

# ACANA CAPITAL CORP.

Management's Discussion & Analysis

Six Months Ended March 31, 2013

This MD&A is dated May 30, 2013

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE COMPANY'S FINANCIAL CONDITION AND RESULTS OF OPERATIONS SIX MONTHS ENDED MARCH 31, 2013

#### FORM 51-102F1

#### DATE AND SUBJECT OF REPORT

The following Management's Discussion & Analysis ("MD&A") is intended to assist in the understanding of the trends and significant changes in the financial condition and results of the operations of Acana Capital Corp. ("Acana" or the "Company") for the six months ended March 31, 2013.

This MD&A should be read in conjunction with the Company's audited consolidated financial statements for most recent year ended September 30, 2012 and condensed consolidated interim financial statements for the six months ended March 31, 2013 which are available at www.sedar.com. This MD&A has been prepared effective as of May 30, 2013.

On May 14, 2012, the Company's shares were consolidated on a 10-1 basis. All presentations in this MD&A have been adjusted to reflect this share consolidation.

#### FORWARD LOOKING STATEMENTS

The information set forth 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. These statements concerning possible or assumed future results of operations of the Company are preceded by, followed by or include the words 'believes,' 'expects,' 'anticipates,' 'estimates,' 'intends,' 'plans,' 'forecasts,' or similar expressions. Forward-looking statements are not guarantees of future performance. These forward looking statements involve a number of risks and uncertainties, including the impact of general economic conditions, industry conditions, and changes in Canadian and foreign laws and regulations, increased competition, fluctuations in real estate properties market, foreign exchange, and interest rates and stock market volatility. Assumptions relating to the foregoing involve judgments with respect to, among other things, future economic, competitive and market conditions and future business decisions, all of which are difficult or impossible to predict accurately and while many of which underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate. These factors should be considered carefully, and readers should not place undue reliance on forward-looking statements. Acana Capital Corp. is not obligated to update or revise any forward-looking information, whether as a result of new information, future events or otherwise, except as required by applicable securities laws.

#### **OVERALL PERFORMANCE**

Acana Capital Corp. (the "Company"), formerly 2801 Shangri-La Holdings Ltd., was incorporated on June 18, 2007 in British Columbia, Canada. The company's principal activity is the acquisition and development of real estate properties in Canada and USA. In addition, it invests in shares of small and medium size Canadian public companies.

Significant events of the Company year-to-date are summarized as follows:

#### Corporate Development

On April 26, 2013 Lucky Janda and Sonny Janda were appointed directors of the Company. Lucky Janda was also appointed the Company's CEO (the "New CEO"). Eugene Beukman stepped down from the position of CEO and is currently the President of the Company.

On April 26, 2013, the Company's shareholders approve to consolidate the Company's common shares on a 2-1 basis at the Company's annual general meeting ("AGM"). The share consolidation is not commenced as of the date of this report

# Equity Financing

i) The Company completed a private placement on November 23, 2012, whereby 7,500,000 units were issued at \$0.05/unit. The gross proceeds of this private placement was \$375,000 and the Company did not pay finder's fees. Each unit of this private placement consists of one common share and one share purchase warrant which can be converted one common share of the Company at \$0.05/share. The share warrants issued from this private placement were exercised in March 2013 at \$0.05/share with gross proceeds of \$375,000

ii) On January 18, 2013, the Company closed a private placement for the issuance of 7,500,000 shares at \$0.05/share for the gross proceeds of \$375,000. There are no finder's fees in connection with this private placement.

## Debt Financing (Convertible Debentures)

During six months ended March 31, 2013, the Company issued five convertible debentures for the gross proceeds of \$5,130,000 to finance the Company's acquisition of real properties. Details are as follows

CD #	Principal	Interest rate	Lender	Mature date	Conversion features
1	1,000,000	6%/ annum	Spouse of the New CEO	December 18, 2017	Convertible to the Company's preferred share at \$0.5/share
2	1,000,000	6% /annum	Spouse of the New CEO	January 10, 2018.	Convertible to the Company's preferred share at \$0.5/share
3	1,000,000	6% /annum	New CEO	January 21, 2018.	Convertible to the Company's preferred share at \$0.5/share
4	1,000,000	6%/ annum	New CEO	January 22, 2018.	Convertible to the Company's preferred share at \$0.5/share
5	1,300,000	4% / annum	A company controlled by the New CEO	February 10, 2018	Convertible to the Company's preferred share at \$0.5/share

On May 23, 2013, CD #1, 2, 3, 4 (with principal totaling \$4,000,000) were converted into eight million (8,000,000) preferred share of the Company at \$0.5/share.

#### Debt Financing (Promissory Note)

As at March 31, 2013, the Company has issued three promissory notes (for gross proceeds of \$1,155,970) to finance the Company's operations. Details are as follows

Lender	Principal (\$)	Term	Interest Rate	Collateral
The Spouse of New CEO	155,970	On-demand	Nil	Un-secured
A company controlled by the New CEO	1,000,000	On-demand	3% /annum	Un-secured

Investments in Shares of Canadian Public Companies

During the six months ended March 31, 2013, the Company acquired common shares and stock purchase warrants of various small-size Canadian public companies with consideration of \$382,779. Details of the Company's investment in shares and stock purchase warrants as at March 31, 2013 are available in the Note 6 to the Company's condensed consolidated interim financial statements for the six months ended March 31, 2013.

#### Real Properties

During the six months ended March 31, 2013, the Company acquired various real properties. Details are as follow:

**5575, S. Houghton Street** – On February 11, 2013, the Company acquired an office/warehouse building located on 5575, S. Houghton Street, Tuscon, Arizona ("Tuscon Building") from a company controlled by the New CEO for \$2,300,000. The Company is currently actively selling this Tuscon Building.

# 106 acres of vacant land, Glenn Road, Corning, California, USA ("106 Glen")

On November 30, 2012, the Company acquired 106 acres of vacant lands located on Glenn Road, Corning, California, USA, for US\$455,800 (\$452,200). In January 2013, the Company sold 50% interest of the 106 Glen at cost to an arm's length party.

## 860 acres of land, 19542,19544, Corning Road, Corning, California, USA ("860 Corning")

On December 24, 2012, the Company acquired a 50% interest of 860 acres of land located at 19542 and 19544 Corning Road, Corning, California, USA. with the consideration of US\$1,254,685 (\$1,254,601).

#### 74 acres of land located at 12749 River Road, Sacramento, California ("River Road Property")

On January 18, 2013, the Company acquired the River Road Property from a company controlled by the Company's New CEO for \$400,000. The Company plan to earn farming income from this property in the future.

## 8374 Bradshaw Road, Sacramento, California, USA

On January 25, 2013, the Company completed the acquisition of a parcel of vacant land located at 8374 Bradshaw Road, Sacramento, California, USA ("Vineyard Plaza") for US\$2,515,481. The Company plans to develop the Vineyard Plaza with construction of commercial buildings.

# Land and Mineral Rights for land located in the Pershing County and Churchill County, Nevada, ("Pershing-Churchill Property")

On February 25, 2013, the Company acquired various parcels of fee lands and the related mineral rights in the Pershing County and Churchill County, Nevada, USA by from a company controlled by the New CEO by issuance of 600,000 common shares of the Company. The fair value of the 600,000 common shares was \$30,000 (\$0.05/share) at the date of issuance. The Company is reviewing options in connection with this property.

## 7461 Bradshaw Road, Sacramento, California, USA ("Bradshaw Residential")

As at March 31, 2013, the Company entered into an agreement to purchase 7461 Bradshaw Road which is a parcel of land (10.36 Acres) with tentative map for 60 single family lots. The purchase price is \$541,362 (US\$526,260). This acquisition has been completed on April 18, 2013.

#### Other

In addition, the Company entered into a 1 year lease agreement to lease the condominium located in Toronto that was acquired in fiscal 2012 ("Shangri La Unit), for rent of \$6,682 per month commencing November 1, 2012.

All of the real properties recently acquired, except the Shangri La Unit are in a planning stage for the future development.

Continuity of the above properties is available at the Note 8 to the Company's condensed consolidated interim financial statements for the six months ended March 31, 2013.

# **RESULTS OF OPERATIONS**

# Six Months Ended March 31, 2013 (the "2013 Six Months")

The Company began its operation in late fiscal 2012 and is in the business of acquisition and development of real properties, which may take years to complete. As a result, the Company did not have significant revenue in 2013 Six Months and does not expect to earn significant revenue from its operations in the next 12-month operating period.

Loss in the 2013 Six Months was \$529,811 (2012 Six Months - loss of \$29,842) which was mainly a combined result of earning rental income of \$28,845 (2012 Six Months - \$nil), incurring \$66,800 in operating expenses (2012 Six Months - \$29,562), incurring unrealized loss on marketable securities of \$489,093 (2012 Six Months - \$nil), and incurring interest expenses of \$67,331 (2012 Six Months - \$nil)

As discussed in the "Real Properties" section, the Company leased its Shangri La Unit commencing November 1, 2012. There was no similar rental income earned in 2012 Six Months. As a result, rental income increased.

Main components of the operating expenses in the 2013 Six Months were \$9,864 in trust and listing fees (2012 Six Months - \$16,103), \$11,095 in office and administration (2012 Six Months - \$7,500), and \$22,521 in professional fees (2012 Six Months - \$5,959). The Company only started significant operations in 2012 Q4, thus the operating expenses incurred in the 2013 Six Months were generally higher than the same period in last year.

The Company invested in common shares and warrants of various Canadian public companies (the "Marketable Securities"). The Company has designated these Marketable Securities at fair-value-through-profit-and-loss financial instruments. As a result, the Company is required to re-measure the Marketable Securities on hand at its market value on each reporting date and recognize any un-realized gains and losses through income and losses. During 2013 Six Months, the Company had \$489,093 unrealized loss in connection with the Marketable Securities and the Company expects that the unrealized gains and losses arising from these Marketable Securities will fluctuate from time to time depending on the market prices of the marketable securities held on hand.

During 2013 Six Months, the Company issued various convertible debentures and promissory notes for gross proceeds totalling \$6,452,025. The Company did not have debt financing in the same period of the last year. As a result, interest expenses increased by \$67,051.

As at March 31, 2013, the Company had \$600,445 cash (September 30, 2012 - \$154,012), \$706,629 marketable securities (September 30, 2012 - \$812,943), \$5,892,558 real properties (September 30, 2012 - \$1,328,624), note payable of \$1,155,970 (September 30, 2012 - \$nil), convertible debenture payable of \$5,359,646 (September 30, 2012 - \$nil), and share capital of \$2,808,250 (September 30, 2012 - \$1,653,250). These changes were a combined result of raising \$7,577,025 cash by issuance of shares and exercise of warrants and by borrowing through issuance various 5-year term convertible debentures and promissory note, to finance the Company's acquisition of real properties and marketable securities, and to finance the Company's operating expenses in the 2013 Six Months

# Three Months Ended March 31, 2013 (the "Current Quarter" or "2013 Q2")

Loss in the Current Quarter was \$190,298 (2012 Q2 loss of \$18,431). This loss was mainly a combined result of earning rental income of \$17,307 (2012 Q2 - \$nil), incurring \$27,587 in operating expenses (2012 Q2 - \$18,292), having an unrealized loss on marketable securities of \$115,924 (2012 Q2 - \$nil), and incurring interest expense of 64,094 (2012 Q2 - \$139).

As discussed in the "Real Properties" section, the Company leased its Shangri La Unit commencing November 1, 2012. As such, there was no similar rental income earned in 2012 Q2.

Main components of the operating expenses in the Current Quarter were \$2,629 in trust and listing fees (2012 Q2 - \$5,282), \$12,310 in amortization (2012 Q2 - \$nil), and \$11,460 in professional fees (2012 Q2 - \$5,510). The Company started significant operations in 2012 Q4, thus the operating expenses incurred in the Current Quarter was generally higher than the same quarter in last year.

The unrealized loss on marketable securities was increased by \$115,924. As discussed in the section regarding the Company's 2013 Six Months result, the Company expects the unrealized loss/gain will fluctuate in the future based on the market price of the marketable securities on hands.

During the Current Quarter, the Company issued various convertible debentures and promissory notes to finance the Company's operations. The Company did not have debt financing in the same period of the last year. As a result, interest expenses increased by \$63,955.

## SUMMARY OF QUARTERLY RESULTS

The table below sets out the recent eight quarterly information of the Company. As discussed in the selected annual information section, the Company was inactive in 2011. As such, the quarterly results in fiscal 2011 were all \$nil. The Company is currently developing its real properties and the operation is not subject to seasonality. Management expects the Company's operation expenses will increase in the future when the Company starts the development of its properties.

	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
	2013	2013	2012	2012	2012	2012	2011	2011
	\$	\$	\$	\$	\$	\$	\$	\$
Revenue	17,307	13,364						
Loss	190,298	402,513	178,725	5,148	18,431	11,411		
Loss per share, basic								
and diluted	0.01	0.04	0.02	0.00	0.01	0.00		

# LIQUIDITY & CAPITAL RESOURCES

Financing of operations has been achieved primarily by equity and debt financing. On March 31, 2013, the Company had a cash balance of \$600,445, marketable securities of \$706,629 and working capital of 2,451,607. The Company is not subject to external working capital requirements.

During 2013 Six Months, the Company had \$7,577,025 cash inflow from financing activities which was a combined result of receiving cash from share issuance and warrant exercise (\$1,125,000), issuance convertible debenture (\$5,300,000), and proceeds from issuance of promissory note (\$1,152,025).

During 2013 Six Months, the Company used \$7,111,699 in investing activities which was a combined result of paying \$6,728,920 and \$382,779 in the acquisition of real properties and marketable securities respectively.

Management realizes that the capital and liquidity on hand may not adequate for the Company to achieve its long term business objectives. Management will consider further equity or debt, or other financing arrangements in the future if needed. While the Company was able to raise financing when needed in the past, there is no guarantee that the Company can do so in the future.

#### TRANSACTIONS WITH RELATED PARTIES

Refer to Note 13 to the Company's condensed consolidated interim financial statements for the six months ended March 31, 2013.

#### **OUTSTANDING SHARE DATA**

As of the date of this MD&A, the Company has 30,646,670 common shares and 8,000,000 preferred shares issued and outstanding.

#### **OFF BALANCE SHEET ARRANGEMENTS**

The Company does not have off-balance sheet arrangements.

The Company does not have other proposed transactions that have material effects to the Company to discuss at this time.

#### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND CRITICAL ESTIMATES

Refer to Note 3 to the Company's condensed consolidated interim financial statements for the six months ended March 31, 2013.

#### FINANCIAL INSTRUMENTS

Refer to the Note 12 to the Company's audited consolidated financial statements for the year ended September 30, 2012 for the details of the Company's financial instruments and the management of risks related to these financial instruments. The Company's financial instruments and risk management policies have no significant changes since then.

## **RISK FACTORS**

Risks of the Company's business include the following:

#### Development and Construction Risk

The Company's real estate development are subject to risks generally attributable to construction projects which include: (i) design risk including delays involving zoning or other approvals from local authorities; (ii) construction cost overruns; and (iii) lease-up and rental achievement risk.

(i) Planning and design risk - Planning and design encompasses a review of local development requirements, the acquisition of suitable land, the selection of an appropriate building configuration with suitable amenities and appearance, zoning or other approvals from local authorities, identification of a skilled workforce, available contractors and selection of a project manager. Planning and design risk is mitigated by understanding local building codes, contracting the design to qualified professionals, obtaining development permits and meeting all other legal requirements. The process of obtaining approvals may take months or years, and there can be no assurance that the necessary approvals for any project will be obtained. Significant delays could render future developments uneconomical.

(ii) Construction risk is the risk that development will not be completed by the expected turnover date, the costs will exceed budgeted amount or health and safety concerns. The Company will minimize its exposure to construction risk by entering into fixed price contracts when possible, analyzing project costs compared to budget, management approval of change orders, utilizing qualified project managers and the use of a robust internal health and safety program. Management monitors the construction costs by analyzing variances between actual and budgeted costs.

(iii) Lease-up and potential rent risk includes the risk that tenants will fail to occupy the completed project on a timely basis following completion and (or) pay the forecast rents.

#### Government Regulation

Real estate development are subject to various applicable federal and local laws governing real estate development, taxes, labour standards, and occupational health and safety, and environment protection matters.

Management will monitor the Company's activities closely to ensure they are implemented in accordance with all applicable rules and regulations, no assurance can be given that new rules and regulations will not be enacted or that existing rules and regulations will not be applied in a manner which could limit or curtail the Company's activities. Amendments to current laws and regulations could have substantial impacts on the Company.

## Permits and Licenses

The real estate development may require the Company to obtain regulatory 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 may be required.

## Prices of Real Estate Properties

The profitability of real estate development is significantly affected by changes in the market price of real estate properties may significantly fluctuate with the change of economic condition, interest rate, and rate of employment which are not predictable.

## Conflicts of Interest

Certain of the directors of the Company also serve as directors and/or officers of other companies involved in real estate development or management. 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.

## Land Title

Although the Company has obtained title opinions with respect to certain of its properties, there may still be undetected title defects affecting such properties. Accordingly, such properties may be subject to prior unregistered liens, agreements, transfers or claims, and title may be affected by, among other things, undetected defects which could have a material adverse impact on the Company's operations.

## FINANCIAL AND DISCLOSURE CONTROLS AND PROCEDURES

Venture issuers are not required to include representations relating to the establishment and maintenance of disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR), as defined in National Instrument 52-109 Certification of Disclosure in Issuer's Annual and Interim Filings ("NI 52-109"). In particular, the Company's certifying officers are not making any representations relating to the establishment and maintenance of:

- controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
- ii) a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the Company's generally accepted accounting principles.

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.

# **OFFICERS AND DIRECTORS**

Eugene Beukman, President, Director Lucky Janda, CEO, Director Sandy Janda, CFO Ravinder Binpal, Director Sonny Janda, Director