

LeanLife Health Inc. (formerly LeenLife Pharma International Inc.)

MD&A

For the nine months ended December 31, 2019

## **Background**

The following discussion and analysis is for the nine month period ended December 31, 2019 and is based on information available to February 28, 2020. This management discussion and analysis (“MD&A”) should be read in conjunction with the Company’s audited financial statements including notes for the year ended March 31, 2019 and 2018, which are prepared in accordance with International Financial Reporting Standards. All amounts are stated in Canadian dollars unless otherwise indicated.

Statements in this report that are not historical facts are forward-looking statements involving known and unknown risks and uncertainties, which could cause actual results to vary considerably from these statements. Readers are cautioned not to put undue reliance on forward-looking statements.

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

## **Overview**

LeanLife Health Inc. (formerly LeenLife Pharma International Inc.) (formerly SPT Sulphur Polymer Technologies Inc.) (the “Company”), was incorporated on January 12, 2014, under the laws of the Province of British Columbia. The Company’s head office is located at Suite 380 - 580 Hornby Street, Vancouver, British Columbia, V6C 3B6. The Company changed its name to LeanLife Health Inc. from LeenLife Pharma International Inc. effectively on January 15, 2018

On June 18, 2014, the Company became a Reporting Issuer in British Columbia, Alberta and Ontario.

On December 17, 2014, the Company began trading on the Canadian Securities Exchange (“CSE”) under the symbol (“SEE”).

In July 2015, the Company entered into a share purchase agreement to acquire a 90-per-cent interest in a Polish private company, LeenLife Pharma SA, which had developed a process to isolate omega-3 fatty acids from flax seeds. The purchase price was comprised of 12,232,788 common shares of the Company at a deemed acquisition price of \$0.25 per share for an aggregate value of \$3,058,197 and \$563,044 in cash consideration due by November 30, 2016. The amount of \$563,044 was a calculation of the tax the vendors would incur if and when the 12,232,788 common shares were issued and delivered to the vendors. The Company received approval from the Canadian Securities Exchange (“CSE”) on December 2, 2015. The company changed its name to LeenLife Pharma International Inc. on December 3, 2015 and began trading under the symbol “LLP”. Several delays were encountered in closing a final document, which was finally completed on February 18, 2016. Subsequent to February 18, 2016, the Company had been waiting for key detailed information with which to advance the objectives of the Company, mainly on the ingredients, patents and follow up on production.

Due to the failure of the Vendors and the management of LeenLife SA in Poland satisfying the essence of the Transaction by delivering control of this Polish company with operating documents to the Company, and having refused to co-operate with the Company with such matters as allowing an audit of the records of this Polish company by a major international audit firm engaged by the Company, having offices in

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Canada and Poland, as required to satisfy the Company's regulatory requirements, the Transaction has been repudiated by the actions of the Vendors. As the transaction has been repudiated, a liability which would have been created from the receipt of the shares from the Company to the Vendors causing a tax liability of \$563,044 is no longer applicable. This amount was written off in previous financial statements.

Effectively in March 2017, the Company returned to treasury and cancelled the Acquisition Shares and returned the original LeenLife SA shares. With the return to treasury and cancellation of these 12,232,788 common shares the Company now had a total of 34,015,318 issued and outstanding common shares.

The Company has moved ahead on product development and has maintained relationships with various European companies on the utilization of the Company's products.

### **Business Discussion and Objectives**

There are three main objectives of the company:

- (a) Supply of omega product
- (b) Sales
- (c) Marketing

### **Supply**

The supply of omega oil in an ethyl ester form is the main ingredient of the Company's products. The Company made several trips to Poland locating producers of omega oil using rather similar patents and having identical processes (both patents are dated on the same day). On further analysis both producers did not pass the requirements of the Company. Upon a detailed analysis of the production methods, it was determined that these processes, both batch style, were subject to excessive labor costs, oxidation issues where air is a contaminant and must be carefully managed to prevent oxidation, poor recovery of excess ethanol and consequential high usage, and disposal issues.

As a result of various analyses, the Company decided to embark on a different direction to produce its products. In October 2017 the Company announced it had entered into an exclusive agreement with BioCube Corporation Ltd. ("BioCube"), an Australian company with offices in British Columbia, whereby BioCube will supply BioCube processors on an exclusive worldwide basis to the Issuer for the processing of flax thereby enabling the Issuer to manufacture its Omega 3 products based on flax seed oil.

After further analysis the Company determined that the food grade quality of the BioCube processor was not satisfactory and prohibitive to resolve so it terminated the Agreement with BioCube Corporation Ltd.

### **Sales and Marketing**

The Company has initiated various programs to secure sales in Poland which produce sales in Poland and continue an export basis to other countries. Up to this point in time, no sales have been booked directly by the Company, but all sales will flow through the Company or subsidiaries in the future. The Company has engaged two experienced sales executives (multi-language) in Poland which have resulted in sales deals to be acted upon.

The Company is proceeding with plans to initiate programs in North America. The main thrust of sales is in the use of the omega oil as a food additive in the production of bread, cheese, noodles, juices, and

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meat products. The retail sector is also a target, but it is probable that a partner must be brought in.

In January 2018, the Company entered into an agreement with RD Heritage LLC, located in the United States ("RD Heritage". Under the terms of the agreement, RD Heritage was to market and sell the Company's Omega 3 products and assist with developing marketing strategies, carry out market analysis to define a global sales strategy, support product commercialization with a focus on sales and development, and appoint distributors to increase sales opportunities.

In consideration of RD Heritage's services, the Company has agreed to: (i) issue to RD Heritage a total of 800,000 share purchase warrants (market price at the time - \$0.34), carrying a cashless feature, and (ii) pay a royalty to RD Heritage equal to 10% of all sales generated by them under the Sales Agreement. The Company had anticipated a purchase order within the next 30 days. The fair value of the warrant was calculated to be \$175,978 using a Black Scholes model.

Under the agreement the Company was to pay \$35,000 USD per month to RD Heritage, plus other costs. The terms of the agreement were for a minimum period of 180 days, subject to cancellation on 30 days notice. At the end of March 2018, the Company had paid out \$134,610 in fees, and \$5,918 for attendance at trade shows. The Company and RD Heritage held weekly conference calls discussing planning and progress.

On July 5, 2018 the Company terminated the agreement with RD Heritage, with an effective date of August 5, 2018. The parties are considering another agreement on new terms.

### **Directors, Officers and Consultants**

Stan Lis, Chief Executive Officer, Director

Mr. Lis, was the co-founder, past president and director of Carbon Friendly Solutions Inc. since its inception in 2006 to 2015. From 2000 until 2006, he was the president, CEO and director of Stream Communications Network & Media Inc., a cable company where he was directly responsible for taking the company from start up to 60,000 subscribers. From 1993 until 2000, Mr. Lis acted as President, CEO and director of Trooper Technologies Inc., an environmental company focused on waste management in Central Europe. In 1988 he founded International UNP Holdings Ltd., a Toronto Stock Exchange Investment Company used to acquire, and finance privatized Polish state enterprises. Mr. Lis studied Business Administration and Securities at the Simon Fraser University. Mr. Lis has personally raised over \$60 million to finance the above-mentioned companies.

Jason Tong, Chief Financial Officer

Mr. Jason Tong, CPA, CA, CFA, has served in senior management positions for a number of public and private companies in his career. Mr. Tong was previously the Chief Financial Officer of Pathway Capital Ltd, a venture capital firm with a portfolio of early stage ventures with market capitalization ranging from \$5M to \$100M. Mr. Tong was the Chief Financial Officer of Turnberry Resources Ltd. from February 2012 until the Company was acquired in April 2014. Currently, Mr. Tong is the Chief Financial Officer of ExGen Resources Inc. and is a senior advisor to several high growth companies.

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Marcin Lukaszewicz, Director

Engineer in agronomy, Academy of Agriculture, Wroclaw (Poland) (1990), MSc in Applied Natural Sciences (in French), University of Louvain-la-Neuve (Belgium) (1992). PhD (1992-96) Laboratory of Physiological Biochemistry, Catholic University of Louvain-la-Neuve (Belgium). Study of the 5'UTR containing an upstream open reading frame (uORF) using reporter gene *gusA* in the transiently transformed *N. tabacum* mesophyll protoplasts. 2005 habilitation: "Modification of the biosynthesis of flavonoids in crop plants."

#### Positions

Since 2006 Head of Biotransformation Department, [www.biotrans.uni.wroc.pl](http://www.biotrans.uni.wroc.pl)

2007-2012 Dean Plenipotentiary for GMO

Since 2009 Rector Plenipotentiary for NutriBiomed Cluster in Wroclaw Technology Park

Since 2012 Dean of Faculty of Biotechnology of Wroclaw University

Since 2014 Coordinator of KNOW consortium [www.know.wroc.pl](http://www.know.wroc.pl)

Since 2014 Academic Editor of British Microbiology Research Journal.

Glen Nichols, Operations Manager

Glenn Nichols will lead the buildout of LeanLife's production facility. He brings more than 15 years of Product and Operations Management experience, having worked with large multi-company teams, combined with a strong automation engineering background. Over the past several years he has played key roles in the nutraceutical market bringing a manufacturing plant operational while automating several of its complex processes to maximize efficiencies, reduce labour requirements, and improve product quality and consistency. One of Mr. Nichols' primary strengths is his ability to identify problems with current or planned products and processes. His creative solutions have resulted in him being named in several patents granted, pending or in the application stage, for every company he has worked with over the past 18 years.

Carl F. Perez, Consultant

Carl F. Perez received his Ph.D. in Biophysics from the University of California, Berkeley in 1984. He has a distinguished leadership record in academic research programs, and biologics and drug development with 30 years of research-team supervision and leadership in the pharmaceutical industry. Carl is experienced in all phases of drug discovery, technology transfer, process development, biological assay development, preclinical development, medical diagnostics, manufacturing and clinical support. He possesses a broad scientific background in cancer, immunology, molecular biology, and inflammation; and is a co-inventor on 18 issued US patents. Carl is providing scientific and technical support to the Company.

Russ Hiebert, B.A., LL.B., MBA,

The Company has retained the services of Russ Hiebert as a Strategic Advisor. Mr. Hiebert served as a Member of Parliament in Canada for eleven year (2004-2015) before choosing to return to the private sector. During his time in office he was appointed Parliamentary Secretary for Defence and later Intergovernmental Affairs. He also served on the Natural Resources, Finance and International Trade committees.

As Canadian Chairman and Representative on the 53-nation Commonwealth Parliamentary Association (Her Majesty Queen Elizabeth II as Patron); leadership roles on many other international associations;

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speaking engagements at the European Parliament and at the United Nations as well as experience in over 100 nations, Mr. Hiebert has developed a worldwide network of contacts in business and foreign governments. He has the ability to connect people with key decision makers, joint venture partners and investors, for the purpose of developing trade and other business opportunities.

He began his education in the Faculty of Engineering before completing a multi-faceted undergraduate degree in Los Angeles, California that included studies at Oxford University and an internship at the Canadian Embassy in Washington, DC. He earned his Law Degree at the University of British Columbia (UBC) and the University of Sydney (Australia), then practiced as a lawyer at a national Canadian law firm, before completing his Master's Degree in Business Administration (MBA) also from UBC. He has completed the Institute of Corporate Directors Education Program and has served as a director on a variety of private and public companies.

Chris Nichols – Advisor to Operations Manager

Chris Nichols has over 25 years of senior operations leadership experience in all aspects of food-based fast-moving consumer goods (FMCG) manufacturing with several large multinational companies such as COCA-COLA, MOLSON COORS and LANTIC (ROGERS) SUGAR.

Holding a B.Sc. from Simon Fraser University combined with technical work experience in processing line design, optimization and operation, including aseptic processing, makes him a great resource in the development of our facility.

Chris also has a strong background in HACCP and GMP food safety systems and experience in building these foundations into the process line's physical and operational design at early stages.

Using Lean Six Sigma tools and training, Chris has implemented process improvement and optimization in every position he has held leveraging that into multiple millions in annualized cost savings in addition to managing dozens of capital projects from design through to completion, on time and on budget, while meeting all the project deliverables.

Glen Macdonald, Director

Glen Macdonald is a self-employed geology consultant. Mr. Macdonald has a BSc. (1973) from the University of British Columbia and has been a member of the Alberta Professional Engineers, Geologists and Geophysicists Association since 1982 and of the British Columbia Association of Professional Engineers and Geoscientists since 1993. Mr. Macdonald has a great deal of experience as a director and an officer of junior public companies and substantial audit committee experience.

Dr. Robert Chanson, Director

Dr. Robert Chanson is a Swiss National born in Sri Lanka (1950). Following Schooling in Ceylon and Switzerland, he studied Law & Ecology in Zurich, London and Paris. Robert is a Lawyer and holds a PhD in Environmental Sciences. Following a career in various management capacities with an internationally

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operating Swiss financial services Company he formed a pioneering risk-management company with a focus on environmental risks in the early 90s. Since the late 90s Robert has established himself as an Institutional Business Angel in the field of Biotech, Sustainable Agriculture and Renewable Energies entertaining projects both in Europe, North America and South Asia. He is a co-founder of the London-listed ag-biotech Company 'Plant Health Care' – his two latest start-ups focus on encryption technologies and a novel pyrolytic reactor. Dr. Chanson has joined the LeanLife team as an Independent Director to assist the Company in reaching its ambitious business goals in North America and Overseas.

Tomasz Czarnocki, Sales Manager

Tomasz has considerable experience in sales of food products and has been responsible for business development in B2B markets, developing sales strategy and plans. Implementing working system analysis of Managers, Sales Representatives, Technologists and Customer Service Representatives. product profitability analysis and preparing product marketing analysis.

Tomasz is also Sales Director of Libra Polska Sp z o.o. and Fabryka Aromatów Sp z o.o. since April 2011. He also has experience as Sales Director of Gemini Grupe, UAB (Investment fund), responsible for sales in following companies - POSTI (tea producer) and CENOS (food producer – rice, groats, salt, coffee). Field Sales Manager for Sara Lee Household & Body Care Sp. Z o.o. District Sales Manager for Colgate – Palmolive Poland Sp. z o.o.

Tomasz is fluent in Polish, English – communicative and speaks basic Russian.

## SELECTED QUARTERLY INFORMATION

The following tables present unaudited selected financial information for the previous eight quarters:

<b>For the quarter ended</b>	<b>December 31, 2019</b>	<b>September 30, 2019</b>	<b>June 30, 2019</b>	<b>March 31, 2019</b>
Net and comprehensive loss	(\$809,929)	(\$139,036)	(\$427,656)	(\$981,949)
Loss per share – basic and diluted	(\$0.01)	(\$0.00)	(\$0.00)	(\$0.02)
Total assets	\$596,629	\$617,097	\$716,668	\$750,419
<b>For the quarter ended</b>	<b>December 31, 2018</b>	<b>September 30, 2018</b>	<b>June 30, 2018</b>	<b>March 31, 2018</b>
Net and comprehensive loss	(\$752,944)	(\$539,149)	(\$446,878)	(\$445,783)
Loss per share – basic and diluted	(\$0.01)	(\$0.01)	(\$0.01)	(\$0.01)
Total assets	\$579,112	\$589,563	\$518,872	\$631,492

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### **Discussion of operating results – nine months ended December 31, 2019**

The Company experienced a loss of \$1,376,621 for the nine-month period ended December 31, 2019 as compared to the previous comparative period loss of \$1,738,971. Product marketing, professional fees, general office costs, financial services, and management fees were all lower compared to the prior period.

### **Discussion of operating results – three months ended December 31, 2019**

The Company experienced a loss of \$809,929 for the three-month period ended December 31, 2019 as compared to the previous comparative period loss of \$752,944. Product marketing, professional fees, and consulting fees were higher compared to the prior period, while warehouse rental, financial services, and general office costs were all lower compared to prior period.

### **Liquidity and Capital Resources**

The Company had cash of \$16,914 at December 31, 2019, compared to \$26,191 at March 31, 2019. The Company had working capital deficiency of \$399,753 at December 31, 2019 compared to working capital of \$197,742 as at March 31, 2019. The working capital deficiency at December 31, 2019 includes amounts owing to related parties of \$229,683.

The current working capital balance is insufficient to meet the Company's capital requirements for the next six months, so, the Company plans to raise additional funds for operating capital. There can be no assurance that the Company will be successful in securing the necessary working capital in a timely manner, or at all.

### For the nine months ended December 31, 2019

The Company issued 500,000 shares at \$0.05 per share, pursuant to a service agreement with a consultant.

The Company issued 19,414,600 units of common shares at a deemed price of \$0.05 per unit in settlement of outstanding debt totaling \$970,730. Each unit was comprised of one common share in the capital of the Company and one transferable common share purchase warrant, with each warrant entitling the holder to purchase one additional common share at an exercise price of \$0.075 for a period of 24 months from the date of issue.

### Year ended March 31, 2019

The Company closed the 1<sup>st</sup> tranche of a non-brokered private placement for a total of 11,400,000 units at 0.05 per unit. Each unit consists of one common share of the Company and one warrant to purchase an additional share at \$0.075 per share for a period of three years, until September 27, 2021. The Company incurred issue costs of \$10,000, paid in cash.

The Company closed the 2<sup>nd</sup> tranche of a non-brokered private placement for a total of 26,470,000 units at 0.05 per unit for an aggregate of \$1,323,500, of which \$522,500 was issued as shares for debt to current

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debt holders. Each unit consists of one common share of the Company and one warrant to purchase an additional share at \$0.075 per share for a period of three years, until February 8, 2022.

Warrants from the private placement completed in 2016, were exercised for a total of 1,700,000 warrants for a total of \$255,000.

Stock options were exercised for a total of 500,000 shares at \$0.05 per share for a total of \$25,000. The fair value of the stock exercised is \$7,973 based on stock-based compensation of \$185,900.

### **Off Balance Sheet Arrangements**

The Company has no off-balance sheet arrangements.

### **Transactions with Related Parties**

During the nine months ended December 31, 2019 the following transactions were entered into:

- (a) Management fees of \$216,000 were paid or accrued to be paid to Stan Lis, CEO and a director of the Company;

During the nine months ended December 31, 2018, the Company entered into the following transactions with related parties:

- (a) Management fees of \$216,000 were paid or accrued to be paid to Stan Lis, CEO and a director of the Company;
- (b) Professional fees of \$216,000 were paid or accrued to be paid to Casey Forward, previously CFO and previously a director of the Company;

All related party transactions are in the normal course of operations and have been measured at the agreed to amount, which is the amount of consideration established and agreed to by the related parties. As at December 31, 2019, \$229,683 (March 31, 2019 - \$134,172) was owing to related parties

### **Particulars of Outstanding Securities of the Issuer**

Authorized:                    unlimited common shares without par value  
   unlimited preferred shares without par value

Issued and Outstanding:

	<b>Number of Shares</b>
<b>Balance as at December 31, 2019</b>	<b>116,099,918</b>
<b>Balance as at February 28, 2020</b>	<b>116,849,918</b>



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#### Stock Options

	Number of Options
<b>Balance as at December 31, 2019</b>	<b>13,400,000</b>
<b>Balance as at February 28, 2020</b>	<b>13,400,000</b>

#### Warrants

	Number of Warrants
<b>Balance as at December 31, 2019</b>	<b>85,119,600</b>
<b>Balance as at February 28, 2020</b>	<b>84,319,600</b>

### Complex and Non-Routine Transactions

The Company may be required to record complex and non-routine transactions. These sometimes will be extremely technical in nature and require an in-depth understanding of with International Financial Reporting Standards as issued by the International Accounting Standards Board ("IASB"). Finance staff will consult with their third-party expert advisors as needed in connection with the recording and reporting of complex and non-routine transactions. In addition, an annual audit will be completed and presented to the Audit Committee for its review and approval.

### Segment reporting

A reportable segment, as defined by 'IFRS 8 Operating Segments', is a distinguishable business or geographical component of the Company, which are subject to risks and rewards that are different from those of other segments. The Company considers its primary reporting format to be business segments. The Company considers that it has only one reportable segment, being the development of the omega fatty acid products.

### RISK FACTORS

#### Credit Risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Company's primary exposure to credit risk is on its cash held in bank accounts. The majority of cash is deposited in bank accounts held with major banks in Canada. As most of the Company's cash is held by one bank there is a concentration of credit risk. However, this risk is managed by using a major bank that is a high credit quality financial institution as determined by rating agencies.

#### Liquidity Risk

The Company believes that at the present time it will not face significant liquidity risk as it will be able to secure sufficient funding from a private placement.

## **RISKS AND UNCERTAINTIES**

### **Acquisition and Expansion**

The key to the Company's ongoing success will be its ability to create and enhance value through the skill, creativity and energy of its management team and the opportunities which the market presents. SPT will continue to seek out acquisition and expansion opportunities that offer acceptable risk-adjusted rates of return.

### **Regulatory Risk**

The Company and its proposed business are subject to various government legislation and regulations. Any change in such legislation or regulations adverse to the Company or its investments could affect the operating and financial performance of the Company. In addition, laws and policies relating to the protection of the environment have become increasingly important in recent years. Environmental laws and regulations can change rapidly, and the Company may become subject to more stringent environmental laws and regulations in the future. Compliance with more stringent environmental laws and regulations could have a material adverse effect on the Company's business, financial condition or results of operations.

## **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 are based on current expectations that involve numerous risks and uncertainties, including, but not limited to, those identified in the Risks Factors section. 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 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. The Company has no intention and undertakes no obligation to update or revise any forward-looking statements, whether written or oral that may be made by or on the Company's behalf.

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## **OFFICERS AND DIRECTORS**

Stan Lis	President, CEO & Director
Jason Tong	CFO
Marcin Lukaszewicz	Director
Glen Macdonald	Director
Robert Chanson	Director

### Registered Address:

LeanLife Health Inc.  
Suite 380 –580 Hornby Street  
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V6C 3B6

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