



**BLISSCO CANNABIS CORP.**  
MANAGEMENT DISCUSSION AND ANALYSIS  
Nine Months Ended October 31, 2018

# BLISSCO CANNABIS CORP.

Management Discussion & Analysis  
October 31, 2018

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## 1.1 Date

This Management Discussion and Analysis (“MD&A”) of BlissCo Cannabis Corp. (the “Company” or “BlissCo”) has been prepared by management as of December 20, 2018 and should be read in conjunction with the condensed interim consolidated financial statements and related notes thereto for the nine months ended October 31, 2018 and the audited financial statements and related notes thereto of the Company, as at and for the years ended January 31, 2018 and 2017, which were prepared in accordance with International Financial Reporting Standards (“IFRS”).

This MD&A contains forward-looking information which reflects management’s expectations regarding the Company’s growth, results of operation, performance and business prospects and opportunities. The use of words such as “anticipate”, “continue”, “estimate”, “expect”, “may”, “will”, “project”, “should”, “believe”, “outlook”, “forecast” and similar expressions are intended to identify forward-looking statements.

The Company has based the forward-looking statements largely on the Company’s current expectations, estimates, assumptions, and projections about future events and financial and other trends that the Company believes, as of the date of such statements, may affect its business, financial condition and results of operations. Such expectations, estimates, assumptions, and projections, many of which are beyond the Company’s control, include, but are not limited to: management’s expectations regarding the future business, objectives and operations of the Company; the Company’s anticipated cash needs and the need for additional financing; the Company’s ability to successfully complete future financings; the acceptance by the marketplace of new technologies and solutions; the Company’s expectations regarding its competitive position; the Company’s expectations regarding regulatory developments and the impact of the regulatory environment in which the Company operates; the Company’s ability to attract and retain qualified management personnel and key employees; and anticipated trends and challenges in the Company’s business and the markets in which it operates. Assumptions underlying the Company’s working capital requirements are based on management’s experience with other public companies. Forward-looking statements regarding treatment by governmental authorities assumes no material change in regulations, policies, or the application of the same by such authorities. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date the statements were made, and readers are advised to consider such forward-looking statements with the risks set forth.

## 1.2 Overview

BlissCo Cannabis Corp., formerly Trigen Resources Inc., was incorporated on January 13, 1981 under the laws of British Columbia.

On February 22, 2018, the Company consolidated its issued and outstanding share capital on a 2.25 old for one new basis and changed its name from Trigen Resources Inc. to BlissCo Cannabis Corp. The Company was previously listed on the NEX board of the TSX Venture Exchange (the “Exchange”) and was delisted from the Exchange effective February 21, 2018. On March 2, 2018, the Company commenced trading on the Canadian Securities Exchange (“CSE”) under the symbol “BLIS”. On April 30, 2018, the Company commenced trading on the Frankfurt Stock Exchange under the symbol “GQ4B”. On September 21, 2018, the Company commenced trading on the OTCQB under the symbol “HSTRF”.

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On February 23, 2018, the Company completed its acquisition of Bliss Co Holdings Ltd. ("BCH"), a private company incorporated under the laws of Canada. BlissCo has constructed a cultivation facility with a focus on being a high-volume processor, packager and distributor of cannabis and cannabis related products.

Summary of the acquisition transaction:

- 69,963,652 post-Consolidation shares of BlissCo were issued to the shareholders of BCH as consideration for 100% of the issued and outstanding common shares of BCH.
- 16,245,750 warrants of BlissCo were issued to holders of BCH warrants, where each warrant entitles the holder to acquire one post-Consolidation share of the Company at an exercise price of \$0.25.
- BlissCo completed a private placement financing of 18,684,043 units of common shares on a post-consolidation basis at a price of \$ 0.30 per unit for aggregate gross proceeds of \$5,605,213 (the "Private Placement"). Each Unit is comprised of one common share ("Share") and one Share purchase warrant ("Warrant"). Each Warrant entitles the holder to acquire one Share at an exercise price of \$0.60 for a period of two years provided that the Company may accelerate the expiry date by providing 20 days' notice in the event that the Shares have a volume weighted average price of \$0.80 or higher for a period of 10 consecutive trading days. All securities issued under the Financing were issued on a post-consolidated basis and are subject to a four-month hold period in accordance with applicable securities laws.
- Arm's length finder received an aggregate of 833,333 post-Consolidation common shares of BlissCo.
- The board of directors of BlissCo consists of five directors.

## General Description of the Business

BlissCo is a standard cultivator and standard processor under the Cannabis Act. It is focused on cultivating, processing and distributing ultra-premium dried cannabis and cannabis related products. BlissCo earned its license to cultivate cannabis plants and to prepare dried cannabis in March 2018 and its license to produce cannabis oil in August 2018. The Company received a comprehensive sales license from Health Canada to sell bulk cannabis and pre-packaged, labeled, and tested cannabis products in November 2018 to medical patients and provinces. In December 2018, the Company submitted its application for a license amendment to sell cannabis oil.

BlissCo plans to sell adult-use dried cannabis and processed products in Canadian provinces. The Company is also committed to providing exceptional service to its medical clients and plans to launch a telemedicine app to offer clients mobile access to a Nurse Practitioner for easy guidance and access to a prescription for medical cannabis products. The Company is currently developing an e-commerce website for its medical clients that will house a curated shop of premium dried cannabis, cannabis oil and related products.

BlissCo provides processing, extraction and distribution services to the growing market of licensed Canadian cannabis cultivators. The Company leverages cutting-edge technology and is continuously developing its network of top-tier industry cultivators, retailers, and innovators. BlissCo is backed by an experienced team that is deeply in tune and integrated with industry partners and BlissCo's clients.

## Corporate Highlights

- Received a comprehensive sales license from Health Canada to sell bulk cannabis and pre-packaged, labeled, and tested cannabis products to medical patients and to provinces.
- Announced plan to launch an e-commerce website and BlissConnect, a telemedicine app for medical cannabis consultations, to service its medical clients.

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- Jennifer Archibald, seasoned healthcare executive, appointed as the Company's CFO.
- Sean Dollinger, CEO of Namaste Technologies Inc., and Meena Ballantyne, former Assistant Deputy Minister of Health Products and Food Branch at Health Canada joined BlissCo's board.
- Dr. Hyndman, a former medical director of Qi Integrated Health, joined BlissCo's advisory board.
- Completed a \$3 million strategic equity investment with The Supreme Cannabis Company Inc. (TSXV: FIRE) giving Supreme a 10% interest in the Company at the time of purchase.

## Operations Highlights

- Completed a Good Manufacturing Practices ("GMP") Gap Assessment and a Quality Management Systems review bringing BlissCo one step closer to earning its Eudralex GMP certification that will allow the Company to export to European markets, including but not limited to the German market. BlissCo's GMP inspection is currently scheduled to occur in January 2019.
- Entered into a definitive supply agreement with Supreme Cannabis' wholly owned subsidiary, 7ACRES. 7ACRES will supply BlissCo with a minimum of 1,000 kilograms of premium quality dried cannabis over a twelve-month period commencing July 1, 2018. 7ACRES will supply BlissCo with an additional 2,000 kilograms of premium dried cannabis in the 2<sup>nd</sup> year of the agreement after performance milestones are met.
- Signed an agreement with GreenSeal Cannabis Company Ltd. to purchase 1,700 kilos of dried cannabis and 340 kilos of dried trim in the first two years of the agreement with two annual renewable options.
- Signed an e-commerce and technology services agreement with Namaste Technologies Inc. (TSXV: N), a global leader in the sale of medical cannabis technology and consumption devices. The Agreement provides BlissCo with services including access to Namaste's technology platforms, software integrations and e-commerce services including those powered by Namaste's e-commerce artificial intelligence (AI) platform, Findify.io. Under the terms of this Agreement, Namaste will leverage its proprietary technology platforms to develop an innovative online marketplace in partnership with BlissCo to enhance BlissCo's patient experience.
- Signed an agreement for same day delivery service with Pineapple Express Delivery Inc., a private company specialized in same-day delivery of medical cannabis.

## 1.3 Selected Annual Information

January 31,	2018	2017	2016
Loss	\$ (448,610)	\$ (9,431)	\$ (12,018)
Loss per share	\$ (0.01)	\$ (0.00)	\$ (0.00)
Total assets	\$ 4,879,486	\$ 35,077	\$ 51,214
Total long term liabilities	\$ 1,100,000	\$ Nil	\$ Nil
Cash dividends declared per share for each class of share	\$ Nil	\$ Nil	\$ Nil

The increase in net loss for the year ended January 31, 2018 was primarily a result of the Company's increased operations and legal costs incurred in connection with the Company's financing and due diligence associated to the reverse takeover transaction.

During the year-ended January 31, 2018, the Company purchased a property for its operations and commenced construction of building improvements.

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## 1.4 Results of Operations

*Three and Nine months ended October 31, 2018 and 2017*

During the three and nine months ended October 31, 2018, the Company incurred a net loss of \$691,363 or \$0.01 per share and \$4,020,552 or \$0.08 per share as compared to a net loss of \$136,248 or \$0.00 per share and \$157,819 or \$0.00 per share for the comparative three and nine months ended October 31, 2017. The increase in net loss during the nine month period ended October 31, 2018 was primarily a result of the Company's reverse takeover transaction which incurred listing expenses totaling \$2,045,285 and expenses related to the commencement of operations.

General and administrative expenses for the three and nine month period ended October 31, 2018 increased primarily as a result of expenses related to the new facility, administrative, HR, IT and legal consulting services, hiring of operational staff, and accounting fees for the annual audit and first quarter review. Selling and marketing expenses increased in the period as the Company began branding and promotional initiatives. Share based compensation increased in the period due to vesting of stock options granted to directors, officers, employees and consultants. Partially offsetting the increase in costs is a gain on fair value of biological assets which consist of seeds and cannabis plants.

## 1.5 Summary of Quarterly Results

The following is a summary of certain financial information concerning the Company for each of the last eight quarters:

Quarter ended	General and Administration	Selling and Marketing	Share based compensation	Loss	Loss per share
October 31, 2018	\$ 297,072	\$ 199,200	\$ 176,637	\$ (691,363)	\$ (0.01)
July 31, 2018	447,608	212,236	161,907	(800,186)	(0.02)
April 30, 2018	310,464	20,181	112,698	(2,529,003)	(0.06)
January 31, 2018	287,034	2,273	-	(290,791)	(0.00)
October 31, 2017	113,622	1,099	-	(136,248)	(0.00)
July 31, 2017	17,692	-	-	(17,854)	(0.00)
April 30, 2017	3,717	-	-	(3,717)	(0.00)
January 31, 2017	9,065	191	-	(9,256)	(0.00)

Quarters ended July 31, 2017, October 31, 2017, and January 31, 2018 reflect the increase in spending due to the Company's plans to go public and the Company's construction of building improvements to its facility.

Quarter ended April 30, 2018 reflects the completion of the reverse takeover and the commencement of cultivation.

Quarters ended July 31, 2018 and October 31, 2018 reflects increased operations and marketing activities.

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## 1.6/1.7 Liquidity and Capital Resources

As at October 31, 2018, the Company reported working capital of \$2,903,929 as compared to working capital deficiency of \$905,309 at January 31, 2018, representing an increase of \$3,809,238.

Net cash and cash equivalents increased by \$2,303,926 from \$97,757 at January 31, 2018 to \$2,401,683 at October 31, 2018 as a result of cash generated by financing activities consisting of net cash acquired on reverse takeover of \$174,676 and net proceeds from issuance of shares of \$6,118,318. The Company also used \$2,595,524 in operating activities consisting of general and administrative expenditures and payments of trade payables, and \$1,393,544 in investing activities for the purchase of property, plant and equipment and intangible assets.

Current assets excluding cash, as at October 31, 2018, consisted of receivables of \$138,783 (January 31, 2018 - \$129,906), comprised of sales tax credits, biological assets of \$9,030 (January 31, 2018 - \$nil), inventory of \$697,000 (January 31, 2018 - \$nil), and prepaid expenses of \$44,955 (January 31, 2018 - \$29,335). Current liabilities decreased by \$774,785 from \$1,162,307 at January 31, 2018 to \$387,522 at October 31, 2018.

Under its current business plans, the Company has sufficient liquid assets to fund its operations for the next twelve months. In the event the Company's plans change, its assumptions change or prove inaccurate, or its capital resources in addition to projected cash flow, if any, prove to be insufficient to fund operations, the Company may be required to seek additional financing. Although the Company has been successful in raising funds in the past, there can be no assurance that the Company will have sufficient financing to meet its future capital requirements or that additional financing will be available on terms acceptable to the Company in the future. The Company has not had a history of operations or earnings and the overall success of the Company will be affected by its current or future business activities.

## Risks and Uncertainties

The Company has not generated any significant revenue and has incurred significant losses since inception.

The Company's financial instruments are exposed to certain financial risks, including credit risk, liquidity risk, and market risk.

### Credit risk

Credit risk is the risk of loss associated with counterparty's inability to fulfill its payment obligations. The Company believes it has no significant credit risk as the Company holds its cash in deposits with high credit quality Canadian financial institutions.

### Liquidity risk

The Company's approach to managing liquidity risk is to ensure that it has sufficient liquidity to meet liabilities when due. As at October 31, 2018, the Company had a cash balance of \$2,401,683 (January 31, 2018 - \$97,757) to settle current liabilities of \$387,522 (January 31, 2018 - \$1,162,307). All of the Company's financial liabilities have contractual maturities of less than 30 days and are subject to normal trade terms.

### Market risk

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

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## (a) Interest rate risk

The Company is exposed to interest rate risk on the variable rate of interest earned on bank deposits and loan payable. The interest rate risk on bank deposits is insignificant as the deposits are short term. A 10% change in the LIBOR rates will result in an insignificant impact on the profit or loss. The mortgage payable and note payable are subject to fixed interest rates; therefore, the Company is not exposed to interest rate risk on these financial liabilities.

## (b) Foreign currency risk

As at October 31, 2018 and January 31, 2018, the Company's expenditures are in Canadian dollars, any future equity raised is expected to be predominantly in Canadian dollars. The Company believes it has no significant foreign exchange rate risk.

The Company does not hold balances in foreign currencies which would give rise to exposure to foreign exchange risk.

## 1.8 Off-Balance Sheet Arrangements

The Company does not utilize off-balance sheet arrangements.

## 1.9 Transactions with Related Parties

A Company director is a key management personnel who has the authority and responsibility for planning, directing and controlling the activities of the Company.

During the period ended October 31, 2018, the remuneration of the key management personnel was as follows:

	October 31, 2018		October 31, 2017	
Chief Executive Officer	\$	108,667	\$	24,000
Total	\$	108,667	\$	24,000

### Other related party transactions and balances:

- The Company owes \$27,619 (January 31, 2018 - \$67,892) non-interest bearing payable upon demand to the CEO and director of the Company.
- The Company paid or accrued \$37,568 (2017 – \$Nil) to the spouse of the CEO and director of the Company for marketing consulting fees. As at October 31, 2018, \$4,889 was outstanding and the amount was included in accounts payable and accrued liabilities.
- On March 1, 2018, the Company entered into an administrative agreement with Varshney Capital Corp. ("VCC"), a company controlled by a former common director.

Pursuant to this agreement for the nine months ended October 31, 2018, the Company paid \$52,000 (2017 - \$nil) for administrative fees to VCC.

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- (d) In connection with BCH's private placement, the Company issued 508,275 finder's options to VCC and 300,000 finder's options to NLX Capital, a company controlled by a former common director, at an exercise price of \$0.25 per share expiring July 21, 2020. A fair value of \$130,008 was recorded as a listing expense on these finder's options.
- (e) 600,000 common shares were issued to a director's company for the conversion of its note payable of \$150,000.

## 1.10 Fourth Quarter

Subsequent to October 31, 2018, the Company:

- (a) Submitted its application for a license amendment to sell cannabis oil.
- (b) Signed a supply agreement with British Columbia Liquor Distribution Branch ("BCLDB") for non-medical cannabis and received initial purchase orders from the BCLDB dried flower and pre-rolled products.
- (c) Issued 50,000 common shares on the exercise of 50,000 share purchase warrants at \$0.25 per share for total gross proceeds of \$12,500.
- (d) Granted 128,648 incentive stock options to employees and consultants of the Company at an exercise price of \$0.37 per share expiring November 5, 2021.

## 1.11 Proposed Transactions

There are no proposed transactions for the Company.

## 1.12 Critical Accounting Estimates

Not applicable to venture issuers.

## 1.13 Changes in Accounting Policies

Our significant accounting policies are set out in Note 2 of the audited financial statements for the year ended January 31, 2018.

At the date of authorization of this report, certain new standards, amendments and interpretations to existing standards have been published by the IASB but are not yet effective. The Company has not early adopted these revised standards and is currently assessing the impact that these standards will have on its financial statements.

- *IFRS 16* –New standard contains a single lessee accounting model, eliminating the distinction between operating and financing leases from the perspective of the lessee. The accounting requirements from the perspective of the lessor remains largely in line with previous IAS 17 requirements, effective for annual reporting periods beginning on or after January 1, 2019 for public entities with early adoption permitted.

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## 1.14 Financial Instruments and Other Instruments

The Company's financial instruments are exposed to certain financial risks, including credit risk, liquidity risk and market risk.

### Credit risk

Credit risk is the risk of loss associated with counterparty's inability to fulfill its payment obligations. The Company believes it has no significant credit risk as the Company holds its cash in deposits with high credit quality Canadian financial institutions.

### Liquidity risk

The Company's approach to managing liquidity risk is to ensure that it has sufficient liquidity to meet liabilities when due. As at October 31, 2018, the Company had a cash balance of \$2,401,683 (January 31, 2018 - \$97,757) to settle current liabilities of \$387,522 (January 31, 2018 - \$1,162,307). All of the Company's financial liabilities have contractual maturities of less than 30 days and are subject to normal trade terms.

### Market risk

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

#### (a) Interest rate risk

The Company is exposed to interest rate risk on the variable rate of interest earned on bank deposits and loan payable. The interest rate risk on bank deposits is insignificant as the deposits are short term. A 10% change in the LIBOR rates will result in an insignificant impact on the profit or loss. The mortgage payable and note payable are subject to fixed interest rates; therefore, the Company is not exposed to interest rate risk on these financial liabilities.

#### (b) Foreign currency risk

As at October 31, 2018 and January 31, 2018, the Company's expenditures are in Canadian dollars, any future equity raised is expected to be predominantly in Canadian dollars. The Company believes it has no significant foreign exchange rate risk.

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### Fair value hierarchy

The Company applied the following fair value hierarchy which prioritizes the inputs used in the valuation methodologies in measuring fair value into three levels:

The three levels are defined as follows:

Level 1 – inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

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Level 2 – inputs to valuation methodology include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.

Level 3 – inputs to the valuation methodology are unobservable and significant to the fair value measurement.

As at October 31, 2018 and January 31, 2018, cash is assessed to be a Level 1 instrument.

The fair value of cash and accounts payable is equal to its carrying value due to its short-term maturity.

## 1.15 Other Requirements

### Summary of Outstanding Share Data as at December 20, 2018:

Authorized:	Unlimited common shares without par value
Issued and outstanding:	102,380,171 common shares including 40,802,315 escrowed shares
Options:	5,125,315
Warrants:	33,922,086

Additional disclosures pertaining to the Company's management information circulars, material change reports, press releases and other information are available on the SEDAR website at [www.sedar.com](http://www.sedar.com).

On behalf of the Board of Directors,

"Damian Kettlewell"

Damian Kettlewell  
Director & CEO