993,328 compared to \$1,344,265 at June 30, 2019.

Cash and cash equivalents at March 31, 2020 were \$989,015 compared to \$1,355,108 at June 30, 2019.

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

Included in trade payables and other payables is \$1,200 (2019 - \$389) owing to a company controlled by the CFO of the Company.

Transactions with related parties are summarized in the tables below:

### Management compensation

	Nine months ended	
	March 31, 2020	March 31, 2019
Management and consulting fees paid to a company controlled by the CFO	\$ 18,803	\$ 13,311
Professional fees paid to a company controlled by the CFO	5,998	10,076
Share-based payments to officers and directors	-	109,254

### Transactions with related parties

	Nine months ended	
	March 31, 2020	March 31, 2019
Interest on loan receivable from Mobio	\$ -	\$ 26,612
Interest and accretion on loan receivable from Plank	94,884	11,890

All amounts due to related parties are unsecured, non-interest bearing and have no specific terms of settlement, unless otherwise noted.

## **FINANCIAL 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 Plank in the amount of \$616,990. The Company is in regular communication with Plank and expects that the loan will be recoverable.

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, 2020, the Company had a cash balance of \$989,015 (June 30, 2019 - \$1,355,108) to settle current liabilities of \$17,714 (June 30, 2019 - \$21,332).

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 loans to related companies bear a fixed rate of interest and accordingly are not subject to interest rate risk. The Company has a cash balance making the company sensitive to interest rate fluctuations.

(b) Foreign currency risk - The Company is headquartered in Canada and its functional reporting currency is the Canadian dollar. The Company has significant investments in Finhaven and Fission that are denominated in US dollars. As such, the Company's results of operations are subject to foreign currency fluctuation risks and these fluctuations may adversely affect the financial position and operating results of the Company. As of March 31, 2020, the Company does not use derivative instruments to reduce its exposure to currency risk. A 10% change in the US dollar to the Canadian dollar exchange rate would impact the Company's net income by \$170,244.

### **Fair Value of Financial Instruments**

The Company's financial instruments measured at fair value consist of cash and cash equivalents, loan receivable, other investments and trade payables and other payables. The carrying values of cash and cash equivalents, loan receivable, and 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.

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 other investments are classified as Level 1. Other investments are classified as Level 3.

## SHARE CAPITAL

The total number of common shares outstanding at March 31, 2020 and the date of this MD&A is 10,320,803.

As at of the date of this MD&A, the Company had the following stock options issued and exercisable:

<b>Options outstanding</b>	<b>Exercise Price</b>	<b>Expiry Date</b>
300,000	\$0.50	July 31, 2023
400,000	\$0.25	May 19, 2025
700,000		

## 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. 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 startups 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 startups 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 as and when needed, it could be forced to delay 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 Company continues to increase its dependence on information technologies to conduct its operations, the risks associated with cyber security also increase. The Company 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 Company'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 Company has implemented security procedures and measures in order to protect its systems and information from being vulnerable to cyber-attacks. The Company 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.

#### COVID-19

Since March 2020, several measures have been implemented in Canada and the rest of the world in response to the increased impact from novel coronavirus (COVID-19). The Company continues to operate its business at this time. While the impact of COVID-19 is expected to be temporary, the current circumstances are dynamic and the impacts of COVID-19 on business operations cannot be reasonably estimated at this time. The Company anticipates this could have an adverse impact on its business, results of operations, financial position and cash flows in 2020.

#### **ADDITIONAL INFORMATION**

Additional information pertaining to the Company is available on the SEDAR website at [www.sedar.com](http://www.sedar.com).