



Management's Discussion and Analysis

For the year ended December 31, 2017

Overview

The following Management's Discussion and Analysis ("MD&A") provides additional analysis of the operations, financial position and financial performance of Aylen Capital Inc. ("Aylen" or the "Company") for the year ended December 31, 2017. It is supplementary information and should be read in conjunction with the Company's financial statements and accompanying notes for the year ended December 31, 2017. Reference should also be made to the Company's filings with the Canadian securities regulatory authorities that are available at www.sedar.com.

This MD&A is the responsibility of the management. The Board of Directors carries out its responsibility for the review of this disclosure principally through its audit committee which is comprised of a majority of independent directors. The audit committee reviews and, prior to its publication and pursuant to the authority delegated to it by the Board of Directors, approves this disclosure.

Aylen was incorporated on October 28, 2010 under the Canada Business Corporations Act. Aylen carries on a web-based survey and data collection business based in Markham, Ontario under the name Grapevine Solutions ("Grapevine") as an unincorporated division of Aylen. In addition it has a venture investment in Leonardo Worldwide Corporation.

Aylen is a publicly-traded company listed on the Canadian Securities Exchange under the symbol "AYL".

FORWARD-LOOKING STATEMENTS

Matters may be included in this MD&A that constitute "forward-looking" information within the meaning of Canadian securities law. Such forward-looking statements may be identified by words such as "plans", "proposes", "estimates", "intends", "expects", "believes", "may" or words of a similar nature. There can be no assurance that such statements will prove to be accurate. Actual results and future events could differ materially from such statements. Factors that could cause actual results to differ materially include among others, regulatory risks, risk inherent in foreign operations, commodity prices and competition. Most of these factors are outside the control of the Company. All subsequent forward-looking statements attributable to the Company or its agents are expressly qualified in their entirety by these cautionary comments. Except as otherwise required by applicable securities statutes or regulation, the Company expressly disclaims any intent or obligation to update publicly forward-looking information, whether as a result of new information, future events or otherwise.

Overall Performance in the Year 2017

The revenues of the Grapevine business decreased 6.2% in 2017 from 2016, primarily as a result of less effective sales and marketing efforts and increased competition in the year. This decrease was offset somewhat by the continuing discount in the value of the Canadian dollar against the US dollar during the year which had a positive effect on revenues, since a majority of Grapevine's customers are based in the US and are billed in US dollars.

At December 31, 2017, the Company had cash and cash equivalents of \$92,000 and investments in marketable securities of \$5,000.

The Grapevine Business

Grapevine, which operates as a division of Aylen, was acquired by Centiva Capital Inc. ("Centiva"), the Company's predecessor, in October 2007 from TriNorth Capital Inc. ("TriNorth"). For accounting purposes, TriNorth's carrying value for Grapevine was nil and the acquisition of Grapevine was recorded at that carrying value.

Grapevine's business is based in Markham, Ontario and it consists of licensing and selling web-based survey and data collection software to third parties, most of whom are companies based in North America. Its software is used to perform customizable employee evaluations such as 360° employee evaluations, employee surveys, customer surveys, training surveys, web polls and data collection. The business has three full-time employees and engages consultants to provide software programming and upgrading and design services.

The primary business objectives for Aylen over the next 12 months are to continue to grow the revenues of the Grapevine business through increased sales and marketing efforts and to establish Grapevine as a leading Human Resources online survey firm in North America.

The following is a summary of selected financial information for Grapevine over the past three financial years ended December 31 extracted from the audited financial statements of Aylen.

	2017	2016	2015
Total Revenues	778,357	830,365	895,948
Deferred Revenues(1)	218,106	249,328	295,796
Selling Expenses	458,263	473,104	520,318

(1) Deferred revenues are unearned subscription fees collected from customers amortized on a straight – line basis over the remaining life of the contract.

Grapevine's revenues have decreased over the past two years as a direct result of less effective sales and marketing efforts and increased competition. The majority of Grapevine's revenues originate in the US and the majority of Grapevine's sales are made in US dollars. The weaker Canadian dollar relative to the US dollar during 2016 had a positive impact on Grapevine's revenues which are recorded in Canadian dollars.

Investments

Leonardo Worldwide Corporation

At December 31, 2017 Aylen owned a 12.6 % equity interest in Leonardo Worldwide Corporation ("Leonardo") (formerly VFM Leonardo Inc.), 11.6 % on a fully-diluted basis, should all warrants and options be exercised. At December 31, 2017 Aylen owned 15,075,359 common shares and 2,436,658 Class A Series 1 convertible preference shares in the capital of Leonardo. The Class A and Class B preference shares have a priority over the common shares on liquidation, winding-up and sale of the company. The Class A Series 1 preference shares which are owned by Aylen represent approximately 2.6% of all outstanding Class A and Class B preference shares. The Company's investment in Leonardo was fully written off in 2015.

Leonardo is a provider and distributor of online visual content for the hotel and travel industry. For more information, visit Leonardo's website at www.leonardo.com.

Portfolio Investments

Aylen's portfolio investments consist of a broadly diversified selection of Canadian and U.S. dividend producing instruments, securities and equities. At December 31, 2017, the market value of the portfolio investments was \$5,000 and the portfolio is managed by an independent portfolio manager.

There was a realized gain of \$21,000 and an unrealized loss of \$14,000 on the portfolio in 2017.

Results of Operations

Grapevine had sales revenue of \$778,000 and selling expenses of \$458,000 for 2017. Sales revenue for 2016 was \$830,000 with selling expenses of \$473,000. Deferred revenue, which represents unearned subscription fees collected from customers amortized on a straight –line basis over the remaining life of the contract, was \$218,000 for 2017 (\$249,000 for 2016).

The Company's other primary source of revenue arises from interest and other income from its cash and marketable securities, which for 2017 was \$4,000 (\$5,000 for 2016).

Under the provisions of IAS 39 Financial Instruments – Recognition and Measurement and IAS 32 Financial Instruments –Presentation and IFRS 7 Financial instruments - Disclosure, unrealized mark-to-market gains and losses on the Company's portfolio of marketable securities held for trading are recognized in computing net income. Such amounts totalled an unrealized loss of \$14,000 for the year. A gain of \$21,000 was realized for the year on the sale of marketable securities.

General and administrative expenses were \$400,000 for the year. For the year ended December 31, 2016 the general and administrative expenses were \$413,000. The decrease of \$13,000 in general and administrative expenses in 2017 was the result of an decrease in meals and entertainment of \$5,000, decrease of salaries of \$4,000 and a decrease in transfer agent fees of \$3,000.

As a result of the foregoing the Company recorded a net loss and comprehensive loss of \$81,000 (\$0.005) per share for the 2017 year (a net loss and comprehensive loss of \$37,000 (\$0.002 per share) for 2016).

Under the provisions of IAS1 - Presentation of financial statements, IFRS7 Financial Instruments – Disclosure, IAS 32 – Financial Instruments – presentation, IAS 39 Financial Instruments- recognition and measurement, unrealized gains and losses on the Company's publicly-traded investments available for sale are recognized in other comprehensive income, net of taxes. There is no other comprehensive income in the current period and for the year.

Summary of Quarterly Information

	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016
Revenue								
Sales	227,728	146,975	208,611	195,043	83,845	313,971	217,224	215,325
Interest and other income	775	1,218	1,416	1,015	1,017	1,282	1,217	1,177
Gain (loss), realized and unrealized, on marketable securities	4,568	4,623	(6,081)	3,369	5,786	1,575	4,895	4,019
Net Comprehensive Income (Loss)								
Total	17,401	(63,707)	(8,639)	(26,306)	(146,013)	103,993	15,877	(11,035)
Per Share	0.00	0.00	(0.00)	(0.00)	(0.01)	0.01	0.00	(0.00)
Per Share diluted	0.00	0.00	(0.00)	(0.00)	(0.01)	0.01	0.00	(0.00)

Revenues at Grapevine are subject to the influences of North American economic conditions and are also subject to some seasonal fluctuations. The demand for Grapevine's product offerings, which consist primarily of surveys and polls for businesses, including employee surveys and evaluations, is directly affected by economic conditions generally. In difficult economic times such as the period from 2008 to 2010, businesses tend to reduce discretionary spending, which would include Grapevine's products and conversely in more robust economic times spending on discretionary items tends to increase. In addition there is a limited amount of seasonality to Grapevine's revenues. In previous years, businesses tend to conduct the majority of employee surveys and polls at or towards the end of the calendar year and sales tend to slow down in the summer months due to vacations. As a result Grapevine's sales historically have been somewhat stronger in the fourth and first quarters and have tended to be somewhat softer in the second and third quarters. For fiscal 2017 sales were down for the entire year except for the fourth quarter which had an increase over the same period in 2016. With that exception sales from one quarter were consistent with sales from the other three quarters of 2017. Most of the deferred revenue in fiscal year 2016 was recognized in the third quarter of 2016.

Liquidity and Financial Position and Capital Resources

The Company's ability to generate sufficient cash to fund its operations and working capital requirements depends upon the following factors: (i) the ability of the Grapevine business to generate positive cash flow, and (ii) the interest, other income and proceeds, if any, from the sales of the Company's portfolio of marketable securities. Grapevine's ability to generate positive cash flow from its business requires it to have revenues in excess of its costs. The table set out below shows Grapevine's revenues and costs for the three years 2015 to 2017 inclusive and the net amount of cash generated by Grapevine and the portfolio of marketable securities which is available to fund other Company expenses. The cash generated by Grapevine and from the interest and gains from the portfolio of marketable securities has not been sufficient to cover the Company's general and administrative expenses and the Company has experienced negative cash flow and negative working capital as shown in the following table.

Summary of Cash Flow and Working Capital

	2017	2016	2015
Grapevine revenues	778,357	830,365	895,948
Grapevine costs	458,263	473,104	520,318
Interest, other income	4,424	4,693	5,444
Net amount of cash available to fund other Company expenses	324,518	361,954	381,074
Proceeds from sale of marketable securities, net of purchase	20,539	6,795	2,650
Company's working capital	(217,739)	(147,362)	(111,864)

At December 31, 2017, the Company had a working capital deficiency of \$217,000 after deducting deferred revenue of \$218,000. In prior years the Company has also had a working capital deficiency after deducting deferred revenue.

With respect to the Company's working capital requirements, the general and administrative expenses of the Company were \$400,000 in 2017 which was an decrease of \$13,000 over the \$413,000 in general and administrative expenses for 2016. The general and administrative expenses in 2017 are substantially all committed and non-discretionary expenses and are representative of the approximate amount of general and administrative expenses which would likely be incurred by the Company in a year in the normal course of business. It is likely that the cash generated by Grapevine will not be sufficient to cover all of the Company's operating expenses. In such event the Company will need to raise cash by borrowing funds or by selling assets or by selling securities, or by a combination of those things to continue its operations.

Current liabilities were \$338,000 at December 31, 2017, and this amount includes \$218,000 of deferred revenue which represents the unearned portion of subscription fees collected from customers amortized on a straight – line basis over the remaining life of the contract. Accounts payable and accrued liabilities were \$119,000 at December 31, 2017.

The portfolio of marketable securities included in working capital together with cash and cash equivalents was \$98,000 at December 31, 2017. Accounts receivable included in working capital were \$13,000 at December 31, 2017. Aylen has sufficient cash, cash equivalents and an available credit facility to provide liquidity to the Company for the next 12 months.

These capital resources and credit facility and the income, if any, from the operations of Grapevine, are used to fund Aylen's financial requirements.

Analysis of Financial Condition and Financial Performance

The financial condition of the Company is directly dependent on the performance of Grapevine and the performance of the portfolio of marketable securities. In 2017 Grapevine's revenues were \$778,000 which was a decrease of 6% over the previous year. The portfolio of marketable securities had a value of \$5,000 at December 31, 2017 which was a decrease of \$120,000 from the previous year due to the sale of securities to fund working capital.

The majority of Grapevine's customers reside in the US. The products offered by Grapevine are heavily focused on the human resources sector of businesses and include products such as employee surveys and evaluations. These products represent discretionary, non-critical expenses for most businesses. In difficult economic times, such as the period from 2008 to 2010 in North America, businesses in general often try to reduce discretionary spending as a first measure to survive during the period of reduced

demand for their goods and services. The steady economic recovery in North America which began in 2010 has had a beneficial effect on Grapevine's business which saw its revenues increase from \$480,000 in 2011 to \$778,000 in 2017. The decrease in sales in 2017 compared to the prior year was primarily as a result of less effective sales and marketing efforts and increased competition in the year.

Related Party Transactions

The following related party transactions occurred and were reflected in the financial statements during the years ended December 31, 2017 and 2016 as follows:

	Years Ended December 31,	
	2017	2016
Legal fees paid to a firm of which the CEO is counsel	\$ 1,799	\$ 3,704

Remuneration of key management

	Years Ended December 31,	
	2017	2016
Salaries	\$ 252,500	\$ 290,000
Directors' fees	\$ 22,500	22,500
Consulting fees	\$ 30,000	69,100
Stock options	\$ 11,675	380
Total	<u>\$ 316,675</u>	<u>\$ 381,980</u>

Key management personnel are those individuals having authority and responsibility for planning, directing and controlling the activities of the Company and its subsidiary including the Company's Board of Directors. The Company considers key management to be the members of the Board of Directors and the Chief Executive Officer.

Included in accounts payable and accrued liabilities are management fees of \$12,500, directors' fees of \$30,000 and consulting fees of \$2,823 (December 31, 2016 - \$7,500 and \$2,825) and legal fees of \$149 (December 31, 2016 - \$2,337) due to a firm of which the CEO is counsel.

Analysis of Fourth Quarter

The economy in North America, particularly in the US where the majority of Grapevine's customers are based, was largely unchanged in the fourth quarter of 2017. Revenues of Grapevine for the three months ended December 31, 2017 were \$228,000 (\$84,000 for the same period in 2016). Selling expenses were \$112,000 in the fourth quarter compared with \$123,000 in the fourth quarter of 2016. Deferred revenues, which are unearned subscription fees collected from customers amortized on a straight – line basis over the remaining life of the contract, were \$218,000 in the fourth quarter of 2017 (\$249,000 for the same period in 2016).

The Company's other primary source of revenue arises from interest and other income from its cash and marketable securities which for the fourth quarter of 2017 was \$1,000.

Under the provisions of IAS 39 Financial Instruments – Recognition and Measurement and IAS 32 Financial Instruments – Presentation and IFRS 7 Financial instruments - Disclosure, unrealized mark-to-market gains and losses on the Company's portfolio of marketable securities held for trading are recognized in computing net income. Such amounts totalled an unrealized loss of \$9,000 in the fourth quarter of 2017. A gain of \$14,000 was realized for the fourth quarter of 2017 on the sale of marketable securities.

General and administrative expenses totalled \$103,000 for the fourth quarter of 2017 (\$111,000 for the same period in 2016).

Under the provisions of IAS1 - Presentation of financial statements, IFRS 7 Financial Instruments – Disclosure, IAS 32 – Financial Instruments – presentation, IAS 39 Financial Instruments- recognition and measurement, unrealized gains and losses on the Company's publicly-traded investments available for sale are recognized in other comprehensive income, net of taxes. There is no other comprehensive income in the fourth quarter and in the year.

As a result of the foregoing the Company recorded net income and comprehensive income of \$17,000 (\$0.00 per share) for the fourth quarter of 2017 (a net loss and comprehensive loss of \$146,000 (\$0.01 per share) for the fourth quarter of 2016).

Directors and Officers Compensation

The following table sets out all compensation payable to directors of the Corporation for their services as directors in the fourth quarter of 2017.

Name	Fees earned (\$)	Share-based awards (\$)	Option-based awards (\$)	Non-equity incentive compensation (\$)	plan	Pension value (\$)	All other compensation (\$)	Total (\$)
Douglas Babcock	1,875	Nil	Nil	Nil		Nil	Nil	1,875
William Hale	1,875	Nil	Nil	Nil		Nil	Nil	1,875
John Pennal	1,875	Nil	Nil	Nil		Nil	Nil	1,875

In the fourth quarter of 2017 John Pennal received \$60,000 as President and CEO and Alex Falconer received \$7,500 as Chief Financial Officer.

Commitment

The Company has contracted with a third party to provide operations and sales management services to Grapevine for an annual fee of \$103,600 plus applicable taxes. The contract may be terminated by either party on one month's notice. The contract may be terminated by the Company on four (4) months' notice.

Risk Factors and Risk Management

Aylen shareholders and potential investors in Aylen should carefully consider the following risk factors when evaluating Aylen and its common shares.

An investment in Aylen's shares involves a number of risks, many of which are beyond its control. The risks and uncertainties set out below are all of the known risks which are deemed to be material to the Company's business or the results of its operations. When reviewing forward-looking statements and other information contained in this prospectus, investors and others should carefully consider these factors, as well as other uncertainties, potential events and industry-specific factors that may adversely affect the Company's future results. If any of these risks should actually occur, the Company's business, financial condition, results of operations, cash flows and prospects could be harmed. Such risks and uncertainties are not the only ones the Company faces. Additional risks and uncertainties of which the Company is currently unaware or that are deemed immaterial may also adversely affect the Company's business, financial condition, results of operations, cash flows and prospects.

Limited Cash and Working Capital and Negative Cash Flows

From the outset the Company has had negative cash flow from its operating activities and, as a result, it has had to fund its operations with cash on hand and from the sale of marketable securities. The Company's cash on hand and marketable securities at quoted market value less liabilities at December 31, 2017 was \$(96,775). It is likely that this amount will be inadequate to fund the Company's operations beyond the next 12 months in which case the Company will have to borrow funds, sell assets such as the Grapevine business, or raise funds through the sale of securities or a combination of those things, failing which it would have to discontinue its operations. There may not be a ready market for the sale of its assets and it may not be possible to issue additional securities, and the issue of additional securities, if possible, would result in significant dilution to the interests of existing shareholders. Subsequent to the year end the Company arranged a line of credit for \$50,000 which is described in Note 17 to the December 31, 2017 financial statements. This line of credit will be used by the Company as necessary to fund the Company's operations.

The Company's limited cash and working capital also means that the Company is not able to invest any significant amount of additional funds in Grapevine in the event it should need additional funding and this may result in a discontinuance of operations of that particular business or a significant dilution of the Company's investment.

Limited Diversification of Investments

Due to the small size of the Company and the fact that it has only a limited number of investments, the Company is subject to a greater risk of a downturn in one or more of its investments. A concentration of the Company's invested funds in its Grapevine business means that in the event that such business is unsuccessful or experiences a downturn, this will have a direct material adverse effect on the Company's business, results from operations, and financial condition. It also means that the Company is more exposed to business cycles than it would be if it owned a larger number of investments which were diversified over various industries with differing business cycles in different geographic areas.

Operating Liquidity

The Grapevine business is not fully developed and may continue to require additional funding to continue operations or to develop its business plans until it becomes self funding. The Company has limited cash resources and is unable to provide any significant amount of additional funding to Grapevine if it should be required. In such an event, if no other source of funding is available, the operations would have to terminate and it would not be possible for the Company to recover its investment. If an additional source of funding is found, it may result in significant dilution of the Company's investment.

Industry Risks

The Grapevine business is subject to the risks inherent in the industry in which it operates. Grapevine's business is very dependent on the continued demand for on-line surveys and polls by businesses, particularly those surveys and polls relating to employees, and particularly in North America. Its business would be adversely affected by a significant downturn in its particular industry segment or a change in the demand by consumers for its products and services.

Competition

Grapevine faces intense competition, including competition from other companies with greater financial and other resources, and more advanced technological development. There can be no assurance that they will be able to successfully compete against their respective competitors or that such competition will not have a material adverse effect on their businesses, financial condition, results of operations and cash flows.

Effect of General Economic Conditions

Grapevine's results of operations in the period prior to 2010 were adversely affected by the global economic downturn and there is a significant risk that global economic conditions or economic conditions in North America will deteriorate again which will have a material adverse effect on the Company's business, financial condition, results of operations and cash flows. Its products and services represent discretionary expenses to the customers they serve and would be among the most likely expenses to be eliminated if economic conditions deteriorate.

Currency Fluctuations

The majority of the Company's costs are incurred in Canadian dollars and more than half of its revenues are received in U.S. dollars. A deterioration in the value of the U.S. dollar against the Canadian dollar will have a significant negative effect on the Company's revenues, financial condition, results of operations and cash flows. The Company does not use currency derivatives to hedge against adverse currency fluctuations.

Legal Claims and Other Contingencies

Aylen and Grapevine may become parties to law suits, claims and litigation arising in the ordinary course of business.

Such law suits could result in significant costs and the outcome of such law suits could have a material negative impact on the Company's financial position, operating results, or the Company's ability to continue to carry on its business activities.

Lack of Market for Aylen's Shares

The Company's common shares are listed on the Canadian Securities Exchange. The Company's shares are thinly traded and there may not be a liquid market for the shares from time to time and any market price for the shares may not reflect the underlying value of the Company's business and assets.

Internal Controls

Disclosure controls and procedures

Management of the Company is responsible for establishing and maintaining disclosure controls and procedures for the Company as defined under National Instrument 52-109 issued by the Canadian Securities Administrators. The Company as a venture issuer is not required to certify the design and evaluation of the issuer's disclosure controls and procedures.

Internal controls over financial reporting

Management of the Company is responsible for designing internal controls over financial reporting for the Company as defined under National Instrument 52-109 issued by the Canadian Securities Administrators. The Company as a venture issuer is not required to certify the design and evaluation of the issuer's internal controls over financial reporting.

Off-Balance Sheet Arrangements

The Company has not entered into any off balance sheet arrangements, other than previously disclosed, that has, or is reasonably likely to have, an impact on the current or future results of operations or the financial condition of our company.

International Financial Reporting Standards

The Company's financial statements for the year ended December 31, 2017 and the comparative information presented in the financial statements for the year ended December 31, 2016 have been prepared in accordance with IFRS applicable to the presentation of financial statements.

Future Direction

The Company's main objective is to grow the revenues of its Grapevine business but the Company does not have the necessary capital to make any additional investments in Grapevine without raising new equity or selling some of its other assets which may not be possible.

Outstanding Share Data

The Company has authorized an unlimited number of common shares, an unlimited number of Class A common shares and an unlimited number of preferred shares issuable in series. As at the date of this MD&A, and as at December 31, 2017 and December 31, 2016, there were 16,856,632 common shares issued and outstanding and there were no Class A common shares and no preferred shares outstanding.

Date and Other Available Information

Unless otherwise indicated, the information contained in this MD&A is as of April 30, 2018. Additional information concerning the Company including its regulatory filings may be found on the Canadian System for Electronic Document Analysis and Retrieval ("SEDAR") at www.sedar.com.