



GOODBODY HEALTH INC. (FORMALLY SATIVA WELLNESS GROUP INC.)

MANAGEMENT'S DISCUSSION AND ANALYSIS
OF THE COMPANY'S FINANCIAL CONDITION AND RESULTS OF
OPERATIONS FOR THE SIX MONTHS ENDED June 30, 2022

FORM 51-102F1



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### DATE AND SUBJECT OF REPORT

The following Management Discussion & Analysis ("MD&A") is intended to assist in the understanding of the trends and significant changes in the financial condition and results of operations of GOODBODY HEALTH INC. (hereinafter "Goodbody" or the "Company") for the six months ended June 30, 2022.

This MD&A has been prepared with an effective date of August 18th, 2022 the date it was authorised for issue by the board of directors, and should be read in conjunction with the Company's June 30, 2022 unaudited consolidated financial statements as filed on SEDAR.

#### **SCOPE OF ANALYSIS**

The following is a discussion and analysis of Goodbody Health Inc. (formerly Sativa Wellness Group Inc.). The Company reports its financial results in British pounds and in accordance with International Financial Reporting Standards ("IFRS"). All reported financial information includes the financial results of the Company and its subsidiaries. This MD&A is presented in British pounds unless otherwise stated.

The Company announced a change of name to Goodbody Health Inc. to align the parent company with its main brand name "Goodbody" and its trading subsidiaries "Goodbody Wellness Ltd" and "Goodbody Botanicals Ltd" on 10<sup>th</sup> January 2022.

### **DESCRIPTION OF BUSINESS**

Goodbody Health Inc. is a publicly traded corporation incorporated in Canada with offices located at The Blue Building, Stubbs Lane, Beckington, Somerset, BA11 6TE, UK. The Company's common shares were traded on the Canadian Securities Exchange ("CSE") until 17<sup>th</sup> August 2022 and ongoing on the Apex segment of the AQSE Growth Market ("AQSE"), under the trading symbol "GDBY", is quoted on the over-the-counter ("OTC") QB market in the United States under the trading symbol "GDBYF", and the Frankfurt Stock Exchange "FSE", under the trading symbol 4840.

### What We Do

**Our Vision** 

Goodbody Group's vision is to be recognised as one of the leading health & wellness companies in the territories that it operates. Goodbody is an aggregator of the highest quality, most innovative range of health services and products which include covid tests, blood tests, genome tests, other diagnostic tests, technology and CBD products to meet today's fast evolving consumer expectations. We plan to expand our distribution network and relevant partnerships to provide these high-quality health products and services in the UK and Europe.



#### **Goodbody Botanicals Products**



Goodbody Health Group produces an entirely EU-based compliant CBD product and feels it is uniquely positioned to meet the requirements of the EU marketplace. ISO2002, Hazardous and Critical Control Process ("HACCP") and Good Manufacturing Practices (GMP) certificates greatly increase the value of an extraction Company's products.

The Company's CBD operations comprise extraction and formulation facilities in Poland, and sales and marketing in the UK, supporting 4 Pillars of the product range: Sleep, Restore, Calm, and Relief.

#### Activities include:

- CBD extraction, wholesale bulk isolate and distillate sales from the Olimax factory in
- Offering White Label & Wholesale products across the range
- Distribution partner in Germany to develop the European market
- Product Range Development

Our products are positioned as 'Best Quality, Best Price Guaranteed', underpinning our positioning with a membership model offering the cheapest CBD prices that can be found in the UK market today. Guaranteed quality and prices to the consumer or their money back.

This enables the Group to generate long term predictable revenues with the opportunity to build loyalty to the brand. The quality is re-enforced through the processes undertaken to manufacture the products and the in-house scientific and quality team. Quality also substantiated through evidence based on customer reviews, Trust Pilot reviews, Live Chat and research articles.



Goodbody's focus is the European marketplace, which comprises the UK, the EU and the rest of Europe. The UK is the leading consumer market for retail CBD products, followed by countries such as Italy and Germany, with strong growth in emerging CBD markets such as Poland and the Czech Republic. Sativa Wellness Poland will be producing a broader range of cosmetic products for the EU and UK market.



#### Goodbody Health products included on FSA Novel Food Register

CBD extract and isolate products were confirmed as novel food products in January 2019. Under the novel food regulations. Foods or food ingredients which do not have a history of consumption before May 1997 should be evaluated and authorised through the Novel Foods submission process before they can be placed on the market. This process ensures novel food products meet legal standards, including safety and content.

To bring the current market into compliance, the FSA asked the industry to submit retrospective applications, for CBD products which were on sale on 13 February 2020. The products linked to the applications which were making initial progress through the novel foods' authorisation were allowed to stay on the market until a decision on their authorisation had been made.

In this respect, Goodbody submitted ingestible products that were sold prior to 13 February 2020 and unlike most CBD companies we submitted our own CBD formulations rather than 3rd party formulations. On 31<sup>st</sup> March 2022 following the UK Food Standard Agencies (FSA) publication of the Novel Foods approved list for CBD, the Company's application has been authorised by the FSA to the next stage of the Novel Foods submission, being the publication of the Awaiting Evidence List. This means the FSA are now awaiting the final toxicology results and are satisfied with all the other evidence submitted at which point the Company will progress onto the final Validated list.

The Company welcomes this increased compliance in the sector as the new regulations ensure that only fully compliant products are placed on the market. Those not included on these FSA Novel Food Validated or Awaiting Evidence lists will have to be taken off sale. Goodbody Health is now well placed to continue its growth in the CBD market as this process restricts the market to fewer competitors, as many did not meet the criteria. Consumers can visit https://ukcbdlist.com, a site run by the Association for the Cannabinoid Industry (ACI), to see if a brand is compliant.

### **PhytoVista Laboratories**

Phytovista is a leading accredited cannabinoid testing laboratory which tests CBD and hemp derived products. PhytoVista Laboratories has been granted accreditation to ISO/IEC 17025:2017, General requirements for the competence of testing and calibration laboratories granted by United Kingdom Accreditation Service (UKAS), the UK governments appointed National Accreditation Body. Accreditation to ISO/IEC 17025 plays an important role in supporting the provision of accurate and reliable results from laboratory testing, calibration, sampling, and measurement services.

The Company's custom-built, state-of-the-art laboratories in the UK and Poland use stringent methodology to ensure delivery of accurate results, compliance, and the highest quality.

Phytovista Laboratories achieved another significant milestone with an extension to its ISO 17025 UKAS accreditation on 7<sup>th</sup> February 2022 with a test to meet Government Chemist and the Advisory Council on the Misuse of Drugs ("ACMD") Guidance, one of a very small number of laboratories accredited for this type of testing.



### **Goodbody Wellness Services**

### **COVID-19 Testing – Initial growth through PCR testing**

In November 2020, the Company announced the opening of the Goodbody Clinic in the Company's Goodbody Wellness store in Bath, UK. Since then, the company had grown to a network of clinics, mainly based in pharmacies, providing COVID PCR, antigen and antibody testing for those who want to find out if they have had COVID 19 and to see if they have developed antibodies. Customers book an appointment online and attend in-clinic to undertake a test administered by a trained medical professional. The test samples are sent to accredited laboratories, with express "next day" delivery service available for PCR tests, delivering certificates via email and SMS. Rapid antigen and antibody results are available within 15 minutes.

The COVID-19 pandemic has amplified the need for change in the provision of diagnostic services and has also provided an opportunity for this change. Many beneficial changes in relation to diagnostic pathways, such as increased use of virtual consultations and community services, are consistent with our growth strategy. This laid the foundation for the business to develop into other diagnostics.

Revenue in the Online Doctor Consultations segment is projected to reach £474.40m in 2022 with an annual growth rate (CAGR 2022-2027) of



7.87%, resulting in a projected market volume of £693.00m by 2027. <a href="https://www.statista.com/outlook/dmo/digital-health/ehealth/online-doctor-consultations/united-kingdom?currency=GBP">https://www.statista.com/outlook/dmo/digital-health/ehealth/online-doctor-consultations/united-kingdom?currency=GBP</a>

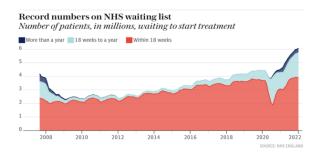
Even though vaccines have been developed, living with COVID-19 is still going to require significantly more comprehensive disease surveillance of the UK population.

The NHS Long-term Plan (2019) sets out the critical need to give people more control over their own health, using community services such as pharmacies.

### The NHS Challenge

The world is faced with growing health epidemics and challenges, which puts traditional health services under unprecedented stress. The UK Parliament's health and social care committee said the NHS faces an "unquantifiable challenge" to deal with patients who have not been treated because many have health conditions that have yet to be identified.





Pointing to figures showing that 5.8 million patients are waiting for planned care like routine operations, he warned that the number "could double by 2025" and that the NHS faces an "unquantifiable challenge in tackling a backlog of cases caused by the pandemic"- Daily Telegraph 6<sup>th</sup> Jan 2022.

- The NHS is already under considerable stress
- 'Brexit' has caused material staffing Issues with non-UK residents returning to their country of origin
- The pandemic has added unprecedented strain and delayed critical services, such as cancer screening
- GP Diagnostics services over-worked creating huge delays driving those with disposable money to the private sector
- Pharmacies are short of funds and in addition are having the NHS apply further services to be administered by the pharmacist within the same budgets creating unsustainable positions
- Radical investment and reform of diagnostic services in NHS Long Term Plan has been delayed, but now at critical stage

GPs are overwhelmed, the 11,500 plus pharmacies in the UK can provide front line diagnostic services.

# The NHS plan sets out that there is a need to give people more control over their own health, using community services such as pharmacies

### **Goodbody Health Plan**

- Support the NHS Long Term Plan
- Provide "frontline" healthcare services in the local community partnering with local pharmacies
- Implement advanced technology to disrupt the existing inefficient model time, courier, laboratories
- Focus on PREVENTION testing before symptoms appear
- Be an aggregator of the highest quality, most innovative wellness solutions
- Enable customers to manage their healthcare digitally taking pressure off the GPs and hospitals
- Provide local and remote solutions to the three distinct groups "wellness inquisitors",
   "diagnostic concerns" and "existing conditions"

With the maxim of "Know More – Live Better" the Company is targeting 3 key areas to achieve this:

 Prevention: encouraging people to check their wellness, take responsibility for their lifestyle to avoid joining the NHS backlog before symptoms appear. "Wellness as a lifestyle choice"



- Displacement: moving non-urgent activity from the GPs to the local pharmacies
- Customer Relationship Management & Marketing: Not a transactional business, we are developing CRM with technology to track, predict, gamify a suite of marketing programmes optimising life stage, seasonality, family genetics, emotions, and socioeconomics.

### **Blood Testing**

The company has built a relationship with a key group of pharmacies to understand their needs to facilitate their community whilst retaining suitable margins within the parameters of working with the NHS. This initiative shaped our product range and the implementation of our services within the locally led independent pharmacies.

As well as taking some of the established covid pharmacies and upgrading then to diagnostic pharmacies to offer the venous draw blood testing products and in clinic testing devices the company acquired new pharmacies to receive training and support to provide the blood testing products and services.

On the 8<sup>th</sup> March 2022, the Company ordered a first tranche of 100 Abbott blood testing machines for its existing UK clinic network enabling it to offer blood testing in over 150 UK locations through its clinic network.

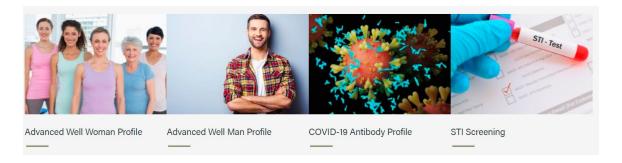


Using the Abbott blood testing Machines, Goodbody Health will administer blood tests with respect to lipids (heart / cholesterol) and diabetes through the Company's clinics. By identifying issues relating to heart health and diabetes through its blood testing, the Company hopes to help customers take control through making healthy lifestyle changes and further the Company's maxim of helping people 'Know more, Live better'.

We provide phlebotomy services to offer a venous blood draw service through our Bath clinic and a growing number of our clinic network sites.







Health.Goodbodyclinic.com is connected to our existing Independent Community Providers to facilitate in clinic blood testing appointments nationwide, driving appointments direct into our partners. Home test kits can be bought direct from the Company's webstore.

### Environmental, Social, Governance (ESG) Policy

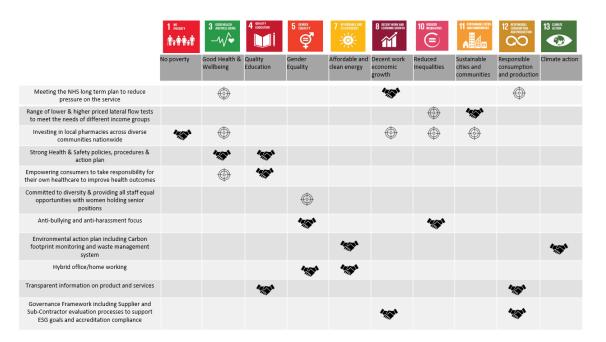
We deliver products and services to our stakeholders that support, impact and underpin socially responsible themes.

The group ESG Strategy has six priority areas:

- Climate action: Making progress towards becoming a net zero business within a low carbon economy.
- Equality, Diversity, and inclusion: Accelerating progress to improve representation and diverse talent pipelines. Equal access to all to our services and to jobs for staff.
- Empowering colleagues and our communities: Sustaining a skilled workforce today and for the future, continuing to prioritise colleague health and wellbeing, and taking action to help and collaborate with communities in need.
- Supporting and connecting with our clients: Being clear and transparent about how we can help clients to improve their sustainability performance through an ESG-centric approach.
- Acting with integrity in everything that we do: Taking ownership and holding ourselves accountable for the way we do business.
- Building trust and increasing transparency: Enhancing the credibility of our own ESG disclosure, consistent with our purpose of delivering positive outcomes with our colleagues, clients, and communities.

During the quarter the company undertook an ESG audit from which an action plan was generated to work towards the above priorities.







### **BUSINESS UPDATE Q2 2022**





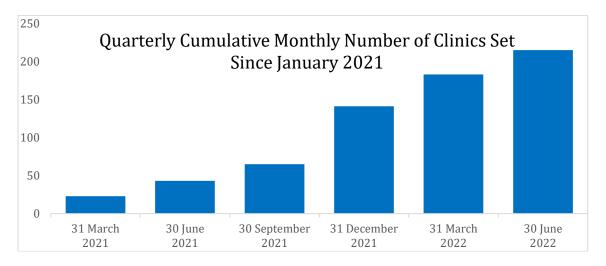


Coronavirus Antigen Test for current infection.

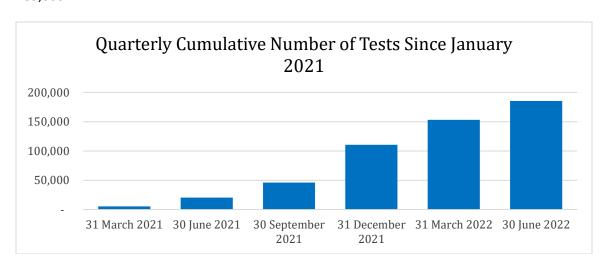


Coronavirus (RT-) PCR Test for current infection.

The successful testing model grew through partnering with more pharmacies to bring the total number of clinics open at the end of June 2022 to exceed 215.



By the end of June 2022, the number of all types of tests carried out in had reached over 185,000.





The number of clinics continues to increase, and we plan to further expand nationwide whilst also broadening the products and services which they offer to their customers.

On 16<sup>th</sup> June 2022 the company announced that, the Care Quality Commission (CQC) registration has now been granted. The company now provides all its testing services under the regulated activity diagnostic and screening procedures. CQC is the independent regulator of health and adult social care in England.

This enables our customers and other stakeholders to be confident that Goodbody will provide safe, effective, compassionate, high-quality care, and can be reassured that the Company will be monitored and inspected to make sure that standards of quality and safety continue to be achieved. This in turn helps to drive customers into our network of clinics to benefit from our expanding range of products and services.

Our product range has expanded significantly, working with a number of suppliers to create a product range that includes 52 tests which are split into;

- In clinic venous draw blood tests such as the Well Woman and Well Man tests currently selling at £175. Blood is sent to an accredited laboratory with results given back to the patient within a couple of days.
- Home test kits such the popular Bowel Health test have been launched which are undertaken at home with results received at home.
- A health check (MOT) was introduced—Using the Abbott devices the Company has
  created an in-clinic test that provide the patient with a rounded understanding of their
  health with an estimated risk score calculation.
- On 20<sup>th</sup> June 2022 the company announced that, the company has launched a Genetic Risk Testing for Cancer and Cardiovascular Diseases. This helps customers gauge and understand their cancer and heart disease risk better in conjunction with Everything Genetic. These tests provide medically validated genetic testing for cancer and heart disease allowing customers to take control of their health and to detect potential problems at an early stage

### **Phytovista Laboratories**

On 11<sup>th</sup> April 2022 the company was also granted a UK Home Office controlled drugs license that allows the company to handle up to Schedule 1 Controlled Drugs and is now one of a small number of laboratories accredited by the UK National Accreditation Service (UKAS) with extended provisions to carry out these specialist activities.

PhytoVista laboratories is now ideally positioned to help CBD companies achieve compliance by providing data in accordance with the ACMD guidance on acceptable levels of controlled cannabinoids in consumer products.



### **OUTLOOK 2022 & RECENT DEVELOPMENTS SINCE SECOND QUARTER 2022**

The AGSM has on the 9th August confirmed that the Company would redomicile from Canada to Guernsey. The Company will remain listed on the AQSE in London and listed on the OTCQB in New York. The relocation and resumption of trading is planned to be completed during August.

At the date of the report there are 235 clinics which include more than 160 clinics able to undertake blood testing including the Superdrug stores.

#### **RESULTS OF OPERATIONS**

#### Non-GAAP Measures

The Company prepares its Annual Financial Statements in accordance with IFRS. However, the Company considers certain non-GAAP financial measures as useful additional information to assess its financial performance. These measures, which it believes are widely used by investors, securities analysts and other interested parties to evaluate its performance, do not have a standardised meaning prescribed by GAAP and therefore may not be comparable to similarly titled measures presented by other publicly traded companies, nor should they be construed as an alternative to financial measures determined in accordance with IFRS. Non-GAAP measures include clinic and test numbers, "EBITDA" and "Adjusted EBITDA".

### **EBITDA** and Adjusted **EBITDA**

Earnings before interest, taxes, depreciation and amortisation ("EBITDA") and consolidated adjusted earnings before interest, taxes, depreciation and amortisation ("Adjusted EBITDA") are non-IFRS measures of financial performance. The presentation of these non-IFRS financial measures is not intended to be considered in isolation from, as a substitute for, or superior to, the financial information prepared and presented in accordance with IFRS, and may be different from non-IFRS financial measures used by other companies. Company management defines EBITDA as follows: IFRS Net income (loss) adding back accretion and interest expenses (including amortisation of deferred financing fees), income taxes, amortisation, gain/loss on disposal of assets, and fair value gain/loss on financial liabilities. Adjusted EBITDA is calculated as EBITDA and excludes discontinued operations and the effects of significant items of income and expenditure which may have an impact on the quality of earnings, such as restructuring costs and impairments where the impairment is the result of an isolated, non-recurring event. It also excludes the effects of equity-settled share-based payments, changes in deferred revenues, and other extraordinary one-time expenses. It also excludes unrealised exchange rate movements, especially as most are generated on intercompany balances. Management believes EBITDA and Adjusted EBITDA are useful financial metrics to assess its operating performance on a cash basis before the impact of non-cash items.



### **Selected Annual Information**

Period Ended:	December	December	December
	31, 2021	31, 2020	31, 2019
	£	£	£
Revenue	17,058,060	1,994,224	1,449,493
Gross profit	8,930,782	1,123,693	754,197
Selling, general, administrative (SG&A) and	10,998,900	5,756,931	4,551,725
other Expenses			
Income tax payable/(receivable)	67,634	(128,171)	-
Net loss for the year	(2,135,752)	(4,505,067)	(3,797,528)
Basic and diluted loss per share (pence)	(0.62)	(2.77)	(4.77)
Adjusted EBITDA	483,673	(3,269,840)	(2,796,928)
Balance Sheet Data:			
Cash and cash equivalents	6,068,172	1,872,597	1,992,531
Total assets	10,843,269	8,209,536	4,551,689
Accounts payable and accrued liabilities	2,319,768	1,066,908	349,358
Total liabilities	3,774,812	1,925,047	1,050,478
Shareholders' equity	7,068,457	6,284,489	3,501,211
Cash Flow Data:			
Increase (decrease) in cash for the year	4,195,575	(119,934)	(1,750,190)

The Group reported revenues of £17,058,060 in the year to December 31, 2021, representing growth of £15,063,836 (+755%) on 2020 (£1,994,224) on a backdrop of lockdown due to COVID. This was driven by COVID-19 testing, launched in Q4 2020 in one clinic, but offered through more than 215 clinics by the end of Q2 2022.

Gross profit of £8,930,782 in the year to December 31, 2021 increased by £7,807,089 (+695%) from the prior year, representing a decrease in margin of 4.0pts to 52.4%, driven by reduced pricing across all business areas.

The Company realised a net comprehensive loss of £2,135,752 in the year ended 2021, compared to a loss of £4,505,067 during 2020, after the net tax charge of £67,634, and £178,628 of currency translation adjustments and the following expenses.

- Sales and marketing costs were £4,217,737 in the year ended 2021, compared to £539,977 in 2020, an increase of 681% due to the use of online advertising to drive clinic bookings and general brand awareness marketing.
- Wages and staff overhead costs were £1,806,062 in the year ended 2021, compared to £1,425,670 in 2020, an increase of 27% due to the expansion of the staff to deal and manage the increased COVID revenue.
- Professional fees and regulatory costs were £1,171,949 in the year ended 2021, compared to £1,687,922 during 2020, a decrease of £515,973 (31%), due to the transaction costs in 2020 not being required netted off with some restructuring support at the start of 2021 and costs related to accreditations achieved during the year.



- Expenditure on infrastructure and operational was £991,665 in the year ended 2021, representing an increase of £417,952 (73%) on 2020 (£573,713) driven by the growth of the clinic network and support functions.
- Travel and entertaining was £116,832 in 2021 an increase of £77,414 over 2020 at £39,418 due to the allowance to travel again after the pandemic travel restrictions the previous year.
- The Company incurred other general and administrative expenditure of £389,508 in the year ended 2021, an increase of £120,990 compared to 2020 as expected to support growth.

### Non-cash Charges

The share-based payment charges, totaled £276,618 in the year ended 2021, a decrease of £829,219 on 2020 (£1,105,837). The decrease is due to less options awarded during the year and the forfeiture of options granted to an employee.

Net Assets total £7,068,457 at 31 December 2021, incorporating £6,068,172 in cash and cash equivalents.

### **Cash Flows**

Net cash inflows in the year to December 31, 2021 were £4,195,575.

- Net cash gained in operations totaled £1,855,647 after R&D tax credits.
- Cash outflows from investing activities of £122,222 was mainly due to £242,163 from investing in plant and equipment netted against 131,424 of proceeds.
- Cash inflows from financing activities of £2,462,150 was due to net proceeds from placing of equity shares of £2,664,316.



### **SUMMARY OF QUARTERLY RESULTS**

The following is a summary of the Company's financial results for the eight most recent quarters:

Quarter Ended		Total revenue		Total expenses		Comprehensiv profit (loss) fo the period		Basic and Diluted Profit/(Loss) per share
June 30, 2022	£	2,234,618	£	3,106,810	£	(872,192)	Pence	(0.24)
March 31, 2022	£	5,168,662	£	5,067,001	£	101,661	Pence	0.03
December 31, 2021	£	7,182,873	£	8,452,333	£	(1,269,460)	Pence	(0.35)
September 30, 2021	£	5,017,521	£	5,009,680	£	7,841	Pence	0.00
June 30, 2021	£	3,481,239	£	3,435,021	£	46,218	Pence	0.01
March 31, 2021	£	1,376,427	£	2,296,779	£	(920,352)	Pence	(0.30)
December 31, 2020	£	781,170	£	2,161,185	£	(1,380,015)	Pence	(0.46)
September 30, 2020	£	480,348	£	1,261,459	£	(781,111)	Pence	(0.55)

Financials results for the period ended June 2022 were converted from CAD to GBP at a rate of £1.00 = \$1.65194, and from PLN to GB at a rate of £1.00 = PLN 5.50486.

The quarterly revenue growth trend was disrupted in the first three quarters of 2020 due to the impact of the COVID-19 global pandemic. However, the launch of COVID testing in Q4 2020, drove a 63% increase in revenues on Q3 2020 resulting in the Company's strongest quarterly revenue performance reported at that date.

Growth in revenues continued in 2021 driven by the clinic expansion through pharmacies and mobile clinics offering COVID testing starting with a 76% increase for Q1 2021 over Q4 2020 and then a 153% increase in Q2 2021 over Q1 2021 and a 44% in Q3 2021 over Q2. Further expansion in the clinics resulted in a 43% further revenue increase in Q4 2021 compared with Q3 2021.

Q1 2022 revenue remained strong as COVID testing continued however it reduced by 28% compared to Q4 2021 as would be expected with the COVID restrictions being eased. The blood testing roll-out across the existing clinics as well as online was expanded in Q1 2022 to replace the COVID testing that is expected to decrease through the year. COVID testing has continued through Q2 however it is on the decline and revenue has reduced by 57% compared with Q1 2022. Blood testing has continued growing as more blood testing technology and tests options are being rolled out to clinics.



Operating costs were significantly reduced in Q2 and Q3 2020, including measures to reduce ongoing operating expenditure. The increase in expenses from Q4 2020 into Q1 2021 compared to previous periods was driven by operating costs relating to COVID testing revenues such as outsourced laboratory tests in addition to non-operational costs such as termination payments and professional fees relating to the Stillcanna Inc. merger.

Total expenses for Q2 were 50% higher than Q1 2021, and investment in the clinic network and CBD in Q3 2021 created an increase of 46% in costs but this was in line with the increase in revenue. Costs in Q4 2021 were 69% higher than Q3 but some of this was driven one-off year-end adjustments relating to impairments, without which it would have been 47%.

Expenses decreased by 40% in Q1 2022 compared with Q4 2021 due to reduced revenue, resulting in a profit of £102k for Q1. Expenses decreased by 39% in Q2 2022 compared to Q1 2022 resulting in a loss of £872k for Q2. Further cost cutting measures have been implemented to improve this position in Q3 2022.

Review of Consolidated Financial Information for Q2 2022 compared to Q2 2021

Results of Operations		Q2 2022		Q2 2021
Revenue	£	2,234,618	£	3,481,239
Gross profit	£	1,014,768	£	1,915,425
Sales and Marketing	£	627,819	£	991,530
Staff Costs	£	588,621	£	447,901
Professional and regulatory costs	£	301,524	£	291,447
Infrastructure and Operational	£	277,180	£	142,665
Travel and Entertaining	£	45,192	£	37,400
Admin, financial and operating income	£	52,528	£	92,789
Share-based payment charges	£	3,274	£	(13,264)
Depreciation and Amortization	£	136,764	£	285,099
Other income and expenses	£	208,432	£	(154,363)
Profit/(Loss) before income tax and currency	£	(1,226,566)	£	(205,781)
adjustments				
Income tax	£	80,846	£	-
Currency translation adjustments	£	273,528	£	251,999
Net and comprehensive profit/ (loss)	£	(872,192)	£	46,218
Basic and diluted profit/(loss) per common		(0.24)		0.01
share (Pence)				
EBITDA (adjusted for non-cash items)	£	(878,096)	£	(81,464)

Financials results for the period ended June 2022 were converted from CAD to GBP at a rate of £1.00 = \$1.65194, and from PLN to GB at a rate of £1.00 = PLN 5.50486.

#### Revenue

The Company recorded revenues of £2,234,618 in Q2 2022, representing a decrease of £1,246,621 (36%) on Q2 2021 (£3,481,239), due to the anticipated decline in demand for PCR testing of COVID-19.



### Gross profit margin

Gross profit decreased by 47% (£900,657) from the prior period, to £1,014,768 in Q2 2022, whilst the margin decreased from 55% to 45%, due to competitive pricing in the market.

### Sales and marketing

The Company incurred sales and marketing expenditure of £627,819 in Q2 2022, a decrease of £363,711 (37%) compared to Q2 2021 (£991,530). This decrease is driven by the costs associated with the online advertising for clinics in line with the lower demand for COVID testing.

### **Staff Costs**

Wages and salaries have increased by £140,720 (31%) on Q2 2021, to a total payment of £588,621 in Q2 2022, due to an increase in headcount as part of the increased staff structure to support the clinic testing operations and increased rollout of new blood testing.

### Professional fees and regulatory costs

Expenditure on professional fees totalled £301,524 in Q2 2022, representing an increase of £10,076 compared to spend in Q2 2021 due to additional audit costs.

### <u>Infrastructure and operational Fees</u>

Infrastructure and operational fees of £277,182 in Q2 2022 is a 94% increase of £134,517 compared to the comparison period in 2021. Q2 2022 included increased costs for irrecoverable VAT (£100,286), directly linked to the increase in COVID testing revenue and costs associated with the Canadian office set up. Further investment in IT structures and developers to keep up with the increased number of pharmacies and a wider range of blood testing.

#### Travel and entertainment

Travel and entertainment have increased by £7,792 (21%) on Q2 2021, to a total payment of £45,192 in Q2 2022, due the costs associated with the temporary move of the Executive Chairman to Canada and an increase in headcount and travel to the pharmacy network following the lifting of travel restrictions.

### Admin, financial and operating income

The Company incurred admin and financial costs of £52,528 in Q2 2022, a decrease of £40,261 (43%) compared to Q2 2021 (£92,789). This decrease is driven by the costs associated with the decreased bank and transactional fees associated with the reduced revenue.

#### Share-based payment charges

Share-based payment charges, a non-cash expense, totalled £3,274 in Q2 2022, an increase of £16,538 on Q2 2021 (-£13,264) due to a share based payment reversal in Q2 2021 for a leaver.

### Depreciation and amortization charges

Depreciation and amortization charges, a non-cash expense, totalled £136,764 in Q2 2022, a decrease of £148,335 on Q2 2021 (£285,099) following an evaluation of the depreciation policy for the extraction plant in Poland which reduced the depreciation charge to reflect updated expectations of the asset lives.



### Other income and expenses

Other income and expenses netted to an expense of £208,432 in Q2 2022, compared to net income of £154,363 in Q2 2021, resulting in a variance of £362,795 due to currency gains and losses.

### Net and comprehensive profit / (loss)

The Company realised an expense of £872,192 in Q2 2022, a decrease of £918,410 compared to the £46,218 gain incurred in Q2 2021, after accounting for £273,528 of foreign translation gains compared to a gain of £251,999 in the comparative quarter.

#### Adjusted EBITDA

The EBITDA has been adjusted for non-cash unrealised currency movements, share based payments and asset and goodwill impairments to reflect better the company's underlying performance. The company had an adjusted EBITDA loss of £878,096 in Q2 2022, a reduction of £796,632 compared to an adjusted EBITDA loss of £81,464 in Q1 2021. This reflects the reduced profits due to the reducing demand for COVID testing.

### LIQUIDITY, CASH FLOWS AND CAPITAL RESOURCES

#### Liquidity

At June 30, 2022 and December 31, 2021, the Company had the following liquidity related financial information:

		June 30, 2022		December 31, 2021
Cash and cash equivalents	£	3,736,979	£	6,068,172
Liquid assets (1)	£	4,033,166	£	6,490,579
Quick ratio (2)		1.9		1.7
Total assets	£	8,440,88	£	10,843,269
Total liabilities	£	2,083,453	£	3,774,812
Working capital	£	2,971,336	£	3,706,188
Working capital (current) ratio (3)		2.5		2.0

- (1) Liquid assets include cash, receivables, and refundable sales taxes receivable.
- (2) Quick ratio is defined as cash and cash equivalents divided by current liabilities.
- (3) Working capital (current) ratio is defined as liquid (current) assets divided by current liabilities.

Liquidity is defined as the potential that the Company will encounter difficulties in meeting its financial liabilities and other contractual obligations, and the factors that may affect liquidity. Such factors include staff costs and other operating overhead, production and sales levels, capital investment, foreign currency fluctuations, seasonal trends, regulatory initiatives and compliance, income and sales tax refunds, and a rapidly evolving and immature market. See the Financial Statements note 5.



These factors could adversely impact the Company's liquidity, potentially resulting in operating cashflows not being able to meet the Company's working capital requirements. The Company's strategy to achieve positive cash flows in the medium term, to meet its operating and capital requirements was achieved in Q4 2021 and Q1 and Q2 have reinvested some of this cash generated to blood testing technology. The company may wish to raise additional capital for acquisition and other expansion opportunities. Whilst the Company has been successful in raising additional capital via the issue of shares in the past, there is no guarantee that the Company could raise capital either through shares or debt in the future on acceptable terms.

The Company proactively monitors liquidity risk, by primarily focusing on liquid assets and working capital, via quick and working capital (current) ratios.

The Company's cash and cash equivalent position has decreased by £2,331,193 from the 2021 year end to £3,736,979 as at June 30, 2022 as cash is invested in blood testing and other infrastructure to expand the services offered.

#### **Cash Flows**

Net cash flow		For the six months ending June 30, 2022		For the six months ending June 30, 2021
Operating activities	£	(2,005,389)	£	(724,925)
Investing activities	£	(234,551)	£	(120,439)
Financing activities	£	(91,253)	£	2,591,470
Cash at beginning	£	6,068,172	£	1,872,597
Cash at end	£	3,736,979	£	3,618,703

### Review of cash flow in the six months ending June 30, 2022

Cash used in operating activities was £2,005,389:

- Movements in inventory increased cash by £6,921
- Movements in trade and other receivables decreased cash by £9,508
- Movements in trade and other payables decreased cash by £1,091,748
- Movements in prepayments and other current assets decreased cash by £125,649
- Movements in accruals and other current liabilities decreased cash by £512,475
- Movements in unrealised currency loss increased cash by £680,916

Cash used in investing activities was £234,551

- Payments for plant and equipment relating to investment in plant & machinery, buildings, and vehicles net of proceeds for asset sales.

Cash used in financing activities was £91,253 relating to the payment of lease liabilities.

### **OFF BALANCE SHEET ARRANGEMENTS**

The Company does not have any off-balance sheet arrangements.



### **RELATED PARTY TRANSACTIONS**

The Company has determined that its key management personnel consist of executive and non-executive directors of the Company and corporate officers.

The remuneration of directors and key management personnel for the three and six-month periods to June 30, 2022 and 2021 was as follows:

		Three-mo	onths ended		Six-months ended	
		June 30, 2022	June 30, 2021		June 30, 2022	June 30, 2021
Wages and salaries to Directors and key management	£	183,267	155,459	£	368,387	265,723
Directors Fees	£	-	100,785	£	-	156,699
Share-based compensation	£	4,472	5,996	£	13,476	12,111
	£	187,739	262,240	£	381,863	434,533

Other related party transactions for the three and six-month periods to June 30, 2022 and 2021 was as follows:

		Three-mo	nths ended	Six-mont	hs ended	
		June 30, 2022	June 30, 2021		June 30, 2022	June 30, 2021
Recharged expenses	£	1,125	14,179	£	3,110	14,440
Consultant fees – Carbon Managers Limited	£	39,000	88,000	£	78,000	98,000
Overseas living allowance and accommodation	£	21,575	-	£	47,509	-
Rent - Carbon Managers Limited	£	3,000	27,000	£	111,732	54,000
	£	64,700	129,179	£	240,351	166,440

Both Dairy House Farm Estate and Carbon Managers Limited are owned by Geremy Thomas a Director and Executive Chairman.



### **RISKS AND UNCERTAINTIES**

The business of the Issuer is subject to certain risks and uncertainties inherent in the health and wellness sector relating to clinic testing and cannabis products. Prior to making any investment decision regarding the Issuer, investors should carefully consider, among other things, the risk factors set forth below.

While this document describes the risks and uncertainties that management of the Issuer believes to be material to the Issuer's business, it is possible that other risks and uncertainties affecting the Issuer's business will arise or become material in the future.

If the Issuer is unable to address these and other potential risks and uncertainties, its business, financial condition, or results of operations could be materially and adversely affected. In this event, the value of the Common Shares could decline, and an investor could lose all or part of their investment.

The following is a description of the principal risk factors that will affect the Issuer:

#### Risks Related to the Issuer's Business

<u>New Business Area and Geographic Market, and the Issuer's Ability to Implement the Business</u> <u>Strategy in this Area or Market</u>

The Issuer's growth strategy is dependent upon expanding its product and service offerings into a new business area or a new geographic market. There can be no assurance that the new business area and geographic market will generate the anticipated clients and revenue. In addition, any expansion into a new business area or geographic market could expose the Issuer to new risks, including compliance with applicable laws and regulations, changes in the regulatory or legal environment; different customer preferences or habits; adverse exchange rate fluctuations; adverse tax consequences; differing technology standards or end-user requirements and capabilities; difficulties staffing and managing foreign operations; infringement of third-party intellectual property rights; adapting its products for new markets; difficulties collecting accounts receivable; or difficulties associated with repatriating cash generated or held abroad in a tax-efficient manner.

The growth and expansion of the Issuer's business is heavily dependent upon the successful implementation of the Issuer's business strategy. Execution of the Issuer's business strategy is subject to a variety of risks, including operating and technical problems, regulatory uncertainties, and possible delays. There can be no assurance that the Issuer will be successful in the implementation of its business strategy. These factors could cause the Issuer's expansion into a new business area to be unsuccessful or less profitable or could cause the Issuer's operating costs to increase unexpectedly or its sales to decrease, any of which could have a material adverse effect on the Issuer's prospects, business, financial condition, or results of operations. In addition, there can be no assurance that laws or administrative practices relating to taxation, foreign exchange, or other matters in the markets within which the Issuer intends to operate will not change. Any such change could have a material adverse effect on the Issuer's business, financial condition, and results of operations.



#### New Industries and Market

The CBD industry and private testing market are relatively new in the European Union and the United Kingdom, and these sectors and markets may not continue to exist or grow as anticipated, or the Issuer may ultimately be unable to succeed in these new sectors and markets. These producers are operating in a relatively new private testing market, and CBD industry and market. The company is subject to general business risks, as well as risks associated with a business involving private testing, an agricultural product, and a regulated consumer product. Within the European Union, the Issuer intends to sell and market its CBD products. To this extent the Issuer needs to build brand awareness in this industry, and in the markets, it operates in through significant investments in its strategy, its production capacity, quality assurance, and compliance with regulations. These activities may not promote the Issuer's brand and products as effectively as intended, or at all. Competitive conditions, consumer tastes, customer requirements and spending patterns in this new industry and market are relatively unknown and may have unique circumstances that differ from existing industries and markets. There are no assurances that this industry and market will continue to exist or grow as currently estimated or anticipated, or function and evolve in a manner consistent with management's expectations and assumptions. Any event or circumstance that affects the CBD or testing health and wellness sectors and market could have a material adverse effect on the Issuer's business, financial condition, and results of operations.

### Short Term Market

The clinic network in the United Kingdom was built on COVID-19 related testing. It is accepted that this is a short-term requirement and therefore the ongoing success of the business is reliant on building other forms of testing services identified to maintain income generation through this network into the longer-term future. These are services that are relatively new to the business and therefore there are no assurances that they will be successful.

### Reliance on Licenses and Authorizations

In the United Kingdom, CQC (Care Quality Commission) registration is required for the Issuer to broaden its blood testing services offer. Without the correct facilities, QMS (Quality Management System) and appropriately qualified staff this may not be retained leading to an unsustainable market offer. Although the Issuer believes that it will continue to meet the CQC regulations there can be no guarantee that the authorities will maintain the registration after future audits and there is a risk of loss of registration if registration criteria are not met.

The Issuer's ability to operate clinics in the United Kingdom is dependent on the Issuer's, including but not limited to the Issuer's partners and suppliers, ability to sustain and/or obtain the necessary licenses and authorisations by certain authorities within the United Kingdom including the General Pharmaceutical Council.

Similarly, the Issuer's ability to source hemp and extract CBD oil and isolate in various jurisdictions within the European Union and the United Kingdom is dependent on the Issuer's, including but



not limited to the Issuer's partners and suppliers, ability to sustain and/or obtain the necessary licenses and authorisations by certain authorities in certain jurisdictions within the European Union and the United Kingdom.

The impact of the compliance regimes, any delays in obtaining, or failure to obtain or keep the regulatory approvals may significantly delay or impact the development of markets, products, operations, and sales initiatives and could have a material adverse effect on the business, results of operations and financial condition of the Issuer.

The licenses and authorisations are subject to ongoing compliance and reporting requirements and the ability of the Issuer, including but not limited to the Issuer's partners, suppliers and joint venture partners', to obtain, sustain or renew any such licenses and authorisations on acceptable terms is subject to changes in regulations and policies and to the discretion of the applicable authorities or other governmental agencies in the jurisdictions within the European Union and the United Kingdom and potentially in other foreign jurisdictions. Failure to comply with the requirements of the licenses or authorisations or any failure to maintain the licenses or authorisations would have a material adverse impact on the business, financial condition and operating results of the Issuer, including but not limited to the Issuer's subsidiaries.

Although the Issuer believes that it will meet the requirements to obtain, sustain or renew the necessary licenses and authorisations, there can be no guarantee that the applicable authorities will issue these licenses or authorisations. Should the authorities fail to issue the necessary licenses or authorisations, the Issuer may be curtailed or prohibited from the production and/or extraction of CBD or from proceeding with the development of its operations as currently proposed and the business, financial condition and results of the operation of the Issuer may be materially adversely affected.

There is no assurance that the Goodbody Health Group Facilities will operate as intended or that the projected revenues will be achieved.

The Issuer relies on partner premises for the majority of its clinics and leases one clinic directly, and this component of the Issuer's business plan is subject to further risks, including:

- There is no guarantee the partner premises will continue to be made available
- There is no guarantee that existing leases will be renewed.

In addition, the Issuer owns a CBD extraction facility, and this component of the Issuer's business plan is subject to considerable risks, including:

- there is no assurance that the Company Facilities will achieve the intended CBD extraction rates:
- the revenues from the sales of the CBD products may be less than anticipated.



#### Risks associated with Phlebotomy in Clinics

The Issuer is conducting venous blood draws in its own clinic and through its pharmacy partners. Regulation surrounding pharmacists taking blood is to be upheld to avoid a material adverse effect on the business. Additionally, to avoid harm to patients, a sufficient number of suitably qualified staff will need to be available; correct insurance obtained; pharmacy phlebotomists will need to be correctly trained, deployed, and retained to ensure correct consent is achieved. Any delays in this area will delay operational roll out.

### Change of Laws, Regulations, and Guidelines

Cannabis and clinical laws and regulations, including but not limited to those that apply to the CBD and health testing sectors, are dynamic and subject to evolving interpretations which could require the Issuer to incur substantial costs associated with compliance or alter certain aspects of its business plan. It is also possible that regulations may be enacted in the future that will be directly applicable to certain aspects of the Issuer's business. The Issuer cannot predict the nature of any future laws, regulations, interpretations, or applications, nor can it determine what effect additional governmental regulations or administrative policies and procedures, when and if promulgated, could have on the Issuer's business. Management expects that the legislative and regulatory environment in the hemp derivatives and health and wellness testing sectors in the European Union, the United Kingdom and internationally will continue to be dynamic and will require innovative solutions to try to comply with this changing legal landscape in these nascent sectors for the foreseeable future. Compliance with any such legislation may have a material adverse effect on the Issuer's business, financial condition and results of operations.

Public opinion can also exert a significant influence over the regulation of the CBD industry. A negative shift in the public's perception could affect future legislation or regulation in different jurisdictions, including in the United Kingdom and other European countries that the Issuer plans to distribute its CBD products and health and wellness testing sectors in the future.

### Uncertain Demand for Blood Testing, Cannabis and Derivative Products

Commercial blood testing is a new market offer which may not be successful. Profitability in the blood testing market is unproven and marketing direction is to be explored.

The legal cannabis extracts industry in the European Union and the United Kingdom is at an early stage of its development. Consumer perceptions regarding legality, morality, consumption, safety, efficacy, and quality of hemp extracts are mixed and evolving and can be significantly influenced by scientific research or findings, regulatory investigations, litigation, media attention and other publicity regarding the consumption of hemp extracts and related products. There can be no assurance that future scientific research, findings, regulatory proceedings, litigation, media attention or other research findings or publicity will be favourable to the private testing or CBD market or any particular product, or consistent with earlier publicity. Future research reports, findings, regulatory proceedings, litigation, media attention or other publicity that are perceived as less favourable than, or that question, earlier research reports, findings, or publicity, could have a material adverse effect on the demand for the products and services of the business, results of operations, financial condition and cash flows of the Issuer. Further, adverse publicity reports or



other media attention regarding cannabis in general or associating the consumption of cannabis derivatives with illness or other negative effects or events, could have such a material adverse effect. Public opinion and support for medicinal cannabis use has traditionally been inconsistent and varies from jurisdiction to jurisdiction. The Issuer's ability to gain and increase market acceptance of its business may require substantial expenditures on investor relations, strategic relationships and marketing initiatives. There can be no assurance that such initiatives will be successful and their failure to materialise into significant demand may have an adverse effect on the Issuer's financial condition.

### **Product Liability**

As a distributor of products designed to be ingested by, or to remove samples from, humans, the Issuer faces an inherent risk of exposure to product liability claims, regulatory action and litigation if its products are alleged to have caused bodily harm or injury. In addition, the sale of the Issuer's products involves the risk of injury to consumers due to tampering by unauthorised third parties or product contamination. Adverse reactions resulting from human usage of the Issuer's products alone or in combination with other medications or substances could occur. The Issuer may be subject to various product liability claims, including, among others, that the Issuer's products caused injury or illness, include inadequate instructions for use or include inadequate warnings concerning health risks, possible side effects or interactions with other substances. A product liability claim or regulatory action against the Issuer could result in increased costs, could adversely affect the Issuer's reputation with its clients and consumers generally, and could have a material adverse effect on the results of operations and financial condition of the Issuer. There can be no assurances that the Issuer will be able to obtain or maintain product liability insurance on acceptable terms or with adequate coverage against potential liabilities. Such insurance is expensive and may not be available in the future on acceptable terms, or at all. The inability to obtain sufficient insurance coverage on reasonable terms or to otherwise protect against potential product liability claims could prevent or inhibit the commercialisation of the Issuer's potential products.

### **Product Recalls**

Distributors of products are sometimes subject to the recall or return of their products for a variety of reasons, including product defects, such as contamination, unintended harmful side effects or interactions with other substances, packaging safety and inadequate or inaccurate labelling disclosure. If any of the Issuer's products are recalled due to an alleged product contamination or for any other reason, the Issuer could be required to incur the unexpected expense of the recall and any legal proceedings that might arise in connection with the recall. The Issuer may lose a significant amount of sales and may not be able to replace those sales at an acceptable margin, or at all. In addition, a product recall may require significant management attention. Although the Issuer has detailed procedures in place for testing its products, there can be no assurance that any quality, potency or contamination problems will be detected in time to avoid unforeseen product recalls, regulatory action or lawsuits. Additionally, if the Issuer's products are subject to recall, the reputation of the Issuer could be harmed. A recall for any of the foregoing reasons could lead to decreased demand for the Issuer's products and could have a material adverse effect on the results of operations and financial condition of the Issuer. Additionally, product recalls may lead to increased scrutiny of the Issuer's operations by



regulatory agencies, requiring further management attention, potential loss of applicable licenses, and potential legal fees and other expenses.

### **Professional Liability**

As a provider of services taking fluid samples from humans, the Issuer faces an inherent risk of exposure to professional liability claims, regulatory action and litigation if its services are alleged to have caused bodily harm or injury. Adverse reactions resulting from tests carried out by the Issuer's staff and contractor alone or in combination with other medications or procedures could occur. The Issuer may be subject to various professional liability claims, including, among others, that the Issuer's services caused injury or illness, include inadequate instructions for use or include inadequate warnings concerning health risks, possible side effects or interactions with other substances. A professional liability claim or regulatory action against the Issuer could result in increased costs, could adversely affect the Issuer's reputation with its clients and consumers generally, and could have a material adverse effect on the results of operations and financial condition of the Issuer. There can be no assurances that the Issuer will be able to obtain or maintain product liability insurance on acceptable terms or with adequate coverage against potential liabilities. Such insurance is expensive and may not be available in the future on acceptable terms, or at all. The inability to obtain sufficient insurance coverage on reasonable terms or to otherwise protect against potential product liability claims could prevent or inhibit the commercialisation of the Issuer's potential services.

### Regulatory Compliance Risks

Achievement of the Issuer's business objectives is contingent, in part, upon compliance with regulatory requirements enacted by governmental authorities in more than one country and obtaining all regulatory approvals, where necessary, for the manufacture and sale of its products. The Issuer may not be able to obtain or maintain the necessary licenses, permits, quotas, authorisations or accreditations to operate its business, or may only be able to do so at great cost. The Issuer 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 local governmental authorities.

The Issuer will also rely on the advice of local experts and professionals in connection with any current and new regulations that develop in respect of banking, financing and tax matters in the operating countries within the European Union and the United Kingdom. Any developments or changes in such legal, regulatory or governmental requirements or in local business practices in the European Union and the United Kingdom are beyond the control of the Issuer and may adversely affect its business.

The Issuer will incur ongoing costs and obligations related to regulatory compliance. Failure to comply with applicable laws, regulations and permitting requirements may result in enforcement actions thereunder, including orders issued by regulatory or judicial authorities causing operations to cease or be curtailed, and may include corrective measures requiring capital expenditures, installation of additional equipment, or remedial actions. The Issuer may be required to compensate those suffering loss or damage by reason of its operations and may have civil or criminal fines or penalties imposed for violations of applicable laws or regulations. In



addition, changes in regulations, more vigorous enforcement thereof or other unanticipated events could require extensive changes to the Issuer's 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 Issuer.

### Retention and Acquisition of Skilled Personnel

The loss of key qualified staff could have a material adverse effect on its business and results of operations. In addition, the inability to hire or the increased costs of hiring new personnel, including members of executive management, could have a material adverse effect on the Issuer's business and operating results. The expansion of marketing and sales of its products will require the Issuer to find, hire and retain additional capable employees who can understand, explain, market and sell its products. There is intense competition for capable personnel in all of these areas and the Issuer may not be successful in attracting, training, integrating, motivating, or retaining new personnel, vendors, or subcontractors for these required functions. New employees often require significant training, and in many cases, take a significant amount of time before they achieve full productivity. As a result, the Issuer may incur significant costs to attract and retain employees, including significant expenditures related to salaries and benefits and compensation expenses issued in connection to equity awards, and may lose new employees to its competitors or other companies before it realizes the benefit of its investment in recruiting and training them. In addition, as the Issuer moves into new jurisdictions, it will need to attract and recruit skilled employees in those new areas.

#### Limited Operating History

The Issuer has a limited operating history in diagnostic testing and CBD extraction sectors upon which its business and future prospects may be evaluated. The Issuer will be subject to all of the business risks and uncertainties associated with any new business enterprise, including the risk that it will not achieve its operating goals. In order for the Issuer to meet its future operating requirements, the Issuer will need to be successful in its growing, marketing and sales efforts of its cannabis products. Additionally, where the Issuer experiences increased sales, the Issuer's current operational infrastructure may require changes to scale the Issuer's business efficiently and effectively to keep pace with demand and achieve long-term profitability.

### **Managing Growth**

In order to manage growth and changes in strategy effectively, the Issuer must: (a) maintain adequate systems to meet customer demand; (b) expand sales and marketing, distribution capabilities, and administrative functions; (c) expand the skills and capabilities of its current management team; and (d) attract and retain qualified employees. While it intends to focus on managing its costs and expenses over the long term, the Issuer expects to invest its earnings and capital to support its growth but may incur additional unexpected costs. If the Issuer incurs unexpected costs it may not be able to expand quickly enough to capitalise on potential market opportunities.



#### Legal and Regulatory Proceedings

From time to time, the Issuer may be a party to legal and regulatory proceedings, including matters involving governmental agencies, entities with whom it does business and other proceedings arising in the ordinary course of business. The Issuer will evaluate its exposure to these legal and regulatory proceedings and establish reserves for the estimated liabilities in accordance with generally accepted accounting principles. Assessing and predicting the outcome of these matters involves substantial uncertainties. Unexpected outcomes in these legal proceedings, or changes in management's evaluations or predictions and accompanying changes in established reserves, could have an adverse impact on the Issuer's financial results.

The Issuer's participation in the cannabis industry may lead to litigation, formal or informal complaints, enforcement actions, and inquiries by third parties, other companies and/or various governmental authorities against the Issuer. Litigation, complaints, and enforcement actions involving the Issuer could consume considerable amounts of financial and other corporate resources, which could have an adverse effect on the Issuer's future cash flows, earnings, results of operations and financial condition.

The Issuer's production is, in general, subject to different risks and hazards, including natural phenomena, industrial accidents, labour disputes, changes in the legal and regulatory framework applicable to the Issuer and environmental contingencies.

Furthermore, certain types of risks may not be covered by the insurance policies that the Issuer may holds. Additionally, any claims to be paid by an insurer due to the occurrence of a casualty covered by the Issuer's policies may not be sufficient to compensate the Issuer for all of the damages suffered. The Issuer may not be able to maintain or obtain insurance of the type and amount desired at a reasonable cost. If the Issuer were to incur significant liability for which it was not fully insured, it could have a materially adverse effect on the Issuer's business, financial condition and results of operations.

### Inter-company Transfers of Funds

As the Issuer's operations will be carried on through its subsidiaries, it will be, in part, dependent on cash flows to and from its subsidiaries. The Issuer is not currently subject to or aware of any limitations on the repatriation of funds from the subsidiaries in the United Kingdom and the European Union, or transfer of funds from the Issuer to the subsidiaries. The Issuer has developed a cash management system to provide for the flow of funds between the Issuer and the subsidiaries. This system will provide for:

- the structuring and documentation of fund transfers as loan arrangements, capital investments and/or management services arrangements between relevant entities;
- internal approval process, by the Issuer's CFO, Corporate Secretary and/or CEO; and
- compliance with internal procedures and applicable local regulations.

If any issues arising with the repatriation of funds it may have an adverse effect on the Issuer.



#### Global Economy

Financial and securities markets in the European Union and the United Kingdom are influenced by the economic and market conditions in other countries. Although economic conditions in these countries may differ significantly from economic conditions in Canada, international investors' reactions to developments in these other countries, may substantially affect capital inflows into the European Union economy, and the market value of securities of issuers with operations in the European Union and the United Kingdom.

Economic downturn or volatility could have a material adverse effect on the Issuer's business, financial condition and results of operations. In addition, weakening of economic conditions could lead to reductions in demand for the Issuer's products. For example, its revenues can be adversely affected by high unemployment and other economic factors. Further, weakened economic conditions or a recession could reduce the amount of income customers are able to spend on the Issuer's products. In addition, as a result of volatile or uncertain economic conditions, the Issuer may experience the negative effects of increased financial pressures on its clients. For instance, the Issuer's business, financial condition and results of operations could be negatively impacted by increased competitive pricing pressure, which could result in the Issuer incurring increased bad debt expense. If the Issuer is not able to timely and appropriately adapt to changes resulting from a weak economic environment, its business, results of operations and financial condition may be materially and adversely affected.

### Additional Risks Relating to Doing Business Internationally

The Issuer may be subject to risks generally associated with doing business in international markets when it expands into the international markets, specifically Poland, Germany, other EU markets, the United Kingdom and potentially other global markets. Several factors, including legal and regulatory compliance, weakened economic conditions and geo political risks restricting trade in any of the international jurisdictions in which the Issuer may do business could adversely affect such expansion and growth.

Additionally, if the Issuer enters into new international jurisdictions, such entries would require management attention and financial resources that would otherwise be spent on other parts of the business.

International business operations expose the Issuer to risks and expenses inherent in operating or selling products in foreign jurisdictions. In addition to the risks mentioned elsewhere, these risks and expenses could have a material adverse effect on the Issuer's business, results of operations or financial condition and include without limitation:

- adverse currency rate fluctuations;
- risks associated with complying with laws and regulations in the countries in which the Issuer intends to sell its products, and requirements to apply for and obtain licenses, permits or other approvals and the delays associated with obtaining such licenses, permits or other approvals;
- multiple, changing and often inconsistent enforcement of laws, rules and regulations;
- the imposition of additional foreign governmental controls or regulations, new or



- enhanced trade restrictions or non-tariff barriers to trade, or restrictions on the activities of foreign agents, and distributors;
- increases in taxes, tariffs, customs and duties, or costs associated with compliance with import and export licensing and other compliance requirements;
- the imposition of restrictions on trade, currency conversion or the transfer of funds or limitations on the Issuer's ability to repatriate non-Canadian earnings in a tax effective manner;
- the imposition of Canadian, UK, European and/or other international sanctions against a country, company, person or entity with whom the Issuer may do business that would restrict or prohibit the Issuer's business with the sanctioned country, company, person or entity;
- downward pricing pressure on the Issuer's products in the Issuer's international markets, due to competitive factors or otherwise;
- laws and business practices favouring local companies;
- political, social or economic unrest or instability;
- expropriation and nationalisation and/or renegotiation or nullification of necessary licenses, approvals, permits and contracts;
- greater risk on credit terms, longer payment cycles and difficulties in enforcing agreements and collecting receivables through certain foreign legal systems;
- difficulties in enforcing or defending intellectual property rights; and
- the effect of disruptions caused by severe weather, natural disasters, outbreak of disease or other events that make travel to a particular region less attractive or more difficult.

Governments in certain foreign jurisdictions intervene in their economies, sometimes frequently, and occasionally make significant changes in policies and regulations. Operations may be affected in varying degrees by government regulations with respect to, but not limited to, restrictions on doing business, price controls, import controls, currency remittance, income and other taxes, royalties, the repatriation of profits, foreign investment, licenses and approvals and permits.

The Issuer's international efforts may not produce desired levels of sales. Furthermore, the Issuer's experience with selling products in Europe may not be relevant or may not necessarily translate into favourable results if it sells in other international markets. If and when the Issuer enters into new markets in the future, it may experience different competitive conditions, less familiarity by customers with the Issuer's brand and/or different customer requirements. As a result, the Issuer may be less successful than expected in expanding sales to new international markets. Sales into new international markets may take longer to ramp up and reach expected sales and profit levels, or may never do so, thereby affecting the Issuer's overall growth and profitability. To build brand awareness in these new markets, the Issuer may need to make greater investments in legal compliance, advertising and promotional activity than originally planned, which could negatively impact the expected profitability of sales in those markets.

### Enforcement of Judgments

The Issuer was incorporated under the laws of the Province of British Columbia, however all of its assets are located outside Canada. As a result, investors may not be able to effect service of process within Canada upon the Issuer's potential future foreign directors or officers or enforce against them in Canadian courts judgments predicated on Canadian securities laws. Likewise, it



may also be difficult for an investor to enforce in Canadian courts judgments obtained against these persons in courts located in jurisdictions outside Canada. As a result, shareholders may have more difficulty in protecting their interests in the face of actions taken by management, members of the Board or controlling shareholders than they would as public shareholders of a Canadian company.

#### Difficulty Enforcing Canadian Law

All of the Issuer's assets and the assets of each of the directors and executive officers are located outside of Canada. Therefore, a judgment obtained against the Issuer, or the foreign directors and officers, including a judgment based on the civil liability provisions of the Canadian securities laws, may not be collectible in Canada and may not be enforced by a court in the United Kingdom. It also may be difficult to effect service of process in Canada or to assert Canadian securities law claims in original actions instituted in the European Union or United Kingdom. European or UK courts may refuse to hear a claim based on an alleged violation of Canadian securities laws reasoning that the European Union or UK is not the most appropriate forum in which to bring such a claim. In addition, even if a European or UK court agrees to hear a claim, it may determine that European or UK law and not Canadian law is applicable to the claim. If the Canadian law is found to be applicable, the content of applicable Canadian law must be proven as a fact by expert witnesses, which can be a time consuming and costly process. Certain matters of procedure will also be governed by foreign law. As a result of the difficulty associated with enforcing a judgment against the Issuer or the Issuer in the UK or European Union, it may be difficult to collect any damages awarded by either a Canadian or a foreign court. See "Enforceability of Civil Liabilities".

### **Risks Related to Financial and Accounting**

#### Access to Capital

The Issuer makes, and will continue to make, substantial investments and other expenditures related to acquisitions, research and development and marketing initiatives. Since its incorporation, the Issuer has financed most of these expenditures through offerings of its equity securities. The Issuer will have further capital requirements and other expenditures as it proceeds to expand its business or take advantage of opportunities for acquisitions or other business opportunities that may be presented to it. The Issuer may incur major unanticipated liabilities or expenses. The Issuer can provide no assurance that it will be able to obtain financing on reasonable terms or at all to meet the growth needs of its operations.

### Market for Securities and Volatility of Share Price

There can be no assurance that an active trading market in the Issuer's securities will be established or sustained. The market price for the Issuer's securities could be subject to wide fluctuations. Factors such as announcements of quarterly variations in operating results and acquisition or disposition of properties, as well as market conditions in the sectors, may have a significant adverse impact on the market price of the securities of the Issuer. The stock market has from time-to-time experienced extreme price and volume fluctuations, which have often been unrelated to the operating performance of particular companies.



### Foreign Sales and Currency Fluctuations

The Issuer's functional currency is denominated in British pounds. The Issuer currently expects that sales will be denominated also in euros and may, in the future, have sales denominated in the currencies of additional countries in which it establishes operations or distribution. In the future, the proportion of the Issuer's sales that are international may increase. Such sales may be subject to unexpected regulatory requirements and other barriers. Any fluctuation in the exchange rates of foreign currencies may negatively impact the Issuer's business, financial condition and results of operations. The Issuer has not previously engaged in foreign currency hedging. If the Issuer decides to hedge its foreign currency exposure, it may not be able to hedge effectively due to lack of experience, unreasonable costs or illiquid markets. In addition, those activities may be limited in the protection they provide the Issuer from foreign currency fluctuations and can themselves result in losses.

### Estimates or Judgments Relating to Critical Accounting Policies

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. the Issuer bases its estimates on historical experience and on various other assumptions that it believes to be reasonable under the circumstances, as provided in the notes to the Goodbody Health Group Inc.'s Annual Financial Statements and the Quarterly Financial Statements, the results of which form the basis for making judgments about the carrying values of assets, liabilities, equity, revenue and expenses that are not readily apparent from other sources. The Issuer's operating results may be adversely affected if the assumptions change or if actual circumstances differ from those in the assumptions, which could cause the Issuer's operating results to fall below the expectations of securities analysts and investors, resulting in a decline in the share price of the Issuer. Significant assumptions and estimates used in preparing the financial statements include those related to the credit quality of accounts receivable, income tax credits receivable, share based payments, impairment of non-financial assets, fair value of biological assets, as well as revenue and cost recognition.

### **ACCOUNTING POLICIES, ESTIMATES AND JUDGMENTS**

Refer to the Company's consolidated financial statements for the year ended December 31, 2021 and six months ended June 30, 2022 for description of accounting policies and other disclosures.

#### **SHARE CAPITAL INFORMATION**

- a. Authorized: unlimited common shares without par value unlimited preferred shares without par value
- b. <u>Issued and Outstanding:</u>

On January 12, 2022, post year end the Company changed its name to Goodbody Health Inc, trading on the CSE and AQSE in London under the new symbol "GDBY" and the OTC as "GDBYF". The symbol in Frankfurt remained as "4840".



#### Share Placement

On April 9, 2021, the company announced the closure of the first tranche of the Company's non-brokered private placement of units ("the Offering") dated March 31, 2021. In this first tranche, the Company issued an aggregate of 45,888,730 Units at a price of C\$0.07875 per Unit, for aggregate gross proceeds of C\$3,613,737. In connection with this first tranche of the Offering, the Company issued and paid 2,531,098 finder's units and 2,531,098 finder's warrants. On May 21, 2021, the second tranche of the Company's non-brokered private placement of units was closed dated May 20,2021. In this second tranche, the Company issued an aggregate of 12,701,557 Units at a price of C\$0.07875 per Unit, for aggregate gross proceeds of C\$1,000,248. In connection with this final tranche of the Offering, the Company issued and paid 901,587 finder's units and 901,587 finder's warrants. Together with the first tranche closing of the Offering announced by the Company on April 9, 2021, the Company issued an aggregate 58,590,287 Units at a price of C\$0.07875 per Unit, for aggregate gross proceeds of C\$4,613,985. The proceeds were inclusive of cash transaction costs incurred of C\$49,164.

Each unit consists of one common share in the capital of the Company and one-half of one common share purchase warrant. Each warrant will entitle the holder to purchase one common share in the capital of the Company at a price of C\$0.105 per one common share purchase warrant until May 20, 2023. Each Finder's Unit consists of one common share and one-half of one Finder's Warrant. Each whole Finder's Warrant entitles the holder thereof to purchase one additional common share at an exercise price of \$0.105 per Finder's Warrant Share, until May 20, 2023.

In connection with the Offering the Company used the Black-Scholes valuation method to measure the various instruments issued based on the following inputs:

### For the first tranche of common shares and one-half warrants and related broker units

Risk-free interest rate: 0.24% Expected volatility: 98.12% Exercise price: C\$0.105 Estimated life: 2.00 years Expected dividend yield: C\$nil

### For the first tranche of broker warrants

Risk-free interest rate: 0.24% Expected volatility: 98.12% Exercise price: C\$0.105 Estimated life: 2.00 years Expected dividend yield: C\$nil

### For the second tranche of common shares and one-half warrants and related broker units

Risk-free interest rate: 0.33% Expected volatility: 97.69% Exercise price: C\$0.105 Estimated life: 2.00 years



Expected dividend yield: C\$nil

### For the second tranche of broker warrants

Risk-free interest rate: 0.33% Expected volatility: 97.69% Exercise price: C\$0.105 Estimated life: 2.00 years Expected dividend yield: C\$nil

The expected volatilities of all of instruments above was determined based on an assessment of volatility measures from a peer group of public companies in the United Kingdom and North America.

All securities issued in connection with the Offering were subject to a statutory hold period expiring on September 21, 2021.

A summary of the Company's share activity since the reverse acquisition is as follows:

		Price	Price
	Number of Shares	C\$	£
Balance December 31, 2020	302,592,941	0.095	0.06
Issued, March 31, 2021	48,419,828	0.07875	0.03
Issued May 19, 2021	13,603,144	0.07875	0.12
Cancelled, November 19, 2021	(1,329,111)	0.075	0.11
Exercised option, December 9, 2021	1,675,350	0.07	0.37
Balance December 31, 2021	364,962,152		0.04
Balance June 30, 2022	364,962,152		0.04

### Stock options:

During the year ended July 31, 2018, the company's Board approved the adoption by the Company of a new fixed number share option plan (the "Fixed Option Plan"), subject to shareholder and regulatory approval. The Fixed Option Plan is designed to provide certain directors, officers and other key employees of the Company with incentive share options at the discretion of the Board. Options are to be granted at the discretion of the Board to Service Providers as defined in the Fixed Option Plan. Capitalized terms used but not defined have the meanings ascribed to them in the Fixed Option Plan.



A summary of the Company's stock option activity is as follows:

		Weighted	Weighted
		Average	Average
	Number of	Exercise Price	Exercise Price
	Options	C\$	£
Balance December 31, 2020	41,043,000	0.06	0.03
Forfeited, June 30 2021	(600,000)	0.19	0.11
Forfeited, July 07, 2021	(1,030,985)	0.03	0.01
Forfeited, July 07, 2021	(374,162)	0.08	0.04
Forfeited, July 07, 2021	(1,489,201)	0.11	0.07
Forfeited, July 07, 2021	(25,775)	0.33	0.19
Forfeited, September 30, 2021	(350,000)	0.63	0.37
Forfeited, October 01, 2021	(41,239)	0.12	0.07
Exercised, December 09, 2021	(1,675,350)	0.03	0.01
Exercised, December 20,2021	1,447,173	0.06	0.04
Forfeited, December 22, 2021	(744,600)	0.11	0.07
Forfeited, December 22, 2021	(10,052,100)	0.03	0.01
Issued, December 22, 2021	10,052,100	0.07	0.04
Issued, December 22, 2021	744,600	0.07	0.04
Balance, December 31, 2021	36,903,461	0.06	0.04
Balance, June 30, 2022	36,903,461	0.06	0.04

The share based payment charge for Jan to June 2022 is £16,213 (2021: £55,645)

As of June 30, 2022, the following stock options were outstanding:

Number of Options Outstanding	Exercise Price C\$	Exercise Price £	Expiry Date	Vesting	Criteria	Number of Common Shares Vested
15,480,520	0.02509	0.01464	June 3, 2025	Immediate	Vested	15,480,519
4,188,375	0.02509	0.01464	March 1, 2023	Immediate	Vested	4,188,375
335,070	0.05018	0.02928	January 12, 2023	Immediate	Vested	335,070
300,000	1.23	0.71773	May 27, 2024	Immediate	Vested	300,000
748,323	0.07528	0.04393	March 30, 2030	1/3, 1/3, 1/3 over	3 years	748,323
1,638,120	0.11291	0.06589	March 30, 2030	1/3, 1/3, 1/3 over	3 years	1,092,080
223,380	0.11291	0.06589	March 30, 2030	Immediate	Vested	223,380
309,295	0.32619	0.19034	March 30, 2030	1/3, 1/3, 1/3 over	2 years	206,197
51,549	0.32619	0.19034	March 30, 2030	Immediate	Vested	51,549
446,760	0.11542	0.06735	June 17, 2025	1/3, 1/3, 1/3 over	3 years	297,840
938,196	0.11793	0.06881	August 26, 2025	1/3, 1/3, 1/3 over	3 years	312,732
1,447,173	0.062	0.03618	December 20, 2026	Immediate	Vested	1,447,173
10,796,700	0.07	0.04085	December 26, 2026	Immediate	Vested	10,796,700
36,903,461			-			35,479,937



The weighted average exercise price and weighted average life are C\$0.05853 and 3.49 years, respectively. As of June 30, 2022, 35,479,937 stock options are exercisable.

The fair value of the options issued during the year is calculated using the Black-Scholes Option Pricing Model using the following input assumptions:

Risk-free interest rate	1.2%
Estimated life	5 years
Expected volatility	110.36%
Forfeiture rate	0%

Expected Volatility was determined based on an assessment of volatility measures from a peer group of comparable public companies in the United Kingdom and North America.

### **Purchase warrants:**

A summary of the Company's warrant activities is as follows:

		Weighted	Weighted
	Warrants	Average	Average
	Outstanding	<b>Exercise Price</b>	Exercise Price
		C\$	£
Balance, December 31, 2020	13,426,033	0.201	0.12
Issued, March 31, 2021	26,741,012	0.105	0.06
Issued, May 20, 2021	7,703,159	0.105	0.06
Issued, December 20, 2021	1,447,173	0.062	0.04
Balance, December 31, 2021	49,317,377	0.13	0.08
Balance, June 30, 2022	49,317,377	0.13	0.08

The fair value of the warrants issued during the years is calculated using the Black-Scholes Option Pricing Model using the following input assessment information:

Risk free rate: 0.95%
Estimated life: 2 years
Expected volatility: 97.13%
Expected dividend yield 0%

During the six months ended June 30, 2022, the Company issued nil common shares for exercise of warrants for proceeds of £nil. (Year ended December 31, 2021: £nil)



As of June 30	. 2022	, the following warrants	were outstanding	g and exercisable:
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Number of Warrants	Exercise Price	Exercise Price		Number of Common Shares
Outstanding	C\$	£	Expiry Date	Issuable
3,097,500	0.10	0.06	January 12, 2023	3,097,500
10,328,533	0.242	0.14	December 18, 2022	10,328,533
26,741,012	0.105	0.06	March 31, 2023	26,741,012
7,703,159	0.105	0.06	May 20, 2023	7,703,159
1,447,173	0.062	0.04	December 20, 2024	1,447,173
49,317,377				49,317,377

The weighted average exercise price and weighted average life are £0.08 and 0.93 years, respectively.

### APPOINTMENTS AND RESIGNATION OF DIRECTORS AND EXECUTIVE OFFICERS

During Q2 to June 2022 there were no changes to the appointments of officers and directors.

#### FINANCIAL AND DISCLOSURE CONTROLS AND PROCEDURES

During the six months ended June 30, 2022, there has been no significant change in the Company's internal control over financial reporting.

The Chief Executive Officer and Chief Financial Officer of the Company are responsible for establishing and maintaining appropriate information systems, procedures and controls to ensure that information used internally and disclosed externally is complete, reliable and timely. They are also responsible for establishing adequate internal controls over financial reporting to provide sufficient knowledge to support the representations made in this MD&A and the Company's interim unaudited consolidated financial statements for the six months ended June 30, 2022.

The Chief Executive Officer and Chief Financial Officer of the Company have filed the Venture Issuer Basic Certificate with the Interim and Year End Filings on SEDAR at www.sedar.com.

In contrast to the certificate required for non-venture issuers under National Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings ("NI 52-109"), the venture issuer basic certificate does not include representations relating to the establishment and maintenance of disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"), as defined in NI 52-109. Investors should be aware that inherent limitations on the ability of certifying officers of a venture issuer to design and implement on a cost-effective basis DC&P and ICFR as defined in NI 52-109 may result in additional risks to the quality, reliability, transparency, and timeliness of interim and annual filings and other reports provided under securities legislation.



### FORWARD LOOKING STATEMENTS

Certain information included in this MD&A may constitute forward-looking statements. Statements in this report that are not historical facts are forward-looking statements involving known and unknown risks and uncertainties, which could cause actual results to vary considerably from these statements.

Forward-looking statements are statements about the future and are inherently uncertain, and actual achievements of the Company may differ materially from those reflected in forward-looking statements due to a variety of risks, uncertainties and other factors. The Company's forwardlooking statements are based on the beliefs, expectations and opinions of management on the date the statements are made, and the Company does not assume any obligation to update forward-looking statements if circumstances or management's beliefs, expectations or opinions should change except as required by law. For the reasons set forth above, investors should not place undue reliance on forward-looking statements. Important factors that could cause actual results to differ materially from the Company's expectations include uncertainty of estimates of capital and operating costs, production estimates and economic return; the assumption that the Company is fully compliant with regulatory filing and continued listing requirements; uncertainties regarding the Company's ability to meet its contractual obligations, including the ability to meet supply requirements; uncertainties regarding the ability of the Company to meet the requirements of the EU marketplace; uncertainties regarding the Company's relationships with certain joint venture partners; uncertainties regarding current and potential litigation arising from certain contractual relationships and other risks and uncertainties disclosed in other information released by the Company from time to time and filed with the appropriate regulatory agencies.

It is the Company's policy that all forward-looking statements are based on the Company's beliefs and assumptions which are based on information available at the time these assumptions are made. The forward-looking statements contained herein are made as of June 30, 2022 and are subject to change after this date, and the Company assumes no obligation to publicly update or revise the statements to reflect new events or circumstances, except as may be required pursuant to applicable laws. Although management believes that the expectations represented by such forward-looking information or statements are reasonable, there is significant risk that the forward-looking information or statements may not be achieved, and the underlying assumptions thereto will not prove to be accurate.

Actual results or events could differ materially from the plans, intentions and expectations expressed or implied in any forward-looking information or statements, including the underlying assumptions thereto, as a result of numerous risks, uncertainties and other factors such as those described above and in "Risks and Uncertainties" below. The Company has no policy for updating forward looking information beyond the procedures required under applicable securities laws.

Additional information related to the Company is available for view on SEDAR at www.sedar.com.

#### **APPROVAL**

The Board of Directors of the Company has approved the disclosure contained in this MD&A and the Company will be provide copies upon request.