



**BEE VECTORING TECHNOLOGIES INTERNATIONAL INC.**

**FORM 51-102F1  
MANAGEMENT'S DISCUSSION & ANALYSIS**

**February 23, 2017**

The following analysis concerns the financial situation, operating results and cash flows of Bee Vectoring Technologies International Inc. ("BVT" or the "Company") for the three months ended December 31, 2016, and the comparable period ended December 31, 2015. The discussion should be read in conjunction with the Company's unaudited condensed interim consolidated financial statements for the three months ended December 31, 2016 and related notes thereto and the annual audited financial statements for the years ended September 30, 2016 and 2015. The Company's financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). All monetary amounts are reported in Canadian dollars unless otherwise noted. These documents, as well as additional information on the Company, are filed electronically through the System for Electronic Document Analysis and Retrieval (SEDAR) and are available online at [www.sedar.com](http://www.sedar.com).

**Forward-Looking Statements**

This document may contain forward-looking statements relating to the Company's operations or to the environment in which it operates, which are based on the Company's operations, estimates, forecasts and projections. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict or are beyond the Company's control. A number of important factors including those set forth in other public filings could cause actual outcomes and results to differ materially from those expressed in these forward-looking statements. Consequently, readers should not place any undue reliance on such forward-looking statements. In addition, these forward-looking statements relate to the date on which they are made.

Forward-looking information reflects the Company's current beliefs and is based on information currently available to the Company and on assumptions it believes to be not unreasonable in light of all of the circumstances. In some instances, material factors or assumptions are discussed in this MD&A in connection with statements containing forward-looking information. Such material factors and assumptions include, but are not limited to: the forecasted demand for the Company's imaging services; the Company's success in obtaining patents for key technologies; the Company's success in expanding its product offerings; the Company's success in building differentiated applications and products; the ability of the Company to achieve rapid incremental customer growth; the Company's ability to retain key members of its management and development teams; and the Company's ability to access the capital markets. Although the Company has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors that cause actions, events or results to differ from those anticipated, estimated or intended. Forward-looking information contained herein is made as of the date of this MD&A and, other than as required by law, the Company's disclaims any obligation to update any forward-looking information, whether as a result of new information, future events or results or otherwise. There can be no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking information.

## **Business Overview**

The common shares of the Company commenced trading on the Exchange under the stock symbol "BEE.V" on July 7, 2015.

BVT is a development stage company which owns the patent pending technology specifically designed to utilize bees as natural delivery mechanisms for a variety of powdered mixtures comprised of organic compounds or currently used products which inhibit or eliminate common crop diseases, while at the same time promoting the growth of the same crops. This application process is without the use of water which is beneficial to areas under strict water management practices. In addition independent companies can deliver their biocontrol's through the BVT platform allowing a broad spectrum of applications.

The bees walk through the powder mixtures as they exit their hive and the mixture becomes temporarily attached to their legs en-route to the flowers containing the crops of interest. The BVT System consists of a dispenser tray that is incorporated into the lid of commercially reared bumblebee hives. The dispenser has a removable tray that can contain non-toxic, organic, pesticides and fertilizers in powdered form, including BVT's proprietary carrier Vectorite™. Vectorite allows the bumblebees to effectively pick up the inoculums on their way out of the hive. Multiple inoculums for a variety of different pathogens can be mixed in the Vectorite™ in a process called "stacking". BVT has its own bio control organic inoculant fungi, BVT-CR7, used to inhibit and control pathogens in high value crops such as strawberries, blueberries, Tomatoes, Canola, Sunflowers.

The trays are changed approximately every three to nine days in order to replenish the depleted inoculum, ensure the freshness of the inoculant fungi, prevent infections to the bees which may result from bee waste, and avoid packing or clumping of the inoculum in the trays. No special skills are required to replace the trays and they take a minimal amount of time to put in place. Exact and predetermined amounts of inoculum are placed in the tray as well as other kinds of inoculum for certain applications. BVT has custom designed machinery to precisely fill these sealed trays called Vectorpaks™

### *Summary*

BVT was established with a view to providing effective protection of crops against disease organisms and insect pests, which is critical for achieving high yield and quality in many pollinated crops. Inadequate protection of crops can lead to major losses in yield and quality of fruit and seed. BVT possesses a patent pending organic crop control and delivery system that has numerous competitive advantages over commercial pesticides and their applications.

The current technology used for protecting the flowers of crops relies heavily on the use of chemical pesticides (fungicides and insecticides) applied as sprays while the crops are in bloom. Problems with current spray technology include:

- Limited effectiveness because many flowers may open and die during spray intervals and therefore remain untreated. Sprays generally protect flowers for only 3-4 days. As many as half of the flowers during the entire bloom period of a crop may remain untreated by spray programs.
- Most of the pesticide is deposited on non-targets, such as soil and leaves.
- Pesticide sprays often kill or inactivate many beneficial organisms present in crops.
- Pesticide use risks contamination of the environment, such as soil and water resources.
- Pesticides can contaminate foods and feeds, such as fruits and seeds.
- With many crops, such as greenhouse tomatoes, workers cannot re-enter the crop for hours or days after pesticides are applied, which is disruptive to crop production practices and labour use.
- Many pesticides lose their effectiveness with repeated use as disease organisms, as pests and plants become resistant and insensitive to the repeated use of certain chemicals.
- Many chemicals require substantial amounts of water to be used as part of the delivery system and result in issues of run-off to the water table.
- Current chemicals are suspected of killing insects and bees and other organisms long after application with possible long-term detrimental effects on the environment.

BVT's patent pending technology uses predominantly bumblebees but also can use honey bees as a system to deliver naturally-occurring beneficial fungus and other beneficial microbes to flowering plants. BVT offers an

organic means to control diseases and pests and provide plant enhancing properties while requiring zero water for delivery. The delivery method allows for delivery of BVT inoculums either individually or together with other bio controls. Multiple bio controls could be mixed together for delivery by bees to solve a range of problems. The platform can deliver many inoculums or pathogen controlling products effectively. The flower is an effective portal to deliver these controls to crops and bees are the ideal natural way to get to the majority of the blooms. Bees will touch almost all flowers that are in bloom thereby delivering inoculum consistently throughout a bloom period.

Prior to 1990 virtually no bees were used for pollination in greenhouses, however today greenhouses worldwide use bees to pollinate vegetable crops and fruits. The process of using bees as a delivery system is called “bee vectoring”. BVT will employ these same bees to deliver inoculants on outbound trips to assist in crop pest control and to deliver a fertilizer or plant enhancer products in greenhouse crops and outdoor crops.

BVT currently targets two primary diseases with its own bio control BVT-CR7, Botrytis and Sclerotinia.

### ***Botrytis***

Strawberries, blueberries or raspberries often grow grey fuzz, which appears over time as the berries are stored or refrigerated resulting in waste. This is Botrytis and it becomes more active as the produce ripens in shipment or storage. The fungal pathogen, Botrytis cinerea, causes blossom blight and berry rot. It overwinters as mycelium in dead leaves and mummified berries of affected crops and as minute black bodies (sclerotia) such as on raspberry canes. Under humid conditions throughout the growing season, spores (conidia) are produced on minute tree-like structures (conidiophores) that grow on the dead foliage, old berries and on sclerotia. In mass they appear greyish hence the name “grey mold”. The spores are dispersed in their millions by wind, rain, and overhead irrigation, many to new leaves, flowers and berries. Under favorable conditions of moisture and temperature the spores can germinate and infect these aerial parts of the crop.

The fungus can infect leaves of almost any age but it remains quiescent and latent inside the leaves until they senesce and turn yellow. Young canes (primocanes) of raspberries can be infected via the leaf petioles and may wilt, die and be covered with grey mold. Flowers of all berry crops are highly susceptible to Botrytis infection. Germinating spores of the fungus can readily infect and colonize all flower parts throughout the bloom period, often turning the blossoms brown. It is from this important entry point that the fungus is able to grow and establish latent infections within the young fruit. Fruit infections generally remain quiescent and without symptoms until the berries are nearly ripe or have been harvested. In strawberries and raspberries, spores produced on unpicked, leaky, or overripe fruit may lead to further flower and fruit infections in the crop.

### ***Sclerotinia***

The soil borne pathogen Sclerotinia causes white mold diseases can seriously damage and in some cases quickly and completely destroy a crop. Numerous kinds of crops can be attacked, including canola, sunflowers, blueberries and strawberries.

Sclerotinia white mold is a significant risk in all fields of canola and sunflowers in Canada and in many other regions of the world. No viable solution exists for sunflowers as spraying is impractical due to height of the flowers and the frequency of applications needed for adequate control. In many areas, fungicides are no longer effective against Sclerotinia on account of pathogen resistance.

These two diseases, Botrytis and Sclerotinia, are very closely related and part of the reason BVT’s patent pending biological control agent (bio-control) works on both pathogens. BVT’s bio-control controls diseases by spatial occupation of plant tissues and preempting tissue invasion by pathogens. As soon as bees deliver BVT’s patent pending bio to flowers, the fungus germinates and colonizes the flower tissues without causing any harm or symptoms. It colonizes earlier and faster than disease organisms and thereby occupies space the disease organisms would normally use while attacking the plant.

### **Principal Products**

BVT has patents pending for the following technologies:

1. a bio-control called “BVT-CR7”: a particular strain of fungus acting as a beneficial endophyte controlling targeted crop diseases and increasing crop yield;

2. Vectorite™: a recipe of ingredients that allows bees to carry BVT-CR7 and other beneficial fungi or bacteria in their outbound flights to the crops; and
3. An integrated dispenser and removable and sealable tray system in which the Vectorite containing BVT-CR7 is placed through which the bees pass and pick up the BVT-CR7.

BVT-CR7, is an organic strain of a natural occurring endophytic fungus. It has not been genetically modified or altered in any way. Bees and plants are well accustomed to this kind of fungus and it is harmless to humans. After delivery by the bees to the crops it dies out naturally within 24-48 hours if it is unable to find suitable host plants. BVT-CR7 is a selected strain of a fungus that is common found in a large diversity of plants and soils all around the world. It grows harmlessly in the inside of plant tissue. BVT-CR7 is able to control numerous diseases but is especially effective for controlling those caused by the fungal pathogens, such as Botrytis and Sclerotinia discussed above. BVT-CR7 is endophytic in flowers, fruits, leaves, stems, and roots of plant hosts. It does not cause disease or substances toxic to plant tissue. Other microbial agents are not endophytic or have very limited endophytic ability.

As an endophyte, BVT-CR7 also enhances plant growth by organically increasing nutritional uptake, improving root size and structure, improving vegetative growth and size of plants, increasing the number of flowers and flower size, increasing resistance to diseases and environmental stresses, and preventing Botrytis and Sclerotinia development. BVT-CR7 has no re-entry issues (i.e. the time workers have to be excluded from the greenhouse to allow conventional pesticides to dissipate), it can be used up to the day of harvest, it's organic, and its beneficial effects last longer than traditional chemical fungicides.

Berries developing from BVT-CR7 treated flowers have natural built-in protection against diseases and consequently last longer and have a longer shelf life. This gives growers additional valuable time to get the fruit to market and consumers more time to enjoy the fruit. Blueberries, for example, sometimes require 14 days just to get to market.

Vectorite is a formulation of different ingredients including the BVT-CR7 bio-control, as well as other future bio-controls, specially formulated to allow the powder to attach to the legs and bodies of the bees and thus be carried by the bees towards the flowering crops as they leave the hives. One of the significant benefits to this system is the fact that several bio controls can be used together to cover more diseases and pests than just those targeted by BVT-CR7, thereby reducing costs and making this system more effective. For example, Thrips are present in almost all greenhouses in the world and a significant issue to the grower. Several bio-controls are already registered and produced by third parties for use in spraying applications to control Thrips. BVT will evaluate these bio-controls for suitability in its system and compatibility with BVT-CR7. One such bio-control is Beauveria, a fungus already registered and produced by third parties. Beauveria is used to control Thrips which either spread a virus that kills crops or lays their eggs in fruit like strawberries rendering them useless. Most if not all greenhouses, including flowering or ornamental greenhouses, in the world, suffer from Thrips.

BVT has developed an inoculum dispenser system that is incorporated into the lid of the commercial bumble bee hive. In the dispenser is a removable tray that contains, in powder form, the inoculant fungi and a mixture of products (being, Vectorite) that allows the bees to effectively pick up the product on their way out of the hive. The trays are changed every three to nine days in order to replenish the depleted inoculum, ensure the freshness of the inoculant fungi, prevent infections to the bees which may result from bee waste, and avoid packing or clumping of the inoculum in the trays. No special skills are required to replace the trays and they take a minimal amount of time to put in place. Exact and predetermined amounts of inoculum can be placed in the tray as well as other kinds of inoculum for certain applications. Vectorite allows the inoculant to get attached to the bee's hairy legs and bodies as they walk through the tray on their way out of the hive.

Bumblebees are used because of their efficiency and effectiveness in distributing BVT-CR7. Bumble bee hives are produced commercially and are approximately 14 x14 x10 inches in dimension. Each hive holds up to 300 bumble bees and the bees live for live for approximately 5-6 weeks then die out naturally. At the end of this cycle, the hives are destroyed. Bumble bees are natural pollinators making thousands of trips a day each and visiting approximately 10 flowers per minute.

The Company is evaluating and designing a system that could work with honeybee hives. This system would open up additional opportunities in crops such as almonds and sunflowers where honeybees are used to pollinate crops more commonly.

### ***Factors Concerning the Company's Financial Performance and Results of Operations***

The key performance indicators for the Company are revenue growth, EBITDA and net income.

The success of the Company to expand will be measured by revenue growth. Revenue growth will be dependent on the Company being able to penetrate new markets, acquire new customers, and continued development of its technologies.

Management believes that net income is a measure of how efficiently and effectively the business is running. The Company is in a period of expansion and growth. Therefore, selling and general administration costs will increase over the next twelve months. To achieve an acceptable net income, management will need to balance the increase in selling and general administration costs and revenue growth. Net income is also viewed as an important measure for determining the value created for shareholders.

Management believes that in addition to revenue and net income, earnings from continuing operations before interest and finance costs, taxes, depreciation and amortization, other non-cash items and one-time gains and losses (for the purposes of the Company's MD&A, EBITDA) as derived from information reported in the statements of operations and comprehensive income is a useful supplemental measure as it provides an indication of the results generated by the Company's principal operating segments but also factors in the administrative expenses incurred during the period. It is believed that EBITDA will become a more meaningful metric in the future when it has had a chance to benefit from the planned marketing and development activities and the building of the required infrastructure to support recurring sales.

### **Recent highlights**

- Commencing September 1st 2016, the Company appointed Ashish Malik, former VP of Global Marketing, Biologics at Bayer CropScience, to the full time position of President and CEO.
- **BVT System Trials – Strawberries**

Independently verified results from US strawberry grower trials - carried out last winter in Florida and Carolina – generally showed that the BVT treatment substantially increased yields and offered superior suppression of Botrytis gray mold compared with the Fungicide (non BVT) program.

In some trials the BVT treatment delivered up to a 30% increase in fruit yields over those treated with current commercially sprayed pesticides. This forms the basis of the foundational program that BVT is establishing with growers. BVT's system is a preventative method of plant protection which allows growers to abstain from overuse of chemicals. There are an increasing number of chemical pesticide products losing their efficacy through resistance build up in plants as a result of excessive use. Widespread adoption of the BVT system by growers would enable the lifespan of these products to be prolonged, through their use only being necessary in cases of extreme infestation.

Every growing partner BVT has worked with to date has initiated second rounds of BVT demonstrations on larger sites. These demonstrations are due to commence in the next growing season starting in December, 2016 in Florida and the Carolinas.

BVT is actively pursuing opportunities for large scale commercial demonstrations in strawberries this winter with leading growers that collectively control a significant percentage of the strawberry production in the Southeastern USA. Further strawberry and raspberry trials are also scheduled for the fall of 2016 with notable growers in Mexico, Spain and Serbia. Serbia is the largest global producer of raspberries and currently uses bees extensively for pollination purposes.

- **BVT System Trails – Sunflowers**

The field trials were designed to evaluate the ability of the BVT system to manage sclerotinia head rot, an invasive fungal disease that causes high levels of loss in sunflowers. Growers have very limited choices in battling this disease since chemical sprays are not economically viable. To assess the efficacy of the system, several plots were inoculated with the disease and plots where the BVT system was deployed were compared against plots that were left untreated. Additional measurements on the yield of the crop and quality attributes were also made where possible in the trials.

In a replicated trial conducted at North Dakota State University using bumblebees, the BVT system delivered a 36% reduction in incidence and a 22% reduction in the severity of the disease on average across three different observations. These reductions in disease incidence and severity were statistically significant. The BVT system produced a yield increase in the crop of 8%.

In a replicated trial conducted in Serbia in collaboration with the Arthur Dobbs Institute and the Serbian Institute of Field and Vegetable Crops and its commercial arm “NS seme”, the BVT system delivered a 43% increase in disease-free flowers, a 25% yield increase and a 5% higher bulk density which is an important quality attribute of the sunflower seed.

In addition, a trial conducted on a sunflower crop in Ontario, Canada resulted in a 46% increase in yield.

- **BVT Regulatory Approvals and Patents**

Since going public in July 2015, BVT has finalized the development of its facility and commenced commercial production of active ingredients used in its system. These products are required to verify correct production samples as required for regulatory purposes by the Environmental Protection Agency (EPA) in the USA and the Pest Management Regulatory Agency (PMRA) process in Canada. Full toxicology testing has been conducted and completed by third party laboratories - Stillmeadows Incorporated, Texas - in accordance with required regulations. As expected, results positively demonstrated BVT's organic inoculant to be safe for humans, the environment and bees. These laboratory reports, which took seven months to complete, will form part of BVT's EPA and PMRA submissions. The BVT submission to EPA is being managed by Senior Personnel at Technical Services Group LLP and favourable pre-submission meetings were held in March, 2016 in Washington DC with the EPA.

Regulatory Submission: In August 2016, the Company submitted its first bio-pesticide BVT CR-7 for regulatory approval to the US Environmental Protection Agency (US EPA). The submission followed eight months of rigorous testing to show the product's safety. Regulatory approval by the US EPA is expected in the first half of 2018; additional regulatory submissions will be pursued during 2017.

Patents Approved: The Company is pursuing an aggressive IP strategy that covers 4 different patent families on its technology and involves 60 patent applications worldwide. The Company has received approval on 11 of these patents in 7 countries worldwide covering all 4 of the patent families; the remaining patents are pending. The patents validate the novelty and innovation in the BVT system and will allow the Company to protect its technology globally from competition;

- **Strategic Positioning**

The Company is focusing on two key strategic priorities:

1. Commercialization: continue to gain grower acceptance through trials and demos, and secure regulatory approvals which will drive revenue in the prioritized crops. The focus is initially in berry crops in the Southeastern US;

2. Selective Market Expansion: expand its accessible market by developing additional crops in the US (e.g. indoor tomatoes, sunflowers), and by submitting for regulatory approval in additional countries.

To drive these priorities in the coming 6 months, the Company is pursuing commercial demonstrations of its proprietary system with influential growers, supporting the review of the BVT CR-7 product at the US EPA and conducting trials in new crops and additional countries.

The Company has progressed several crops past the proof of concept stage and is currently conducting field trials and commercial demos with growers. The path to commercialization includes:

- Crop planning – crops are prioritized based on grower needs, size of the market and the economics and probability of technical success of the technology;
- Proof of concept trials – these are select trials designed to confirm technical fit;
- Field trials – these are replicated trials designed to get statistically significant data. The trials are paid for by the company and are carried out at universities or by contracted researchers under controlled conditions (sometimes on a grower's field);
- Commercial demonstrations – these are carried out on grower fields under field conditions. Demos are secured after the grower is convinced about a possible fit for the technology on their farm by the data from the previous field trials, and are designed to see how the technology can help improve the productivity and economics of the farmer's operation;
- Launch – the final value proposition for the technology is established, the go-to-market plan is developed and the product is available for commercial sales following securing of the regulatory approval.

The Company's objective is to have several opportunities in different stages of the sales cycle at any given growing season. Strawberries have advanced to the commercial demo stage; indoor tomatoes, blueberries and sunflowers are at the field trial stage; almonds are in the proof of concept stage.

- During fiscal 2016, the Company has raised gross proceeds of \$2,602,407 in equity financings.

As the Corporation has no revenue, its ability to fund its operations is dependent upon its securing financing through the sale of equity or assets. See "Risk Factors" below.

## **Results of Operations**

The following discussion of the Company's financial performance is based on the financial statements for the three months ended December 31, 2016 and December 31, 2015.

The financial position as of December 31, 2016 indicates a cash and cash equivalents balance of \$742,329 (September 30, 2016 - \$1,483,506) and total current assets of \$926,246 (September 30, 2016 - \$1,644,279). During the period, long term assets increased to \$993,739 from \$945,049 mainly due to the registration of patents (included in intangible assets). Liabilities (all current) at December 31, 2016 totalled \$213,998 (September 30, 2016 - \$242,605) and comprised of trade payables and accruals.

Working capital, which is comprised of current assets less current liabilities, is \$712,248 at December 31, 2016 compared to \$1,401,674 at September 30, 2016.

For the three months ended December 31, 2016, the Company had a net loss of \$720,475, compared to a net loss of \$610,487 for the same period in 2015. During Q1, the Company continued to conduct trials and research to prove the benefits of the Company's technology, continued to bring awareness of the Company and technology to the public through various initiatives, and continued corporate and general activities.

### **Revenue:**

The Company is in the development stage and will not have any significant revenues until registration and regulatory approvals are received. No revenues have been reported for the three months ended December 31, 2016 and December 31, 2015.

Expenses:

A summary of the expenses for the three months ended December 31, 2016 and December 31, 2015 is as follows:

	2016	2015	% change
<b>Expenses</b>			
Office and general	\$ 377,218	\$ 348,986	8%
Investor and public relations	145,969	84,294	73%
Sales, advertising and marketing	12,628	32,673	-61%
Share based payments	58,139	91,575	-37%
Research and development	129,987	54,959	137%
	723,941	612,487	18%

Office and general:

Below is a breakdown of what comprised office and general for the three months ended December 31, 2016 and 2015:

	2016	2015
Accounting and audit	\$ 20,655	\$ 9,010
Amortization and depreciation	20,285	22,083
Consulting	148,944	106,060
Insurance	5,539	3,243
Legal	40,466	40,594
Occupancy costs	31,589	15,876
Office and general	20,968	48,287
Salaries and benefits	55,459	43,091
warehouse supplies	4,914	6,688
Transfer agent	4,490	4,353
Travel	23,909	49,701
	\$ 377,218	\$ 348,986

Office and general:

These expenses are mostly in line with the comparative period.

Investor and public relations: Additional initiatives were undertaken in this quarter compared to comparative period in order to help educate the public on the Company and its products.

Stock based compensation:

This expense relates to the value of stock options that vested during the year. This is a non-cash expense.

Research and development:

This expense relates to trials and demonstrations of BVT's crop inoculation products and bee delivery platform.



### Summary of quarterly results

Three Months Ended	Net Revenues (\$)	Net Loss	
		Total (\$)	Basic and Diluted Income (Loss) Per Share (\$)
31-Dec-16	-	(720,475)	(0.01)
30-Sep-16	-	(663,935)	(0.02)
30-Jun-16	-	(717,739)	(0.02)
31-Mar-16	-	(619,344)	(0.01)
31-Dec-15	-	(610,486)	(0.01)
30-Sep-15	-	(895,746)	(0.01)
30-Jun-15	-	(2,016,928)	(0.33)
31-Mar-15	-	(29,278)	(0.00)

### Liquidity and Capital Resources

	December 31, 2016	September 30, 2016
	\$	\$
Cash	742,329	1,483,506
Working capital	712,248	1,401,674

### For the three months ended December 31:

	2016	2015
	\$	\$
Cash used in operating activities	(693,800)	(525,778)
Cash from (used) in investing activities	(68,975)	(107,957)
Cash from in financing activities	21,600	632,390

### Cash used in operating activities

Cash used in operating activities for the three months ended December 31, 2016 increased by \$168,022 compared to 2015. Cash used in operating activities for the three months ended December 31, 2016 and 2015 were as follows:

	2016	2015
<b>Cash flow from operating activities</b>		
Net loss for the period	\$ (720,475)	\$ (610,487)
Items not affecting cash		
Share based payments	58,139	91,575
Depreciation and amortization	20,284	22,083
	(642,052)	(496,829)
<b>Net changes in non-cash working capital items</b>		
Sales tax and other receivable	(23,878)	(35,647)
Prepaid expenses and deposits	734	(20,084)
Accounts payable and accrued liabilities	(28,604)	26,782
	(693,800)	(525,778)

***Cash flows used in investing activities***

Major components of this period included \$65,775 spent on patent registrations.

***Cash flows from financing activities***

Cash generated from financing activities for Q1 2016 included net proceeds of \$21,600 received from exercise of options.

**Future Financing**

Notwithstanding its cash position at December 31, 2016, the Company will need additional financing for costs related to operations and its growth strategy. Management recognizes the need for improved cash flow and liquidity for future operations and growth. Management closely monitors the Company's current cash position and the short-term and long-term cash requirements. The Company may be required to obtain additional funding to take advantage of the market opportunities. If additional funding is required, an issuance of common shares or a commitment to issue common shares will most likely be a component of the funding.

The Company's operations currently generate negative cash flow and may depend on future equity issuances or other means of financing to assist in financing its operations, cover administrative costs and finance growth.

The ability of the Company to continue operations will be dependent upon obtaining additional financing as required. The timing and ability to do so will depend on the liquidity of the financial markets as well as the acceptance of investors to small cap companies, in addition to the results of the Company's operation. There can be no guarantee that the Company will be able to secure any required financing.

**Commitments**

The Company leases office space for their headquarters in Mississauga Ontario. The lease is for five years with annual minimum lease payments as follows:

<b>Year</b>	<b>Minimum lease payment</b>
2017	\$ 53,483
2018	\$ 55,064
2019	\$ 56,789
2020	\$ 58,515
thereafter	\$ 4,888

**Off Balance Sheet Arrangements**

The Company does not have any off-balance sheet arrangements that have, or are reasonably likely to have, a current or future effect on the results of operations or financial condition of Intrinsic including, without limitation, such considerations as liquidity and capital resources that have not previously been discussed.

**Related Party Transactions**

During the three months ended December 31, 2016, the Company was charged \$7,500 (plus HST) (2015 – \$7,500), by CFO Advantage Inc., a Company owned by the Chief Financial Officer of the Company, for the services of the Chief Financial Officer.

Key management includes members of the board, the Chief Executive Officer and the Chief Financial Officer. The aggregate value of transactions relating to key management personnel and entities over which they have control or significant influence were as follows for the three months ended December 31, 2016 and 2015:

	2016	2015
Salary, consulting fees and other short-term benefits	\$ 92,785	\$ 41,250
Share based payments	-	91,575
	<b>\$ 92,785</b>	<b>\$ 132,875</b>

### **Proposed Transactions**

As at the date of this MD&A there are no proposed transactions.

### **Accounting Estimates and judgements**

The preparation of these consolidated financial statements requires management to make judgments and estimates that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and reported amounts of expenses during the reporting period. Actual outcomes could differ from these judgments and estimates. The consolidated financial statements include judgments and estimates which, by their nature, are uncertain. The impacts of such judgments and estimates are pervasive throughout the consolidated financial statements, and may require accounting adjustments based on future occurrences. Revisions to accounting estimates are recognized in the period in which the estimate is revised and also in future periods when the revision affects both current and future periods.

Significant assumptions about the future and other sources of judgments and estimates that management has made at the end of the reporting period, that could result in a material adjustment to the carrying amounts of assets and liabilities, in the event that actual results differ from assumptions made, relate to, but are not limited to, the following:

#### *Intangible assets valuation*

The values associated with intangible assets involve significant estimates and assumptions, including those with respect to future cash inflows and outflows, discount rates and asset lives. These estimates and assumptions could affect the Company's future results if the current estimates of future performance and fair values change. These determinations will affect the amount of amortization expense on definite life intangible assets recognized in future periods. The Company assesses impairment by comparing the recoverable amount of an intangible asset with its carrying value. There recoverable amount is defined as the higher of value in use, or fair value less cost to sell. The determination of the recoverable amount involves management estimates.

#### *Useful life of moulds and dies*

Significant estimates are made as to the useful lives of moulds and dies, which have been estimated to be five years.

#### *Useful life of property plant and equipment*

Significant estimates are made as to the useful lives of property, plant and equipment.

#### *Share-based payments*

The Company uses the Black-Scholes Option Pricing Model to calculate the fair value stock options and of common share purchase warrants issued. The model requires the input of highly subjective assumptions including the expected price volatility. Changes in the subjective input assumptions can materially affect the fair value estimate, and therefore the existing models do not necessarily provide a reliable single measure of the fair value of the Company's stock options and common share purchase warrants.

### **Recent accounting pronouncements**

Certain pronouncements were issued by the IASB or the IFRIC that are mandatory for accounting periods on or after January 1, 2016 or later periods. Many are not applicable or do not have a significant impact to the Company and have been excluded. The following have not yet been adopted and are being evaluated to determine their impact on the Company.

IFRS 9, Financial Instruments ("IFRS 9") was updated and re-issued by the IASB on July 24, 2014 and will replace IAS 39, "Financial Instruments: Recognition and Measurement" ("IAS 39"). IFRS 9 replaces the multiple rules in IAS 39 with a single approach to determine whether a financial asset is measured at amortized cost or fair value and a new mixed measurement model for debt instruments having only two categories: amortized cost and fair value. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used, replacing the multiple impairment methods in IAS 39. IFRS 9 is effective for annual periods beginning on or after January 1, 2018.

IFRS 15 Revenue from Contracts with Customers specifies how and when an IFRS reporter will recognize revenue as well as requiring such entities to provide users of consolidated financial statements with more informative, relevant disclosures. The standard provides a single, principles based five-step model to be applied to all contracts with customers. The standard is effective for period's beginning on or after January 1, 2018.

IFRS 2 Share based payments, the amendments, which were developed through the IFRS Interpretations Committee, provide requirements on the accounting for the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments; share-based payment transactions with a net settlement feature for withholding tax obligations; and a modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled. The effective date is for annual periods beginning on or after 1 January 2018. Earlier application is permitted.

IAS 7 Statement of Cash Flows, the amendment states that it is required to provide disclosure of information that enables the users of the financial statements to evaluate the changes in liabilities arising from financing activities, whether changes relating to cash flows or changes not relating to cash flows. The amendment shall be applied by way of prospective application for annual reporting periods beginning on January 1, 2017 or thereafter. Early adoption is permitted.

IFRS 16 – Leases, effective for annual periods beginning on or after January 1, 2019. The most significant change introduced by IFRS 16 is a single lessee accounting model, bringing leases on-balance sheet for lessees.

## **Financial Instruments**

### **Fair Value**

Financial instruments of the Company as at December 31, 2016 and September 30, 2016 consist of cash and accounts payable and accrued liabilities. There are no significant differences between the carrying amounts of the items reported on the consolidated statements of financial position and their estimated fair values because of the short-term maturities of these items.

The Company's risk exposures and their impact on the Company's financial instruments are summarized below.

### **Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market prices comprise four types of risk: interest rate risk, foreign exchange risk, commodity price risk and other price risk, such as equity risk. Financial instruments affected by market risk include cash deposits.

### **Interest rate risk**

The Company is exposed to insignificant interest rate risk. Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. Fluctuations in market interest rates do not have a significant impact on the Company's results of operations due to the short-term nature of interest bearing cash.

### **Credit risk**

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its obligations. The Company's maximum exposure to credit risk at the end of the reporting period is the

carrying value of its financial assets (i.e. cash). Cash is held with a large financial institution in Canada, and management believes that exposure to credit risk is not significant.

#### 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 currently settles its financial obligations out of cash. The ability to do this relies on the Company raising financing in a timely manner and by maintaining sufficient cash in excess of anticipated needs. See note 1 for further disclosure on the going concern assumption.

The Company's accounts payable and accrued liabilities are subject to normal trade terms and have contractual maturities payable within 30 days for 2016 and 2015. At December 31, 2016, the Company has current assets of \$926,246 (September 30, 2016 - \$1,644,279) and current liabilities of \$213,998 (September 30, 2016 – \$242,605) resulting in working capital of \$712,248 (September 30, 2016 – \$1,401,674).

#### **Disclosure of Share Capital**

As at the date of this report the Company had 48,374,071 common shares issued and outstanding.

As at the date of this report the Company had 4,947,878 share purchase warrants outstanding.

As at the date of this report the Company 4,791,600 stock options outstanding.

#### **Risks**

*See risk section detailed in the Company's filing statement as filed on SEDAR on June 1st, 2015*