



**BioHarvest Sciences Inc.**

**Management's Discussion and Analysis  
For the three month ended March 31, 2022  
(Expressed in U.S. dollars)**

## **INTRODUCTION**

The following Management Discussion and Analysis ("MD&A") for BioHarvest Sciences Inc., together with its wholly owned subsidiaries ("BioHarvest Sciences" or "the Company") prepared as of May 30, 2022 has been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standard Board (IASB). All amounts (other than per share amounts) are stated in U.S dollars rounded to the nearest thousand, unless otherwise indicated.

The following information should be read in conjunction with the unaudited interim condensed consolidated financial statements for the three months ended March 31, 2022, and the related notes to those financial statements.

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.

The Company is publicly traded on the Canadian Securities Exchange under the symbol BHSC, on the OTC under the symbol CNVCF and on the Frankfurt Stock Exchange under the symbol 8MV. Continuous disclosure materials are available on our website at [www.bioharvest.com](http://www.bioharvest.com).

## **CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS**

This MD&A contains certain information that may constitute “forward-looking information” and “forward-looking statements” (collectively, “forward-looking statements”) which are based upon the Company’s current internal expectations, estimates, projections, assumptions and beliefs. Such statements can be identified by the use of forward-looking terminology such as “expect,” “likely,” “may,” “will,” “should,” “intend,” or “anticipate,” “potential,” “proposed,” “estimate” and other similar words, including negative and grammatical variations thereof, or statements that certain events or conditions “may” or “will” happen, or by discussions of strategy. Forward-looking statements include estimates, plans, expectations, opinions, forecasts, projections, targets, guidance, or other statements that are not statements of fact. The forward-looking statements included in this MD&A are made only as of the date of this MD&A. Forward-looking statements in this MD&A may include, but are not limited to, statements with respect to: a) licensing risks; b) regulatory risks; c) change in laws, regulations and guidelines; d) market risks; e) expansion of facilities; f) history of net losses; and g) competition. Certain of the forward-looking statements and forward-looking information and other information contained herein concerning the bio-farming, nutraceutical and cannabis industries, the general expectations of the Company concerning these industries and concerning the Company are based on estimates prepared by the Company using data from publicly available governmental sources, from market research and industry analysis and on assumptions based on data and knowledge of these industries, which the Company believes to be reasonable. While the Company is not aware of any misstatement regarding any industry or government data presented herein, the cannabis industry involves risks and uncertainties that are subject to change based on various factors and the Company has not independently verified such third party information. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to have been correct. The Company’s forward-looking statements are expressly qualified in their entirety by this cautionary statement. In particular, but without limiting the foregoing, disclosure in this MD&A under “Nature of the Business and Overview of Operations” as well as statements regarding the Company’s objectives, plans and goals, including future operating results and economic performance may make reference to or involve forward-looking statements. A number of factors could cause actual events, performance or results to differ materially from what is projected in the forward-looking statements. See “Risk and Uncertainties” for further details. The purpose of forward-looking statements is to provide the reader with a description of management’s expectations, and such forward-looking statements may not be appropriate for any other purpose. You should not place undue reliance on forward-looking statements contained in this MD&A. The Company undertakes no obligation to update or revise any forward-looking statements.

**Going Concern**

Since inception through March 31, 2022, the Company has generated a cumulative loss of \$61,835 thousands. For the three month period ended March 31, 2022, the Company generated negative cash flows from operating activities of \$2,503 thousands and a loss in the amount of \$2,130 thousands. As at the date of the issuance of these financial statements, despite a significant turn-around in the Company's revenue performance in its Israel operations as well as promising results from its VINIA® launch in the USA, the Company has not generated significant enough sales, and therefore depends on financing activities from new and existing investors to fund its activities.

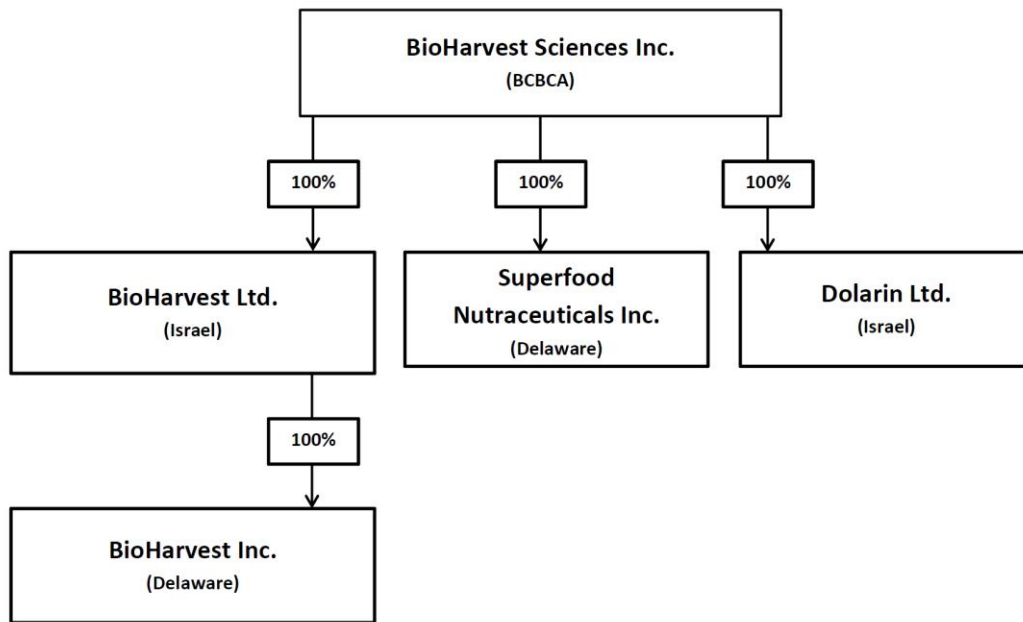
Management continues to evaluate the need for additional financing and is of the opinion that additional financing will be available to continue its planned activities in the normal course of business. Nonetheless, there is no assurance that the Company will be able to raise sufficient funds in the future to complete its planned activities. The foregoing indicates the existence of a material uncertainty that may cast substantial doubt as to whether the Company would continue as a going concern and realize its assets and settle its liabilities and commitments in the normal course of business. The Company's consolidated financial statements have been prepared based on accounting principles applicable to a going concern, which assume the realization of assets and discharge of liabilities in the normal course of business.

## NATURE OF BUSINESS AND OVERVIEW OF OPERATIONS

### 1. Summary

BioHarvest Sciences Inc. (the “Company” or “BioHarvest Sciences”) was incorporated under the Business Corporations Act of British Columbia on April 19, 2013.

### Corporate Structure



### 2. Overview of the business

The Company has developed a patented bio-cell growth platform technology which it has termed Bio-Plant CELLicitation™ which enables the Company to grow, at industrial scale, the active and beneficial *ingredients* inherent in certain fruit and plants, without the need to grow the plant itself. This technology is economical, ensures consistency, and avoids the negative environmental impacts associated with traditional agriculture. The Company is currently focused on utilizing this technology platform which is protected by 14 patents covering two major verticals: Polyphenol/Antioxidants and Cannabis. The Company currently targets the Nutraceutical market with its first product in its polyphenol/anti-oxidant vertical called VINIA® and will shortly be targeting the Cannabis market with a range of Cannabis strains focused on the medicinal cannabis market

### Polyphenol/Anti-Oxidants

The Company is engaged in research and development in the food industry. The Company's first Polyphenol/Anti-Oxidant products is a nutraceutical superfruit product called VINIA® which is a red grape powder that supplies the benefits of red wine consumption but without the sugar, calories and alcohol found in wine. The Company has conducted various clinical trials to verify the efficacy of the VINIA® powder and has made all required notifications required by the FDA to support the use of its claims on packaging and in communication materials. VINIA® has gone through the necessary regulatory approval processes both in the US and in Israel and is approved for classification as a food item as well as a dietary supplement/nutraceutical in these respective markets.

### Cannabis

The Company is engaged in research and development of its Bio-Plant CELLicitation™ technology for use in the cannabis industry and has finalized the research and development program for its first Cannabis products which it plans to bring to market in the next 6-12 months. This plant based technology produces cannabis trichomes which produce the key active cannabinoids, flavonoids and terpenes, in a process that is controlled, consistent, aseptic, non-GMO, and free of pesticides, solvents and pathogens.

The Company is focused on driving its growth in the multi-billion dollar nutraceutical and cannabis markets via its polyphenol/anti-oxidant and cannabis business verticals.

### Polyphenol/Anti-Oxidants

The Company's first polyphenol/anti-oxidant nutraceutical superfruits product, VINIA®, is made of red grape (*Vitis vinifera*) cells grown in the Company's proprietary bioreactor facility. VINIA® is a fine dry pink-purple powder containing a matrix of polyphenols (with a high concentration of piceid resveratrol) in their natural state (as can be found in red wine), that have additive and synergistic benefits. The technology is protected by 14 granted patents. One of the main active ingredients in VINIA® is piceid resveratrol, maintaining the quality and inherent benefits present in nature without any solvent extraction or genetic modification. VINIA® is soluble when integrated with various liquids or cosmetics.

The Company has conducted several clinical trials at independent institutions (following rigorous protocols) to demonstrate that VINIA® is the first natural vasodilator produced without sugar or calories. VINIA®'s major mechanism of action is the increase of NOs (Nitric Oxidase) and decrease of ET1, an endothelial secreted protein, resulting in the vasodilation of blood vessels and blood perfusion. The following functional claims, supported by the clinical trials, clearly indicate the benefits of VINIA®:

- supports heart health by improving blood flow and delivery of oxygen;
- increases dilation of arteries and blood vessels;
- supports blood pressure already within normal range;
- supports blood circulation;

- improves physical energy and mental alertness via the delivery of increased blood flow and oxygen to the body's tissues and organs;
- fuels anti-oxidant activity with your veins and arteries;
- prevents oxidative damage to your cells ; and
- reduces oxidation of LDL cholesterol

The Company has also made all the required notifications required by the FDA to support the use of these claims on packaging and in communication materials.

VINIA® has gone through the necessary regulatory approval processes both in the US and in Israel. It has approval to be classified as a food item as well as a dietary supplement in these respective markets. The Company is also currently in the process of applying for regulatory approvals for the EU, UK and Canada.

The Company has invested over \$50 million, primarily in R&D activities to support the business. This investment has enabled the Company to develop a disruptive technology platform which mirrors nature and allows it to efficiently produce plant cells that are identical to those that were originally sourced from the parent plant, ensuring optimal bio-availability and efficacy of the secondary metabolites and is termed Bio-Plant CELLicitation™. In addition, our Bio-Plant CELLicitation™ technology is the only non GMO platform that can produce plant cells with significantly higher concentration of the active ingredients, as compared to those that are produced by nature as well as extremely high levels of solubility and bio-availability. Our technology provides a) consistent product production, b) a year round production cycle and c) products that are devoid of sugar, calories and contaminants such as pesticides, heavy metals and residues).

In terms of manufacturing capacity, the Company currently has a two tons/year production facility. The Company has signed a binding Memorandum of Understanding with Sugart Israel which will provide it with an additional capacity of 20 tons per year in order to meet expected demand from the market and drive significant cost reduction through economies of scale. This facility received Good Manufacturing Practice (GMP) approvals from the Israeli Ministry of Health in October 2021 as well as key ISO certifications. The Company completed the biological technology transfer in March 2022 and has already commenced growing VINIA® red grape cells at this new facility which will provide the Company with the required supply of product to scale the business further in H2 of 2022.

The Company has a well-developed innovation pipeline in its polyphenol/anti-oxidant vertical. Over the next three years, the Company plans to introduce a number of new products under the VINIA® brand including gummies and protein energy bars as well as introducing Olive cell based products and pomegranate cell based products using its Bio-Plant CELLicitation™ technology.

In Q4, 2020 the Company made a conscious decision to focus its sales and marketing efforts on direct to consumer channels and commenced a heavy online e-commerce marketing program for VINIA® to develop a significant and scalable direct-to-consumer e-commerce business in Israel. With a highly sophisticated and mature market, Israel can be regarded as a viable test market for

the Company as it seeks to optimize all aspects of the e-commerce marketing mix prior to scaling these activities in the USA market, which represents more than 40% of the global dietary supplement market.

Since launching this direct to consumer e-commerce marketing mix in Israel in November 2020, the Company has delivered average sales order revenues which exceed US \$100 thousands per month. Q1-22 sales orders in the US (where pilot sales began in May 2021) reached USD 335k (representing 2% growth over Q4 2021). The Israeli market delivered USD 452k (22% growth over Q1-21 and a 10% decline from Q4-21). Sales in Israel were heavily impacted in Q1-22 by an extraordinary outbreak of the Covid-19 pandemic in January and February 2022, when approximately 25% of the population contracted the virus. March 2022 sales in Israel have significantly recovered and April sales so far support the Company's growth trajectories and are in line with the provided guidance.

It is important to point out that the Company has now increased its sales order revenues versus previous quarter for every quarter in 2021, demonstrating the continued positive growth momentum in the Israeli business. Further, the Company in Q1-22 continued to improve the overall mix of its available VINIA packages so as to increase the average order value to \$USD 193 per customer per order.

During Q1, 2022, the Company continue to accelerate its efforts in the Israeli market with the endorsement of VINIA® by Mordechai Shpigler, an Israeli football legend who holds the record of being the highest Israeli International goal scorer and who has achieved great fame and affection from the Israeli population and has appeal to VINIA®'s core consumer target of consumers aged 40 and over. This campaign has been successful in attracting new users to the VINIA franchise.

The metrics are a good predictor of future demand in the U.S. for VINIA® where we anticipate significant growth in Q3 and Q4 of 2022 in line with the commencement of manufacturing at our new 20 Ton facility which commenced manufacturing of red grape cells in March 2022.

The Company continues to receive significant positive consumer reviews on its website and in social media forums on Facebook. To date the company has achieved a verified customer rating of 4.8/5 from over 600 verified reviews which demonstrates the efficacy of the product and the loyalty it is building with its consumer base. The Company in Q2, 2022 will continue its efforts to build social trust in the product with the release of important influencer marketing programs showcasing the efficacy of the VINA® product with its consumers. In addition, the Company will continue to apply significant focus in Q1 and Q2 2022 from a USA perspective in continuing to optimize the e-commerce funnel and the marketing mix to support increased conversion rates at a lower cost of acquisition with the intent to significantly increase investment levels behind the brand in the 2<sup>nd</sup> half of 2022 as increased supply of VINIA® product comes on stream from the Company's new 20 ton per year VINIA® manufacturing facility.

To address the business-to-business market, the Company signed an exclusive performance-driven distribution agreement with Batory Foods ("Batory"), a leading food ingredients distributor in the



USA and one of the top three companies operating in the nutraceutical and beverage ingredient segments of the market. This agreement provides the Company with a best in class route-to-market for targeting major food, beverage, and nutraceutical companies, enabling it to effectively capture a significant share of the US \$16 billion USA nutraceutical ingredients market focused on food, beverage, and dietary supplements. It will also allow the Company to address the fast growing US hemp-based CBD market with its focus on edible CBD.

The Company continued to focus its efforts in Q1-22 on partnering further with Batory Foods to build partnerships with carefully selected major leadership companies in the food and nutraceutical markets. The Company now has the manufacturing capacity available to service the needs of these key strategic B2B customers. Accordingly, the Company initiated dialogue with key Companies in the USA who are well positioned in the health and wellness space, have premium brands with high unit economics which lead their respective segments and who have a purpose driven commitment to driving sustainability across all aspects of their business.

From a manufacturing perspective, the Company focused its efforts in Q1-22 on finalizing the completion of building its 20 ton per year new manufacturing facility and in implementing all the required protocols to drive full regulatory approval from the Israeli Ministry of Health.

### **Cannabis**

The Company continued its significant momentum in Q1-22 across its Cannabis development and commercialization program.

On March 23, 2022, the Company announced the major milestone that it has produced Cannabis Biomass in large scale industrial bioreactors, which represents the completion of the Company's Cannabis R&D program. This milestone marks the start of the transition to commercial scale manufacturing. To that end, the Company has commenced the process to obtain a production license in Israel for its Cannabis products to complement the R&D license it has used to date for the Cannabis development program and plans to bring its first Cannabis products to market in H2 of 2022 and will be converting the current VINIA® 2 tons/year facility in Rehovot, Israel to produce Cannabis. This is happening in conjunction with the transition of all VINIA ® manufacturing to the new 20 tons/year facility in Yavneh, Israel, which will support the scaling of successful sales of VINIA® in the US and other markets.

On May 12, 2022, the Company announced its full spectrum profile to include major and minor Cannabinoids as well as Terpenes. Reliable testing and measurements demonstrate that the composition profile includes the Cannabinoids THC, CBD, CBG, THCV, CBDV and CBC, as well as the Terpenes Beta-caryophyllene, Betapanasinsene and Selina. The profile and ratio between the various Cannabinoids found in the Company's product is unique and sets a path for both potential patentability and applicability to address medical indications such as ADHD, pain management and anxiety. Moreover, the Company announced that it's unique trichome structure provides for potentially higher solubility and bioavailability. This would allow administration of lower doses to

achieve the same desired effects, which would otherwise require a higher quantity in the case of conventionally cultivated Cannabis products.

Growing full spectrum, non-GMO Cannabis in Industrial scale bio-reactors without having to grow the plant is an unprecedented achievement by the Company and presents a great opportunity for the Cannabis industry and the Company. The Company now has the unique capabilities to produce consistent, clean, and efficacious Cannabis at scale that is produced with the highest ESG credentials and capital efficiency with significantly lower manufacturing costs, providing significant differentiation in the market due to the uniqueness of its value proposition to potential B2B partners and the end consumer. Accordingly, the Company has commenced partnership discussions with major Cannabis companies across multiple geographical jurisdictions (Israel, USA and Canada) as it assesses the optimal partnership and business model to bring its cannabis products to market.

### **Environmental, Social and Governance Reporting:**

In June 2021 the Company announced the publication of its inaugural Environmental, Social, and Governance (ESG) Report, detailing the Company's performance and ongoing commitment to creating a sustainable future. The Company a biotechnology company engaged in the production of Cannabis and cannabinoids to publish a comprehensive ESG report that commits to meaningful science-based targets over the next five years. Sustainability has always been at the core of the Company, with the Company's Bio-Plant CELLicitation™ technology allowing it to produce active plant ingredients without having to grow the plant itself. This practice substantially reduces resource requirements in general, as well as greenhouse gas emissions – which would otherwise be generated – and prevents biodiversity loss. For example, the Company in the production of its VINIA® product:

- Uses 99.99% less land than traditional agriculture
- Produces zero Scope 1 or direct GHG emissions in the Bio-Plant CELLicitation™ manufacturing process
- Uses no solvents or pesticides in the manufacturing process, resulting in wastewater that is 100% biodegradable and contains no chemicals
- Produces no hazardous waste in the manufacturing process

The report details the policies, metrics, and programs that support each of the Company's four key ESG pillars:

1. **Product:** Promoting pure well-being by providing fully traceable, science-based and innovative products with proven health benefits that improve the well-being of our customers.
2. **Process:** Demonstrating the minimal footprint of our production process while striving to reduce any adverse impact on water use, climate, and the environment.
3. **People:** Supporting our people by treating them with the utmost respect, the safest working conditions and allowing them to develop and thrive in the workplace; and

4. **Governance:** Setting the standard for end-to-end sustainability, ethical marketing, business ethics, and transparency in our industry.

The report is aligned with the United Nations Sustainable Development Goals and the reporting requirements of the Task Force on Climate-Related Financial Disclosures and the Sustainability Accounting Standards Board.

In the second half of this year, the Company plans to release its second ESG report which will focus on significant improvements made during its VINIA® manufacturing process as a result of moving to its new 20 ton facility as well as showcase the need to utilise significantly less resources to produce its Cannabis product when benchmarked versus other Cannabis Companies

### **Significant Developments**

To better understand the Company's financial results, it is important to gain an appreciation of the significant events, transactions and activities that occurred during or have affected the period under review up to and including the date of this MD&A.

- On May 12, 2022, the Company announced it had achieved a number of critical milestones in the Bio-Plant CELLicitation™ of Cannabis as detailed above.
- During the three month period ended March 31, 2022 the Company issued 464,000 common shares as a result of the exercise of 300,000 warrants with an exercise price of CAD 0.14 (\$0.10) and the exercise of 164,000 warrants with an exercise price of CAD 0.45 (\$0.36).
- During the three month period ended March 31, 2022 the Company issued 402,499 common shares as a result of the exercise of 152,499 options with an exercise price of CAD 0.19 (\$0.15) and the exercise of 250,000 options with an exercise price of CAD 0.15 (\$0.11).

### **COVID-19**

The continued global spread of COVID-19 could have an adverse impact on the business, operations and financial results of the Company, including with respect to challenges in finalizing the construction and installation of all equipment and systems required to fully operate the 20 Ton per year manufacturing facility at the end of Q3, 2021. The Company has already implemented a number of precautionary measures, which would not have otherwise been implemented prior to the COVID-19 outbreak, at its facility to ensure the safety of its personnel, and to potential clients and partners, which may adversely impact the Company's productivity from an R&D perspective and its business in the supply chain sector. The Company is also fully compliant with local rules and regulations instituted during COVID 19 and understands that mandatory or voluntary self-quarantines may limit the staffing at the Company's facility which will have a further impact on

productivity. Management continues to be fully engaged in assessing the impact of COVID-19 and adjusting its operations accordingly to minimize the impact on business performance.

Amidst this highly challenging operating environment, the Company believes from a revenue generation perspective that COVID 19 pandemic has the potential ability to positively impact future revenue in Israel and in the USA. The COVID 19 pandemic has resulted in consumers having a heightened awareness of the importance of taking all possible preventative actions to improve their overall cardio-vascular health. In addition, consumers have become more discerning in identifying products which are credible in delivering the benefits they seek and that are backed by appropriate scientific studies/clinical trials. Accordingly, the Company has seen continued increasing demand for its VINIA® product in Israel during the first nine months of its e-commerce launch and believes that the heightened focus of consumers on their overall health and wellness will continue to be a positive tail wind for the Israeli business and USA launch.

It is important to note that continued spread of COVID-19 globally could also lead to a deterioration of general economic conditions including a possible national or global recession. The Company believes that COVID-19 has had no material effect on its business, operations or financial results to date.

### **SELECTED INFORMATION**

	<b>Three months period ended March 31,</b>		
	<b>2022</b>	<b>2021</b>	<b>2020</b>
	<b>USD in thousands</b>		
Revenues	\$ 699	\$ 313	42
Net (loss) and comprehensive (loss)	\$ (2,130)	\$ (6,809)	(272)
Basic and diluted (loss) per share	(0.00)	(0.02)	(0.00)

	<b>Three months period ended March 31,</b>		
	<b>2022</b>	<b>2021</b>	<b>2020</b>
	<b>USD in thousands</b>		
Total Assets	\$ <b>8,047</b>	\$ 9,894	\$ 2,921
Total current liabilities	\$ <b>2,323</b>	\$ 6,951	\$ 2,050
Total non-current liabilities	\$ <b>4,406</b>	\$ 5,741	\$ 2,389

**Three month period ended March 31, 2022 compared to the three month period ended March 31, 2021:**

Our revenues, all of which relate to the Polyphenol Anti-Oxidant vertical of the Company, were \$699 thousands for the three month period ended March 31, 2022, as compared to \$313 thousands during the same period in the prior year. The increase in 2022 is a result of the Company's new business-to-consumer e-commerce strategy.

Our cost of revenues were \$520 thousands for the three month period ended March 31, 2022, as compared to \$227 thousands during the same period in the prior year, reflecting a consistent gross margin percentage.

Our research and development expenses, which relate solely to our cannabis segment, were \$771 thousands for the three month period ended March 31, 2022, as compared to \$650 thousands during the same period in the prior year. The increase is mainly due to hiring of new employees and professional fees.

Our selling and marketing expenses relate to VINIA® and were \$1,030 thousands for the three month period ended March 31, 2022, as compared to \$536 thousands during the same period in the prior year. The increase was due to higher spend on marketing as part of the Company's business-to-consumer e-commerce strategy in Israel and USA as well as hiring of new employees and professional fees.

Our general and administrative expenses decreased to \$1,011 thousands for the three month period ended March 31, 2022, as compared to \$1,132 thousands during the same period in the prior year. The decrease is mainly due to decrease in the Company's share based compensation expenses. Our general and administrative expenses are incurred to support both our business segments.

Our finance expenses were \$148 thousands for the three month period ended March 31, 2022, as compared to \$4,711 thousands during the same period in the prior year. The decrease is primarily the result of fair value adjustments applicable to the Company's outstanding warrants. Our finance expenses are incurred to support both our business segments.

Our finance incomes were \$651 thousands for the three month period ended March 31, 2022, as compared to \$134 thousands during the same period in the prior year. The increase is primarily the result of fair value adjustments applicable to the Company's outstanding warrants. Our finance incomes are incurred to support both our business segments.

## Summary of Quarterly Results

The following represents the summarized quarterly financial results for the past eight quarters:

	<b>March 31, 2022</b>	<b>December 31, 2021</b>	<b>September 30, 2021</b>	<b>June 30, 2021</b>
	<b>USD in thousands</b>			
Total Revenue for the period	699	730	644	415
Net income (loss) before income taxes for the period	(2,130)	(1,753)	(3,044)	1,779
Net income (loss) for the period	(2,130)	(1,753)	(3,044)	1,779
Net income (loss) for the period per share	(0.00)	(0.00)	(0.01)	0.00

	<b>March 31, 2021</b>	<b>December 31, 2020</b>	<b>September 30, 2020</b>	<b>June 30, 2020</b>
	<b>USD in thousands</b>			
Total Revenue for the period	313	262	53	39
Net (loss) before income taxes for the period	(6,809)	(3,098)	(1,844)	(1,370)
Net (loss) for the period	(6,809)	(3,098)	(1,844)	(1,370)
(Loss) per share for the period	(0.02)	(0.007)	(0.005)	(0.008)

### **Financial instruments and risk management**

The Company is exposed to a variety of financial risks, which results from its financing, operating and investing activities. The objective of financial risk management is to contain, where appropriate, exposures in these financial risks to limit any negative impact on the Company's financial performance and position. The Company's financial instruments are its cash, trade and other receivables, trade payables, lease liabilities, ARO liability and other liabilities. The main purpose of these financial instruments is to raise finance for the Company's operation. The Company actively measures, monitors and manages its financial risk exposures by various functions pursuant to the segregation of duties and principals. The risks arising from the Company's financial instruments are mainly currency risk and liquidity risk. The Company has no interest rate risk as the balances exposure to interest is minimal. The risk management policies employed by the Company to manage these risks discussed below.

#### **Foreign currency risk:**

Foreign exchange risk arises when the Company enters into transactions denominated in a currency other than its functional currency. The Company is exposed to currency risk to the extent that there is a mismatch between the currency in which it denominated and the respective functional currency of the company.

The currencies in which some transactions are primarily denominated are CAD, US dollars and NIS.

The Company's policy is not to enter into any economic hedging transactions to neutralize the effects of foreign currency fluctuations.

### **Liquidity and Capital resources**

The consolidated financial statements have been prepared on a going concern basis whereby the Company is assumed to be able to realize its assets and discharge its liabilities in the normal course of operations. The consolidated financial statements do not reflect adjustments that would be necessary if the going concern assumption were not appropriate. If the going concern assumption was not appropriate for the consolidated financial statements, then adjustments of a material nature would be necessary in the carrying value of assets such as property and equipment, liabilities, the reported expenses, and the balance sheet classifications used. Management continues to pursue financing opportunities for the Company to ensure that it will have sufficient cash to carry out its planned programs beyond the next year.

At March 31, 2022 the Company had cash of \$1,266 thousands (March 31, 2021 \$5,956 thousands). The Company had current assets of \$3,251 (March 31, 2021 \$6,554) and current liabilities of \$2,323 thousands (March 31, 2021- \$6,951 thousands). At March 31, 2022, the Company's working capital was \$928 thousands (March 31, 2021 –deficit of \$397 thousands).

During the three month period ended March 31, 2022, the Company's overall position of cash and cash equivalents decreased by \$2,851 thousands. (March 31, 2021- \$4,172 thousands). This change in cash held can be attributed to the following:

- The Company's net cash used in operating activities during the three month period ended March 31, 2022 was \$2,503 thousands as compared to net cash used of \$1,203 thousands for the three month period ended March 31, 2021. The amount is primarily a result of the losses incurred in the operations of the Company.
- Cash used in investing activities for the three month period ended March 31, 2022 was \$391 thousands as compared to cash used of \$257 thousand for the three month period ended March 31, 2021. The amount used in 2022 and 2021 relates primarily to the purchase of property, plant and equipment.
- Cash generated from financing activities during the three month period ended March 31, 2022, was \$43 thousands as compared to \$5,632 thousands from financing activities for the three month period ended March 31, 2021. The cash generated in 2022 and 2021 is primarily from the proceeds received from private placements, exercise of warrants and options.

Since the Company will not be able to generate cash from its operations in the foreseeable future, the Company will have to rely on the issuance of shares or the exercise of options, warrants and loans to fund ongoing operations and investment. The ability of the Company to raise capital will depend on market conditions and it may not be possible for the Company to issue shares on acceptable terms or at all.

### **Off Balance Sheet Agreements**

The Company has not entered into any material off-balance sheet arrangements such as guarantee contracts, contingent interests in assets transferred to unconsolidated entities, derivative financial obligations or arrangements with respect to any obligations under a variable interest equity arrangement.

### **Transactions with Related Parties**

The Company's key management personnel have the authority and responsibility for overseeing, planning, directing and controlling the activities of the Company. Key management personnel include members of the Board of Directors, the Chief Executive Officer and the Chief Financial Officer. Compensation earned by key management for the three month period ended March 31, 2022 was as follows:

#### **1. Related party transactions:**

	<b>Three months ended March 31, 2022</b>	<b>Three months ended March 31, 2021</b>
<b>Compensation of key management personnel of the Company:</b>		
CEO Management fees	133	95
Chairman Management fees	40	36
CFO Management fees	8	8
Share base payment to CEO	43	108
Share base payment to Chairman	85	24
<b>Other related party transactions:</b>		
Share base payments	26	115

#### **2. Balance with related parties:**

<b>As of March 31,</b>	<b>2022</b>	<b>2021</b>
Due to CEO	101	-



## **Critical Accounting Estimates**

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, and revenue and expenses.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis.

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. The Group based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising that are beyond the control of the Group. Such changes are reflected in the assumptions when they occur.

### 1. Share based compensation

The Company has a share based compensation plan for its employees. The estimated fair value of share options is determined using the Black Scholes model. Inputs to the model are subject to various estimates related to volatility, interest rates, dividend yields and expected life of the stock options issued. Fair value inputs are subject to market factors, as well as internal estimates.

### 2. Derivative liability – Warrants

The Company uses the Black-Scholes option-pricing model to estimate fair value at each reporting date. The key assumptions used in the model are the expected future volatility in the price of the Company's shares and the expected life of the warrants. Significant estimates used in the preparation of the consolidated financial statements include but are not limited to stock based compensation and future income taxes.

### 3. Liability to Agricultural Research Organization

The Company measures the liability to Agricultural Research Organization, each period, based on discounted cash flows derived from Company's future anticipated revenues. The discount rate reflects the market rate.

### 4. Determining the transaction price and amounts allocated to the performance obligations

In transactions with customers that include variable consideration, the Company assesses, based on past experience, business forecasts and current economic conditions, whether it is highly probable that a significant reversal in the amount of revenue recognized will not occur when the uncertainty associated with the variable consideration is subsequently resolved.

In determining the transaction price for each contract with a customer, the Company considers the effect of the right of return.

The Company also assesses for each transaction with variable consideration the approach that will best reflect the amount of the consideration to which the Company will be entitled, using either the "expected value" method or the "most likely amount" method.

### **Common Share Data**

As at the date of this MD&A, the Company had the following securities issued and outstanding:

<b><u>Type of Security</u></b>	<b><u>Number Outstanding</u></b>
Common shares	454,496,636
Stock options	63,612,613
Warrants	6,540,692

### **Investor Relations Contracts**

There are no investor relations contacts outstanding.

### **Contractual Obligations**

The Company has no contractual obligations that have not been disclosed.

### **Risks and Uncertainties**

**Market Risks.** The Company's securities trade on public markets and the trading value thereof is determined by the evaluations, perceptions and sentiments of both individual investors and the investment community taken as a whole. Such evaluations, perceptions and sentiments are subject to change, both in short term time horizons and long term time horizons. An adverse change in investor evaluations, perceptions and sentiments could have a material adverse outcome on the Company and its securities.

**Financing Risks.** The Company will be dependent on raising capital through a combination of debt and/or equity offerings. There can be no assurance that the capital markets will remain favorable in the future, and/or that the Company will be able to raise the financing needed to continue its business at favorable terms, or at all. Restrictions on the Company's ability to finance could have a material adverse outcome on the Company and its securities.

**Share Price Volatility and Price Fluctuations.** In recent years, the securities markets in Canada have experienced a high level of price and volume volatility, and the market prices of securities of many corporations have experienced wide fluctuations which have not necessarily been related to the operating performance, underlying asset values or prospects of such companies. Such volatility has been particularly evident with regards to the share price of medical cannabis companies, which are public issuers in Canada.

**Key Personnel Risks.** The Company's efforts are dependent to a large degree on the skills and experience of certain of its key personnel, including the board of directors. The Company does not maintain "key man" insurance policies on these individuals. Should the availability of these persons' skills and experience be in any way reduced or curtailed, this could have a material adverse outcome on the Company and its securities.

**General Business Risk and Liability.** Given the nature of the Company's business, it may from time to time be subject to claims or complaints from investors or others in the normal course of business. The legal risk facing the Company, its directors, officers and employees in this respect include potential liability for violations of securities laws, breach of fiduciary duty or misuse of investors' funds. Some violations of securities laws and breach of fiduciary duty could result in civil liability, fines, sanctions or the suspension or revocation of the Company's right to carry on its existing business. The Company may incur significant costs in connection with such potential liabilities.

**Competition.** There is potential that the Company will face intense competition from other companies, some of which can be expected to have more financial resources, industry, manufacturing and marketing experience than the Company. Additionally, there is potential that the industry will undergo consolidation, creating larger companies that may have increased geographic scope and other economies of scale. Increased competition by larger, better-financed competitors with geographic or other structural advantages could materially and adversely affect the business, financial condition and results of operations of the Company. To remain competitive, the Company will require a continued level of investment in research and development, marketing, sales and client support. The Company may not have sufficient resources to maintain research and development, marketing, sales and client support efforts on a competitive basis which could materially and adversely affect the business, financial condition and results of operations of the Company.

**Regulation of the Cannabis Industry.** The cannabis related business of the Company are heavily regulated in all jurisdictions where it carries out its business. The Company's operations are subjected to various laws, regulations and guidelines by governmental authorities, relating to the manufacturing, marketing, management, transportation, storage, sale, pricing and disposal of medical cannabis, and also including laws and regulations relating to health and safety, insurance coverage, the conduct of operations and the protection of the environment.

The Company cannot predict the time required to secure all appropriate regulatory approvals for its products, or the extent of testing and documentation that may be required by governmental authorities. Any delays in obtaining, or failure to obtain regulatory approvals would significantly delay the development of markets and products and could have a material adverse effect in the business, results of operations and financial condition of the Company.

Failure to comply with the laws and regulations applicable to its operations may lead to possible sanctions including the revocation or imposition of additional conditions on licenses to operate the Company's business, the suspension or expulsion from a particular market or jurisdiction or of its key personnel, and the imposition of fines and censures. To the extent that there are changes to the existing laws and regulations or the enactment of future laws and regulations that affect the sale or offering of the Company's products or services in any way, this could have a material adverse effect on the business, results of operations and financial condition of the Company.

**Reliance on Key Business Inputs.** The Company's business is dependent on a number of key inputs and their related costs including raw materials and suppliers related to its growing operations as well as electricity, water, and other utilities. Any significant interruption or negative change in the availability or economics of the supply chain for key inputs could materially impact the business, financial condition and operating results of the Company. Any liability to secure required supplies and services or to do so on appropriate terms could also have a materially adverse impact on the business, financial condition, and operating results of the Company.

Potential product recalls. Manufacturers and distributors of products are sometimes subjected to the recall or return of their products for a variety of reasons, including product defects, such as contamination, unintended harmful side effects or interactions with other substances, packing safety and inadequate or inaccurate labeling disclosures. If the Company's product is recalled due to an alleged product defect or for any other reason, the Company could be required to incur the unexpected expenses of the recall and any legal proceedings that might arise in connection with the recall.

The Company may lose a significant number of sales and may not be able to replace those sales at an acceptable margin or at all. In addition, a product recall may require significant management attention.

Although the Company had detailed procedures in place for testing finished products, there can be no assurance that any quality, potency or contamination problem will be detected in time to avoid unforeseen product recalls, regulatory action or lawsuit. Additionally, if one of the Company's product was subjected to recall, the image of the Company could be harmed. A recall for any one of the foregoing reasons could lead to decreased demand for the Company's products and could have a material adverse effect on the results of operations and financial condition of the Company.

**History of Net Losses; Accumulated Deficit; Lack of Revenue from Operations.** The Company has incurred net losses to date. The Company may continue to incur losses. There is no certainty that the Company will operate profitably or provide a return on investment in the future.

**Uninsurable risks.** The Company may become subject to liability for events, against which it cannot insure or against which it may elect not to insure. Such events could result in substantial damage to property and personal injury. The payment of any such liabilities may have a material, adverse effect on the Company's financial position.

**No History of Dividends.** Since incorporation, the Company has not paid any cash or other dividends on its common stock and does not expect to pay such dividends in the foreseeable future, as all available funds will be invested primarily to finance the Company's operations. The Company will need to achieve profitability prior to any dividends being declared.

**OTHER INFORMATION**

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