



Vext Science, Inc. (formerly Vapen MJ Ventures Corporation)

**MANAGEMENT’S DISCUSSION AND ANALYSIS FOR THE PERIOD ENDED
SEPTEMBER 30, 2020**

Dated as of November 24, 2020

(All amounts expressed in U.S. dollars, unless otherwise stated)

CAUTIONARY NOTE REGARDING FORWARDING LOOKING STATEMENTS

This Management’s Discussion and Analysis (“MD&A”) contains certain statements that may constitute “forward-looking statements”. Forward-looking statements include, but are not limited to, statements regarding future expansion, business goals, anticipated business developments and the timing thereof, regulatory compliance, sufficiency of working capital, business and financing plans, and other forward-looking statements including, but not limited to, information concerning intentions, plans and future actions of the Company.

In connection with the forward-looking information contained in this MD&A, the Company has made assumptions about the Company’s ability to expand operations; profitably license its brands and operate in the future without any regulation or law imposed which would prevent the Company from operating its business. The Company has also assumed that no significant events occur outside of the Company’s normal course of business.

The forward-looking information in this MD&A reflects the current expectations, assumptions and/or beliefs of the Company based on information currently available to the Company. Although the Company believes that such statements are reasonable, it can give no assurance that such expectations will prove to be correct. Forward-looking statements are typically identified by words such as: believe, expect, anticipate, intend, estimate, postulate and similar expressions, or which by their nature refer to future events. The Company cautions that any forward-looking statements by the Company are not guarantees of future performance, and that actual results may differ materially from those in forward looking statements as a result of various factors, including, but not limited to, the Company’s ability to continue its projected growth, to raise the necessary capital or to be fully able to implement its business strategies.

BACKGROUND

This MD&A has been prepared as of November 24, 2020 and it presents an analysis of the consolidated financial position of Vext Science, Inc. (“Vext” or the “Company”) (formerly Vapen MJ Ventures Corporation, Calyx Growth Corporation, and Fabula Exploration Inc.) for the nine months ended September 30, 2020. The following information should be read in conjunction with the audited financial statements of the Company for the year ended December 31, 2019, including the notes contained therein. The consolidated financial statements are prepared in accordance with International Financial Reporting Standards (“IFRS”).

The consolidated financial statements of the Company include the financial statements of the Company and its direct subsidiaries, indirect subsidiaries that are not wholly owned by the Company and other entities consolidated other than on the basis of ownership:

Name	Jurisdiction	Ownership
Subsidiaries:		
Vext Science, Inc.	BC, Canada	100%
New Gen Holdings, Inc.	Wyoming, USA	100%
Step 1 Consulting, LLC	Delaware, USA	100%
New Gen Admin Services, LLC	Arizona, USA	100%
New Gen Agricultural Services, LLC	Arizona, USA	100%
New Gen Real Estate Services, LLC	Arizona, USA	100%
Hydroponics Solutions, LLC	Arizona, USA	100%
X-Tane, LLC	Arizona, USA	100%
Pure Touch Botanicals, LLC	Arizona, USA	100%
Vapen, LLC	Arizona, USA	100%
Vapen CBD, LLC	Arizona, USA	100%
RDF Management, LLC	Arizona, USA	100%
Firebrand, LLC	Arizona, USA	100%
Joint Ventures:		
Vapen Kentucky, LLC	Kentucky, USA	50%
Vapen-Oklahoma, LLC	Oklahoma, USA	25%
Vapen Mass, LLC	Massachusetts, USA	50%

Vext, through its wholly-owned subsidiaries, currently operates in the U.S. as an agricultural technology, services and property management company utilizing a full vertical integration business model to oversee and execute all aspects of cultivation, extraction, manufacturing (THC and CBD cartridges, concentrates, edibles), retail dispensary, and wholesale distribution of high margin cannabis THC and hemp CBD products under the Vapen and Pure Touch Botanicals brands. Vext's expansion plans include continuing to invest in expansion and efficiencies of AZ operations and partnering with cannabis license holders within the U.S.

New Gen is a service company that provides services to Herbal Wellness Center Inc. ("HWC"), licensed dispensaries for medical marijuana products and extracts pursuant to licenses granted by the State of Arizona. On April 6, 2020, the Company acquired 100% membership interest in Firebrand, LLC and RDF Management, LLC, which owned management contracts to provide services to Organica Patient Group Inc., and Organica Patient Group Medical Marijuana Dispensary. As a result of this acquisition, the Company through its operating subsidiaries, has management contracts with two licensed medical marijuana dispensaries in the State of Arizona.

During the period covered by this MD&A, the Company continued its expansion strategy by entering into additional joint venture agreements, management service agreements, and operating agreements with partners located in various states in the United States. As of the date of this MD&A, four of these relationships have commenced commercial operations.

MATERIAL EVENTS THAT OCCURRED DURING THE THREE MONTHS ENDED SEPTEMBER 30, 2020

On July 14, 2020, the Company announced that it had obtained the Certificate of Occupancy for a second dispensary location in North Phoenix, which will be leased by "Organica Patient Group Medical Marijuana Dispensary" (the "Organica Dispensary").

On August 18, 2020, the Company announced that it has obtained approval from the City of Phoenix to begin a 10,000 square foot expansion at its Phoenix location. The expansion will be comprised of additional cultivation

capacity, a new lab, and expansions in the kitchen and finished goods processing areas. Construction began in September, with targeted completion in the first quarter 2021.

On September 18, 2020, the Company filed an Annual Information Form (AIF), for the year ended December 31, 2019.

COMPANY OVERVIEW

The Company was incorporated in British Columbia, Canada on December 11, 2015 and its head office is located at 2250 – 1055 West Hastings Street, Vancouver, BC, Canada, V6E 2E9. On May 13, 2019, the Company commenced trading on the Canadian Securities Exchange (“CSE”) under the symbol “VEXT”. On July 12, 2019, the Company commenced trading on the OTCQX Best Market under the ticker symbol (OTCQX: VEXTF).

On December 31, 2018, the Company closed a share exchange agreement where it acquired all the issued and outstanding shares of New Gen Holdings Inc. (“New Gen”) in exchange for certain shares of the Company. New Gen incorporated in the State of Wyoming on July 8, 2014. New Gen has several wholly-owned subsidiaries for the purpose of providing exclusive operating services to Herbal Wellness Center Inc. (HWC), a not-for-profit company that holds licenses to cultivate, extract, and dispense connoisseur-grade cannabis brands and cannabis-related products in Arizona. New Gen manages the activities of its operating subsidiaries and has done so since incorporation.

The Company is an agricultural technology, services and property management company utilizing a full vertical integration business model to oversee and execute all aspects of cultivation, extraction, manufacturing (THC and CBD cartridges, concentrates, edibles), retail dispensary, and wholesale distribution of high margin cannabis THC and hemp CBD products. The Company currently provides these management and marketing services in Arizona to two licensed dispensaries. The Company has also entered into management agreements, operating agreement, or non-binding letters of intent at the date of this MD&A in Kentucky, Nevada, Massachusetts, California, Ohio, and Oklahoma. The Company has developed proven and sought after standard operating procedures (SOPs) to produce a full line of branded flower, Vapen branded THC and CBD distillates, concentrates, extracts, and edibles.

The Company has built and operates a service business for cannabis cultivation and processing located in the State of Arizona. Products produced under contract are sold through Herbal Wellness Center (“HWC”) and Organica Patient Group Medical Marijuana Dispensary (“Organica”), both licensed not-for-profit dispensaries located in Phoenix, Arizona. In other jurisdictions, the Company will provide SOPs and extraction expertise to partners pursuant to operating agreements. Products produced from these facilities will be branded as “Vapen”. The Company may assist in opening retail dispensaries where appropriate. The model minimizes the capital needed to enter new markets by avoiding, where appropriate, the costs and time associated with licensing and acquiring real estate. The business model provides both near term return on invested capital and minimized lead time to market.

The Company’s multi-state operations will encompass a full spectrum of medical and adult-use cannabis and CBD products and services, including cultivation, processing, product development, and wholesale and retail distribution. Cannabis products include flower and trim, products containing cannabis flower and trim (such as pre-rolls), cannabis infused products, and products containing cannabis extracts (such as cartridges, concentrates, wax products, oils, tinctures, topical creams and edibles). CBD products include tinctures, lotions, balms, cartridges, and other delivery systems.

The Company will enter new markets with limited capital risk, leveraging its operational expertise and brand strength. As a leader in the Arizona market, the Company is now monetizing both its manufacturing and distribution expertise. The Company has negotiated joint ventures, management agreements and operating agreements in multiple states, some of which have commenced production at the date of this MD&A. The Company continues to grow by reinvesting its net profits back into the business.

Competitive strengths:

Product Development, Branding and Standard Operating Procedures (“SOPs”): The business commenced in Arizona,

where the Company entered the market to provide cultivation, extraction and manufacturing, support for retail and wholesale distribution for high margin cannabis THC and hemp CBD through HWC. The Vapen brand is widely recognized throughout the entire State of Arizona.

The Company's established SOPs provide consistency in product quality whether flower, extracts or edibles. Industry participants have sought out these capabilities, thus enabling a rapid expansion into other markets, many without the inherent time and costs associated with either direct license acquisition or the acquisition of existing operations. For this reason, the Company's footprint is expanding rapidly with minimal capital requirements. The Company may also seek out attractive acquisitions of existing operations that are accretive.

The Company's established operations in Arizona are positioned for continued growth and with the passage of Proposition 207 legalizing cannabis for adult use, the Company is expected to handle increased demands.

Licensing SOPs and Acquisitions: The strategy is to identify opportunities where the Company can deliver its SOPs to a rapidly expanding national and international market, where medical and recreational markets are converging and where the ability to penetrate both retail and wholesale markets effectively with the Vapen brand is quantifiable. Secondly, the Company seeks out partners for joint ventures and management agreements who have strength in cultivation, licenses, and real estate to support its extraction capabilities for both high margin cannabis THC and hemp CBD.

High Quality Cannabis and CBD Products: The Vapen Clear THC high quality solvent-free concentrates include daytime (sativa), afternoon (hybrid), and nighttime (Indica) products, offered with multiple and convenient delivery options. Vapen extracts include high quality products produced from premium biomass. Vapen Clear THC products can be produced from any cannabis biomass thus complementing state-by-state expansion plan without compromising quality.

Vapen CBD and Pure Touch Botanicals branded products complement the Vapen brand and facilitate multi-state expansion plans.

Edibles produced under the Vapen Kitchens Brand consist of Vapen Clear infused products, THC chocolate bars, THC syrup, THC snacks, candies, and gummies. Vapen branded products have earned industry-wide recognition.

Management Team: The Vext management team possesses expertise in the cannabis industry, finance, capital markets, regulations, operations, project management, and marketing. This team has proven its ability to grow and scale companies, skills that have been inherited from the experience gained by the team over many years.

Replicable Processes and Scalability. The Company's production processes are replicable and scalable, resulting in consistent quality and taste across all the Company's products. SOPs utilized in the Arizona operation are being deployed in other states under various agreements.

Growth Strategies and Strategic Priorities:

Growth of Core Arizona Business: Marketing and sales strategies are focused on attracting new and existing patients and customers to the dispensaries and the Vapen CBD and the Pure Touch Botanicals CBD brands in Arizona.

The acquisition of the Organica management agreement through acquiring RDF Management, LLC provides the Company another organization to support with the infrastructure developed. With the Company now managing Organica, an application to relocate the dispensary to North Phoenix was approved and the new dispensary began operating on July 10, 2020. With the passage of Proposition 207 adult use, the Company's core business in Arizona is anticipated to grow commencing in the second quarter of 2021.

Joint Ventures and or Management Services Agreements: The Company's growth strategies involve partnering with established operators in multiple states. Several management agreements have been negotiated. In each market, the Company provides the equipment, and operating experience, while the partners provide licensure, access to raw

material (biomass), and real estate for the facility to the joint venture. Both the Company and the joint venture partners will provide a working capital loan to the joint ventures which will be repaid to the partners before any distribution of profits.

DESCRIPTION OF BUSINESS AND OVERALL PERFORMANCE

Overview

The Company began operations in the State of Arizona, through its operating subsidiary, New Gen Holdings Inc. (New Gen), and subsidiaries. The Company was incorporated on December 11, 2015. New Gen was incorporated in the State of Nevada on July 8, 2014. New Gen has multiple subsidiaries for the purpose of providing operating services for not for profit cannabis companies that hold licenses to cultivate, extract, infuse and dispense cannabis products in Arizona.

Vext operates under management agreements, joint ventures, joint operation, investments or service agreements in Arizona, Kentucky, Ohio, Oklahoma, Nevada, Hawaii, Massachusetts, and California. Expansion into Massachusetts is anticipated in December 2020 and has been delayed from the anticipated October 2020 date by construction and licensing issues precipitated by slow downs due to COVID-19

On April 6, 2020, the Company acquired RDF Management, LLC and Firebrand, LLC, Arizona based companies, in order to provide exclusive services for the management, administration and operation of Organica Patient Group, Inc. (“Organica”), an Arizona not for profit corporation, which was issued and holds in good standing, a Medical Marijuana Dispensary Registration Certificate, by the Arizona Department of Health Services in the State of Arizona and certain intangible assets (collectively the “Transaction”).

Vext began its expansion in 2019 into other markets as summarized in the MD&A.

Arizona Operations:

The Company’s services are provided individually by operating subsidiaries pursuant to ten-year renewable management services agreements providing, among other things, employee leasing services, physical plant for cultivation and extraction of cannabis and derivative products, agricultural technology and research services, and related management and administrative services.

Herbal Wellness Center Inc. (HWC) and Organica sell products on a retail basis to customers holding a valid medical marijuana card and on a wholesale basis to other licensed cannabis operations throughout the State of Arizona. With the passage of Proposition 207, the State of Arizona has legalized adult use. As the State phases in adult use in 2021, both HWC and Organica will also sell their products to recreational users, none of whom will require a medical marijuana card.

HWC and Organica are independent from the Company and operate pursuant to Arizona law as not-for-profit corporations. The Company’s subsidiaries provide services to HWC and Organica enabling both to conduct their respective businesses.

Summary of Operations

For the three months ended September 30, 2020, the Company had revenue of \$7,951,648 a gross profit of \$3,135,135 and a profit margin of 39.4%. For the three months ended June 30, 2020, the Company reported a profit margin of 37.8%. Comparatively, for the quarter ended September 31, 2019, the Company had revenue of \$5,574,546; gross profit of \$2,549,600; and a profit margin of 45.7%.

For the comparative quarters, the margin difference is attributed to adjusting property leasing charges made at fiscal year ended 2019, increased wages related to the acquisition of the RDF and Firebrand, and increased amortization expenses related to new equipment being put in production associated with growth in Arizona and Joint Ventures

Management fee revenue in the first quarter of 2020 was reduced by 50% compared to the first quarter of 2019, consistent with the adjustment to management fee revenue taken in the fourth quarter of 2019 to better reflect the current business trend.

Organica Patient Group, Inc.

On April 6, 2020, the Company acquired RDF Management, LLC (“RDF”) and Firebrand, LLC (“Firebrand”), Arizona based companies, in order to provide exclusive services for the management, administration and operation of Organica Patient Group, Inc. (“Organica”), an Arizona not for profit corporation, which was issued and holds in good standing, a Medical Marijuana Dispensary Registration Certificate, by the Arizona Department of Health Services in the State of Arizona and certain intangible assets (the “Organica Transaction”). Organica has been operational in the Arizona market since 2013, with its retail dispensary located and operational in Chino Valley, Arizona, which has been relocated to north Phoenix, and its offsite cultivation facility located in and operational in Prescott Valley, Arizona. Organica cultivates and produces medical marijuana and medical marijuana products which are sold and distributed on a retail and wholesale basis in State of Arizona.

RDF Management, LLC Organica entered into a management services agreement with RDF effective as of March 20, 2020. Pursuant to the terms of the agreement, RDF agreed to provide services to Organica in connection with the operation and management of certain licensed medical or recreational marijuana cultivation, infusion kitchen and extraction facilities or dispensaries. As noted above, the Company acquired RDF on April 6, 2020. As consideration for such services, Organica agreed to pay RDF a monthly management fee of \$200,000 and any required reimbursements owed. The initial term of the agreement is ten years.

Herbal Wellness Center

On December 31, 2018, the Company completed a transaction pursuant to which New Gen became a wholly-owned subsidiary of the Company. New Gen was incorporated in the State of Wyoming on July 8, 2014. New Gen has several wholly-owned subsidiaries for the purpose of providing exclusive operating services to HWC. New Gen manages the activities of its operating subsidiaries and has done so since its incorporation. On December 31, 2019, the Company and HWC entered into a promissory note, whereby \$2,933,957 owing to the Company by HWC was reclassified from accounts receivable into an interest-bearing note. The note bears an interest rate of 10% per annum, beginning on January 1, 2020, and is payable as follows: \$913,775, as well as accrued interest due on or before December 31, 2020; \$1,000,779 as well as accrued interest due on or before December 31, 2021; and \$1,019,403, as well as accrued interest due on or before December 31, 2022. As of November 24, 2020, HWC has fully paid its 2020 commitment under the promissory note. In addition, the amounts due on or before December 31, 2021 and December 31, 2022, respectively, remain outstanding.

New Gen Agricultural Services, LLC

HWC entered into a management services agreement with New Gen Agricultural Services, LLC (“New Gen Agricultural”) effective as of July 1, 2018. Pursuant to the terms of the agreement, New Gen Agricultural agreed to provide services to HWC in connection with the operation and management of certain licensed medical or recreational marijuana cultivation, infusion kitchen and extraction facilities. As consideration for such services, HWC pays New Gen Agricultural a monthly management fee of \$125,000 and any required reimbursements owed. The initial term of the agreement is ten years.

Step 1 Consulting, LLC

HWC entered into a management services agreement with Step 1 Consulting, LLC (“Step 1”) effective as of July 1, 2018. Pursuant to the agreement, Step 1 agreed to provide services to HWC in connection with the management and operation of certain licensed medical or recreational marijuana cultivation, infusion kitchen and extraction dispensaries. As consideration for such services, HWC pays to Step 1 a monthly management fee of \$75,000 and any

required reimbursements owed. The initial term of the agreement is ten years.

Joint Ventures and Joint Operations

None of the Company's joint ventures or joint operation are with related parties of the Company.

Vapen Mass, LLC

In 2019, Vapen, LLC entered into an operating agreement with Caregiver Patient Connection, LLC ("CPC") to form Vapen Mass, LLC ("Vapen Mass"). Vapen Mass is owned on a 50/50 basis as a joint operation for the purposes of extracting THC in Massachusetts, contingent upon regulatory approval for a change of ownership application adding Vapen Mass to a product manufacturer provisional license. Pursuant to the terms of the operating agreement, the Company will provide the capital equipment, SOPs, branding, training of staff, and a working capital loan. CPC will provide the facility, operating license, and working capital loan as needed by Vapen Mass to operate in Massachusetts. Vapen Mass is inactive and will remain inactive until the State of Massachusetts approves a change of ownership application adding Vapen Mass to a product manufacturer provisional license held by CPC and the Company obtains final building approval for occupancy. Vapen Mass is expected to commence operations in the first quarter of 2021, assuming approval of the change of ownership application by that time. The joint operation members agreed to provide Vapen Mass with certain assets in order to enable Vapen Mass to operate a cannabis extraction and kitchen facility and other business (CPC will provide physical space and Vapen, LLC will provide equipment). Both members have agreed to contribute up to \$250,000 as their respective initial capital contributions. Funding arrangements also include a pre-operations budget and an operating budget. All advances to Vapen Mass must be repaid before there is any distribution to the joint venture members.

Vapen Oklahoma, LLC

Vapen, LLC entered into an operating agreement dated effective March 5, 2020 with Texoma Processing and Extraction, LLC ("TPE") to form a joint venture, Vapen Oklahoma, LLC ("Vapen OK"). Vapen OK conducts business in Oklahoma. Operations commenced in the second quarter 2020. Vapen LLC is a minority member of Vapen OK, owning 25%, with TPE owning the remaining 75% interest. Both TPE and Vapen LLC have agreed to contribute equal amounts of capital to cover the initial expenses and assist in operations. Pursuant to the terms of the agreement, Vapen, LLC has agreed to provide equipment, training, SOPs, marketing and branding, and working capital loans as needed for startup. TPE has agreed provide the licensing, facilities, and working capital for startup as needed. Members have agreed to provide Vapen OK with certain assets in order to enable Vapen OK to operate a cannabis extraction and kitchen facility and other business (TPE will provide physical space and Vapen, LLC will provide equipment). Both members have agreed to contribute up to \$250,000 as their respective initial capital contributions and, in addition, have each agreed to contribute \$420,000 to be allocated and utilized exclusively towards cannabis cultivation expenses. Each of Vapen, LLC and TPE will enter into a loan agreement with Vapen OK with respect to such party's contribution to the joint venture. Vapen, LLC has agreed to license the Vapen brand to Vapen OK for Vapen OK to utilize during the term of the joint venture, and Vapen OK will be able to utilize the Vapen brand, without any licensing fees. All advances to Vapen OK must be repaid before there is any distribution to the joint venture members.

Vapen Kentucky, LLC

Vapen, LLC entered into an operating agreement dated effective February 1, 2020 with Emerald Pointe Hemp, Inc. ("EPH") and formed a joint venture, Vapen Kentucky, LLC ("Vapen KY"). Vapen KY conducts business in Kentucky. Operations commenced in the first quarter of 2020. Pursuant to the terms of the agreement, Vapen, LLC will supply equipment, training, SOPs, and working capital for startup as needed. EPH will supply building, licensing, access to biomass from its existing farming operations and working capital for startup as needed. Products will primarily be sold through wholesale distribution channels worldwide. Each party owns 50% of Vapen KY and shares in net profits on a 50/50 basis. Both members have agreed to contribute up to \$1,000 as their respective initial capital contributions. Funding arrangements also include a pre-operations budget and an annual operating budget. Each member can designate an individual to be on the board of managers (which exercises all powers of Vapen KY). No action of the managers or Vapen KY shall require member approval. All advances to Vapen KY must be repaid before there is any

distribution to the joint venture members.

Happy Travels, LLC

On June 10, 2020, Vapen, LLC entered into a joint operation agreement with Green Goblin Inc. (GG) to operate Happy Travels, LLC (“Happy Travels”). Happy Travels conducts business in San Diego, California. Vapen and GG will utilize Happy Travels and its commercial manufacturing license to jointly operate a commercial cannabis manufacturing, extraction and kitchen facility in the state of California. Vapen is supplying equipment, training, SOPs and working capital as needed to Happy Travels. The title and rights to the equipment supplied by Vapen, LLC will remain with Vapen, LLC. GG has agreed to supply the building, licensing, and access to biomass to Happy Travels. The Company and GG have equal voting rights. Vapen, LLC is entitled to 50% of all profits received by the joint operation and has agreed to cover 50% of all losses. However, GG owns 100% of Happy Travels (Vapen, LLC owns 0%). In the event of a sale of Happy Travels or substantially all of the assets of Happy Travels, including a change in the membership of Happy Travels, Vapen, LLC will be compensated as if it has a 45% interest in Happy Travels. Vapen, LLC has agreed to commit up to \$500,000 to Happy Travels as a working capital loan, and Happy Travels’ repayment obligations will begin when Happy Travels attains \$400,000 in working capital. All revenues and profits will be shared equally between Vapen, LLC and GG. All advances to Happy Travels must be repaid before there is any distribution to the joint venture members. The term of the initial joint operation will be three years, with automatic successive renewal terms of additional two-year periods. As of the date of this MD&A, the Company has invested \$169,838 and advanced \$178,013 in the joint operation.

Investments, Management Agreements, and Non-Binding Letters of Intent

Las Vegas Wellness and Compassion, LLC

Vapen, LLC entered into a management services agreement and intellectual property and commercialization agreement with Las Vegas Wellness and Compassion, LLC (“LVWC”) effective as of September 6, 2019. Vapen, LLC earns a participation fee (the “Participation Fee”) equal to 33% of the net income of LVWC as calculated in accordance with the management services agreement, such Participation Fee to be paid on an annual basis. The management services agreement has a five-year term and is renewable for consecutive five-year terms. The intellectual property and commercialization agreement sets out the trademarks for all licensed products to LVWC and from which LVWC will derive revenue and from which Vapen, LLC will receive its Participation Fee.

Legacy Ventures Hawaii, LLC

On August 22, 2019, Vapen CBD, LLC, a subsidiary of Vapen, LLC, entered into a subscription agreement to purchase 350,000 Class B Units of Legacy Ventures Hawaii, LLC (“Legacy”) for a total purchase price of \$350,000, representing a 12.28% membership interest in Legacy. Legacy was formed to make an investment in Archipelago Ventures Hawaii, LLC. (“Archipelago”). Archipelago was formed as a partnership between Arcadia Bio Science Inc. and Legacy to engage in the cultivation and production of Hemp related products in Hawaii. Vapen CBD, LLC was issued 350,000 Class A Units of Legacy as consideration for providing services related to Archipelago’s business.

Appalachian Pharms Processing, LLC

On March 30, 2020, Vapen, LLC a subsidiary of the Company, entered a non-binding letter of intent with Appalachian Pharms Processing, LLC (“APP”) in Ohio in regard to forming a joint venture in Ohio. On September 23, 2020, October 16, 2020, October 23, 2020, and November 10, 2020, the Company advanced \$390,000, \$750,000, \$250,000, and \$610,000, respectively, to APP for the purposes of marketing and expanding the Company’s brand presence in the Ohio market. The advances were made by the Company pursuant to the non-binding letter of intent between the parties. The Company previously advanced \$653,147 to APP for the same purposes. Interest will accrue on the loan at a rate of 10% per annum. The loan matures on September 30, 2022. These advances to APP, which were funded from the Company’s internal generated working capital, are secured against the license held by APP and are due on the date that such license is transferred by APP to the Company. As of the date of this MD&A, the Company has advanced a total of \$2,653,147 to APP. Filings have been made with the State of Ohio to recognize the Company’s

interest in APP as applicable with Ohio statute.

Competitive Advantages:

Brand Strength:

The Company's brand strength enables both its wholesale distribution and partnership relationships across multiple geographic markets. The Company's continued commitment to product growth, diversity of delivery methods, results in consistent pure products of a high quality. The Vapen and related brands resonate with all consumers across broad demographic segments.

Distribution Channels:

The Company has a well-developed distribution process at both retail and wholesale levels in Arizona. The Vapen brand is carried by most of the dispensaries in that market. Joint ventures as noted elsewhere in the MD&A will further expand the distribution capability of the Company as it moves into new markets. The cost of expanding distribution is shared with partners in each location.

Supply Chain:

The Company has a well-established supply chain. The Company uses multiple suppliers, both international and domestic. Suppliers are proven and reliable to meet the needs of the Company.

Financial Strength:

The Company has a proven track record of operating profitable cannabis companies, providing access to capital markets to support growth and expansion into different geographic markets.

HIGHLIGHTS FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2020

The financial information reported herein reflects the operations of the Company as at September 30, 2020. Both the Arizona operations and the certain joint ventures disclosed in this MD&A are operational. Massachusetts and Hawaii are not yet operational.

The Company has reviewed its financial position and results of operations for the three months ended September 30, 2020 with a view to assessing an impact that the novel corona virus known more particularly as COVID-19 has had or will have on the business going forward. Although there can be no assurance that there will not be an impact on the Company's financial position or operations (see Risk Factors – COVID-19), at the date of this MD&A, the following determinations have been made by management:

- a) There has been no inherent loss in the carrying value of the Company's assets as at September 30, 2020. Management is of the opinion that both its current and long-term assets are fully collectable and or realizable at their recorded values.
- b) The Company has no obligations to third parties which have or will require renegotiation at the date of this MD&A
- c) Although there can be no assurances given with respect to future unknown events (See Risk Factors -COVID-19), the Company's outlook for 2020 remains on target. Construction delays have slowed initiation of operations in certain markets. These delays are being reflected in internal planning tools for revenue expectations in 2020 and were not caused by the COVID-19 outbreak.
- d) The Company has funded all of its currently planned expansion programs in the markets referred to in this MD&A and accordingly the capital requirements to operate in these expanded markets has been met. Management is particularly conservative with the application of its current liquid assets and therefore the 2020 expansion plans are not dependent upon additional outside capital. Continued growth will of course be determined by market forces outside the control of the Company.
- e) To date, the Company has been deemed an essential service in all its markets and therefore continues to

operate without interruption or suspension. That said, management is taking all necessary preventative actions to protect and safeguard its employees and customers from the effects of COVID-19.

SELECTED QUARTERLY INFORMATION

The following table summarizes the results of operations for the eight most recent quarters.

Quarter over quarter results may vary due to New Gen being a service and product supplier to cannabis companies, meaning that as product is received at New Gen from the supply chain, revenues from the customer companies will follow in that period. Revenues tend to decrease in periods with lower procurement of raw materials and supplies.

Three months ended

	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019
Total Revenue	\$7,951,648	\$6,736,723	\$4,096,098	\$3,551,319
Cost of Sales and Expenses	\$6,538,674	\$6,180,326	\$5,067,118	\$4,383,404
Net Income/(Loss)	\$1,412,974	\$556,397	(\$971,020)	(\$832,085)
Net Income per share (Basic)	\$0.02	(\$0.01)	(\$0.01)	\$0.01
Net Income per share (Diluted)	\$0.02	(\$0.01)	(\$0.01)	\$0.01

Three months ended

	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018
Total Revenue	\$5,574,546	\$6,696,775	\$6,499,928	\$4,702,065
Cost of Sales and Expenses	\$4,789,616	\$5,517,713	\$4,838,511	\$4,352,153
Net Income	\$784,930	\$1,179,062	\$1,661,417	\$349,912
Net Income per share (Basic)	\$0.01	\$0.02	\$0.01	\$0.01
Net Income per share (Diluted)	\$0.01	\$0.02	\$0.01	\$0.01

Financial Position as at September 30, 2020

The following discussion of the Company's financial position is based on the Company's consolidated statement of financial position as at September 30, 2020 compared to the financial position as at December 31, 2019.

Current Assets

As at September 30, 2020 the Company had total current assets of \$22,462,795 (2019 - \$24,837,122). The current assets were made up of the following: cash of \$2,690,011 (2019 - \$7,292,261), accounts receivable of \$17,233,035 (2019 - \$15,548,015), inventory of \$519,558 (2019 - \$ Nil), prepaid deposits and other receivables of \$1,479,330 (2019 - \$303,402), notes receivable – current of \$223,434 (2019 - \$1,130,587), advances to joint ventures and operation of \$178,013 (2019 - \$440,830), and investment in sublease - current of \$139,414 (2019 - \$122,027).

Accounts Receivable –

The companies account receivable is comprised of balances owed by the dispensary operations. Prior to the acquisition of RDF Management, LLC and Firebrand, LLC, the accounts receivable was related to HWC, but now it comprises Organica as well. The accounts receivable from both HWC and Organica are at 180-day terms. The growth in the

balance represents the new Organica dispensary that opened in July 2020. HWC's accounts receivable was reduced during the quarter.

Non-current Assets

As at September 30, 2020, the Company's non-current assets were \$27,971,796 (2019 - \$13,943,372). Non-current assets are comprised of long term notes receivable of \$4,020,665 (2019 - \$2,020,182), investment in Legacy of \$350,000 (2019 - \$350,000), property, plant and equipment \$11,208,611 (2019 - \$8,526,628), investment in sub-lease \$470,412 (2019 - \$576,887), investment in joint ventures \$1,317,139 (2019 - \$Nil), investment in joint operation \$169,838 (2019 - \$Nil), right-of-use asset \$265,744 (2019 - \$287,890), related party loans receivable of \$2,181,785 (2019 - \$2,181,785), intangible investment in management services agreement \$7,525,850 (2019 - \$Nil), and goodwill \$461,752 (2019 - \$Nil).

Current Liabilities

As at September 30, 2020, the Company's current liabilities were \$5,314,676 (2019 - \$2,370,431). Current liabilities include the following: accounts payable and accrued liabilities of \$2,589,404 (2019 - \$1,068,635), due to Legacy Ventures Hawaii, LLC of \$57,479 (2019 - \$203,000), current portion of notes payable of \$2,470,942 (2019 - \$920,414), current portion of lease liability of \$151,123 (2019 - \$132,654), and income taxes payable of \$45,728 (2019 - \$45,728).

Non-current Liabilities

As at September 30, 2020, the Company's non-current liabilities were \$15,875,315 (2019 - \$13,107,296). Non-current liabilities consist of long-term portion of notes payable of \$5,365,111 (2019 - \$98,894), long-term portion of lease liability of \$743,107 (2019 - \$858,504), loan payable of \$5,268,097 (2019 - \$5,280,467), and deferred tax liabilities of \$4,499,000 (2019 - \$4,499,000).

Shareholders' Equity

As at September 30, 2020, the Company had shareholders' equity of \$29,244,600 (2019 - \$25,673,198).

Working Capital Position

As at September 30, 2020, the Company's working capital position was \$17,148,119 compared to \$22,466,691 as at December 31, 2019.

Financial Results for the Three Months Ended September 30, 2020

The following discussion of the Company's results of operations is based on its condensed interim consolidated financial statements for the period ended September 30, 2020 compared to the comparative period September 30, 2019.

Revenue

For the three months ended September 30, 2020, the Company's revenues from operations was \$7,951,648, compared to \$5,574,546 in 2019, an increase of \$2,377,102.

Management fees for the three months ending September 30, 2020 were \$1,200,000 compared to \$1,200,000 for the three months ended September 30, 2019. There were no change to management fees..

Professional services revenue for the three months ended September 30, 2020 was \$2,052,578 compared to \$1,621,127 for the three months ended September 30, 2019, an increase of \$431,451 or 26.6%. The increase is directly related to the new dispensary and cultivation (Organica).

Product sales revenue during for the three months ended September 30, 2020 was \$3,408,245 compared to \$2,158,941 for the three months ended September 30, 2019, an increase of \$1,249,304 or 57.9%. The increase in product sales is due to increased purchases for and on behalf of both HWC and Organica during the quarter and billed to each entity when the supplies were procured and delivered.

Equipment leasing revenues for the three months ended September 30, 2020 was \$1,350,696 compared to \$354,478 for the three months ended September 30, 2019, an increase of \$996,218 or 281.0%. The increase is related to additional capital equipment requirements for the Organica operation.

Property leasing revenues for the three months ended September 30, 2020 was (\$59,871) compared to \$240,000 for the three months ended September 30, 2019, a decrease of \$299,871 or 125%. The negative revenue reported in Q3 is the result of an adjustment taken to property leasing revenues originally charged in Q2 2020.

Cost of Sales

Total cost of sales for the three months ended September 30, 2020 was \$4,816,513 compared to \$3,024,946 for the three months ended September 30, 2019, an increase of \$1,791,567 or 59.2%. The cost of sales increase reflects an increase in salaries and wages, product costs, and amortization costs related to the management services agreement with Organica, that was acquired through the acquisition of RDF and Firebrand.

Gross profit for the three months ended September 30, 2020 was \$3,135,135 compared to \$2,549,600 for the comparative period, an increase of \$585,535 or 23%.

Operating Expenses

The Company's total operating expenses were \$1,635,937 for the three months ended September 30, 2020 compared to \$1,464,203 for the three months ended September 30, 2019, an increase of \$171,734 or 11.7%. This increase is primarily attributable to expenses related to the new subsidiaries (Firebrand and RDF) the Company acquired earlier in 2020, share-based payments relating to stock options granted in May 2020, and accretion. Both share-based payments and accretion are non-cash expenses.

A comparative analysis of operating expenses is as follows:

Accretion: For the three months ended September 30, 2020, the Company's accretion expenses totaled \$89,030 compared to \$Nil for the comparative quarter. Accretion expenses are a result from the non-convertible debenture that closed in December 2019.

Advertising and Promotion: For the three months ended September 30, 2020, the Company's advertising and promotion expenses totaled \$62,910 compared to \$201,004 for the comparative quarter, a decrease of \$138,094 or 219.5%. Advertising expense decreased for the quarter largely due to a reduction in advertising expenditures needed to support the Company's well-established brand along with passing through certain costs to the dispensaries and partner companies.

Amortization: For the three months ended September 30, 2020, the Company's amortization expense totaled \$467,673 compared to \$34,960 an increase of \$432,713 or 1237.7%. The increased amortization is a result of intangible amortization charges related to the equipment and intangible assets (management service agreement and brand name) acquired from the RDF and Firebrand acquisition and the purchase of additional equipment being placed in service to support the multi-state joint ventures.

Bank Charges and Interest: For the three months ended September 30, 2020, the Company's bank charges, and interest totaled \$111,776 compared to \$21,243 for the comparative reporting period an increase of \$90,533 or 426.1%. This increase is primarily attributable to the accrued interest related to the Company's \$5.5 million financing that closed in December 2019.

Consulting Fees: For the three months ended September 30, 2020, the Company recorded consulting fees of \$87,101

compared to \$151,121 for the three months ended September 30, 2019, a decrease of \$64,020 or 42.4%. The decrease is due to the general reduction of third-party consulting services incurred in 2019 that were no longer required in the current quarter along with passing through certain costs to the dispensaries and partner companies.

Insurance: For the three months ended September 30, 2020, the Company's insurance expense was \$37,907 compared to \$17,431 an increase of \$20,476 of 117.5%. The increase is a result of additional insurance premiums paid with respect to the RDF acquisition.

Office and General Expense: For the three months ended September 30, 2020, the Company's office expense was (\$35,334) compared to \$238,728 for the comparative reporting period, an decrease of \$274,062 or 114.8%. The Company begun passing through certain costs to the dispensaries and partner companies resulting in a recovery of office and general expenses for the quarter.

Professional Fees: For the three months ended September 30, 2020, professional fees were \$319,908 compared to \$316,017 for the comparative reporting period, an increase of \$3,891 or 1.2%.

Rent, Property Taxes, and Utilities: For the three months ended September 30, 2020, rent and property taxes were \$32,574 compared to \$64,781 for the comparative reporting period, a decrease of \$32,207 or 49.7%. The decrease is attributed to the passing through rent and utility costs to the dispensaries and partner companies during 2020 which was not done in 2019.

Repairs and Maintenance: For the three months ended September 30, 2020, repairs and maintenance expense were \$176,913 compared to \$34,358 for the comparative reporting period, an increase of \$142,573 or 415%. The increase is due to repairs and maintenance costs on facilities that did not exist in 2019.

Research and Development: For the three months ended September 30, 2020, research and development expense was \$26,471 compared to \$11,994 for the comparative period an increase of \$14,477 or 121% The increase is related to preparation for additional testing standards required by States in which we operate going into effect in late 2020 early 2021.

Share-based Compensation: For the three months ended September 30, 2020 share-based compensation was \$86,790 compared to \$Nil for the comparative reporting period. This expense is attributable to share based compensation related to stock options granted that did not have a corresponding expense in 2019.

Salaries, Wage and Commissions (Operating): For the three months ended September 30, 2020, salaries, wages and commissions were \$142,430 compared to \$275,117 for the comparative reporting period, a decrease of \$132,687 or 48.2%. This decrease is attributed a lower percentage of labor being reclassified to operating expenses versus cost of goods sold.

Travel and Training Costs: For the three months ended September 30, 2020, travel and training costs were \$30,598 compared to \$97,449 for the comparative reporting period, a decrease of \$66,851 or 68.6%. Travel costs during the quarter were curtailed significantly because of the COVID-19 pandemic and accordingly many meetings that would otherwise have required travel were fulfilled virtually.

During the three months ended September 30, 2020, the net income before taxes was \$1,412,974 compared to a net income before taxes of \$1,090,556 for the comparative period a increase of \$322,418 or 29.6%.

Financial Results for the Nine Months Ended September 30, 2020

For the nine months ended September 30, 2020, gross revenue was \$18,784,469 compared to \$18,771,249 for the comparative period or an increase of \$13,220.

For the nine months ended September 30, 2020, the Company recorded cost of goods sold of \$11,889,551 compared to \$9,970,144 for the comparative period an increase of \$1,919,407 or 19.3%. The increase is the result of increased product purchases made during the first quarter to avoid anticipated supply shortages due to the COVID pandemic,

management agreement with Organica, and increased amortization charges during the nine months.

For the nine months ended September 30, 2020, the Company, the gross margin was \$6,884,918 compared to \$8,801,105 for the comparative period or a decrease of \$1,916,187 or 21.8%.

Operating expenses for the nine months ended September 30, 2020 was \$5,645,443 compared to \$4,016,078 for the comparative period an increase of \$1,629,365 or 40.6%. The increase is attributable to share-based compensation related to stock option, advisory warrants and warrants, amortization of intangible assets, interest related to the non-convertible debenture, severance settlement with the former CFO, president, corporate secretary and director and increased office and general expenditures related to the RDF acquisition.

Net comprehensive income for the nine months ended September 30, 2020 was \$1,001,059 compared with net comprehensive income of \$3,632,139 for the period ending September 30, 2019.

CASH FROM ACTIVITIES

The following table summarizes the sources and uses of cash for the nine months ended September 30, 2020 and 2019:

	September 30, 2020	September 30, 2019
Cash provided by (used in) operating activities	\$ 1,869,284	\$ (959,292)
Net cash provided by (used in) investing activities	(5,265,434)	(3,798,559)
Net cash provided (used in) by financing activities	(1,206,100)	4,398,798
Net (decrease) in cash	\$ (4,602,250)	\$ (359,053)

Operating Activities

During the nine months ended September 30, 2020, operating activities contributed \$1,869,284 cash compared to a use of cash of \$959,292 in the comparative period, a \$2,828,576 difference. The increase in accounts receivable at September 30, 2020 of \$1,685,020 is a result of increased sales to Organica, and the joint ventures and joint operation. HWC receivable declined.

Specifically, with respect to accounts receivable, it should be noted that the Company charges its management services pursuant to the various management agreements when the services or supplies are delivered or procured. Due to the fact that cultivation and product preparation consumes approximately 120 days in the cycle, and since the cash available from the customers is derived from product sales, the Company's accounts receivable has a longer than traditional payment cycle, usually averaging 180 days. This in no way affects the collectability of the accounts but rather is a strong indicator of growth at the retail level of our customers.

Investing Activities

During the nine months ended September 30, 2020, cash flows from investing activities was \$5,265,434 compared to \$3,798,559 for the comparative period, an increase of \$1,466,875. The increase is a result of the RDF acquisition as well as increased in purchase of equipment.

Financing Activities

During the nine months ended September 30, 2020, cash flows used by financing activities was \$1,206,099 compared to \$4,398,798 cash flows provided by financing activities for the comparative period, a decrease of \$5,604,897 over the comparative periods. Contributing to this difference was a private placement conducted in the comparative quarter, September 30, 2019, aggregating net proceeds of \$4,585,134 and a reduction in notes receivable in the current period of \$1,093,330.

LIQUIDITY AND CAPITAL RESOURCES

These condensed consolidated interim financial statements have been prepared using International Financial Reporting Standards applicable to a going concern which assumes the Company will continue in operation for the foreseeable future and be able to realize its assets and discharge its liabilities in the normal course of business. The continuing operations of the Company are dependent upon the Company's ability to continue to earn adequate revenues from operations and to raise adequate financing. The Company intends to finance its future requirements through continued operations.

As at September 30, 2020, the Company had working capital of \$17,148,119 (December 31, 2019 - \$22,466,691) and retained earnings of \$16,289,566 (December 31, 2019 - \$15,291,214). There is uncertainty as the likely effects of the novel coronavirus ("COVID-19") outbreak which may, among other things, impact the Company's operations and ability to raise further financing. Management has assessed that this working capital is sufficient for the Company to continue as a going concern beyond one year.

RELATED PARTY TRANSACTIONS

Related parties and related party transactions impacting the condensed consolidated interim financial statements not disclosed elsewhere in these interim financial statements are summarized below and include transactions with the following individuals or entities:

Key management personnel

Key management personnel include those persons having authority and responsibility for planning, directing and controlling the activities of the Company as a whole. The Company has determined that key management personnel consists of members of the Company's Board of Directors and corporate officers, including the Company's Executive Chairman, Chief Executive Officer, Chief Operating Officer, President, Chief Financial Officer, and Corporate Secretary.

Remuneration attributed to key management personnel for the three months ended September 30, 2020 and 2019 is summarized as follows:

	September 30, 2020	September 30, 2019
Share-based compensation	\$ 16,462	\$ -
Salaries and wages included in cost of sales	146,731	34,044
Salaries, wages and commissions included in operating expenses	7,723	170,779
Investor relations fees included in operating expenses	30,000	-
Consulting fees included in operating expenses	35,636	-
	\$ 206,552	\$ 204,823

Remuneration attributed to key management personnel for the nine months ended September 30, 2020 and 2019 is summarized as follows:

	September 30, 2020	September 30, 2019
Share-based compensation	\$ 274,337	\$ 29,404
Salaries and wages included in cost of sales	537,362	441,733
Salaries, wages and commissions included in operating expenses	28,283	189,710
Directors' fees	2,000	-
Investor relations fees included in operating expenses	70,000	-
Consulting fees included in operating expenses	5,636	-
Former officer and director settlement included in operating expenses	500,000	-
	\$ 1,417,618	\$ 660,847

Other related parties

Other related parties include close family members of the Company's Executive Chairman, former CFO, President, and Director and a company that is controlled by a Director.

Remuneration attributed to other related parties for the three months ended September 30, 2020 and 2019 is summarized as follows:

	September 30, 2020	September 30, 2019
Salaries, wages and commissions included in operating expenses	\$ 60,000	\$ 33,564
Consulting fees included in operating expenses	37,523	-
	\$ 97,523	\$ 33,564

Remuneration attributed to other related parties for the nine months ended September 30, 2020 and 2019 is summarized as follows:

	September 30, 2020	September 30, 2019
Salaries and wages included cost of sales	\$ 47,299	\$ 70,207
Salaries, wages and commissions included in operating expenses	142,489	37,259
Consulting fees included in operating expenses	101,414	-
	\$ 291,202	\$ 107,466

Balances with related parties:

Due from related parties:

	September 30, 2020	December 31, 2019
Non-interest bearing, due on December 31, 2021 from the Executive Chairman	537,151	\$ 537,151
Non-interest bearing, due on December 31, 2022 from the Executive Chairman	316,251	316,251
Non-interest bearing, due on December 31, 2023 from the Executive Chairman	1,328,383	1,328,383
	2,181,785	\$ 2,181,785

19. RELATED PARTY TRANSACTIONS (CONTINUED...)

Due from other related parties:

	September 30, 2020	December 31, 2019
Non-interest bearing advances to joint ventures and operation	1,888,327	\$ 440,830

Due to related parties:

Amounts due to related parties as at September 30, 2020 and December 31, 2019 included the following:

- Included in payables and accrued liabilities as at September 30, 2020 is \$337,884 (2019 - \$338,198) owing to the Executive Chairman, companies controlled by him, and his close family members. Most of this amount is made up of accrued salary.
- Included in payables and accrued liabilities as at September 30, 2020 is \$25,190 (2019 - \$5,885) owing to a company controlled by a director and \$52,083 (2019 - \$nil) owing to the former CFO, President, Corporate Secretary, and Director of the Company.
- Included in the long-term loans payable as at September 30, 2020 is \$75,131 (2019 - \$87,316) due to the Executive Chairman of the Company, his spouse, and a company controlled by him. These loans bear interest of 13% per annum and are due between 2022 – 2026.
- Included in the long-term payables as at September 30, 2020 is \$250,000 (2019 - \$nil) due to the former CFO, President, Corporate Secretary, and Director of the Company. This obligation bears no interest and is due the earlier of any change of control of the Company, a debt or equity financing greater than \$10 million of the Company on or after February 7, 2020, or no later than February 27, 2022.

OUTSTANDING SHARE DATA

The following share capital data is current as at the date of this MD&A:

Number Outstanding:	
Subordinate voting shares	44,458,891
Multiple voting shares	684,471
Stock Options	2,066,334
Warrants	24,039,026
Special advisory warrants	1,000,000

PROPOSED TRANSACTIONS

The Company does not have any other proposed transactions at this time.

CHANGES IN ACCOUNTING POLICIES INCLUDING INITIAL ADOPTION

The Company adopted all of the requirements of IFRS 16 Leases (“IFRS 16”) as of January 1, 2019. IFRS 16 replaces IAS 17 Leases. IFRS 16 applies a control model to the identification of leases, distinguishing between a lease and a service contract on the basis of whether the customer controls the asset being leased. For those assets determined to meet the definition of a lease, IFRS 16 introduces significant changes to the accounting by lessees, introducing a single, on-balance sheet accounting model that is similar to current finance lease accounting, with limited exceptions for short-term leases or leases of low value assets. Lessor accounting is not substantially changed. The Company choose to apply the effect of changes retrospectively with the cumulative effect of initially applying the standards recognized to retained earnings at the date of initial application which is January 1, 2019.

The following is the Company’s new accounting policy for leases under IFRS 16:

At inception of a contract, the Company assesses whether a contract is, or contains, a lease by determining whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. A right of use asset and lease liability is recognized at the lease commencement date. The right of use asset is initially measured at cost, which comprises the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The right of use asset is subsequently depreciated using the straight-line method from the commencement date to the end of the lease term, including periods covered by an option to extend the lease if the Company is reasonably certain to exercise that option.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date. The lease payments are discounted using the implicit interest rate in the lease. If the rate cannot be readily determined, the Company's incremental rate of borrowing is used. The lease liability is measured at amortized cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Company's estimate of the amount expected to be payable under a residual value guarantee, or if the Company changes its assessment of whether it will exercise a purchase, extension or termination option.

If a right-of-use asset is re-leased, the corresponding right-of-use asset is derecognized and an investment asset is recorded at the present value of the lease income not paid at the commencement date discounted using the implicit rate in the lease or the Company's incremental rate of borrowing.

The Company has elected not to recognize right of use assets and lease liabilities for leases for short-term leases that have a lease term of 12 months or less and leases of low-value assets. The Company recognizes the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

The fair value of the Company's accounts receivable, current notes receivable, advances to joint ventures, deposits and other receivables, payables, and amount due to Legacy Ventures Hawaii, LLC, approximate carrying value, due to their short-term nature. The carrying amounts of the long-term notes receivable and amount due from related parties' approximate fair value. The fair values of the investment in sublease, right of use asset, and lease liability have been recorded as discussed in the audited financial statements. The long-term loan payable is recorded at fair value as discussed in the audited financial statements. The Company's cash and investment in Legacy are measured at fair value under the fair value hierarchy based on Level 1 quoted prices in active markets for identical assets or liabilities.

The Company's financial instruments are exposed to certain financial risks, including credit risk, liquidity risk, interest rate risk, price risk, and currency risk.

Credit risk

Credit risk is the risk of an unexpected loss if a customer or third party to a financial instrument fails to meet its contractual obligations.

The Company is subject to credit risk on its receivables. As at September 30, 2020, the Company was dependent on one major customer from its consulting business segment. The majority (\$15,929,081) of the Company's accounts receivable are from this customer. The Company is of the opinion that it is not exposed to significant credit risk from this customer as at September 30, 2020 as it continues to collect accounts receivable routinely.

The Company records an allowance for doubtful accounts related to accounts receivable that are considered to be non-collectible. The allowance is based on the Company's knowledge of the financial condition of its customer, current business environment, customer and industry concentrations, and historical experience. To reduce credit risk, cash is only held at major financial institutions.

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due.

The Company manages liquidity risk through its capital management. As at September 30, 2020, the Company had cash, accounts receivable and short-term notes receivable of \$20,146,480 to settle its current liabilities of \$5,314,676. Management believes the Company has sufficient funds to support ongoing operating expenditures and meet its liabilities as they fall due.

Market risk

Market risk is the risk of loss that may arise from changes in market factors such as interest rates, commodity and equity prices, and foreign exchange rates.

a) Interest rate risk

Interest rate risk is the risk the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Company does not hold any financial instruments with variable interest rates, and as a result, is subject to insignificant interest rate risk.

b) Price risk

The Company is not exposed to significant price risk as it does not hold investments in publicly traded securities.

c) Currency risk

The Company's expenditures are predominantly in U.S. dollars, and any future equity raised is expected to be predominantly in U.S. dollars. As at September 30, 2020, the Company had CAD\$(249,461) net financial assets denominated in Canadian currencies. A 10% change in the foreign exchange rate between the U.S. dollar and the Canadian dollar would result in a change on approximately \$83,261 in other comprehensive income.

OFF-BALANCE SHEET TRANSACTIONS

The Company has not entered into any significant off-balance sheet arrangements or commitments.

SUBSEQUENT EVENTS

- On November 2, 2020, the Company closed a public offering of 17,777,165 units of the Company (the "Units") at a price of CAD\$0.36 per Unit for aggregate gross proceeds of \$4,827,354 (CAD\$6,399,779) (the "Offering"). Each Unit is comprised of one Subordinated Voting Share and one share purchase warrant (each, a "Warrant"). Each Warrant entitles the holder to purchase one Subordinated Voting Share at an exercise price of CAD\$0.45 until November 2, 2023. As compensation, the Company paid to the Agents a cash fee of \$330,787 (CAD\$438,534) and issued to the Agents an aggregate of 1,218,152 share purchase warrants (the "Agents' Warrants"). Each Agents' Warrant entitles the holder thereof to purchase one Subordinated Voting Share at an exercise price of CAD\$0.36 per Subordinated Voting Share until November 2, 2023.

In addition, the Company closed a non-brokered private placement of units, with economic terms identical to the Units, pursuant to which the Company issued 4,064,500 units for gross proceeds of \$1,100,000 (CAD\$1,463,220) (the "Concurrent Private Placement"). Two holders of the 10% secured non-convertible debentures of the Company due December 31, 2021 (the "Debentures") redeemed 20% of the principal amount of their respective Debentures (an aggregate amount of \$1,100,000) and used the proceeds to participate in the Concurrent Private Placement. Accordingly, the proceeds from the Concurrent Private Placement retired

\$1,100,000 (CAD\$1,463,220) of the principal amount of the Debentures.

- On November 12, 2020, 1,000 warrants were exercised at CAD\$0.45 each for a total of \$343.
- Subsequent to period ended September 30, 2020, 4,000 options were cancelled.

There were no other material subsequent events from September 30, 2020 to the date of this MD&A.

MANAGEMENT'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

The information provided in this report is the responsibility of management. In the preparation of these statements, estimates are sometimes necessary to decide of future values for certain assets or liabilities. Management believes such estimates have been based on careful judgments and have been properly reflected in the accompanying financial statements.

RISK AND UNCERTAINTIES

Uninsured or Uninsurable Risk

The Company may become subject to liability for risks against which it cannot insure or against which it may elect not to insure due to the high cost of insurance premiums or other factors. The payment of any such liabilities would reduce the funds available for the Company's usual business activities. Payment of liabilities for which the Company does not carry insurance may have a material adverse effect on its financial position and operations.

DESCRIPTION OF THE U.S. LEGAL CANNABIS INDUSTRY

In accordance with the Canadian Securities Administrators Staff Notice 51-352 (Revised) dated February 8, 2018 – Issuers with U.S. Marijuana-Related Activities ("CSA Notice 51-352"), below is a discussion of the current federal and state-level U.S. regulatory regimes in those jurisdictions where the Company is currently directly involved. In accordance with CSA Notice 51-352, the Company will evaluate, monitor and reassess this disclosure, and any related risks, on an ongoing basis and the same will be supplemented, amended and communicated to investors in public filings, including in the event of government policy changes or the introduction of new or amended guidance, laws or regulations regarding marijuana regulation.

Legal and Regulatory Matters

United States Federal Overview

In the United States, thirty-three (33) states, Washington D.C. and Puerto Rico have legalized medical marijuana, and eleven states and Washington D.C. have legalized "adult use" or "recreational" marijuana. At the federal level, however, cannabis currently remains a Schedule I drug under the CSA. Under United States federal law, a Schedule I drug or substance has a high potential for abuse, no accepted medical use in the United States, and a lack of accepted safety for the use of the drug under medical supervision. As such, cannabis related practices or activities including, without limitation, the manufacture, importation, possession, use, or distribution of cannabis, remain illegal under United States federal law. Although federally illegal, the U.S. federal government's approach to enforcement of such laws has at least until recently trended toward non-enforcement. On August 29, 2013, the DOJ issued a memorandum known as the "Cole Memorandum" to all U.S. Attorneys' offices (federal prosecutors). The Cole Memorandum generally directed U.S. Attorneys not to prioritize the enforcement of federal marijuana laws against individuals and businesses that rigorously comply with state regulatory provisions in states with strictly regulated medical or recreational cannabis programs. While not legally binding, and merely prosecutorial guidance, the Cole Memorandum laid a framework for managing the tension between state and federal laws concerning state regulated marijuana businesses. However, on January 4, 2018, the Cole Memorandum was revoked by Attorney General Jeff Sessions, a long-time opponent of state-regulated medical and recreational cannabis. While this did not create a change in federal law, as the Cole

Memorandum was not itself law, the revocation removed the DOJ's guidance to U.S. Attorneys that state-regulated cannabis industries substantively in compliance with the Cole Memorandum's guidelines should not be a prosecutorial priority. In addition to his revocation of the Cole Memorandum, Attorney General Sessions also issued a one-page memorandum known as the "Sessions Memorandum". The Sessions Memorandum confirmed the rescission of the Cole Memorandum and explained the rationale of the DOJ in doing so: the Cole Memorandum, according to the Sessions Memorandum, was "unnecessary" due to existing general enforcement guidance adopted in the 1980s, as set forth in the U.S. Attorney's Manual (the "USAM"). The USAM enforcement priorities, like those of the Cole Memorandum, are also based on the federal government's limited resources, and include "law enforcement priorities set by the Attorney General," the "seriousness" of the alleged crimes, the "deterrent effect of criminal prosecution," and "the cumulative impact of particular crimes on the community". While the Sessions Memorandum emphasizes that marijuana is a Schedule I controlled substance, and reiterates the statutory view that cannabis is a "dangerous drug and that marijuana activity is a serious crime", it does not otherwise indicate that the prosecution of marijuana-related offenses is now a DOJ priority. Furthermore, the Sessions Memorandum explicitly describes itself as a guide to prosecutorial discretion. Such discretion is firmly in the hands of U.S. Attorneys in deciding whether or not to prosecute marijuana-related offenses.

Arizona Overview:

Arizona has authorized the cultivation, extraction and dispensing of medical marijuana products by licensed dispensaries located throughout the State. There are 130 licenses in the state which cover all categories of production and sale of cannabis and cannabis related products. In 2010, Arizona became the 14th state to legalize medicinal cannabis for adults over 21 under Proposition 205: the Arizona Medical Marijuana Act (AMMA). Arizona is one of the 33 states to have some form of medical marijuana law in place. The AMMA is regularly used as an example for other states as an effective way to regulate a legal cannabis industry. In Arizona, the dispensaries operate as not-for-profit entities and engage with management companies to provide real estate rental, administrative, general management and advisory services, financing and logistics to medical marijuana businesses (the dispensaries) licensed under the provisions of the Arizona Medical Marijuana Act, A.R.S. Title 36, Section 28.1 (the "AMMA") and to provide material support. These management companies exert considerable influence and control over not-for-profit dispensaries. It is illegal in Arizona to possess marijuana in the absence of holding a medical marijuana card. Holders are entitled to purchase not more than 2.5 grams of product every two weeks. Purchases are tracked by cardholder and all dispensaries are required to report cardholder sales. New Gen and its subsidiaries are in compliance with Arizona's medical marijuana regulatory requirements and programs where applicable.

Regulatory Risks

The U.S. cannabis industry is highly regulated, highly competitive and evolving rapidly. As such, new risks may emerge, and management may not be able to predict all such risks or be able to predict how such risks may impact on actual results.

Participants in the U.S. cannabis industry will incur ongoing costs and obligations related to regulatory compliance. Failure to comply with regulations may result in additional costs for corrective measures, penalties or restrictions of operations. In addition, changes in regulations, more vigorous enforcement thereof or other unanticipated events could require extensive changes to operations, increased compliance costs or give rise to material liabilities, which could have a material adverse effect on the business, results of operations and financial condition of the Company. Further, the Company may be subject to a variety of claims and lawsuits. Adverse outcomes in some or all of these claims may result in significant monetary damages or injunctive relief that could adversely affect its ability to conduct its business. Litigation and other claims are subject to inherent uncertainties and management's view of these matters may change in the future. A material adverse impact on the Company's financial statements also could occur for the period in which the effect of an unfavorable final outcome becomes probable and reasonably estimable.

The U.S. cannabis industry is subject to extensive controls and regulations, which may significantly affect the financial condition of market participants. The marketability of any product may be affected by numerous factors that are beyond the control of the Company and which cannot be predicted, such as changes to government regulations, including those relating to taxes and other government levies which may be imposed. Changes in government levies, including taxes,

could reduce the Company's earnings and could make future growth uneconomic. The industry is also subject to numerous legal challenges, which may significantly affect the financial condition of the Company and which cannot be reliably predicted.

The Company expects to derive most of its revenues from the U.S. cannabis industry, which industry is illegal under U.S. federal law (other than its business related to high CBD/low THC products, known as "hemp"). As a result of the conflicting views between state legislatures and the federal government regarding cannabis, cannabis businesses in the U.S. are subject to inconsistent legislation and regulation. The Company is expected to remain focused in those U.S. states that have legalized the medical and/or adult-use of cannabis. Almost half of the U.S. states have enacted legislation to legalize and regulate the sale and use of medical cannabis without limits on THC, while other states have legalized and regulate the sale and use of medical cannabis with strict limits on the levels of THC. However, the U.S. federal government has not enacted similar legislation and the cultivation, sale and use of cannabis remains illegal under federal law pursuant to the CSA. The federal government of the U.S. has specifically reserved the right to enforce federal law in regard to the sale and disbursement of medical or adult-use use marijuana even if state law sanctioned such sale and disbursement. It is presently unclear whether the U.S. federal government intends to enforce federal laws relating to cannabis where the conduct at issue is legal under applicable state law. This risk was further heightened by the revocation of the Cole Memorandum in January 2018.

Further, there can be no assurance that state laws legalizing and regulating the sale and use of cannabis will not be repealed or overturned, or that local governmental authorities will not limit the applicability of state laws within their respective jurisdictions. It is also important to note that local and city ordinances may strictly limit and/or restrict the distribution of cannabis in a manner that will make it extremely difficult or impossible to transact business in the cannabis industry. If the U.S. federal government begins to enforce federal laws relating to cannabis in states where the sale and use of cannabis is currently legal, or if existing state laws are repealed or curtailed, then the Company's business would be materially and adversely affected. U.S. federal actions against any individual or entity engaged in the marijuana industry or a substantial repeal of marijuana related legislation could adversely affect the Company.

Nature of the Company's Involvement in the U.S. Cannabis Industry

Currently, the Company is engaged in the branding and procurement for companies that manufacture and distribute cannabis in the medical and adult-use cannabis marketplace. As at December 31, 2018, the Company's assets and revenues are directly attributable to the medical marijuana use in the State of Arizona.

As previously stated, violations of any federal laws and regulations could result in significant fines, penalties, administrative sanctions, convictions or settlements arising from civil proceedings conducted by either the federal government or private citizens, or criminal charges, including, but not limited to, disgorgement of profits, cessation of business activities or divestiture. This could have a material adverse effect on the Company, including its reputation and ability to conduct business, the listing of its securities on any stock exchange, its financial position, operating results, profitability or liquidity or the market price of its publicly traded shares. In addition, it is difficult for the Company to estimate the time or resources that would be needed for the investigation of any such matters or its final resolution because, in part, the time and resources that may be needed are dependent on the nature and extent of any information requested by the applicable authorities involved, and such time or resources could be substantial. The approach to the enforcement of cannabis laws may be subject to change or may not proceed as previously outlined.

The Company's involvement in the U.S. cannabis industry will be (i) only in those states that have enacted laws legalizing cannabis; and (ii) only in those states where the Company can comply with state (and local) laws and regulations and has the licenses, permits or authorizations to properly carry on each element of its business.

The Company will continue to monitor, evaluate and re-assess the regulatory framework in each state in which it may hold license, and the federal laws applicable thereto, on an ongoing basis; and will update its continuous disclosure regarding government policy changes or new or amended guidance, laws or regulations regarding cannabis in the U.S.

Heightened Scrutiny

For the reasons set forth above, the Company's activities in the U.S. may become the subject of heightened scrutiny by regulators, stock exchanges and other authorities in Canada. As a result, the Company may be subject to significant

direct and indirect interaction with public officials. There can be no assurance that this heightened scrutiny will not in turn lead to the imposition of certain restrictions on the Company's activities in the U.S. or any other jurisdiction, in addition to those described herein.

Change in Laws, Regulations and Guidelines

The Company's business operations will directly and indirectly be affected by a variety of laws, regulations and guidelines relating to the manufacture, management, transportation, storage and disposal of cannabis, but also including laws and regulations relating to consumable products health and safety, the conduct of operations and the protection of the environment. These laws and regulations are broad in scope and subject to evolving interpretations, which could require participants to incur substantial costs associated with compliance or alter certain aspects of its business plans. In addition, violations of these laws, or allegations of such violations, could disrupt certain aspects of the Company's business plans and result in a material adverse effect on certain aspects of its operations.

Unfavorable Publicity or Consumer Perception

The legal cannabis industry in the U.S. is at an early stage of its development. Cannabis has been, and will continue to be, a controlled substance for the foreseeable future. Consumer perceptions regarding legality, morality, consumption, safety, efficacy and quality of cannabis are mixed and evolving. Consumer perception can be significantly influenced by scientific research or findings, regulatory investigations, litigation, media attention and other publicity regarding the consumption of cannabis products. There can be no assurance that future scientific research, findings, regulatory proceedings, litigation, media attention or other research findings or publicity will be favorable to the cannabis market or any particular product, or consistent with earlier publicity. Future research reports, findings, regulatory opinion and support for medical and adult-use cannabis use has traditionally been inconsistent and varies from jurisdiction to jurisdiction. While public opinion and support appears to be rising for legalizing medical and adult-use cannabis, it remains a controversial issue subject to differing opinions surrounding the level of legalization (for example, medical marijuana as opposed to legalization in general). The Company's ability to gain and increase market acceptance of its business activities may require substantial expenditures on proceedings, litigation, media attention or other publicity that are perceived as less favorable than, or that question, earlier research reports, findings or publicity could have a material adverse effect on the demand for cannabis and on the business, results of operations, financial condition and cash flows of the Company. Further, adverse publicity reports or other media attention regarding cannabis in general or associating the consumption of cannabis with illness or other negative effects or events, could have such a material adverse effect. Public investor relations, strategic relationships and marketing initiatives. There can be no assurance that such initiatives will be successful, and their failure may have an adverse effect on the Company.

Local, state and federal laws and regulations governing marijuana for medicinal and recreational purposes are broad in scope and are subject to evolving interpretations, which could require the Company to incur substantial costs associated with bringing the Company's operations into compliance. In addition, violations of these laws, or allegations of such violations, could disrupt the Company's operations and result in a material adverse effect on its financial performance. It is beyond the Company's scope to predict the nature of any future change to the existing laws, regulations, policies, interpretations or applications, nor can the Company determine what effect such changes, when and if promulgated, could have on the Company's business.

Other Regulatory Risks

The activities and products of the Company are subject to regulation by governmental authorities, including, the U.S. Food and Drug Administration, and others. Achievement of the Company's business objectives are contingent, in part, upon compliance with regulatory requirements enacted by these governmental authorities and obtaining all regulatory approvals, where necessary, for the sale of its products. 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 on the business, results of operations and financial condition of the Company.

Reliance on Management

The success of the Company is dependent upon the ability, expertise, judgment, discretion and good faith of its senior management. While employment agreements are customarily used as a primary method of retaining the services of key employees, these agreements cannot assure the continued services of such employees. Any loss of the services of such individuals could have a material adverse effect on the Company's business, operating results or financial condition.

Additional Financing

In order to execute the anticipated growth strategy, the Company will require some additional equity and/or debt financing to support ongoing operations, to undertake capital expenditures or to undertake acquisitions or other business combination transactions. There can be no assurance that additional financing will be available when needed or on terms which are acceptable. The Company's inability to raise financing to support on-going operations or to fund capital expenditures or acquisitions could limit its growth and may have a material adverse effect upon future profitability.

If additional funds are raised through further issuances of equity or convertible debt securities, existing shareholders could suffer significant dilution, and any new equity securities issued could have rights, preferences and privileges superior to those of holders of Common Shares. Any debt financing secured in the future could involve restrictive covenants relating to capital raising activities and other financial and operational matters, which may make it more difficult for the Company to obtain additional capital and to pursue business opportunities, including potential acquisitions.

Cannabis Industries are Highly Competitive

There is potential that the Company will face intense competition from other companies, some of which can be expected to have longer operating histories and more financial resources and manufacturing and marketing experience than the Company. Increased competition by larger and better financed competitors could materially and adversely affect the business.

Operating Risk and Insurance Coverage

The Company carries insurance to protect its assets, operations and employees. While the Company believes insurance coverage can adequately address all material risks to which it may be exposed and is adequate and customary in its current state of operations, such insurance is subject to coverage limits and exclusions and may not be available for the risks and hazards to which the Company is exposed. In addition, no assurance can be given that such insurance will be adequate to cover the Company's liabilities or will be generally available in the future or, if available, that premiums will be commercially justifiable. If the Company were to incur substantial liability and such damages were not covered by insurance or were in excess of policy limits, or if the Company were to incur such liability at a time when it is not able to obtain liability insurance, its business, results of operations and financial condition could be materially adversely affected.

Key Personnel Risk

The Company's success will depend on its directors and officers to develop the business and manage operations, and on its ability to attract and retain key quality assurance, scientific, sales, public relations and marketing staff or consultants. The loss of any key person or the inability to find and retain new key persons could have a material adverse effect on the business. Competition for qualified technical, sales and marketing staff, as well as for officers and directors, can be intense and no assurance can be provided that the Company will be able to attract or retain key personnel in the future, which may adversely impact operations.

Global Economy Risk

The ongoing economic slowdown and downturn of global capital markets has generally made the raising of capital by equity or debt financing more difficult. The Company will be dependent upon the capital markets to raise additional

financing in the future, while it establishes a client base for its product. Access to financing has been negatively impacted by the ongoing global economic downturn. As such, the Company is subject to liquidity risks in meeting its development and future operating cost requirements in instances where cash positions are unable to be maintained or appropriate financing is unavailable. These factors may impact the Company's ability to raise equity or obtain loans and other credit facilities in the future and on terms favorable to the Company and its management. If uncertain market conditions persist, the Company's ability to raise capital could be jeopardized, which could have an adverse impact on its operations and, if applicable, the trading price of its Common Shares on any stock exchange.

Dividend Risk

The Company has not paid dividends in the past and does not anticipate paying dividends in the near future. The Company expects to retain its earnings to finance further growth and, when appropriate, retire debt.

Securities and Dilution

There is no assurance that sources of financing will be available on acceptable terms, if at all. If the Company seeks additional equity financing, the issuance of additional shares will dilute the interests of their current shareholders. Failure to obtain such additional financings could result in delay or indefinite postponement of the Company's strategic goals.

Future Capital Requirements

The Company's future capital requirements will depend on many factors, including inorganic growth initiatives, securing new contracts, the rate of expansion and the status of competitive products. Depending on these factors, the Company may require additional financing which may or may not be available on acceptable terms. If additional funds are raised by issuing equity securities, dilution to the existing shareholders may result. If adequate funds are not available, the Company may not be able to achieve its growth objectives and operational targets, which could have a material adverse effect on the Company's business.

Novel Corona Virus Known as "COVID-19"

The Company may be impacted by business interruptions resulting from pandemics and public health emergencies, including those related to COVID-19. An outbreak of infectious disease, a pandemic, or a similar public health threat, such as the recent outbreak of COVID-19, or a fear of any of the foregoing, could adversely impact the Company by causing operating, manufacturing, supply chain, and project development delays and disruptions, labor shortages, travel, and shipping disruption and shutdowns (including as a result of government regulation and prevention measures). It is unknown whether and how the Company may be affected if such a pandemic persists for an extended period of time, including as a result of the waiver of regulatory requirements or the implementation of emergency regulations to which the Company is subject. Although the Company has been deemed essential and/or has been permitted to continue operating its facilities in the states in which it operates during the pendency of the COVID-19 pandemic, there is no assurance that the Company's operations will continue to be deemed essential and/or will continue to be permitted to operate. The Company may incur expenses or delays relating to such events outside of its control, which the Company cannot estimate the length and severity of these developments or quantify the impact this pandemic may have on the financial results and condition of the Company in future periods.

OTHER INFORMATION

Additional information on the Company is available on SEDAR at www.sedar.com.