# VINZA CAPITAL MANAGEMENT INC. (the "Company")

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE COMPANY'S FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE YEAR ENDED NOVEMBER 30, 2021

#### Date and Subject of this Discussion and Analysis

This management's discussion and analysis (the "MD&A"), which is dated and has been prepared based on information available as at February 17<sup>th</sup>, 2022 is integral to, and should be read in conjunction with, Vinza Capital Management Inc.'s ("Vinza" or the "Company") audited consolidated financial statements for the year ended November 30, 2021 and the for the year ended November 30, 2020 (the "Audited Financial Statements"). The financial information contained herein has been prepared in accordance with International Financial Reporting Standards ("IFRS"). All dollar figures included are quoted in Canadian dollars, which is the functional currency of the Company, unless stated otherwise.

#### **Forward Looking Statements**

Certain sections of this MD&A may contain forward-looking statements.

Certain statements contained in this document constitute "forward-looking statements". When used in this document, the words "may", "would", "could", "will", "intend", "plan", "propose", "anticipate", "believe", and similar expressions used by the Company's management are intended to identify forward-looking statements. Such statements reflect the Company's forecasts, estimates and expectations as they relate to the Company's current views with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. Given these risks and uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. The Company does not intend, and does not assume any obligation, to update any such factors or to publicly announce the result of any revisions to any of the forward-looking statements contained herein to reflect future results, events or developments.

The forward-looking statements contained herein are based on information available as of February 17th, 2022.

# **Description of Business**

Vinza Capital Management Inc. ("Vinza" or the "Company") was incorporated on September 5, 2018 under the British Columbia Business Corporation Act as 1178408 BC LTD. The Company changed its name to "Vinza Capital Management Inc." on March 19, 2019.

Vinza was incorporated as a wholly-owned subsidiary of Blueprint Corporate Services Ltd ("Blueprint"), and entered into an arrangement agreement dated as of November 1, 2018 with respect to a plan of arrangement (the "Arrangement") involving Blueprint, its security holders and Vinza. The Arrangement, which was to spin out Vinza, was approved by the shareholders of Blueprint at a meeting of its shareholders held on January 30, 2019 and received final court approval on February 4, 2019. The Arrangement was completed with an effective date of February 8, 2019 (the "Effective Date"). On the Effective Date the shareholders of Blueprint became entitled to receive 0.001 shares of Vinza for each common share of share of Blueprint, with the provision that each shareholder of Blueprint receive at least one share in Vinza, resulting in 468 shares of Vinza being issued in aggregate. As a result of the Arrangement, Vinza became a reporting issuer in British Columbia and Alberta. Vinza is a "venture issuer", as such term is defined in NI 51-102.

As at the date of these consolidated financial statements the Company does not conduct any active business, other than the identification and evaluation of acquisition opportunities to permit the Company to acquire a business or assets to carry on its business and to finance an acquisition. In January 2022 the Company signed an Exclusivity and Standstill Agreement with NU E Corp ("NUE") pursuant to which the Company and NU E will negotiate the terms of a definitive agreement whereby Vinza will acquire all the securities of NU E. The Company may use cash, bank financing, the issuance of treasury shares, public debt or equity financing or a combination thereof in order to finance its business and an acquisition.

The Company's head office address is 2380 - 1055 West Hastings Street, Vancouver, BC, V6E 2E9. The registered and records office address is Suite 800, 885 West Georgia Street, Vancouver, BC, V6C 3H1.

## **Results of Operations**

The table below highlights the results of operations for the years ended November 30, 2021 and 2020: and

	 2021	2020
<b>EXPENSES</b> Office and administration Professional fees	\$ 1,926 20,456	\$ 1,851 11,002
Loss and comprehensive loss for the year	\$ 22,382	\$ 12,853

At November 30, 2021, the Company had no continuing source of operating revenues. The Company has not paid any cash dividends on its common shares nor does it have any present intention of paying cash dividends on its common shares, as it anticipates that all available funds for the foreseeable planning horizon will be invested to finance its business activities.

At November 30, 2021, the Company had not yet achieved profitable operations and has accumulated losses of \$77,660 since inception.

## **Quarterly Results**

The table below shows the quarterly results for Company from the two years ended November 30, 2021:

		Q4, 2021	(	Q3, 2021	(	2, 2021	(	Q1, 2021	
Revenue Loss and comprehensive loss Basic and diluted loss per share	\$	1,303	\$	2,432	\$	- 8,819 0.01	\$	9,828 0.02	
	Q4, 2020		Q3, 2020		(	Q2, 2020		Q1, 2020	
Revenue Loss and comprehensive loss Basic and diluted loss per share	\$	252	\$	2,786	\$	4,797 0.01	\$	5,018 0.01	

# Liquidity, Financial Position and Capital Resources

As at November 30, 2021 the Company had cash resources of \$40,075 and accounts payable and accrued liabilities and advances payable of \$15,234 for working capital of \$24,841, compared to November 30, 2020 when the Company had cash resources of \$12,911 and accounts and payable and accrued liabilities and advances payable of \$5,688 for working capital of \$7,223.

Subsequent to the year ended November 30, 2021, in December 2021 the Company completed a private placement, issuing 6,000,0000 Units (each, a "Unit") at a price of \$0.02 per Unit for gross proceeds of \$120,000 in aggregate, which included the \$40,000 held as subscription received in advance on November 30, 2021. Each Unit consists of one common share in the

capital of the Company, one-half of one Class A common share purchase warrant and one-half of one Class B common share purchase warrant, with each Class A Warrant entitling the holder to acquire one common share at a price of \$0.30 per share for a period of three years after the date of closing and each Class B Warrant entitling the holder to acquire one common share at a price of \$0.60 per share for a period of three years after the date of closing.

As at the date of this Management's Discussion and Analysis the Company does not conduct any active business, other than the identification and evaluation of acquisition opportunities to permit the Company to acquire a business or assets to carry on its business and to finance an acquisition. The Company may use cash, bank financing, the issuance of treasury shares, public debt or equity financing or a combination thereof in order to finance its business and an acquisition. There is no assurance that the Company will secure such capital on terms acceptable to the Company or on any terms.

# **Off- Balance Sheet Arrangements**

The Company has no off-balance sheet arrangements.

## **Commitments**

The Company has no commitments.

## **Related Party Transactions**

There were no amounts paid to directors, officers or companies controlled by directors of the Company for the year ended November 30, 2021.

## **Risks and Uncertainties**

The Company is subject to a number of risks and uncertainties that may significantly impact its financial conditions and future financial performance. Prospective investors should carefully consider the risks described below, together with all of the other information included in this Management's Discussion and Analysis before making an investment decision.

# No Operating History

The Company has not commenced commercial operations since incorporation to date. The Company has no history of earnings or paid any cash dividends, and it is unlikely to produce earnings or pay dividends in the immediate or foreseeable future.

#### Availability of Financing

The Company will be competing with other companies in the capital market for available financing. There is no assurance that the Company will be able to obtain sufficient financing, if at all.

# **Critical Accounting Estimates**

The preparation of the Financial Statements requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities, as well as the reported revenues and expenses during the reporting period. Based on historical experience and current conditions, management makes assumptions that are believed to be reasonable under the circumstances. These estimates and assumptions form the basis for judgments about the carrying value of assets and liabilities and reported amounts for revenues and expenses. Different assumptions would result in different estimates, and actual results may differ from results based on these estimates. These estimates and assumptions are also affected by management's application of accounting policies. Critical accounting estimates are those that affect the financial statements materially and involve a significant level of judgment by management.

Although management uses historical experience and its best knowledge of the amount, events or actions to form the basis for judgments and estimates, actual results may differ from these estimates.

# **Critical Accounting Estimates and Policies**

Set out below are the Company's critical accounting policies and estimates:

## Cash and cash equivalents

Cash and cash equivalents consist of cash on hand, bank balances, term deposits and investments that are readily convertible to known amounts of cash and subject to an insignificant risk of change in value. As at November 30, 2021 cash equivalents consisted of cash only.

## Share capital

Common shares are classified as equity. Transaction costs directly attributable to the issue of common shares and share options are recognized as a deduction from equity, net of any tax effects.

#### Income taxes

Income tax is recognized in profit or loss except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity. Current tax expense is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at period end, adjusted for amendments to tax payable with regards to previous years.

Deferred tax is recorded using the liability method, providing for temporary differences, between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The following temporary differences are not provided for: goodwill not deductible for tax purposes; the initial recognition of assets or liabilities that affect neither accounting or taxable loss; and differences relating to investments in subsidiaries to the extent that they will probably not reverse in the foreseeable future. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at the reporting date.

A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the asset can be utilized.

Additional income taxes that arise from the distribution of dividends are recognized at the same time as the liability to pay the related dividend. Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

#### Loss per share

The Company presents basic loss per share for its common shares, calculated by dividing the loss attributable to common shareholders of the Company by the weighted average number of common shares outstanding during theperiod. Diluted loss per share does not adjust the loss attributable to common shareholders or the weighted average number of common shares outstanding when the effect is anti-dilutive.

#### Financial instruments

Financial assets and liabilities are recognized when the Company becomes a party to the contractual provisions of the instrument.

Financial assets and liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities through profit or loss are recognized immediately in profit or loss.

#### Financial assets

The Company classifies its financial assets according to the following measurement categories:

i. Amortized cost

Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortized cost.

# *ii.* Fair value through other comprehensive loss ("FVOCI")

Assets that are held for both collection of contractual cash flows and future potential sale, where the assets' cash flows represent solely payments of principal and interest, are measured at fair value through other comprehensive loss.

# iii. Fair value through profit or loss ("FVPL")

Assets that do not meet the criteria for amortized cost or FVOCI are measured at fair value through profit or loss.

Financial assets are derecognized when the rights to receive cash flows from the financial assets have expired or have been transferred and the Company has transferred substantially all the risks and rewards of ownership.

#### Impairment of financial assets

The Company assesses the expected credit losses associated with its financial assets carried at amortized cost and FVOCI. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

## <u>Financial liabilities</u>

The Company classifies its financial liabilities according to the following measurement categories:

## i. FVPL

Liabilities that are (i) held for trading or (ii) so designated, are measured at FVPL.

A financial liability is classified as held for trading if:

- It has been incurred principally for the purpose of repurchasing it in the near term; or
- On initial recognition it is part of a portfolio of identified financial instruments that the Company may manage together and has a recent actual pattern of short-term profit-taking; or
- It is a derivative, except for a derivative that is a financial guarantee contract or a designated and effective hedging instrument.

A financial liability that is not a financial liability held for trading may be designated as FVPL upon initial recognition if:

- Such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- The financial liability forms part of a group of financial assets or liabilities or both, which is managed and its performance is evaluated on a fair value basis; or
- It forms part of a contract containing one or more embedded derivatives, and IFRS 9 permits the entire combined contract to be designated as FVPL.

The amount of change in the fair value of the financial liability that is attributable to changes in the credit risk of that liability is recognised in other comprehensive income. The remaining amount of change in the fair value of liability is recognised in profit or loss. Changes in fair value attributable to a financial liability's credit risk that are recognized in other comprehensive income are not subsequently reclassified to profit or loss; instead, they are transferred to retained earnings upon derecognition of the financial liability.

ii. Amortized cost

Liabilities not measured at FVPL are measured subsequently at amortized cost using the effective interest method.

Financial liabilities are derecognized when, and only when, the Company's obligations are discharged, cancelled or have expired.

# **Other MD&A Requirements**

As specified by National Instrument 51-102, the Company advises readers of this MD&A that important additional information about the Company is available on the SEDAR website – <u>www.sedar.com</u>.

The Company's President & Chief Executive Officer (CEO) and Chief Financial Officer (CFO) are responsible for establishing and maintaining disclosure controls and procedures and internal controls over financial reporting for the Company.

# **Outstanding Share Data**

On November 3, 2021 the Company consolidated its share capital on a ten to one basis. All share and per share information in these consolidated financial statements have been restated to retroactively reflect these consolidations for all periods presented.

As at November 30, 2021 there were 2,625,170 common shares outstanding, with 2,000,000 units (each, a "Unit") being issued during the years ended November 30, 2021. Each Unit was issued at \$0.02 and consists of one common share in the capital of the Company, one-half of one Class A common share purchase warrant and one-half of one Class B common share purchase warrant, with each Class A Warrant entitling the holder to acquire one common share at a price of \$0.30 per share for a period of three years after the date of closing and each Class B Warrant entitling the holder to acquire one common share at a price of \$0.60 per share for a period of three years after the date of Closing. No finder's fee or commission was paid in connection with the placement.

As at November 30, 2020 there were 625,170 common shares outstanding, with no shares being issued during the years ended November 30, 2020.

Subsequent to the year ended November 30, 2021, in December 2021 the Company completed a private placement, issuing 4,000,0000 Units at a price of \$0.02 per Unit for gross proceeds of \$80,000 in aggregate. Each Unit consists of one common share in the capital of the Company, one-half of one Class A common share purchase warrant and one-half of one Class B common share purchase warrant, with each Class A Warrant entitling the holder to acquire one common share at a price of \$0.30 per share for a period of three years after the date of closing and each Class B Warrant entitling the holder to acquire one common share at a price of \$0.60 per share for a period of three years after the date of closing. No finder's fee or commission was paid in connection with the placement.

There are 6,625,170 common shares outstanding as at the date of this Management's discussion and Analysis.

# **Directors and Officers**

Nick Furber	- Chief Financial Officer, Corporate Secretary and Director
Eric Boehnke	<ul> <li>President, Chief Executive Officer and Director</li> </ul>

Todd Heinzl - Director