

# MAGNETIC NORTH ACQUISITION CORP.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

FOR THE THREE MONTHS ENDED MARCH 31, 2022

(Expressed in Canadian Dollars)

#### Introduction

This management's discussion and analysis ("MD&A") for Magnetic North Acquisition Corp. ("Magnetic North", the "Company", "we", "us" or "our") dated June 27, 2022, should be read in conjunction with our unaudited condensed interim financial statements and accompanying notes for the three months ended March 31, 2022 and 2021, the December 31, 2021 audited annual financial statements and accompanying notes, and the December 31, 2021 MD&A.

All financial information, unless otherwise noted, presented in this MD&A is reported in Canadian dollars and has been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). Additional information relating to the Company, including the annual and quarterly financial statements and MD&A, is available on SEDAR at <u>www.sedar.com</u>.

This MD&A addresses matters we consider important for an understanding of the Company's business, financial condition and results of operations as at and for the three months ended March 31, 2022.

#### **Description of Business and Overview**

Magnetic North with the registered and head office at 1000, 250 2<sup>nd</sup> Street SW, Calgary, AB T2P 0C1, and offices in Toronto, ON, was incorporated under the Business Corporations Act (Alberta) on July 18, 1997. On September 12, 2008, the Company continued under the Canada Business Corporations Act.

The Company's common shares and Series A preferred shares trade on the TSXV under the symbol "MNC" and "MNC.PR.A", respectively.

On October 22, 2019, the Company completed an asset purchase transaction with a group of investment and business professionals to effect an arm's length "Change of Business" (as defined in TSXV Policy 5.2) transaction (the "Transaction") within the meaning of such terms in the policies of the TSXV. Under the Transaction, the Company acquired certain shareholdings (the "PurchasedAssets") from Mr. Kevin Spall, Mr. Ian Wild and Mr. Andrew Osis (the "Vendors") in exchange for the issuance of 38,000,000 Common Shares of the Company at a deemed price of \$0.05 per share and 100,000 Series A preferred shares of the Company at a deemed price of \$10.00 per Series A preferred share. ThePurchased Assets comprised of all the Vendors' equity interests in Previcare, Inc. ("Previcare"), Ignite Alliance Corp. ("Ignite"), and Power Symmetry Inc. With the completion of the Transaction, the Vendors were appointed officers and directors of the Company, the Company changed its primary business to merchant banking and changed its name from Black Bull Resources Inc. to Magnetic North Acquisition Corp.

Before the change of business, the Company was engaged in the acquisition, exploration, and evaluation of mineral properties of the Company's current holdings in Nova Scotia, Canada. After the completion of the Transaction, the Company changed its primary business to an investment entity comprised of a team of highly experienced professionals in finance and strategy. Magnetic North is primarily focused on investing in the following industries; clean power technology, oilfield services, consumer products, and technology (software and hardware).

In furtherance of the Company's new business objective, the following criteria is utilized to assess potential investment opportunities:

- (a) management expertise and funding to expand, or improve the investee's business model, strategy,or geographic reach;
- (b) an opportunity to provide strategic guidance on the investee's businesses or assets through board representation;

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- (c) cash flow positive, or close thereto, and through improvements to structure, operations or consolidation, cash flow can be positively impacted to provide sustainable cash flow;
- (d) identifiable business improvements, expansion, consolidation, or acquisition opportunities that enhance the value of operations, and will result in increasing the investee company's valuation.

See "Risks and Uncertainties" below.

#### Status as an Investment Entity

The following are the criteria within IFRS 10 Consolidated Financial Statements, which the Company used to evaluate and determine that it meets the definition of an Investment Entity;

- Obtain funds from one or more investors for the purpose of providing those investor(s) with investment management services; and
- Commits to its investor(s) that its business purpose is to invest funds solely for returns from capital appreciation, investment income, or both; and
- Measures and evaluates the performance of substantially all its investments on a fair value basis.

The Company has evaluated the above criteria and determined that it meets the definition of an Investment Entity. As a result of meeting the definition of an Investment Entity, subsidiaries which otherwise would have been consolidated are carried at fair value through profit or loss ("FVTPL").

## **Operational Highlights**

- On January 10, 2022, the Company announced the appointment of Robert Purdy as a special advisor to Magnetic North.
- On January 20, 2022, the Company granted to certain consultants of the Company options to acquire an
  aggregate of up to 500,000 common shares and 12,500 preferred shares of the Company at an exercise
  price of \$0.175 for the common shares, and at an exercise price of \$7.00 for the preferred shares and
  expiring on January 20, 2027.
- On January 27, 2022, Ignite Alliance Corp. ("Ignite"), a Magnetic North portfolio company, acquired Calgary, Alberta based information technology firm NBi Solutions. According to Ignite management's internal projections, revenues are expected to increase to approximately \$20 million for the fiscal year ending December 31, 2022, up from approximately \$11.6 million in the previous year.
- On April 22, 2022, the Company completed a private placement of 37,898 units for gross proceeds of \$360,031. Each unit was comprised of one Series A preferred share and one Series A preferred share purchase warrant, with each warrant will entitling the holder thereof to purchase one additional Series A preferred share at a price of \$10.00 per share during the period ending on the fifth anniversary of the closing date of the Financing. The warrants will have an acceleration provision whereby, in the event the 10 day weighted average trading price of the Series A preferred shares on the TSXV (or such other stock exchange on which the Series A preferred shares may then be listed and posted for trading) exceeds \$20.00 at any time, the Company will have the right to accelerate the expiry date of the warrants to 30 days from the date of issuance of a news release of the Company announcing the accelerated exercise period.
- On May 6 2022, the Company was granted by the Alberta Securities Commission ("ASC"), Management Cease Trade Order ("MCTO"), as a result of the Company being late to file its annual financials. On June 9 2022, the Company further explained that a restatement of the 2020 financials was required and that the ASC had extended the MCTO until June 24, 2022.

#### Investments

The Company's investment portfolio consisted of the following as at March 31, 2021:

Investment	Instrument	Financial Instrument Fair Value Hierarchy	C	ost \$	Fa	ir Value \$	Company's ownership %
CXTL Recycling (Canada) Corp.	Equity	3	\$	9,031,396		4,259,265	50%
			\$	9,031,396	\$	4,259,265	

The Company also held shares in the following companies that had no fair value as at the end of December 2021: Previcare Inc. 1.6 million shares representing 32% of the common shares, Ignite Alliance Corp. 50,000 shares representing less than 1% of the common shares, Power Symmetry 400,000 shares representing 40% of the common shares, and GrowthCell Global 335,000 common shares representing less than 1.5 % of the common shares.

The Company's management review and approve the valuation results of all investments in the portfolio based on all observable and unobservable inputs. The Company will also engage an independent valuation firm to perform an independent valuation in situations where it requires additional expertise. The valuation results are reviewed with the audit committee as part of its quarterly approval of the Company's financial statements.

As at March 31, 2022 all of the Company's investments are unlisted equity instruments and are categorized as Level 3 financial instruments. These investments are valued at cost for a limited period after the date of acquisition, provided the purchase price remains representative of the fair value at the reporting date; otherwise, these investments are valued using the most appropriate valuation methodology in light of the nature, facts and circumstances of the investment. Investments in early-stage companies not generating sustainable revenue or earnings and for which there has not been any recent independent funding, which represents 100% of the Company's current portfolio, are valued using alternative methodologies. The Company considers investee company performance relative to plan, going concern risk, continued funding availability, comparable peer group valuations, exit market conditions and general sector conditions and calibrates its valuation of each investment as appropriate. The Company may apply a further illiquidity discount to the fair value of an investment if conditions exist that could make it challenging to monetize the investment in the near term at a price indicated by the valuation models. The amount of illiquidity discount applied requires considerable judgment and is based on the facts and circumstances of each investment.

The process of valuing investments for which no active market exists is inevitably based on inherent uncertainties, and the resulting values may differ significantly from the values that would have been used had a ready market existed for the investments. These differences could be material to the fair value of investments in the portfolio.

As at March 31, 2022, based on management's fair value assessment of these investments, the Company reported the fair value of CXTL \$4.3 million (2020 - \$5.17 million). An adjusted cost approach with reference to the original purchase price of the company and updated share price for the consideration rendered in further transactions entered into by the Company for CXTL has been used for this purpose. This has resulted in use of an implied discount of 65%. Investments other than CXTL however have been assessed to have \$nil fair value as at December 31, 2021 (2020 - \$nil).

## **Results of Operations**

#### For the three months ended March 31, 2022 compared with the three months ended March 31, 2021

For the three months ended March 31, 2022, the Company's net loss was \$357,439 (\$0.01 per share), compared to net loss of \$365,204 (\$0.01 per share) for the three months ended March 31, 2021. The decrease in net loss of \$7,765 is a result of the following:

#### Revenue

During the three months ended March 31, 2022, the Company reported revenue of \$nil as compared to \$60,000 in the comparative period in 2021. Revenue is comprised of advisory fees from its investees CXTL and Previcare Inc.

#### Selling, General and Administrative Expenses ("SG&A")

SG&A include consulting fees, professional fees, investor relations, salaries and benefits, office and general, travel expenses and regulatory fees.

SG&A decreased by \$6,886 for the three months ended March 31, 2022 compared to the same period in 2021. SG&A were higher in the 2021 period due to more corporate activity in the 2021 period related to the acquisition of investments.

#### Share-based compensation

Share-based compensation expense decreased by \$60,233 for the three months ended March 31, 2022 compared to the 2021 period. Share-based compensation expense will vary from period to period depending upon the number of options granted and vested during a period and the fair value of the options calculated as at the grant date.

## Summary of Quarterly Results

Summary of Quarterly Results

	Mar 31	Dec 31	Sept 30	Jun 30	Mar 31	Dec 31	Sept 30	Jun 30
	2022	2021	2021	2021	2021	2020	2020	2020
Revenue	\$-9	6 (405,524) \$	285,524 \$	60,000 \$	60,000	\$ (92,824) \$	92,824 \$	-
Operating loss	(357,442)	(724,652)	(75,356)	(291,855)	(364,884)	(879,849)	(526,680)	(436,784)
Net loss	(357,439)	(1,413,866)	(75,535)	(291,948)	(365,204)	(14,956,408)	(516,319)	(423,210)
Loss per share - basic and diluted	(0.01)	(0.01)	(0.00)	(0.00)	(0.02)	(0.15)	(0.01)	(0.01)

Management regularly monitors economic conditions and estimates their impact on the Company's operations and incorporates these estimates in both short-term operating and longer-term strategic decisions. Strong equity markets are favorable conditions for completing a public merger, financing or acquisition transaction. Apart from these and the risk factors noted under the heading "Risks and Uncertainties", management is not aware of any other trends, commitments, events or uncertainties that would have a material effect on the Company's business, financial condition or results of operations.

## Liquidity and Financial Position

The activities of the Company, now merchant banking and formerly the acquisition, exploration and evaluation of mineral properties, are financed through equity offerings. The Company continues to seek capital through various means including the issuance of equity.

The Company has minimal operating revenues and therefore must utilize its current cash reserves and other financing transactions to maintain its capacity to meet ongoing discretionary and committed exploration and operating activities.

At March 31, 2022, the Company had working capital deficiency of \$6,466 (December 31, 2021 – \$429,546 working capital deficiency). The Company's use of cash at present occurs, and in the future will occur, principally in two areas, namely, funding of its general and administrative expenditures and funding **d** its investment activities. Those investing activities include the purchase of investments. For fiscal 2022, the Company's expected operating expenses are estimated to be \$100,000 per month for recurring operating costs.

The Company does not have sufficient cash to fund its operating expenses for the twelve months ended March 31, 2023. The Company will have to raise additional capital during fiscal 2022 in amounts sufficient to fund both investment activities and working capital requirements. The major variables are expected to be the size, timing and results of the Company's investment activities and its ability to continue access capital to fund its ongoing operations.

The following table sets out the condensed interim statement of cash flows for the three months ended March 31, 2022 and 2021.

	Th	ree Months Ended	Three Months Ended
		March 31, 2022	March 31, 2021
Net cash flows used in operating activities	\$	(74,929)	\$ 277,705
Net cash flows used in investing activities		18,510	(417,084
Net cash flows provided by financing activities		60,000	38,240
Net change in cash and cash equivalents		3,581	(101,139
Cash and cash equivalents, beginning of period		38	123,680
Cash and cash equivalents, end of period	\$	3,619	\$ 22,541

Operating activities for the three months ended March 31, 2022 were mainly affected by adjustments for sharebased compensation expense of \$99,605 and net change in non-cash working capital balances of \$181,991.

Investing activities for the three months ended March 31, 2022 were related to advances made from the Company's investee CXTL of \$18,510.

Financing activities for the three months ended March 31, 2022 generated cash of \$60,000 from a preferred shares subscription receipts.

#### **Other Commitments and Contingencies**

The Company has commitments for financial liabilities, minimum payments due as of March 31, 2022, as follows:

	Carrying	Less than			G	reater than	
As at March 31, 2022	Value	1 year	1 to 3 years	4 to 5 years		5 years	Total
Trade and accrued liabilities	\$ 1,103,496	\$ 1,103,496	\$ -	\$ -	\$	- \$	1,103,496
Promissory note payable	176,984	176,984	-	-		-	176,984
Total commitments	\$ 1,280,480	\$ 1,280,480	\$ -	\$ -	\$	- \$	1,280,480

## **Outstanding Share Data**

The total number of fully diluted outstanding and issuable Common Shares is as follows:

	June 27, 2022	Mar 31, 2022
Common shares	59,097,178	59,097,178
Series A preferred shares	1,750,825	1,712,927
Stock options <sup>(1)</sup>	4,456,427	4,456,427
Common share purchase warrants <sup>(1)</sup>	443,162	405,264
Total	65,747,592	65,671,796

## **Related Party Transactions**

Related parties include the Board of Directors, officers, close family members and enterprises that are controlled by these individuals as well as certain persons performing similar functions.

	 onths Ended 31, 2022	 Months Ended ch 31, 2021
Consulting fees	\$ 92,135	\$ 79,050
Share-based compensation	37,490	-
Salaries and benefits	62,146	-
	191,771	79,050

Investments in companies with common management personnel:

Entity	Type of Investment	Holdings (#)	Fair Value (\$)
CXTL Recycling (Canada) Corp. <sup>(1)</sup>	Common shares	115,592 shares	4,259,265
Previcare, Inc. <sup>(2)</sup>	Common shares	1,600,000 shares	Nil
Ignite Alliance Corp. <sup>(3)</sup>	Common shares	50,000 shares	Nil
			4,259,265

<sup>(1)</sup> Andrew Osis, Co-Chief Executive Officer of the Company, is also the Executive Chairman of CXTL and an Wild, Director of the Company is also a Director of CXTL.

<sup>(2)</sup> Kevin Spall, Co-Chief Executive Officer of the Company, is also the Treasurer/VP and a Director of Previcare, Inc.

<sup>(3)</sup> Andrew Osis, Co-Chief Executive Officer of the Company, is also the Chief Financial Officer of Ignite Alliance Corp.

## **Financial Instruments and Risk Management**

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk (including interest rate risk, foreign currency risk and commodity and equity price risk). Risk management is carried out by the Company's management team with guidance from the Board of Directors.

The Company has exposure to the following risks from its use of financial instruments:

#### (i) Credit Risk

Credit risk is the risk of loss associated with a counterparty's inability to fulfill its payment obligations. The Company's credit risk is primarily attributable to cash and cash equivalents and trade and other receivables. Cash and cash equivalents are held with select major Canadian chartered banks. Trade and other receivables consist of sales taxes receivable from government authorities in Canada and advisory fees. The Company does not have significant concentration risk from cash and cash equivalents and trade and other receivables.

#### (ii) Liquidity Risk

Liquidity risk is the risk the Company will encounter difficulties in meeting its financial liability obligations. The Company manages its liquidity risk through cash management, which includes monitoring forecasts of the Company's cash and cash equivalent on the basis of projected cash flow. As at March 31, 2022, the Company had cash of 3,619 (December 31, 2021 – 338) to settle current liabilities of 1,340,480 (December 31, 2021 - 1,2021 - 1,101,007). Historically, the Company's sole source of funding has been the issuance of securities for cash through private placements. The Company's access to financing is always uncertain. There can be no assurance of continued access to significant equity funding.

#### (iii) Market Risk

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

(a) Interest Rate Risk

The Company has cash balances invested in guaranteed investment certificates that are issued by a Canadian Chartered bank. The Company has no interest-bearing debt. At prevailing market interest rates, the impact on interest income is minimal.

(b) Foreign Currency Risk

The Company does not have assets or liabilities denominated in a foreign currency.

(c) Foreign Currency Risk

The Company does not have assets or liabilities The Company is exposed to price risk with respect to commodity prices. Commodity price risk is defined as the potential adverse impact on earnings and economic value due to commodity price movements and volatilities. The Company closely monitors commodity prices as they relate to valuable minerals todetermine the appropriate course of action to be taken by the Company. The Company is exposed to market risks associated with the inherent volatility and external factors that can impact the fair value of equity instruments.

#### Fair Value of Financial Instruments

The Company measures fair value in accordance with IFRS 13 Fair Value Measurement, which provides asingle source of fair value measurement guidance. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurementdate. The Company has applied the framework for measuring fair value, which requires a fair value hierarchy to be applied to all fair value measurements:

- Level 1 valuation based on quoted prices (unadjusted) observed in active markets for identical assets or liabilities.
- Level 2 valuation techniques based on inputs that are quoted prices of similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; inputs other than quoted prices used in a valuation model that are observable for that instrument; and inputs that are derived from or corroborated by observable market data by correlation or othermeans. Level 2 financial instruments includes financial liability – Series A preferred shares.
- Level 3 valuation techniques with significant unobservable market inputs. Level 3 financial instruments include investments.

The fair values of cash and cash equivalents, short-term investments, trade and other receivables, advances to investees, accounts payable and accrued liabilities, and promissory note payable included in the condensed interim statement of financial position approximate their carrying amount due to the short- term maturity of these instruments. The fair value of investments are measured at fair value through profit or loss and considered to be under Level 3 hierarchy. There were no transfers between levels in the fair value hierarchy during the period ended March 31, 2022.

### Outlook

For the immediate future, the Company plans to continue to implement its investment strategy, as described above, and focus on investments in, but not limited to, clean power technology, consumer products, oilfield services, and technology (software and hardware). The Company will also continue to explore and evaluate the option of finding a joint venture partner for its exploration property in Nova Scotia. The Company continues to monitor its spending and will amend its plans and budgets based on operational results and expectations of raising financing as and when required.

### **Critical Accounting Estimates**

The preparation of the financial statements in compliance with IAS 34 requires management to make certain critical accounting estimates. It also requires management to exercise judgment in applying the Company's accounting policies. The areas where significant judgment and estimates have been made in preparing the financial statements and their effect are disclosed in Note 2 of the Company's 2021 audited annual financial statements and have been updated to reflect its change in status as an investment entity, as noted below.

#### Investment Entity Status

Management exercises judgment in applying criteria in IFRS 10 Consolidated Financial Statements, which determines the Company's status as an investment entity.

## **Changes in Accounting Policies**

#### Basis of Consolidation

Effective December 31, 2020, the Company's ownership of CXTL Recycling (Canada) Corp. ("CXTL") was reduced from 100% to 50% as a result of the transfer of 50% ownership to Cirque Innovations Ltd. Due to the reduction in the Company's ownership, the Company ceased consolidating CXTL's results effective January 1, 2021.

#### Investment Entity Status

The following are the criteria within IFRS 10 Consolidated Financial Statements, which the Company used to evaluate and determine that it meets the definition of an Investment Entity:

- Obtain funds from one or more investors for the purpose of providing those investor(s) with investment management services;
- Commits to its investor(s) that its business purpose is to invest funds solely for returns from capital appreciation, investment income, or both; and
- Measures and evaluates the performance of substantially all its investments on a fair value basis.

The Company has evaluated the above criteria and determined that it meets the definition of an Investment Entity. As a result of meeting the definition of an Investment Entity, subsidiaries which otherwise would have been consolidated are carried at fair value.

## Cautionary Note Regarding Forward-Looking Information

This MD&A includes certain statements and information that constitutes "forward-looking statements" and "forward-looking information" under applicable securities laws (collectively, "Forward- Looking Statements", unless otherwise stated). Forward-looking statements appear in a number of places in this MD&A and include statements and information regarding the intent, beliefs or current expectations of the Company. Such Forward-Looking Statements involve known and unknown risks and uncertainties that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such Forward-Looking Statements. When used in this MD&A, words such as "expects", "anticipates", "estimates", "projects", "plans", "goals", "objectives", "outlook", "believe", "could", "intend", "may", "predict", "will", "would" and similar expressions are intended to identify these forward-looking statements. Forward-looking statements may relate to the Company's future outlook and anticipated events or results and may include statements regardingCompany's future business strategy, plans and objectives. The Company has based these Forward- Looking Statements largely on their current expectations and projections about future events. These Forward-Looking Statements were derived using numerous assumptions, and while the Company considers these assumptions to be reasonable, based on information currently available, such assumptions may prove to be incorrect. Accordingly, readers are cautioned to not put undue reliance on these Forward-Looking Statements. Forward-looking statements should not be read as a guarantee of future events or results.

## **Disclosure of Internal Controls**

Management has established processes to provide them with sufficient knowledge to support representations that they have exercised reasonable diligence to ensure that (i) the financial statements do not contain any untrue statement of material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it is made, as of the date of and for the periods presented by the financial statements, and (ii) the financial statements fairly present in all material respects the financial condition, results of operations and cash flow of the Company, as of the date of and for the periods presented.

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. In particular, the certifying officers filing this certificate are not making any representations relating to the establishment and maintenance of:

(i) controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and

(ii) a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of the financial statements for external purposes in accordance with the issuer's GAAP (IFRS).

The issuer's certifying officers are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they are making in the certificate. Investors should be aware that inherent limitations on the ability of certifying officers of a venture issuer to design and implementon 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.

## **Risks and Uncertainties**

An investment in the securities of the Company is highly speculative and involves numerous and significant risks. Such investment should be undertaken only by investors whose financial resources are sufficient to enable them to assume these risks and who have no need for immediate liquidity in their investment. Prospective investors should carefully consider the risk factors that have affected, and which in the future are reasonably expected to affect, the Company and its financial position. Please refer to the section entitled "Risks and Uncertainties" in the Company's MD&A for the fiscal year ended December 31, 2021, available on SEDAR at <u>www.sedar.com</u>.