



**MediPharm Labs**

**(TSXV: LABS)**

**MEDIPHARM LABS CORP.**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**FOR THE THREE-MONTH PERIOD ENDED MARCH 31, 2019**

May 10, 2019

**MediPharm Labs Corp.**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

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This management's discussion and analysis ("MD&A") of the financial condition and performance of MediPharm Labs Corp. (formerly POCML 4 Inc.) (the "**Company**") was prepared by management as at May 10, 2019. Throughout this MD&A, unless otherwise stated or the context indicates otherwise, the "**Company**" refers to MediPharm Labs Corp. and its subsidiaries. This MD&A should be read in conjunction with the Company's unaudited consolidated financial statements for the three-month period ended March 31, 2019 (the "**Financial Statements**"), including the accompanying notes.

This MD&A has been prepared with reference to the MD&A disclosure requirements established under National Instrument 51-102 – *Continuous Disclosure Obligations* ("**NI 51-102**") of the Canadian Securities Administrators. Additional information regarding the Company, including the Company's most recent annual information form dated April 3, 2019 (the "**Annual Information Form**"), is available at [www.medipharmlabs.com](http://www.medipharmlabs.com) or through the SEDAR website at [www.sedar.com](http://www.sedar.com).

This MD&A contains commentary from the Company's management regarding the Company's strategy, operating results, financial position and outlook. Management is responsible for the accuracy, integrity and objectivity of the disclosure contained in this MD&A and develops, maintains and supports the necessary systems and controls to provide reasonable assurance as to the accuracy of the comments contained herein.

The board of directors (the "**Board of Directors**") and audit committee (the "**Audit Committee**") of the Company provide an oversight role with respect to all public financial disclosures by the Company. The Board of Directors approved the Financial Statements and MD&A as of the date hereof after the completion of its review and recommendation for approval by the Audit Committee, which meets periodically to review all financial reports, prior to filing.

The Financial Statements and accompanying notes were prepared in accordance with International Financial Reporting Standards ("**IFRS**") as issued by the International Accounting Standards Board ("**IASB**") and interpretations of the IFRS Interpretations Committee ("**IFRIC**") and include the accounts of the Company and its subsidiaries and the Company's interests in affiliated companies. The interim financial statements have been prepared by management in accordance with IAS 34 for Interim Financial Reporting. All intercompany balances and transactions have been eliminated on consolidation. All amounts are expressed in thousands of Canadian dollars unless otherwise noted.

The Company also uses certain non-IFRS financial measures to evaluate its performance. These non-IFRS measures include Adjusted Earnings before Interest, Taxes, Depreciation and Amortization (Adjusted EBITDA). Non-IFRS measures used in this MD&A are reconciled to, or calculated from, IFRS financial information as discussed further in "Reconciliation of non-IFRS Measures".

In addition to historical information, the discussion in this MD&A contains forward-looking statements. The discussion is qualified in its entirety by the "Cautionary Note Regarding Forward-Looking Statements" that follows.

The Company does not, directly or indirectly, have any business operations in jurisdictions where cannabis is not federally legal, such as the United States.

**CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS**

This MD&A contains forward-looking information and forward-looking statements within the meaning of Canadian securities legislation ("forward-looking statements") including but not limited to:

- assumptions and expectations described in the Company's critical accounting policies and estimates;
- the Company's expectations regarding the adoption and impact of certain accounting pronouncements;
- the Company's expectations regarding legislation, regulations and licensing related to the import, export, processing and sale of cannabis products by the Company's subsidiaries;
- the ability to enter and participate in international market opportunities;
- product diversification and future corporate development;
- anticipated results of research and development;
- production capacity expectations including discussions of plans or potential for expansion of capacity at existing or new facilities;
- expectations with respect to future expenditures and capital activities; and
- statements about expected use of proceeds from fund raising activities.

These forward-looking statements are made as of the date of this MD&A and the Company does not intend, and does not assume, any obligation to update these forward-looking statements, except as required under applicable securities legislation. Forward-looking statements relate to future events or future performance and reflect Company management's expectations or beliefs regarding future events. In certain cases, forward-looking statements can be identified by the use of words such as "considers", "plans", "expects" or "does not expect", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or statements that certain actions, events or results "may", "could", "would", "might" or "will be taken", "occur" or "be achieved", or the negative of these terms or comparable terminology. In this document, certain forward-looking statements are identified by words including "may", "future", "expected", "will", "intends", and "estimates". By their very nature forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance, or achievements expressed or implied by the forward-looking statements. The Company provides no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements.

Risks related to forward-looking statements include, among other things, those outlined in "Risk Factors".

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the Company's actual results, performance or achievements, or developments in its industry, to differ materially from the anticipated results, performance, achievements or developments expressed or implied by such forward-looking statements.

Given these uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. Forward-looking statements are based on management's current plans, estimates, projections,

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beliefs and opinions, and the Company does not undertake any obligation to update forward-looking statements should assumptions related to these plans, estimates, projections, beliefs and opinions change, except as required by applicable securities laws. The Company has also made certain macroeconomic and general industry assumptions in the preparation of such forward-looking statements. While the Company considers these factors and assumptions to be reasonable based on information available at that time, there can be no assurance that actual results will be consistent with these forward-looking statements. All of the forward-looking statements made in this MD&A are qualified by these cautionary statements and other cautionary statements or factors contained herein, and there can be no assurance that the actual results or developments will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Company.

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**PERIOD FINANCIAL HIGHLIGHTS**

The following table is a summary of financial highlights for the three-month periods ended March 31, 2019 and December 31, 2018.

	<b>Three-months ended March 31, 2019</b>	<b>Three-months ended December 31, 2018</b>
	<b>\$'000s</b>	<b>\$'000s</b>
Revenue	21,950	10,198
Gross profit	6,862	3,967
<i>Gross margin %</i>	<i>31%</i>	<i>39%</i>
Net loss	(573)	(3,542)
Adjusted EBITDA <sup>(1)</sup>	4,310	2,129
<i>Adjusted EBITDA margin %</i>	<i>20%</i>	<i>21%</i>

- Revenue of \$22 million, a 115% increase over Q4 2018, leading the Canadian cannabis extraction-only industry
- Gross Profit of \$6.9 million, Gross Margin 31%. The decrease in Gross Margin % is primarily as a result of a reduction in average sales prices in Q1 2019 partially offset by decreases in raw material and production costs. In the prior quarter the Company was able to take advantage of opportunistic pricing due to major supply shortages in the industry.
- Adjusted EBITDA<sup>(1)</sup> of \$4.3 million, a 102% increase over Q4 2018, Adjusted EBITDA<sup>(1)</sup> margin of 20%
- Strong, positive cashflows from operations
- Recorded \$7.6 million revenue for initial shipment of large private label cannabis oil contract with a large Licensed Producer
- Acquired more than 5,000 kg (or 5 million grams) of dried cannabis in last 2 weeks of Q1 from multiple licensed producers to fulfill robust demand for private label offerings
- Continued significant capital investment, further increasing scale of operations to enhance efficiencies through automation, increase throughput capacity and new equipment for diversified product lines including distillates, vapeables, softgel caps and bottled cannabis oil
- Received over \$7 million in cash proceeds from warrant exercises subsequent to March 31, 2019

See “Discussion of Operations” for further management’s discussion and analysis regarding the periods.

**Note:**

- (1) Adjusted EBITDA is a non-IFRS measure. See “Reconciliation of Non-IFRS Measures” for reconciliation to IFRS measures.

**COMPANY OVERVIEW**

The Company was incorporated under the *Business Corporations Act* (Ontario) (the “**OBCA**”) with its common shares (the “**Common Shares**”) publicly traded on the TSX Venture Exchange (the “**TSXV**”)

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under the symbol "LABS", on the OTCQX in the U.S. under the ticker symbol "MEDIF", and on the Frankfurt Stock Exchange ("FSE") trading under the ticker symbol "MLZ".

The Company is a specialized, research-driven cannabis extraction business focused on downstream extraction methodology, distillation, and cannabinoid isolation and purification. The Company's mission is to become a leader specialized in providing derivative cannabis products and to drive future cannabis product innovation.

The Company's operations are conducted through its wholly-owned subsidiary MediPharm Labs Inc. ("**MediPharm Labs**"), which is licensed under the *Cannabis Act* (Canada). Through its Australian subsidiary, MediPharm Labs Australia Pty. Ltd. ("**MediPharm Labs Australia**"), the Company has also completed its application process with the federal Office of Drug Control to extract and import medical cannabis products in Australia and commenced construction of an Australian extraction facility.

#### Background

The Company was incorporated under the OBCA on January 23, 2017 as "POCML 4 Inc." and classified as a capital pool company as defined in TSXV Policy 2.4. The Common Shares of the Company commenced trading on the TSXV on February 9, 2018.

On October 1, 2018, MediPharm Labs completed the reverse takeover of the Company (the "**Qualifying Transaction**"), which constituted the "Qualifying Transaction" of the Company pursuant to the policies of the TSXV.

In connection with and immediately prior to the Qualifying Transaction, on October 1, 2018, the Company filed articles of amendment to: (i) change its name from "POCML 4 Inc." to "MediPharm Labs Corp.", and (ii) consolidate the Common Shares on the basis of one "new" Common Share for every two "old" Common Shares then outstanding. The Qualifying Transaction then proceeded by way of a "three-cornered amalgamation" pursuant to which MediPharm Labs amalgamated with 2645354 Ontario Inc. ("**Newco**"), a wholly-owned subsidiary of the Company, and the Company acquired all of the issued and outstanding class A common shares of MediPharm Labs (the "**MediPharm Shares**") in exchange for Common Shares on the basis of 12.68 Common Shares for every one MediPharm Share then issued and outstanding (the "**Exchange Ratio**").

On October 4, 2018, the Common Shares commenced trading on a post-consolidation basis on the TSXV under the symbol "LABS".

#### Business Overview

The Company is a pioneer in the cannabis industry licensed under the *Cannabis Act* (Canada) with its wholly-owned subsidiary MediPharm Labs having the distinction of being the first company in Canada to become a licensed producer of cannabis oil under the *Access to Cannabis for Medical Purposes Regulations* (the "**ACMPR**") without first receiving a cannabis cultivation licence. This focus on producing cannabis concentrates from the Company's current Good Manufacturing Practices ("**eGMP**") built facility and having ISO standard-built clean rooms and a critical environments laboratory, allows the Company to work with its established, Health Canada-approved cultivation partners for the pharmaceutical-like production of cannabis oil. The Company specializes in (i) the production of cannabis

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oil, formulations and derivatives on a wholesale basis, using dried cannabis flower and trim opportunistically purchased from various licensed cultivators, and (ii) the provision of tolling services to Canadian authorized licensed cultivators of cannabis, so that they can sell cannabis oil, formulations and derivatives under their own brand. The Company also expects to supply formulations, processing and packaging for the creation of ready-to-sell advanced derivative products as it expands its processing capabilities. The Company's leading edge, industrial scale and scientific platforms have been built to evolve and adapt as the industry, consumers and applicable regulations continue to evolve.

The Company's Australian venture began in January 2017 following changes to Australia's federal legislation allowing companies to produce medicinal cannabis products in Australia. To ensure smooth operations, MediPharm Labs secured a local partner while maintaining an 80% ownership of MediPharm Labs Australia as well as control of its board of directors. MediPharm Labs Australia has completed its application process with the Australian Office of Drug Control to extract and import medical cannabis products in Australia and has commenced construction of its extraction facility. Subject to the completion of licencing and cGMP certification, the Company expects its Australian operations to be up and running in the second half of 2019. Similar to its Canadian operations, the Company will seek to purchase dried cannabis supply from various local cultivators to produce cannabis oil for wholesale. The Company also expects to use the Australian extraction lab as an import-export hub to other lawful global markets including within the Asia Pacific region.

*Operations and Facilities*

As of the date of this MD&A, the Company's core business generates revenue through two primary activities: wholesale activities and tolling services related to the production of cannabis oil.

At its 70,000 sq. ft. Barrie, Ontario facility, the Company currently operates five supercritical CO<sub>2</sub> primary extraction lines used for the production of cannabis oil and anticipates the addition of two primary extraction lines with expected annual throughput capacity of 100,000 kg of dried cannabis bringing its total projected annual throughput capacity to 250,000 kg. Currently, on average, the Company is producing approximately 10 kg of cannabis oil per day. The facility is built to cGMP standards and the Company expects to receive its European cGMP certificate in the second half of 2019, which will facilitate its entrance into the European market.

The Company's development-stage 10,000 sq. ft. Australian facility is expected to have annual throughput capacity of approximately 75,000 kg of dried cannabis once completed, licenced and cGMP certified and is being built to the same cGMP standards as the Company's Canadian facility. The completion of the Australian facility remains subject to various conditions, including financing (either through the Company's operations or debt and/or equity financings) and applicable licencing.

The intended expansions, operating capacities and European cGMP certifications are forward-looking statements. See "Cautionary Note Regarding Forward Looking Statements" and "Risk Factors", including "Realization of Growth Targets" and "Reliance on Licenses and Authorizations".

*Wholesale (Private and White Label) Production*

The Company has historically opportunistically procured bulk shipments of dried cannabis for its wholesale production lines and expects to negotiate ongoing supply contracts with various licensed

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cultivators under the *Cannabis Act*. As of the date of this MD&A, the Company has acquired dried cannabis inventory from 15 licensed cultivators under the *Cannabis Act*.

During the three-month period ended March 31, 2019, the Company processed its inventory of dried cannabis through its primary extraction lines and sold bulk cannabis oil to its licensed clients. The Company's clients can then formulate and package the final cannabis products for sale, most typically to either their own medicinal clients or provincially authorized retail distributors, under their own brands. See "Recent Developments for the Year Ended December 31, 2018 – Production and Operational Highlights", "Highlights for the Three-Month Period Ended March 31, 2019" and "Subsequent Events" for an overview of current private label contracts.

Upon receiving Health Canada authorization to sell formulated tincture bottles and soft gels directly to provincial distributors throughout Canada, the Company also expects to commence shipping private label and white label cannabis products on behalf of the Company's licenced and non-licenced clients. In anticipation of such changes, the Company has already commenced producing various formulated tincture bottles for its private label clients and has procured equipment for its soft gel line.

See "Subsequent Events" for details on the Company's first white label contract.

#### *Tolling Services*

The Company provides tolling services to various licensed cultivators throughout Canada. As part of this program, the Company receives dried cannabis from its clients and then processes the cannabis through its extraction lines on their behalf. It collects a tolling fee for its services and does not take ownership of the source or refined product at any time. To date, the Company has signed five (5) processing agreements with three-year terms providing predictable, regular production volume that contributes to operational efficiency and regular revenue.

See "Highlights for the Year Ended December 31, 2018 – Production and Operational Highlights" and "Highlights for the Three-Month Period Ended March 31, 2019" for an overview of current tolling contracts.

#### *New Product Offerings and R&D*

The Company expects to continue up the value-chain to secondary extraction and has been completing internal research and development with its team of scientists and technical specialists for the development of industrial scale distillation and chromatography capabilities.

The isolation and fractioning of specific cannabinoids has successfully been conducted at the Company's facility. These activities have been completed at a research and development (R&D) scale with the intention to commercialize these actives in the second half of 2019.

As the regulations under the *Cannabis Act* continue to evolve, including the expected legalization of vapeables, edibles, beverages and topicals in October 2019, the Company anticipates its potential client-base will expand (such as to consumer packaged goods (CPG) companies) and its product offerings will continue to diversify. In anticipation of these regulatory changes and to meet these coming opportunities,



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the Company has already begun building its team, potential client base and product capabilities, in particular with respect to vapeables.

The Company has completed R&D related to the formulating, manufacturing and filling of multiple vape pens. Required equipment for vapeables has been deployed and commercial activities will be initiated as soon as Health Canada regulations are finalized.

Further, the Company expects that industrial scale chromatography capabilities will permit the Company to address the market for active pharmaceutical ingredients (APIs) that require cannabinoid purity of at least 99.9%. The Company has ordered an industrial scale chromatography unit, which it intends to have installed for trial runs by the second half of 2019.

The planned development and licencing of new product lines and capabilities and commercialization of R&D are forward-looking statements. See "Cautionary Note Regarding Forward Looking Statements" and "Risk Factors", including "Realization of Growth Targets", "Reliance on Licenses and Authorizations" and "Research and Development".

#### **Highlights for the Year Ended December 31, 2018**

During the year ended December 31, 2018, the Company succeeded in accomplishing numerous milestones, including its listing on the TSXV, raising over \$25 million in equity financings, purchasing the property on which its Barrie, Ontario facility is located, receiving its production and sales licence for cannabis oil and entering into numerous contracts for its private label and tolling operations.

#### *Qualifying Transaction and TSXV Listing*

On October 1, 2018, MediPharm Labs completed the reverse takeover of the Company pursuant to the Qualifying Transaction.

In connection with and prior to the Qualifying Transaction, on October 1, 2018, the Company filed articles of amendment to: (i) change its name from "POCML 4 Inc." to "MediPharm Labs Corp."; and (ii) consolidate its Common Shares on the basis of one "new" Common Share for every two "old" Common Shares then outstanding. The Qualifying Transaction then proceeded by way of a "three-cornered amalgamation" pursuant to which MediPharm Labs amalgamated with 2645354 Ontario Inc, a wholly-owned subsidiary of the Company, and the Company acquired all the issued and outstanding MediPharm Shares in exchange for Common Shares on the basis of 12.68 Common Shares for every one MediPharm Share then issued and outstanding (the "**Exchange Ratio**").

Immediately following completion of the Qualifying Transaction, an aggregate of 96,866,628 Common Shares were issued and outstanding (non-diluted), and an aggregate of 33,214,619 Common Shares were reserved for issuance upon the exercise of outstanding convertible securities of the Company.

On October 4, 2018, the Common Shares commenced trading on a post-consolidation basis on the TSXV under the symbol "LABS".

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Financings

On March 22, 2018, MediPharm Labs completed a private placement (the “**March Private Placement**”) of 796,709 units at a price of \$3.72 per unit for aggregate gross proceeds of \$2,964 each unit being comprised of one MediPharm Share and one common share purchase warrant (each, a “**MediPharm Labs March Warrant**”). Each MediPharm Labs March Warrant entitled the holder to acquire one MediPharm Share at an exercise price of \$6.00 until October 1, 2020. On closing of the Qualifying Transaction, replacement warrants of the Company (each, a “**March Warrant**”), adjusted by the Exchange Ratio, were issued to holders of MediPharm Labs March Warrants. Each March Warrant entitles the holder to acquire one Common Share at an exercise price of \$0.47 per Common Share until October 1, 2020.

In connection with the March Private Placement, certain finders received a cash fee of \$175 and an aggregate of 47,043 warrants in consideration for their services, each warrant entitling the holder to acquire one MediPharm Share and one MediPharm Labs March Warrant at an exercise price of \$3.72 until the date which is 24 months following completion of the Qualifying Transaction. On closing of the Qualifying Transaction, replacement warrants (the “**March Broker Warrants**”), adjusted by the Exchange Ratio, were issued to holders of these warrants.

On June 1, 2018 and June 29, 2018, MediPharm Labs completed private placements (the “**June Private Placements**”) for an aggregate of 2,071,168 units at a price of \$10.778 per unit for aggregate gross proceeds of \$22,317, each unit being comprised of one MediPharm Share and one-half of one common share purchase warrant (each whole warrant, a “**MediPharm Labs June Warrant**”). Each MediPharm Labs June Warrant entitled the holder to acquire one MediPharm Share at an exercise price of \$15.216 until October 1, 2020. On closing of the Qualifying Transaction, replacement warrants (each, a “**June Warrant**”), adjusted by the Exchange Ratio, were issued to holders of MediPharm Labs June Warrants. Each June Warrant entitles the holder thereof to acquire one Common Share at an exercise price of \$1.20 per Common Share until October 1, 2020. The June Warrants are governed by a common share purchase warrant indenture (the “**Warrant Indenture**”) dated October 1, 2018 between the Company and TSX Trust Company, as warrant agent.

In connection with the brokered portion of the June Private Placements, certain agents received a cash fee of \$1,282 and an aggregate of 118,960 broker warrants in consideration for their services, each entitling the holder to acquire one MediPharm Share and one MediPharm Labs June Warrant at an exercise price of \$10.778 until the date which is 24 months following completion of the Qualifying Transaction. On closing of the Qualifying Transaction, replacement broker warrants (the “**June Broker Warrants**”), adjusted by the Exchange Ratio, were issued to holders of these warrants.

Licensing

In 2016, the Company’s wholly-owned subsidiary, MediPharm Labs, submitted its application to become a licenced producer (the “**Licence**”) under the ACMPR to Health Canada. On March 29, 2018, MediPharm Labs became the first company in Canada to receive a production licence for cannabis oil production under the ACMPR without first receiving a cannabis cultivation licence.

On October 17, 2018, when the *Cannabis Act* came into force, MediPharm Labs’ Licence was transitioned to a standard processing licence under the *Cannabis Act*. On November 9, 2018, the Licence

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was amended to permit the sale of cannabis oil and derivatives to other licence holders under the *Cannabis Act* and certain other authorized classes of purchasers.

On December 21, 2018, the Company received approval from Health Canada for the use of an expanded extraction facility in Barrie, increasing its total licenced extraction throughput from 100,000 kg of dried cannabis to 150,000 kg.

MediPharm Labs has applied for an amendment to its Licence authorizing it to sell cannabis products directly to provincial distributors throughout Canada. As of the date of this MD&A, MediPharm Labs has currently entered into supply arrangements with the Ontario Cannabis Store and the Provinces of British Columbia, Saskatchewan and Manitoba such that it expects to commence shipping of tincture bottles and soft gels under its private and white label programs shortly after receiving the Licence amendment.

The Licence has a current term that ends on March 29, 2021. It is anticipated by management of the Company that Health Canada will extend or renew the Licence at the end of its current term. See "Risk Factors – Reliance on Licence".

See "Company Overview" for details on MediPharm Labs Australia's licencing.

#### Production and Operational Highlights

During the twelve-month period ended December 31, 2018, the Company procured approximately 3,800 kg of dried cannabis inventory for use in its private label and white label operations.

After the receipt of its authorization to commence sales of cannabis oil and derivatives in November 2018, MediPharm Labs completed several private label sales of crude cannabis oil prior to its December 31, 2018 year-end. The first large shipments of cannabis oil supply left the Company's dock in December 2018 and were aggregately valued at over \$10 million. One such sale was to Canopy Growth Corporation ("**Canopy**") pursuant to the 18-month strategic supply agreement dated November 29, 2018 by which MediPharm Labs agreed to supply up to 900 kilograms of cannabis extract to Canopy and its subsidiaries. See "Subsequent Events" for details on an additional long-term private label agreement.

In addition, as part of its tolling strategy, the Company entered into the following contract processing agreements during fiscal 2018, each having a three-year term:

- On July 31, 2018, MediPharm Labs entered into a cannabis concentrate program agreement with James E. Wagner Cultivation Corporation ("**JWC**"), a licensed producer under the ACMPR, pursuant to which JWC agreed to provide MediPharm Labs with dried cannabis to use for the purposes of cannabis oil extraction and processing.
- On September 4, 2018, MediPharm Labs entered into a cannabis concentrate program agreement with INDIVA Limited ("**INDIVA**"), a licensed producer under the ACMPR, pursuant to which MediPharm Labs agreed to process dried cannabis for INDIVA.
- On October 5, 2018, MediPharm Labs entered into a cannabis concentrate program agreement with Emerald Health Therapeutics Canada Inc. ("**Emerald**") pursuant to which MediPharm Labs agreed to process dried cannabis for Emerald.

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- On November 13, 2018, MediPharm Labs entered into a cannabis concentrate program agreement with The Supreme Cannabis Company, Inc. ("**Supreme Cannabis**"), a licensed cultivator under the *Cannabis Act*, pursuant to which MediPharm Labs agreed to process a minimum of 1,000 kg of dried cannabis per year for the next three years.

#### Highlights for the Three-Month Period Ended March 31, 2019

During the three-month period ended March 31, 2019, the Company succeeded in accomplishing numerous milestones, including entering into a new tolling agreement, a new bulk oil sales agreement, its first export agreement and its first white label agreement.

##### Tolling Agreement

On January 8, 2019, the Company entered into a three-year cannabis concentrate program agreement with TerrAscend Canada Inc. ("**TerrAscend**") pursuant to which MediPharm Labs agreed to process dried cannabis for TerrAscend.

##### Long-term Private Label Wholesale Agreement

On February 12, 2019, the Company entered into a private label supply agreement with a *Cannabis Act* licensed cultivator where the Company committed to delivering an aggregate of \$35 million of cannabis oil within a 13-month period. In addition, the licensed cultivator has the option to increase its purchase commitment by \$13.5 million within the same period.

##### First Export Agreement

On February 20, 2019, the Company entered into its first international export agreement, being a private label agreement to supply purified, pharmaceutical-grade cannabis oil concentrates, or resin, to AusCann Group Holdings Ltd. in Australia, subject to satisfaction of applicable regulatory requirements.

##### White Label Agreement

On March 20, 2019, the Company entered into its first white label agreement to supply tincture bottles to provincial distributors and retailers on behalf of an existing consumer packaged goods brand.

## DISCUSSION OF OPERATIONS

### Overview

#### Revenue

During three-month period ended March 31, 2019, revenue was derived from the wholesale of cannabis oil through the Company's private label program. Though management expects to commence revenue generation through tolling activities beginning in the second quarter of 2019, wholesale of private and white label products is expected to continue to be the Company's primary revenue driver.

#### Cost of Sales

Cost of sales reflects the cost to extract and process the cannabis oils as well as the management of product throughput and inventory levels. Cost of sales includes the purchase of material and services such

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as the purchase of dried cannabis, freight expenses, sub-contractors, employee wages and benefit costs, and other operating expenses such as repairs and maintenance, plant overhead, as well as depreciation and amortization.

Gross Profit

Gross profit is calculated by deducting the cost of sales from revenue. The Company continues to refine its production processes and methodologies to increase production efficiency and gross profit.

Expenses

General administrative expenses include personnel expenses, consulting and professional fees, depreciation, travel and entertainment expenses, rent and occupancy cost, filing fees and shareholder communications, and other expenses related to the infrastructure required to support the Company's business.

Marketing and selling expenses include investor relations expenses, advertising and promotion expenses, personnel expenses, depreciation, travel and entertainment expenses, and other expenses incurred to win new business and retain existing clients.

Share-based compensation expense includes stock options granted.

Other operating expenses include start-up and pre-manufacturing costs incurred prior to the commencement of production in September 2018 (research and development of products, personnel expenses, depreciation, supplies and small equipment, machinery maintenance, and other) foreign exchange loss, and bank and financial institution service fees, which are costs that do not depend on sales or production quantities.

Included in other operating expenses, R&D expenses comprise costs incurred in performing R&D activities, including product testing and related manufacturing costs, materials and supplies, salaries and benefits, contract research costs, patent procurement costs, and occupancy costs.

Finance income

Finance income comprises interest income earned on cash balance and short-term investments.

Finance expense

Finance expense comprises interest expenses and accretion expenses that both were incurred on the convertible debentures issued in October 2017, mortgage payable and finance fees.

Taxation expense

Taxation expense reflects the Company's income tax expense and deferred tax expense or income.

Other Comprehensive Income and Loss

Other comprehensive income and loss includes exchange gains and losses on translation of foreign operations. MediPharm Labs is a majority shareholder of subsidiary MediPharm Labs Australia, which has been constructing and developing a production facility in Victoria, Australia.

**MediPharm Labs Corp.**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

**Comparison of Quarter Ended March 31, 2019 to 2018**

	<b>Three-month periods ended March 31</b>	
	<b>2019 \$'000s</b>	<b>2018 \$'000s</b>
Revenue from contracts with customers	21,950	-
Cost of sales	(15,088)	-
<b>Gross profit</b>	<b>6,862</b>	<b>-</b>
General administrative expenses	(2,128)	(394)
Marketing and selling expenses	(907)	(11)
Share-based compensation expense	(3,972)	(758)
Other operating expenses	(7)	(105)
<b>Operating loss</b>	<b>(152)</b>	<b>(1,268)</b>
Finance income	5	-
Finance expense	(178)	(81)
<b>Loss before taxation</b>	<b>(325)</b>	<b>(1,349)</b>
Taxation expense	(248)	-
<b>Net loss for the period</b>	<b>(573)</b>	<b>(1,349)</b>
<b>Attributable to</b>		
-Non controlling interest	(63)	(15)
-Equity holder of parents	(510)	(1,334)

*Discussion and Analysis of the Results for the Quarter Ended March 31, 2019*

Results of operations for the three months ended March 31, 2019 as compared to the three months ended March 31, 2018.

\$'000s	<b>Three-months ended</b>		<b>Change</b>		<b>Management Commentary</b>
	<b>2019</b>	<b>2018</b>	<b>\$</b>	<b>%</b>	
Revenue	21,950	-	21,950	N/A	After receiving Health Canada sales authorization in November 2018, the Company commenced private label wholesale activities. Results for the three months ended March 31, 2018 do not reflect any sale activities and are accordingly not comparable.
Cost of sales	(15,088)	-	(15,088)	N/A	
<b>Gross profit</b>	<b>6,862</b>	<b>-</b>	<b>6,862</b>	<b>N/A</b>	

**MediPharm Labs Corp.**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

\$'000s	Three-months ended		Change		Management Commentary
	March 31		\$	%	
	2019	2018			
General administrative expenses	(2,128)	(394)	(1,734)	440%	<p>General administrative expenses increased due to the following reasons:</p> <ul style="list-style-type: none"> <li>• Increase in personnel headcount and consulting and professional fees related to the start of production.</li> <li>• Depreciation related to the build out and purchase of a production facility in Barrie in the fourth quarter of 2018.</li> <li>• Increase in travel and entertainment expenses due to the start of production and sales.</li> <li>• Incurred expenses related to TSXV and OTC filings.</li> </ul>
Marketing and selling expenses	(907)	(11)	(896)	8,145%	<p>Marketing and selling expenses incurred due to commencement of sales activities and following activities specifically:</p> <ul style="list-style-type: none"> <li>• Investor communication activities started after commencing trading on the TSXV in October 2018.</li> <li>• Advertising and promotional activities including marketing materials, memberships, conferences, and digital marketing.</li> <li>• Increase in personnel headcount attributable to marketing and selling activities.</li> <li>• Increase in travel and entertainment expenses due to the start of production and sales.</li> </ul>
Share-based compensation expenses	(3,972)	(758)	(3,214)	424%	Expense incurred due to remuneration in the form of share-based payments granted to employees (including senior executives).
Other operating expenses	(7)	(105)	98	(93%)	Last year during the quarter, other operating expenses included start-up and pre-manufacturing cost which incurred prior to the commencement of production in September 2018. These expenses included testing and implementation of processes, research activities for testing purposes.
<b>Operating loss</b>	<b>(152)</b>	<b>(1,268)</b>	<b>1,116</b>	<b>(88%)</b>	

**MediPharm Labs Corp.**
**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

\$'000s	Three-months ended		Change		Management Commentary
	March 31		\$	%	
	2019	2018			
<i>Adjusted EBITDA (non-IFRS measure)</i>	4,310	(381)	4,691	1,231%	The increase in Adjusted EBITDA is mainly attributable to the commencement of production and sales, which resulted in an increase of revenue and gross profit, offset by the increase in general and administrative expenses and marketing and selling expenses.  Adjusted EBITDA is a non-IFRS measure. See "Reconciliation of Non-IFRS Measures" for reconciliation to IFRS measures.
Finance income	5	-	5	N/A	Finance income related to interest income recognized on balance of cash and short-term investment, which increased due to increase in balances of cash and short-term investment balances.
Finance expense	(178)	(81)	(97)	120%	Finance expenses increased due to increase in interest expenses on the mortgage payable and finance fees.
<b>Loss before taxation</b>	<b>(325)</b>	<b>(1,349)</b>	<b>1,024</b>	<b>(76%)</b>	See comments above.
Taxation expense	(248)	-	(248)	N/A	Taxation expense incurred due to having taxable profit for the three-month period ended March 31, 2019.
<b>Net loss for the period</b>	<b>(573)</b>	<b>(1,349)</b>	<b>776</b>	<b>(58%)</b>	See comments above.

**SUMMARY OF QUARTERLY RESULTS**

The following table sets out the Company's selected quarterly consolidated financial information:

	Three-months ended			
	March 31	December 31	September 30	June 30
	2019	2018	2018	2018
	\$'000s	\$'000s	\$'000s	\$'000s
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Total revenue	21,950	10,198	Nil	Nil
Net loss attributable to equity holder of parent	(510)	(3,503)	(1,954)	(1,586)
Basic and diluted loss per	(0.01)	(0.05)	(0.29)	(0.32)



**MediPharm Labs Corp.****MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

	<b>Three-months ended</b>			
	<b>March 31</b>	<b>December 31</b>	<b>September 30</b>	<b>June 30</b>
	<b>2018</b>	<b>2017</b>	<b>2017</b>	<b>2017</b>
	<b>\$'000s</b>	<b>\$'000s</b>	<b>\$'000s</b>	<b>\$'000s</b>
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Total revenue	Nil	Nil	Nil	Nil
Net loss attributable to equity holder of parent	(1,334)	(737)	(40)	(31)
Basic and diluted loss per	(0.03)	(0.01)	(0.02)	(0.01)

The Company received authorization to produce and sell cannabis oil from Health Canada in 2018 and has since commenced production and sales activities. The increase in net loss in the three-month period ended December 31, 2018 reflects the Company's commencement of operations net of expenses recorded from the reverse takeover transaction. The increase in revenue and decrease in net loss for the three-month period ended March 31, 2019 reflect the Company's continued scaling of its production and sales net of stock-based compensation recorded during the period.

### RECONCILIATION OF NON-IFRS MEASURES

The information presented within this MD&A includes certain financial measures, such as "Adjusted EBITDA", which are not defined terms under IFRS.

These non-IFRS financial measures and key performance indicators should be read in conjunction with the Financial Statements. See reconciliations below of non-IFRS financial measures to the most directly comparable IFRS measure.

Management believes these supplementary financial measures provide useful additional information related to the operating results of the Company. These measures are used by management to assess financial performance of the business and are a supplement to the Financial Statements. Investors are cautioned that these measures should not be construed as an alternative to using net income as a measure of profitability or as an alternative to the Company's IFRS-based Financial Statements.

These measures do not have any standardized meaning and the Company's method of calculating each measure may not be comparable to calculations used by other companies bearing the same description.

Adjusted EBITDA is defined as net loss excluding interest, taxes, depreciation and amortization, and share-based compensation. Adjusted EBITDA has limitations as an analytical tool as it does not include depreciation and amortization expense, interest income and expense, taxes, and share-based compensation. Because of these limitations, Adjusted EBITDA should not be considered as the sole measure of the Company's performance and should not be considered in isolation from, or as a substitute for, analysis of the Company's results as reported under IFRS.

The following tables reconcile the Company's Adjusted EBITDA and loss from operations (as reported) as at March 31, 2019 and 2019 and December 31, 2018.

**MediPharm Labs Corp.****MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

	<b>Three-months ended</b>		<b>Change</b>
	<b>March 31</b>	<b>March 31</b>	
	<b>2019</b>	<b>2018</b>	
	<b>\$'000s</b>	<b>\$'000s</b>	<b>\$'000s</b>
<b>Adjusted EBITDA reconciliation</b>			
<b>Loss from operations – as reported</b>	<b>(152)</b>	<b>(1,268)</b>	<b>1,116</b>
<b>Add/(deduct):</b>			
Share-based compensation expense	3,972	758	3,214
Depreciation	490	129	361
<b>Adjusted EBITDA</b>	<b>4,310</b>	<b>(381)</b>	<b>4,691</b>

	<b>Three-months ended</b>
	<b>December 31</b>
	<b>2018</b>
	<b>\$'000s</b>
<b>Adjusted EBITDA reconciliation</b>	
<b>Loss from operations – as reported</b>	<b>(3,366)</b>
<b>Add/(deduct):</b>	
Share-based compensation expense	738
Depreciation	527
Transaction fee (excluding legal fee)	4,230
<b>Adjusted EBITDA</b>	<b>2,129</b>

## CAPITAL STRUCTURE

### Outstanding Equity Securities

The Company's authorized capital consists of an unlimited number of Common Shares. As at March 31, 2019, the Company had 105,318,595 Common Shares issued and outstanding and as at the date of this MD&A the Company had 113,482,921 Common Shares issued and outstanding.

As at March 31, 2019 the Company had 9,556,191 March Warrants, 596,505 March Broker Warrants, 11,931,673 June Warrants and 923,903 June Broker Warrants outstanding. Subsequent to March 31, 2019, warrants were exercised for total aggregate proceeds of \$7,211 resulting in 6,107,350 March Warrants, 596,505 March Broker Warrants, 7,487,232 June Warrants and 754,207 June Broker Warrants remaining outstanding as of the date of this MD&A.

As at March 31, 2019 the Company had 10,492,700 stock options outstanding and as at the date of this MD&A the Company had 10,454,301 stock options outstanding.

## MediPharm Labs Corp.

### MANAGEMENT'S DISCUSSION AND ANALYSIS

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

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#### Dividend Policy

Payment of any future dividends by the Company, if any, will be at the discretion of the board of directors of the Company after considering many factors, including the Company's operating results, financial condition, and current and anticipated cash needs.

#### Debt Facilities

The following table presents the movement in the Company's debt balances for each of the periods indicated:

##### Mortgage Payable

Both of the first and second mortgage are secured against the land and the building in Barrie, Ontario and a general security agreement on the assets of the Company.

- The first mortgage (\$3,000) bears interest at floating rate at the greater of 7.5% or the TD Canada Trust Posted Bank Prime Rate of interest plus 3.80% per annum.
- The second mortgage (\$3,000) bears interest of floating rate at the greater of 11% per annum or the TD Canada Trust Posted Bank Prime Rate of interest plus 7.30% per annum.

Both mortgages have a term of one year and can be repaid before maturity without penalty.

## LIQUIDITY AND CAPITAL RESOURCES

#### Liquidity

Management's objectives when managing the Company's liquidity and capital structure are to generate sufficient cash to fund the Company's operating and growth strategy. The Company constantly monitors and manages its capital resources to assess the liquidity necessary to fund operations and capacity expansion.

As at March 31, 2019, the Company had a positive working capital of \$9,902 (December 31, 2018 - \$11,728). The slight decrease in working capital was driven primarily by cash invested in property plant and equipment and non-current deposits during the quarter.

Management of the Company believes the Company's current resources are sufficient to settle its current liabilities, when considering inventory and trade receivables.

The following table presents the net cash flows (\$'000s) for each of the periods presented:

	<b>Three-months ended</b>	
	<b>March 31 2019</b>	<b>March 31 2018</b>
	<b>\$'000s</b>	<b>\$'000s</b>
Net cash provided by (used in)		
Operating activities	4,043	(2,797)
Investing activities	(6,573)	(2,322)

**MediPharm Labs Corp.****MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

	<b>Three-months ended</b>	
	<b>March 31</b>	<b>March 31</b>
	<b>2019</b>	<b>2018</b>
	<b>\$'000s</b>	<b>\$'000s</b>
Financing activities	3,087	3,957
Effect of exchange rate changes on cash	(7)	(2)
Cash and cash equivalents, beginning of period	7,850	2,493
Cash and cash equivalents, end of period	8,400	1,329

<b>\$'000s</b>	<b>Three-months ended</b>			<b>Management Commentary</b>
	<b>March 31</b>	<b>March 31</b>	<b>Change</b>	
	<b>2019</b>	<b>2018</b>		
Net cash provided by (used in) operating activities	4,043	(2,797)	6,840	Cash provided by operating activities is derived from the increase in cash based operating income which is a result of the ramping up of production and sales. Increase in accounts payable offset the impact of increase in inventory and accounts receivable.
Net cash (used in) investing activities	(6,573)	(2,322)	(4,251)	Cash used in investing activities are mainly driven by capital expenditure, mostly including the purchase of machineries, the renovation of Barrie facility and the construction of Australia facility. In 2018, the cash used in investing activities was driven by purchase of security equipment and construction of Barrie facility.
Net cash provided by financing activities	3,087	3,957	(870)	Cash provided by financing activities are mainly driven by proceeds from warrant and stock option exercises. In 2018, cash provided by financing activities was driven by issuance of shares.

**Contractual obligations**

The Company's contractual obligations as at March 31, 2019 increased by \$21,097 mainly due to the increased accounts payable related to dried cannabis purchases.

In addition, the Company has wholesale supply agreements under which it committed to sell up to 1,192.7kg of cannabis oil within 18 months. In the default of not delivering any or portion of committed product, the Company would be subject to a late in-kind/cash payment. For the three-month period ended March 31, 2019, the Company fulfilled the committed amount.

**MediPharm Labs Corp.****MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

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**Capital Resources**

The Company is subject to risks including, but not limited to, its inability to raise additional funds through debt and/or equity financing to support its development, including the continued expansion and development of its Barrie facility and development of its Australian facility, and continued operations and to meet its liabilities and commitments as they come due. See "Risk Factors", including "Realization of Growth Targets".

Management expects that its existing financial resources, anticipated operating cash flows and future debt and/or equity financings will provide the Company with sufficient capital resources as its operations continue to develop. During the three-month period ended March 31, 2019, MediPharm Labs completed the following financings:

- On January 7, 2019, 5,445,806 stock options were exercised into common shares for proceeds of \$1,286.
- On March 2019, 317,900 stock options were exercised into common shares for proceeds of \$76.
- During the three-month period ended March 31, 2019, 2,015,529 warrants were exercised into common shares for proceeds of \$1,809.

**Use of Funds Reconciliation**

Upon the completion of the Qualifying Transaction, the Company had approximately \$20,905 of available funds. The following table sets forth a comparison of the disclosure regarding the Company's estimated use of funds set out in the Company's Filing Statement dated September 24, 2018, which may be viewed under its SEDAR profile at [www.sedar.com](http://www.sedar.com), and its actual use of available funds as at March 31, 2019:

<b>Principal Use of Available Funds</b>	<b>Estimated (\$'000s)</b>	<b>Actual (\$'000s)</b>
Capital expenditures related to:	12,300	11,120
- Completion of facility expansion		
- Building purchase		
- Licensing		
- Capital equipment and production line		
- Australia expansion		
- Expansion into other provinces in Canada		
Operating expenses related to:	8,605	9,785 <sup>(1)</sup>
- Purchase of supplies		
- Selling, general and administrative expenses		
<b>Total</b>	<b>20,905</b>	<b>20,905</b>

**Note:**

- (1) Operating expenses were greater than forecasted owing to the larger than expected value of raw material (dried flower) purchases made since October 2018.

## MediPharm Labs Corp.

### MANAGEMENT'S DISCUSSION AND ANALYSIS

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

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#### OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

#### RELATED PARTY TRANSACTIONS

Management have determined that key management personnel consist of directors and, the Chief Executive Officer, the Chief Financial Officer and the President of the Company. The remuneration to directors and officers during the three-month period ended March 31, 2019 was \$426 (March 31, 2018 - \$119) which was included in consulting fees, salaries and benefits.

During the three-month period ended March 31, 2019, the Group issued 1,890,000 options at an exercise price of \$2 per share to its key management personnel and the fair value of total share-based compensation is \$2,647. During the three-month period ended March 31, 2019, the key management personnel exercised 3,043,200 options for gross proceeds of \$720.

As at March 31, 2019, the Company has \$16 due to key management personnel for reimbursement of expenses (December 31, 2018 - \$16). The amount is non-interest bearing, unsecured and due on demand.

#### FINANCIAL INSTRUMENTS AND RELATED RISKS

The Company is exposed to a variety of financial risks due to its operations. These risks include credit risk, liquidity risk, and interest rate risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance. Financial risk management is carried out by the subsidiaries of the Company under policies approved by Board of Directors.

##### Credit risk

Credit risk arises from deposits with banks and financial institutions and outstanding receivables. Credit risk is managed on a group basis. For banks and financial institutions, only independently rated parties with a minimum rating of "A" are accepted. As of March 31, 2019, the Company has significant concentration of credit risk on outstanding receivables; however, management considers that the customers the Company is working with have low credit risk. In addition, the Company typically receives 50% of the sales value in advance.

As of period end, the Company does not have past due outstanding receivables over 60 days. Total amount of past due receivables is \$6,442. The expected loss rate for undue and overdue balance is estimated to be nominal based on the subsequent collections on the outstanding receivable balance and the credibility of the customers.

##### Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash to meet obligations when due and to close out market positions. At the end of the reporting period, the Company held deposits at banks and financial institutions of \$8,400 (December 31, 2018: \$7,850) that are expected to readily generate cash inflows for managing liquidity risk. Due to the dynamic nature of the underlying businesses, the

## MediPharm Labs Corp.

### MANAGEMENT'S DISCUSSION AND ANALYSIS

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

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Company maintains flexibility in funding by maintaining a minimum cash balance at banks and financial institutions.

Management monitor rolling forecasts of the Company's liquidity reserve and cash, and cash equivalents on the basis of expected cash flows.

#### *Interest rate risk*

The Company is exposed to interest rate risk through floating interest rates at the greater of fixed interest rate declared by the mortgages or floating interest rate. As at March 31, 2019, the fixed interest rate is greater than the floating interest rate; therefore, the Company is not currently exposed to interest rate risk. The Company has \$6,000 mortgage payable and the maturity of this financial instrument is less than 1 year. Therefore, management believes that the Company's fair value interest rate risk is not significant.

## **RISK FACTORS**

There are a number of risk factors that could impact the Company's ability to successfully execute its key strategies and may materially affect future events, performance or results, including without limitation the following risk factors discussed in greater detail under the heading "Risk Factors" in the Annual Information Form available on [www.sedar.com](http://www.sedar.com), which risk factors are incorporated by reference into this document and should be reviewed in detail by all readers:

- limited operating history;
- regulatory compliance risks;
- change of cannabis laws, regulations and guidelines;
- reliance on licences and authorizations;
- realization of growth targets including expansion of facilities and operations;
- management of growth;
- history of net losses;
- competition;
- conflicts of interest;
- legal proceedings;
- environmental regulation and risks;
- insurance risks;
- unfavourable publicity or consumer perception;
- product liability;
- product recalls;
- reliance on a single facility;
- dependence on supply of cannabis and other key inputs;
- retention and acquisition of skilled personnel;
- difficulty to forecast;
- inability to sustain pricing models;
- failure to comply with laws in all jurisdictions;
- perceived reputational risk for third parties;
- risks related to intellectual property;

## MediPharm Labs Corp.

### MANAGEMENT'S DISCUSSION AND ANALYSIS

For the three-month period ended March 31, 2019 (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

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- marketing constraints;
- research and development;
- shelf life of inventory;
- maintenance of effective quality control systems;
- scheduled maintenance, unplanned repairs, equipment outages and logistical disruptions;
- client risks;
- lack of long-term customer commitment risk;
- risks as a result of international expansions;
- operations in foreign jurisdictions;
- reliance upon international advisors and consultants;
- foreign currency risk;
- operations in foreign jurisdictions;
- access to capital;
- estimates or judgments relating to critical accounting policies;
- tax risks;
- market for the Common Shares;
- no history of payment of cash dividends;
- reporting issuer status;
- significant sales of Common Shares;
- analyst coverage, and
- tax issues related to the Common Shares.

### CRITICAL ACCOUNTING ESTIMATES

See to Note 2.3 of the Financial Statements.

### CHANGES IN ACCOUNTING POLICIES AND FUTURE ACCOUNTING CHANGES

#### Changes in Accounting Policies

As disclosed in Note 2.2 “*Changes in accounting policies*” to the Financial Statements, the Company adopted the following new standards and amendments that were effective for annual periods beginning on January 1, 2019:

#### IFRS 16, Leases

The Company has adopted IFRS 16, *Leases*, on or after January 1, 2019. The Company has elected to account for lease payments as an expense on a straight-line basis over the lease term since the Company leases its office space with a lease term less than 12 months and containing no purchase options. Therefore, there is no impact on the accumulated deficit.

Other than the above-mentioned accounting policy change, other accounting policy changes/amendments announced by IASB and effective from annual period beginning on or after January 1, 2019, do not have any significant impact on the Company’s consolidated financial statements.



## **DISCLOSURE CONTROLS AND INTERNAL CONTROLS**

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

In contrast to the certificate required under National Instrument 52-109 - *Certificate 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:

- controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the Company 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
- a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the Company's GAAP.

The CEO and CFO of the Company are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they are making in this certificate. 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.

During the three-month period ended March 31, 2019, no changes were made in the Company's design of internal controls over financial reporting that have materially affected, or are reasonably likely to materially affect, its internal controls over financial reporting.

## **SUBSEQUENT EVENTS**

### **Acquisition of Over 5,000 kg of Dried Cannabis**

On April 1, 2019, the Company announced that it had acquired over 5,000 kg of dried cannabis supply in the last two weeks of March 2019.

### **Capital Commitment**

In accordance with a unanimous shareholders agreement dated March 1, 2018 with respect to the Company's minority interest in 10552763 Canada Corp. (o/a Garden Variety), a Manitoba retailer of

**MediPharm Labs Corp.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the three-month period ended March 31, 2019** (All dollar amounts disclosed in the MD&A have been rounded off to the nearest thousand currency unit and are expressed in Canadian dollars unless otherwise stated.)

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cannabis products, and a capital call notice dated April 4, 2019, the Company was required to make a capital contribution of CAD\$32 to Garden Variety on April 2019.

**Science Advisory Committee**

On April 8, 2019, the Company announced the formation of its new Science Advisory Committee, comprised of an internationally esteemed group of expert scientists, researchers and medical professionals. The committee's mandate is to advise and assist the Company in harnessing the potential of cannabis through innovation, best practices, thought leadership and strategic alliances.

**Change of OTC Ticker, DTC Eligibility and Graduation to the OTCQX Best Markets**

On April 9, 2019, the Company announced that its Common Shares commenced trading on the OTCQB under the new ticker symbol "MEDIF". Its Common Shares had previously traded on the OTCQB under the ticker symbol "MLCPF".

On April 16, 2019, the Company announced that it received Depository Trust Company (DTC) eligibility for its common shares in the United States. "DTC eligibility" simplifies the process of trading and transferring the Company's common shares between brokerages in the US.

On May 2, 2019, the Company announced that its Common Shares were qualified to trade on the OTCQX Best Market. MediPharm Labs upgraded to OTCQX from the OTCQB and continued to trade under the symbol "MEDIF".

**Appointment of Chief Strategy Officer, Braden Fenske**

On April 29, 2019, the Company announced that it appointed Braden Fenske as its Chief Strategy Officer. In this newly created executive role, Mr. Fenske will be responsible for advancing the Company's strategic corporate initiatives in collaboration with the Company's executives and operational teams across the company.

**Appointment of New Independent Director, Dr. Paul Tam**

Effective April 30, 2019, the Company appointed Dr. Paul Tam as a new independent director to its board. Dr. Tam also replaced Chris Hobbs on the Company's Audit Committee resulting in an Audit Committee fully comprised of independent directors in accordance with National Instrument 52-110 – *Audit Committees*.