# FORM 5 REVISED

# **QUARTERLY LISTING STATEMENT**

Name of Listed Issuer: Terranueva Corporation (the "Issuer").

Trading Symbol: TEQ

This Quarterly Listing Statement must be posted on or before the day on which the Issuer's unaudited interim financial statements are to be filed under the *Securities* Act, or, if no interim statements are required to be filed for the quarter, within 60 days of the end of the Issuer's first, second and third fiscal quarters. This statement is not intended to replace the Issuer's obligation to separately report material information forthwith upon the information becoming known to management or to post the forms required by the Exchange Policies. If material information became known and was reported during the preceding quarter to which this statement relates, management is encouraged to also make reference in this statement to the material information, the news release date and the posting date on the Exchange website.

#### **General Instructions**

- (a) Prepare this Quarterly Listing Statement using the format set out below. The sequence of questions must not be altered nor should questions be omitted or left unanswered. The answers to the following items must be in narrative form. When the answer to any item is negative or not applicable to the Issuer, state it in a sentence. The title to each item must precede the answer.
- (b) The term "Issuer" includes the Listed Issuer and any of its subsidiaries.
- (c) Terms used and not defined in this form are defined or interpreted in Policy 1 Interpretation and General Provisions.

There are three schedules which must be attached to this report as follows:

#### SCHEDULE A: FINANCIAL STATEMENTS

Financial statements are required as follows:

For the first, second and third financial quarters interim financial statements prepared in accordance with the requirements under Ontario securities law must be attached.

If the Issuer is exempt from filing certain interim financial statements, give the date of the exempting order.

The Issuer's Unaudited Condensed Interim Consolidated Financial Statements for the Three-Month and Nine-Month Periods Ended June 30, 2019 are attached and filed on the CSE's website.

#### SCHEDULE B: SUPPLEMENTARY INFORMATION

The supplementary information set out below must be provided when not included in Schedule A.

## 1. Related party transactions

Provide disclosure of all transactions with a Related Person, including those previously disclosed on Form 10. Include in the disclosure the following information about the transactions with Related Persons:

- (a) A description of the relationship between the transacting parties. Be as precise as possible in this description of the relationship. Terms such as affiliate, associate or related company without further clarifying details are not sufficient.
- (b) A description of the transaction(s), including those for which no amount has been recorded.
- (c) The recorded amount of the transactions classified by financial statement category.
- (d) The amounts due to or from Related Persons and the terms and conditions relating thereto.
- (e) Contractual obligations with Related Persons, separate from other contractual obligations.
- (f) Contingencies involving Related Persons, separate from other contingencies.

See Note 14 - Related Party Transactions of the Issuer Unaudited Condensed Interim Consolidated Financial Statements for the Three-Month and Nine-Month Periods Ended June 30, 2019.

# 2. Summary of securities issued and options granted during the period.

Provide the following information for the period beginning on the date of the last Listing Statement (Form 2A):

(a) summary of securities issued during the period,

Date of Issue	Type of Security (common shares, convertible debentures, etc.)	Type of Issue (private placement, public offering, exercise of warrants, etc.)	Number	Price/ Exercise Price	Total Proceeds	Type of Consideration (cash, property, etc.)	Describe relationship of Person with Issuer (indicate if Related Person)	Commission Paid
2019/04/12	Common Shares	Exercise of broker warrants	12,800	\$0.50	\$6,400	Cash	N/A	N/A
					:			

(b) summary of options granted during the period,

# None

Date	Number	Name of Optionee if Related Person and relationship	Generic description of other Optionees	Exercise Price	Expiry Date	Market Price on date of Grant

## 3. Summary of securities as at the end of the reporting period.

Provide the following information in tabular format as at the end of the reporting period:

(a) description of authorized share capital including number of shares for each class, dividend rates on preferred shares and whether or not cumulative, redemption and conversion provisions,

Unlimited number of common shares (the "Common Shares") without par value, voting and participating.

(b) number and recorded value for shares issued and outstanding,

32,844,961 Common Shares issued and outstanding Recorded value: \$7,131,736

(c) description of options, warrants and convertible securities outstanding, including number or amount, exercise or conversion price and expiry date, and any recorded value, and

Securities	Exercise price	Expiry date
150,000 Stock Options	\$0.50	February 4, 2022
68,750 Stock Options	\$1.60	March 27, 2023
75,000 Stock Options	\$0.80	January 21, 2024
68,750 Stock Options	\$0.80	March 25, 2025
62,500 Stock Options	\$0.80	March 29, 2027
125,000 Stock Options	\$1.20	January 10, 2028
2,075,000 Stock Options	\$0.50	February 4, 2029
2,310,000 Warrants	\$0.65	June 14, 2020
65,280 Agent Warrants	\$0.50	June 14, 2020

For further information on Convertible Debentures, please refer to Note 10 of the Consolidated Financial Statements for the Three-Months and Nine-Month Periods Ended June 30, 2019.

Following a decision of the Board of the Issuer, a potential 2,900,000 Common Shares (50 cents per Common Share) may be issued pursuant to the exercise of a right to buyout the proposed facility located in the City of L'Assomption, Québec at its fair market value.

(d) number of shares in each class of shares subject to escrow or pooling agreements or any other restriction on transfer.

13,274,898 Common Shares are escrowed as of June 30, 2019.

4. List the names of the directors and officers, with an indication of the position(s) held, as at the date this report is signed and filed.

Name Title

Sylvain Aird<sup>(1)</sup> Director and Corporate Secretary

Marc-André Aubé<sup>(2)</sup> Director

Pierre Ayotte Director and President and CEO

Patrice Boily<sup>(2)</sup> Director

Alain Bureau<sup>(1)(2)</sup> Director

Louis Doyle<sup>(1)</sup> Director and Chief Compliance and

**Security Officer** 

Pierre Monet Chief Financial Officer

Rafael Percopo Director and R&D and Quality Control

Officer

Francisco Perez, Jr Director and Director of Operations

#### Notes:

- (1) Member of the Governance Committee
- (2) Member of the Audit Committee

#### SCHEDULE C: MANAGEMENT DISCUSSION AND ANALYSIS

Provide Interim MD&A if required by applicable securities legislation.

The Issuer's Management Discussion & Analysis for the Three-Month and Nine-Month Periods ended June 30, 2019 is filed on the CSE's website and attached.

## **Certificate Of Compliance**

The undersigned hereby certifies that:

- 1. The undersigned is a director and/or senior officer of the Issuer and has been duly authorized by a resolution of the board of directors of the Issuer to sign this Quarterly Listing Statement.
- 2. As of the date hereof there is no material information concerning the Issuer which has not been publicly disclosed.

- 3. The undersigned hereby certifies to the Exchange that the Issuer is in compliance with the requirements of applicable securities legislation (as such term is defined in National Instrument 14-101) and all Exchange Requirements (as defined in CNSX Policy 1).
- 4. All of the information in this Form 5 Quarterly Listing Statement is true.

**Louis Doyle** 

Name of Director or Senior Officer

Signature

**Chief Compliance Officer** 

Official Capacity

Issuer Details	For Quarter	Date of Report
Name of Issuer	Ended	YY/MM/D
	June 30, 2019	2019/08/28
Terranueva Corporation		2010/03/23
Issuer Address		
255 Boulevard Curé Labelle, suite 204		
City/Province/Postal Code	Issuer Fax No.	Issuer Telephone No.
	( )	(514) 883-8733
Laval, Québec, H7L 2Z9	` ′	(01.1) 000 0102
Contact Name	Contact Position	Contact Telephone No.
Louis Doyle	Chief	514 699-4647
	Compliance	
	officer	
Contact Email Address		
	Web Site Address	
ldoyle@terranueva.ca	www.terranuev	a.ca

(formerly Axe Exploration Inc.)

Unaudited Interim Consolidated Financial Statements **Three month and Nine month ended June 30, 2019** (expressed in Canadian dollars)

The attached financial statements have been prepared by Management of Terranueva Corporation and have not been reviewed by the auditor

Interim Consolidated Statement of Financial Position (unaudited)

As at June 30, 2019 and September 30, 2018

(expressed in Canadian dollars)

Assets	Note	June 30, 2019 Note	September 30, 2018
Current assets Cash Advances, no interest or maturity	6	1,121,219 1,061,491	1,002,942 500,000
Prepaid expenses Biologicals assets Sales taxes recoverable Total current assets	7	51,876 45,957 208,512 2,489,055	3,780 - 66,310 1,573,032
Non-current assets Construction in progress Property, plant and equipment	8	313,692 692,316	214,444 -
Rights of use Total non-current assets	9	2,846,717 3,852,725	2,892,098 3,107,542
Total assets Liabilities		6,341,780	4,680,574
Current liabilities Accounts payable and accrued liabilities Lease obligation Debentures Total current liabilities	9 10	379,487 22,081 - 401,568	170,299 22,081 1,005,302 1,197,682
		401,300	1,197,002
Non-current liabilities Lease obligation Debentures Total non-current liabilities	9 10	2,923,765 305,658 3,229,423	2,938,222 953,015 3,891,237
Total liabilities		3,630,991	5,088,919
Shareholders' Equity			
Share capital Conversion options Contributed surplus Deficit	13	7,131,736 - 358,675 (4,779,622)	9 150,865 - (559,219)
		2,710,789	(408,345)
		6,341,780	4,680,574
Going concern	2		

Interim Consolidated Statement of Changes in Equity (unaudited)

For the 9-month period ended June 30, 2019 and the 215-days period ended June 30, 2018

(expressed in Canadian dollars)

	Number of shares	Common shares \$	Conversion options	Contributed surplus	Deficit \$	Total \$
Opening balance		-	-	-	-	-
Loss and comprehensive loss for the period		_	_	-	(197,496)	(197,496)
Share issuance	16,077,395	9	-	-	, , ,	`´´9´
Balance as at June 30, 2018	16,077,395	9	-	-	(197,496)	(197,505)
Balance at September 30, 2018 Loss and comprehensive loss	16,077,395	9	150,865	-	(559,219)	(408,345)
for the period	-	_	_	-	(4.220.403)	(4,220,403)
Issuance of convertible debenture Issuance of shares as settlement of the	-	-	501	-	-	501
convertible debenture  Deemed issuances to investors of Axe Exploration Inc. as part of the Reverse Takeover (Note 5)	6,515,937	1,984,539	(151,366)	-	-	1,833,173
<ul> <li>Common shares</li> </ul>	3,933,293	1,966,645	_	_	_	1,966,645
Stock options	-	1,500,040	_	113,675	_	113,675
Issuance of shares as finder fees (Note	1,250,000			110,010		110,010
5) Issuance of shares under a concurrent	4,620,000	625,000	-	-		625,000
private placement	1,020,000	2,310,000	-	_		2,310,000
Issuance of shares under right exercise Issuance of shares under broker-	435,536	278,743		-	-	278,743
warrants exercise	12,800	6,400	-	-	-	6,400
Grant of options	· -	-	-	245,000	-	245,000
Share issuance costs		(39,600)	_	-	<u>- ·</u>	(39 600)
Balance as at June30, 2019	32,844,961	7,131,736	-	358,675	(4,779,622)	2,710,789

**Interim Consolidated Statement of Loss and Comprehensive Loss** (unaudited)

For the 9-month period ended June 30, 2019 and the 215-days period ended June 30, 2018

(expressed in Canadian dollars)

	_			For the	nine months
	Fo:	r the three mo June30, 2019	onths ended June 30, 2018	June 30, 2019	ended June 30, 2018
		\$	\$	\$	\$
Cost of production Fair value variation on biological assets	7	137,249 (16,963)	-	137,249 (16,963)	<u>-</u>
		120,286	-	120,286	
Gross margin		(120,286)	-	(120,286)	-
Expenses Professional fees Stock-based Compensation Salaries & benefits Amortization of rights of use Depreciation of property, plant and equipment General and administrative expenses Financing cost Listing expenses	13 12 5	109,997 - 228,470 15,127 478 79,518 76,729	70,562 - - - 34,935 160	405,791 245,000 508,505 45,381 1,434 269,193 254,892 2,375,343	115,158 - - - 81,146 1,192
Operating loss		(630,605)	(105,657)	(4,225,825)	(197,496)
Interest income		4,805	-	5,422	-
Loss and comprehensive loss for the period		(625,800)	(105,657)	(4,220,403)	(197,496)
Loss per share, basic and diluted	-	(0,02)	(0,01)	(0.13)	(0.01)

Interim consolidated Statement of Cash Flows (unaudited)

For the 9-month period ended June 30, 2019 and the 215-days period ended June 30, 2018

(expressed in Canadian dollars)

Cash flows provided by (used in)	Note	For the three mo June 30, 2019 \$	nths ended June 30, 2018 \$	For the nine mo June 30, 2019 \$	onths ended June 30, 2018 \$
Operating activities Loss and comprehensive loss for the period Adjustments for Non-cash components of listing expenses Stock-based Compensation Interest on lease obligation and convertible debentures Depreciation of property, plant and equipment Amortization of rights of use	5 8 9	(625,800) 76,729 478	(105,657) - - - - - (105,657)	(4,220,403)  2,209,518 245,000  255,152  1,434 45,381 (1,463,918)	(197,496) - - - - (197,496)
Change in non-cash working capital items	11	76,117 (459,349)	(105,657)	233	(197,496)
Investing activities Cash acquired through the acquisition of Axe Exploration inc. Increase in advances Acquisition of property, plant and equipment	5	- (188,533) (188,533)	- - -	424,695 (561,491) (748,181) (884,977)	- - -
Financing activities Share issuance Exercise of Right offer Share issuance expenses Leases payments Convertible debenture issuance	5 5	6,400 - - (67,499) - (61,099)	- - - - 600,000 600,000	2,316,400 278,743 (39,600) (155,221) 66,627 2,466,949	9 - - - 700,000 700,009
Net change in cash Cash, beginning of the period		(706,981) 1,828,200	494,343 8,171	118,277 1,002,942	(502,513)
Cash, end of period		1,121,219	502,495	1,121,219	502,495

Notes to unaudited interim consolidated financial statements **June 30.2019** 

(expressed in Canadian dollars)

## 1 Description of operations

Terranueva Corporation (formerly Axe Exploration Inc.) (the "Corporation") was incorporated under the Canada Business Corporations Act on October 17, 2007. On December 14, 2018, in conjunction with a reverse takeover, the Corporation changed its name from Axe Exploration Inc. to Terranueva Corporation. Its head office is located at 255 Curé-Labelle, suite 204, Laval, Quebec, Canada. The Corporation aims to become a producer of cannabis for medical and recreational purposes.

#### 2 Basis of presentation and going concern

These condensed interim consolidated financial statements ("financial statements") have been prepared on a going concern basis.

To date, the Corporation has not generated any income, accumulating a deficit of \$4,779,622, and is considered to be in start-up phase. The Corporation's ability to continue as a going concern depends on whether it can realize its assets and obtain new funds. Even though it has managed in the past to obtain the necessary funds by issuing debentures and share issuance and expects to use capital funding in the future, there is no assurance it will be successful in the future. The application of International Financial Reporting Standards (IFRS) on a going concern basis may be inappropriate, as there is significant doubt about the validity of the assumption.

These financial statements do not take into account the adjustments that should be made to the carrying amount of the assets and liabilities, the amounts reported as revenues and expenses, and the classification of the items on the statement of financial position if the going concern basis was not valid, and such adjustments could be significant. Management did not take these adjustments into account, as it believes in the validity of the going concern assumption.

The Corporation uses judgments and estimates involving critical accounting policies. It also requires management to exercise judgment in applying the accounting policies used by the Corporation, as set out in note 3.

In addition, for financial reporting purposes, fair value measurements are categorized into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability

Notes to unaudited interim consolidated financial statements **June 30.2019** 

(expressed in Canadian dollars)

## 3 Significant accounting policies

#### **Statement of compliance**

These financial statements have been prepared in accordance with the IFRS, as issued by the International Accounting Standards Board (IASB) applicable to the preparation of interim financial statements, including International Accounting Standard ("IAS") 34, Interim Financial Reporting. Accordingly, the Financial statement do not include all of the information and footnotes required by IFRS for complete financial statements for the year-end purposes.

The Financial Statements were approved by the Corporation's Board of Directors on August 27, 2019.

#### **Basis of preparation**

The Financial Statements should be read in conjunction with the financial statements for the initial 10-month period ended September 30, 2018 of Terranueva Pharma Corporation, which have been prepared in accordance with IFRS as issued by the IASB. The accounting policies, methods of computation and presentation applied in the Financial Statements are consistent with those of Terranueva Pharma Corporation's previous financial statements for the initial 10-month period ended September 30, 2018, except for the policies described below.

#### a) Consolidation

The Financial Statements include the accounts of the Corporation since December 14, 2018 and those of its wholly-owned subsidiary Terranueva Pharma Corporation. All intra-group transactions, balances, income and expenses are eliminated during consolidation.

#### b) Issuance of units

Proceeds from unit placements are allocated between shares and warrants issued using the residual value to determine the value of warrants issued.

#### c) Equity-settled share-based compensation

The Corporation offers an equity settled share-based compensation plan for its eligible directors, officers, employees and consultants. Each award is considered a separate award with its own vesting periods and fair value. Fair value is measured at the date of grant using the Black-Scholes option pricing model.

Any consideration paid on exercise of share options is credited to share capital. None of the Corporation's plans feature any options for a cash settlement. The accumulated expenses resulting from stock options are transferred to share capital when the options are exercised.

All equity settled share-based compensation are ultimately recognized as an expense in the statement of income (loss) with a corresponding credit to stock options, in equity.

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

If vesting periods or other vesting conditions apply, the expense is allocated over the vesting period, based on the best available estimate of the number of share options or warrants expected to vest. Non-market vesting conditions are included in assumptions about the instruments that are expected to become exercisable. Estimates are subsequently revised if there is any indication that the number of instruments expected to vest differs from previous estimates. Any cumulative adjustment prior to vesting is recognized in the current period.

## d) Biologicals assets

The Company measures biological assets consisting of cannabis plants using the income approach at fair value less costs to sell up to the point of harvest, which becomes the basis for the cost of finished goods inventories after harvest. The Company capitalizes all the direct and indirect costs as incurred related to the biological transformation of the biological assets between the point of initial recognition and the point of harvest including labour related costs, grow consumables, materials, utilities, facilities costs, depreciation, overhead, stock-based compensation of applicable employees, quality and testing costs. The identified capitalized direct and indirect costs of biological assets are subsequently recorded within the line item 'costs of goods sold' on the statement of loss and comprehensive loss in the period that the related product is sold. Seeds are measured at fair value. Unrealized gains or losses arising from changes in fair value less cost to sell during the period are included in the results of operations and presented on a separate line of statement of comprehensive loss of the related period.

## 4 Critical accounting estimates and judgements

The preparation of financial statement in accordance with IFRS requires the Corporation to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the Financial Statements and the reported amounts of revenues and expenses during the reporting period. The Corporation also makes estimates and assumptions concerning the future. The determination of estimates requires the exercise of judgement based on various assumptions and other factors such as historical experience and current and expected economic conditions. Actual results could differ from those estimates.

Estimates and assumptions are continually evaluated and are based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances.

In preparing the Financial Statements, the significant judgements made by management in applying the Corporation's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the Corporation's audited financial statement for the year ended September 30,2018,as well as the new element described in note 3.

Notes to unaudited interim consolidated financial statements **June 30.2019** 

(expressed in Canadian dollars)

#### 5 Reverse takeover and related transactions

On December 14, 2018, in connection with an agreement between the Corporation and Terranueva Pharma Corporation ("Pharma"):

- The Corporation completed a consolidation of its common share on a 16:1 basis with related adjustments to its outstanding share purchase options, following which 3,933,290 post-consolidation shares of the Company were outstanding:
- The Corporation completed a private placement for the aggregate gross proceeds of \$2,310,000. Under this private placement, the Corporation issued 4,620,000 units at a price of \$0.50 per unit. Each unit was comprised of one common share and ½ common share purchase warrant, with each warrant being exercisable for 18 months from the closing date of the private placement at an exercise price of \$0.65. From the total proceeds received from the units, \$2,310,000 has been allocated to share capital and a value of nil was allocated to the warrants based on the residual value using the stock price at the closing date. The Corporation paid a finder fee of \$38,150 in connection with this private placement.
- The shareholders of Pharma received one post-consolidation common share of the Corporation in exchange for each one common share of Pharma held. Finder fees consisting of the issuance of 1,250,000 common shares was paid to an arm's-length party.

For accounting purposes, this transaction is considered to be a reverse takeover of the Corporation by Pharma, whereby Pharma acquired control of the Corporation through the issuance through the deemed issuance of 3,933,290 common shares (on a post consolidation basis) to the Corporation's shareholders based on the Corporation's net assets as at December 14, 2018. Consequently, these financials statements reflect only the assets, liabilities, operations and cash flows of Pharma for dates and periods prior to December 14, 2018 and include the Corporation's assets and liabilities since December 14, 2018.

The transaction and financing described above together constitute the Corporation's Qualifying Transaction within the meaning of the policies of the Canadian Stock Exchange.

The transaction constitutes a reverse takeover of the Corporation but does not meet the definition of a business combination under IFRS 3 Business Combinations. Accordingly, the reverse takeover transaction is accounted for in accordance with IFRS 2 Share-based payment.

In accordance with IFRS 2, equity instruments issued were recognized at fair value of net assets acquired and services received. Services received by the Corporation consist in the listing of the Corporation on the Exchange and are measured at the amount of the excess of the fair value of equity instruments issued by the Corporation a the time of the transaction over the Corporation's net assets acquired. The transaction with the Corporation is thus recognized in substance as if Pharma had proceeded to the issuance of shares and stock options to acquire the Corporation's net assets.

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

The acquisition has been accounted for as follows:

Consideration paid	\$
3,933,290 common shares deemed issued to the Corporation's	
existing shareholders (1)	1,966,645
1,250,000 common shares issued as finders fees	625,000
400,000 options for common share deemed issued to the	,
Corporation's existing option holders (2)	113,675
Transaction costs paid in cash	259,246
·	2,964,566
Net assets acquired	
Net assets of the Corporation as at December 14, 2018	589,223
Listing expenses	2,375,343

- (1) Based on the number of Corporation's outstanding common shares as at December 14, 2018. The price of the common shares was based on the pricing of the concurrent private placement.
- (2) Based on the number of Corporation's outstanding stock options as at December 14, 2018. The fair value of the common share options was calculated using a Black & Scholes model using the following assumptions: risk-free interest average rate of 2,48%, expected dividend yield of 0%, expected volatility on the stock of 100% and expected life of approximately 3 to 10 years in line with the original maturity of the common shares options. The expected volatility was estimated by benchmarking comparable situations for companies that are similar to the Corporation.

#### 6 Cash

	June 30, 2019 \$	September 30, 2018 \$
Cash on hand Cash held in trust	1,015,410 105,809	15,120 987,822
	1,121,219	1,002,942

Notes to unaudited interim consolidated financial statements **June 30.2019** 

(expressed in Canadian dollars)

## 7 Biologicals assets

The Company's biological assets consist of cannabis plants from seeds all the way through to mature plants. The changes in the carrying value of biological assets are as follows:

	For the three mo	onths ended	For the nine months ended		
	June 30, 2019 \$	June 30, 2018 \$	June 30, 2019 \$	June30, 2018 \$	
Opening net book value	-	-	-	-	
Production costs capitalized  Net increase in fair value due to	25,994	-	25,994	-	
biological transformation less cost to sell	16,963	-	16,963		
		-		-	
Closing net book value	45,957		45,957	_	

As at June 30, 2019, the fair value of biological assets included \$479 in seeds and \$45,478 in cannabis plants (nil in 2018). The significant estimates used in determining the fair value of cannabis plants are as follows:

- yield by plant;
- stage of growth estimated as the percentage of costs incurred as a percentage of total cost as applied to the estimated total fair value per gram (less fulfilment costs) to arrive at an in-process fair value for estimated biological assets, which have not yet been harvested;
- percentage of costs incurred for each stage of plant growth.
- fair value selling price per gram less cost to complete and cost to sell.
- destruction/wastage of plants during the harvesting and processing process.

All biological assets are classified as current assets in the statement of financial position and are considered Level 3 fair value estimates. As at June 30, 2019, it is expected that the Company's biological assets will yield approximately 45 kilograms of cannabis (nil in 2018). The Company's estimates are, by their nature, subject to change. Changes in the anticipated yield will be reflected in future changes in the fair values of biological assets.

The valuation of biological assets is based on an income approach in which the fair value at the point of harvesting is estimated based on selling prices less the costs to sell. For in process biological assets, the fair value at point of harvest is adjusted based on the stage of growth at period end. Stage of growth is determined by reference to the cost incurred as a percentage of total cost as applied to estimated total fair value per gram (less fulfilment costs) to arrive at an in-process fair value for estimated biological assets, which have not yet been harvested.

# Notes to unaudited interim consolidated financial statements **June 30,2019**

(expressed in Canadian dollars)

Management's identified significant unobservable inputs, their range of values and sensitivity analysis are presented in the tables below. The following table summarizes the unobservable inputs for the period ended June 30, 2019:

Unobservable inputs	Input values	Sensitivity analysis
Average selling price Obtained through retail prices on a per strain basis.	\$4 per dried gram	An increase or decrease of 5% applied to the average selling price would result in a change of approximately \$9,160 \$ to the valuation.
Yield per plant Obtained through historical harvest cycle results on a per strain basis.	92 to 184 grams per plant.	An increase or decrease of 5% applied to the average yield per plant would result in a change up to approximately \$9,160 in valuation
Stage of growth Obtained through the estimates of stage of completion within the harvest cycle.	Average of 80 % completion.	An increase or decrease of 5% applied to the average stage of growth per plant would result in a change of approximately \$11,335 in valuation.
Wastage Obtained through the estimates of wastage within the cultivation and production cycle.	3 %- 30 % dependent upon the stage within the harvest cycle.	An increase or decrease of 5% applied to the wastage expectation would result in a change of approximately \$9,160 in valuation.

As this is the first harvest of the Company, there is no unobservable data for 2018.

# 8 Property, plant and equipment

	For the three months ended		For the nine mo	nths ended
	June 30, 2019	June 30, 2018	June 30, 2019	June30, 2018
Opening net book value	533,052	Ф	<b>پ</b> 478.242	Ф
. •	•	-	-,	-
Additions	119,742	-	215,508	-
Amortization expense for the quarter	(478)	-	(1,434)	-
		-		-
Closing net book value	692,316		692,316	-

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

## 9 Rights of use and lease obligation

i) Amounts recognized on the statement of financial position

The statement of financial position presents the following amounts relative to leases:

	June 30, 2019 \$	September 30, 2018 \$
Rights of use Land Building	799,486 2,047,231	799,486 2,092,612
	2,846,717	2,892,098
Lease obligation Current liabilities Non-current liabilities	22,081 2,923,765 2,945,846	22,081 2,938,222 2,960,303

ii) Amounts recognized on the statement of loss and comprehensive loss

The statement of loss and comprehensive loss presents the following amounts relative to leases:

	For the nine months ended June 30, 2019	September 30, 2018
Amortization expense for rights to use building	15,127	25,212
Interest expense for lease obligation	60,031	99,992

#### iii) Operations and recognition of leases

The rights of use reflect rights to use land and a building held under a lease for a 10-year term under which the Corporation has purchase options that may be exercised at any time since the signing of the lease, options that the Corporation intends to exercise during fiscal 2020. In this regard, the rights to use the land are not amortized, while the rights to use the building are amortized over an estimated life of 35 years.

Lease obligation is calculated at an interest rate of 8.20% for a period initially estimated at 24 months, ending April 30, 2020, the intended date for the exercise of the option to purchase.

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

#### 10 Debentures

	June 30, 2019 \$	September 30, 2018 \$
Par value of \$100,000, bearing interest at an annual rate of 10%, maturing in October 2018 <sup>(1)</sup>	-	100,000
Par value of \$892,500, bearing interest at an annual rate of 10%, convertible at the holder's option into 21,081 common shares, maturing in November 2018 <sup>(2)</sup> Par value of \$366,667 (\$1,100,000 as at September 30, 2018), bearing interest at an annual rate of 7%, maturing in	-	905,302
January 2020 <sup>(3)</sup>	305,658	953,015
Current portion	305,658	1,958,317 1,005,302
	305,658	953,015

- (1) Debentures retractable at any time at the Corporation's option at par value plus accrued interest. These debentures are convertible into 2,250 common shares at the holder's option only in the event of default by the Corporation or if the Corporation exercises its right of retraction. These debentures are unsecured. These debentures were converted on October 11, 2018.
- (2) The liabilities are discounted at a rate of 20%. These debentures are secured by present and future assets. These debentures, par value of \$1,000,000 were converted into 22,500 shares on November 23, 2018.
- (3) One third of the par value has been automatically converted into 8,250 common shares, which was converted on November 23, 2018, and one third of the par value has been converted into 1,466,667 common shares on February 14, 2019. The last third is not convertible. The liabilities are discounted at a rate of 21%. These debentures are unsecured.

The Corporation did not incur any transaction costs for the issuance of these convertible debentures.

## 11 Changes in non-cash working capital items

	For the three months ended		For the nine me	onths ended
	June 30, 2019 \$	June 30, 2018 \$	June 30, 2019 \$	June 30, 2018 \$
Prepaid expenses Amounts receivable	22,452 1,600	-	(44,333)	-
Sales taxes recoverable Stocks	177,477 (42,963)	-	(138,292) (45,957)	- -
Accounts payable and accrued liabilities	(82,450)		227,805	<u>-</u>
	76,116		223	

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

# 12 Financing cost

	For the three m June 30, 2019 \$	onths ended June 30, 2018 \$	For the nine m June 30, 2019 \$	nonths ended June 30, 2018 \$
Interest on convertible debentures Interest on lease obligation	16,698 60,031	-	114,487 140,405	
, and the second	76,729	-	254,892	_

# 13 Share Capital

## Authorized

An unlimited number of common shares

Changes in Company Class "A" capital stock were as follows:

## Warrants

Changes in Company warrants were as follows:

	Number	June30, 2019 Weighted average exercise price \$	Number	September 30, 2018 Weighted average exercise price \$
Opening balance Granted	2,310,000	0,65		· -
Closing balance	2,310,000	0,65	<u>-</u> _	

The Company issued on December 14,2018, 2,310,000 of warrants at the exercise price of \$0.65 for 18 months.

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

#### **Brokers Warrants**

Changes in Company Brokers warrants were as follows:

	Number	June30, 2019 Exercise price \$	Number	September 30, 2018 Exercise price \$
Opening balance		-	-	•
Granted	78,080	0,50	-	-
Exercised	12,800	0,50		
Closing balance	65,280	0,50	-	

The Company issued on December 14,2018, 78,080 of warrants at the exercise price of \$0.50 for 18 months. During of the three-month period ended June 30, 2019, 12,800 warrants were exercised at a price of \$0,50 for a proceed of \$6,400 and the issuance of 12,800 shares.

## **Share Purchase Options**

The Company has established a stock option plan (the "plan") pursuant to which options to purchase shares may be granted to certain officers, directors, employees and consultants as well as suppliers of the Company.

	Number	June 30, 2019 Weighted average exercise price \$	Number	September 30, 2018 Weighted average exercise price \$
Opening balance Granted	2,625,000	0,59	-	-
Closing balance	2,625,000	0,59	-	

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

The following table summarizes the information relating to the share purchase options granted under the plan.

Options Outstanding as at June30, 2019	Weighted average remaining contractual life	Exercise price \$	Expiry date
150,000	2,6	\$0.50	February 4, 2022
68,750	3,7	\$1.60	March 27,2023
75,000	4,6	\$0.80	January 21,2024
68,750	5,6	\$0.80	March 25,2025
62,500	7,6	\$0.80	March 29,2027
125,000	8,5	\$1.20	January 10,2028
2,075,000	9,7	\$0.50	February 4, 2029

2,625,000

## **Share-based compensation**

For the three- months period ended June 30,2019 there is no equity-based compensation. For the nine-months periods ended June 30, 2019, the Company recorded an equity-based compensation expense of \$245,000 (nil for each of the corresponding periods ended June 30, 2018). To determine the amount of equity-based compensation, the Company used the Black-Scholes Option Valuation Model to establish the fair value of the allocated options and applied the following assumptions:

Assumptions	March 31,2019
Exercice price	\$0.50
Risk free interest rate	2.75%
Estimated life expectancy	10 years
Volatility	76%

Notes to unaudited interim consolidated financial statements **June 30,2019** 

(expressed in Canadian dollars)

## 14 Related party disclosures

#### Remuneration of key management personnel

The key management personnel consist of the four individuals with authority and responsibility, direct or indirect, for the planning, orientation and control of the Corporation's operations. They include the senior executives and directors of the Corporation.

The remuneration given to the key management personnel is as follows:

	For the three mo	onths ended	For the nine months ended		
	June 30, 2019 \$	June 30, 2018 \$	June 30, 2019 \$	June 30, 2018 \$	
Fees and salaries	154,985	70,562	404,486	115,158	

These transactions are in the normal course of business and are measured at the exchange amount, which is the consideration established and agreed upon by the related parties.

During the nine-month period ended June 30,2019, the Corporation paid general and administrative expenses totalling \$0 (\$5,050 for the 215-days period ended June 30,2018) to a company controlled by a director. These transactions are in the normal course of business and are measured at the exchange amount, which is the consideration established and agreed upon by the related parties.

#### MANAGEMENT'S DISCUSSION AND ANALYSIS

The objective of this Management's Discussion and Analysis Report ("MD&A") released by Terranueva Corporation, formerly Axe Exploration Inc., (the "Company" or "Terranueva") has been prepared by the management as of August 27, 2019 and should be read in conjunction with the unaudited interim[PMI] consolidated financial statements for the three and nine months period ended June 30, 2019 and the accompanying notes as well as the audited financial statements for the year ended September 30, 2018 and the accompanying notes. The financial statements have been prepared under International Financial Reporting Standards ("IFRS"). Unless otherwise indicated, all amounts are expressed in Canadian dollars. Additional information about Terranueva is available on SEDAR (www.sedar.com) and the Company's website (www.terranueva.ca). This report was approved by the Board of Directors of the Company on August 27, 2019.

#### FORWARD-LOOKING STATEMENT

Statements made in this report about Company or management objectives, forecasts, estimates, expectations, or predictions of the future may constitute "forward-looking statements", which can be identified by the use of conditional or future tenses or by the use of such verbs as "believe", "expect", "may", "will", "should", "estimate", "anticipate", "project", "plan", and words of similar import, including variations thereof and negative forms.

The management's report contains forward-looking statements that reflect, as of the management report date, the Company's expectations, estimates and projections about its operations, the cannabis industry and the economic environment in which it operates.

Statements in this report that are not supported by historical fact are forward-looking statements, meaning they involve risk, uncertainty and other factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements.

Although the Company believes that the assumptions inherent in the forward-looking statements are reasonable, undue reliance should not be placed on these statements, which apply only at the time of writing of this report. The Company disclaims any intention or obligation to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except to the extent required by securities legislation.

The Company was incorporated under the Canada Business Corporations Act. The Company intends to become a major producer of cannabis, for medical and recreational purposes. Terranueva Pharma Corporation based in Québec is wholly-owned by the Company.

Since December 17, 2018, Terranueva, a public company, is listed on the CSE under the symbol TEQ. The Company's head office is 255 Curé-Labelle, suite 204, Laval, Québec.

#### **COMPANY OVERVIEW**

Terranueva was licensed by Health Canada to grow, process and sell (medical) under the new Cannabis Act regulations (the "Licences") on February 22, 2019. This significant milestone was achieved just two months after the documents were submitted to Health Canada on time and on budget.

Obtaining these rights allows Terranueva to grow, process and sell seeds and plants to wholesalers, distributors supplying provincial and territorial cannabis retailers and individuals who have registered to obtain cannabis products for medical purposes (registered patients). To date, only three licensed producers hold these three licences in Quebec. Terranueva may engage in related activities such as possession, transportation, destruction, research and development, and the sale of cannabis in bulk to other federal licensees.

The target market is estimated at \$7 billion in 2021. Chronic pain, migraines, sleeping disorders and anxiety account for over 80% of the Canadian cannabis market (medical and recreational).

Cannabis production began at the end of March in the Certification, Research and Development Unit (UCRD). The products will be developed according to the highest standards of quality, productivity and homogeneity thanks to best practices of cultivation in the UCRD which is equipped with clean rooms.

Under the letter of intent with the Société québécois du cannabis (SQDC), Terranueva will supply the SQDC with recreational cannabis for distribution and sale in the province of Quebec. Under the terms of the agreement, Terranueva will supply up to 128 kg of products, or more than 90% of the projected 2019 production from its UCRD. Six different products from two strains are planned.

#### **STRATEGY**

Terranueva is well on its way to completing Phase 2 of its business plan to design and build the first modular production units on its 130,000 square-foot property. Construction of the first modular production unit is expected to begin by the end of 2019.

The Corporation aims to produce strains that target the main motivations of consumers. As such, Terranueva wants to become the production leader of the medical market in Quebec. To achieve this, research and development is an important driver for Terranueva. A significant percentage of sales will be allocated to it. This research will be carried out in collaboration with experts in the field to innovate and improve the supply of value.

Production and management processes will be efficient and modern. Intelligent modular production units ("IMPU") will be implemented with automation and digitization. A detailed traceability of each gram produced and sold will be available

## HIGHLIGHTS

- Corporation completed its first harvest in its Certification, Research and Development ("UCRD") unit;
- Terranueva has signed a letter of intent with the SQDC (Société québécoise du cannabis) under which it will supply recreational cannabis to the SQDC for distribution and sale in the province of Quebec;
- Terranueva has initiated engineering for the construction of its modular production unit ("MPU"):
- Corporation continued its development plan by securing purchase options on land with an area of more than 280,000 square feet adjacent to its UCRD and on the building adjacent to the UCRD as well as a 30,000 square feet adjacent land to this building;

#### SELECTED FINANCIAL INFORMATION

	Q3-2019	Q3-2018
	(unaudited)	(unaudited)
	\$	\$
Revenue	-	-
Net Loss and comprehensive loss	625,790	105,657
Loss per share (basic and diluted)	(0.02)	(0.01)
	As at June 30, 2019	As at September 30, 2018
	(unaudited)	(audited)
	\$	\$
Total assets	6,341,780	4,680,574
Current liabilities	401,568	1,197,682
Non-current liabilities	3,229,423	3,891,237
Shareholders' equity (deficiency)	2,710,789	(408,345)

## **QUARTERLY RESULTS**

	2019			2018		
	Q3	Q2	Q1	Q3	Q2	Q1
	\$	\$	\$	\$	\$	\$
Income	-	-	-	-	-	-
Net loss	625,790	869,185	2,725,420	105,657	80,614	11,224
Loss per share,						
basic and	(0.02)	(0.03)	(0.09)	(0.01)	(0.01)	(0.12)

#### REVERSE TAKEOVER

On December 14, 2018, in connection with an agreement between the Corporation and Terranueva Pharma Corporation ("Pharma"):

The Corporation completed a consolidation of its common share on a 16:1 basis with related adjustments to its outstanding share purchase options, following which 3,933,293 post-consolidation shares of the Corporation were outstanding;

The Corporation completed a private placement for the aggregate gross proceeds of \$2,310,000. Under this private placement, the Corporation issued 4,620,000 units at a price of \$0.50 per unit. Each unit was

comprised of one common share and ½ common share purchase warrant, with each warrant being exercisable for 18 months from the closing date of the private placement at an exercise price of \$0.65. The Corporation paid a finder fee of \$38,150 in connection with this private placement.

The Corporation acquired all of the common shares of Pharma for \$10,930,000 paid by the issuance of 21,860,000 common shares. Finder fees consisting of the issuance of 1,250,000 common shares was paid to an arm's-length party.

For accounting purposes, this transaction is considered to be a reverse takeover of the Corporation by Pharma. whereby Pharma acquired control the Corporation. Consequently, the financial statements reflect only the assets, liabilities, operations and cash flows of Pharma for dates and periods prior to December 14, 2018.

The transaction and financing described above together constitute the Corporation's Qualifying Transaction within the meaning of the policies of the Canadian Stock Exchange.

The transaction constitutes a reverse takeover of the Corporation but does not meet the definition of a business combination under IFRS 3 Business Combinations. Accordingly, the reverse takeover transaction is accounted for in accordance with IFRS 2 Share-based payment.

In accordance with IFRS 2, equity instruments issued were recognized at fair value of net assets acquired and services received. Services received by the Corporation consist in the listing of the Corporation on the Exchange and are measured at the amount of the excess of the fair value of equity instruments issued by the Corporation a the time of the transaction over the Corporation's net assets acquired.

The acquisition has been accounted for as follows:

Consideration paid	\$
3,933,293 common shares presumed issued to existing shareholders of Corporation (1)	1,966,645
1,250,000 common shares issued as finder fees	625,000
400,000 options to purchase common shared deemed issued to existing Corporation's	
shareholders (2)	113,675
Transaction costs paid in cash	259,246
	2,964,566
Net assets of Corporation	589,223
Listing expenses	2,375,343

## **RESULTS OF OPERATIONS**

#### **Cost of production**

The cost of production includes the direct and indirect costs of the materials as well as the related labour of the products sold. The variation in the value of biological assets represents the change in the fair value of plants during the growing period net of expected costs for completion and sale. It is based on certain estimates made by management.

The cost of production for the quarter and the nine-months period ended June 30, 2019 were \$120,286 and were nil for Q3-2018.

Fair value variation of biologicals assets were \$19,963.

#### **Expenses**

	Q3-2019	Q3-2018
	(unaudited)	(unaudited)
Professional fees	\$109,997	\$70,562
Salaries	\$228,470	\$-
Amortization of rights of use	\$15,127	\$-
Depreciation and Amortization	\$478	\$-
General and administrative	\$79,518	\$34,935
Financial expenses	\$76,729	\$160
Total	\$630,605	\$105,657

Professional fees are comprised of legal fees audit and management fees.

There were no salaries in Q3-2018

General and administrative expenses include the company's general expenses such as insurance, office, communications, investor relations, supplies and IT. The increase is due to a rise in the company's level of operations in 2019.

Financial expenses included interest on convertible debentures and bank fees.

#### **BIOLOGICALS ASSETS-Fair value adjustment**

As at June 30 2019, the variation of the net value of the biologicals assets were as follow:

	June 30, 2019 \$	September 30, 2018 \$
Opening net book value Production costs capitalized Net increase in fair value due to biological transfor-	25,994	<del>-</del> -
mation less cost to sell	16,963	
Closing net book value	45,957	

As at June 30, 2019, the fair value of biological assets included \$479 in seeds and \$45,478 in cannabis plants (nil in 2018). The significant estimates used in determining the fair value of cannabis plants are as follows:

- yield by plant;
- stage of growth estimated as the percentage of costs incurred as a percentage of total cost as applied to the estimated total fair value per gram (less fulfilment costs) to arrive at an in-process fair value for estimated biological assets, which have not yet been harvested;
- percentage of costs incurred for each stage of plant growth.
- fair value selling price per gram less cost to complete and cost to sell.
- destruction/wastage of plants during the harvesting and processing process

All biological assets are classified as current assets in the statement of financial position and are considered Level 3 fair value estimates. As at June 30, 2019, it is expected that the Company's biological assets will yield approximately 45 kilograms of cannabis (nil in 2018). The Company's estimates are, by their nature, subject to change. Changes in the anticipated yield will be reflected in future changes in the fair values of biological assets.

The valuation of biological assets is based on an income approach in which the fair value at the point of harvesting is estimated based on selling prices less the costs to sell. For in process biological assets, the fair value at point of harvest is adjusted based on the stage of growth at period end. Stage of growth is determined by reference to the cost incurred as a percentage of total cost as applied to estimated total fair value per gram (less fulfilment costs) to arrive at an in-process fair value for estimated biological assets, which have not yet been harvested.

Management's identified significant unobservable inputs, their range of values and sensitivity analysis are presented in the tables below. The following table summarizes the unobservable inputs for the period ended June 30, 2019:

Unobservable inputs	Input values	Sensitivity analysis
Average selling price Obtained through actual retail prices on a per strain basis.	\$4 per dried gram	An increase or decrease of 5% applied to the average selling price would result in a change of approximately \$9,160 \$ to the valuation.
Yield per plant Obtained through historical harvest cycle results on a per strain basis.	92 to 184 grams per plant.	An increase or decrease of 5% applied to the average yield per plant would result in a change up to approximately \$9,160 in valuation
Stage of growth Obtained through the estimates of stage of completion within the harvest cycle.	Average of 80 % completion.	An increase or decrease of 5% applied to the average stage of growth per plant would result in a change of approximately \$11,335 in valuation.
Wastage Obtained through the estimates of wastage within the cultivation and production cycle.	3 %- 30 % dependent upon the stage within the harvest cycle.	An increase or decrease of 5% applied to the wastage expectation would result in a change of approximately \$9,160 in valuation.

As this is the first harvest of the Company, there is no unobservable data for 2018.

#### LIQUIDITY AND FINANCING SOURCES

#### Current

As at June 30, 2019, cash and cash equivalents totaled \$1,121,219 (\$1,002,942 as at September 30, 2018) and working capital amounted to \$2,087,487 (\$375,350 as at September 30, 2018).

Interest-free advances and maturities amounted to \$1,061,491 as at June 30, 2019 (\$500,000 as at September 30, 2018). Biologicals assets amounted to \$45,957 (nil as at Sepember 30,2018). Sale taxes recoverable totalled \$208,512 compared to \$66,310 as of September 30, 2018.

#### Construction in progress and assets

Construction in progress and property, plant and equipment were \$313,695 and \$692,316 respectively at June 30, 2019 (\$214,444 and nil respectively at September 30, 2018).

#### Rights of use

The rights of use amounted to \$2,846,717 as of June 30, 2019 (\$2,892,098 as of September 30, 2018).

#### Liabilities

Current liabilities were \$401,568 at June 30, 2019 (\$1,197,682 at September 30, 2018). The reduction is mainly due to the conversion of debentures into common shares.

Lease obligation amounted to \$2,923,765 as of June 30, 2019 compared to \$2,938,222 at September 30, 2019.

Debentures were \$305,658\$ at June 30, 2019 compared to \$953,015. The reduction is mainly due to the conversion of debenture during the nine months period.

## **Equity**

At June 30, 2019, equity amounted to \$2,710,789 compared to a shortfall of \$408,345 at September 30, 2018. The increase comes from:

	\$
Issuance of shares	7,131,736
Stock-base compensation	245,000
Loss and comprensive loss of the period	- 4, 779,622
Others	113,675
	2,710,789

#### LIQUIDITY AND SOURCES OF FUNDING

#### Liquidity

To date, Terranueva has no revenue and is considered in start-up mode. The Corporation's ability to sustain its operations depends on the realization of its assets and the provision of new funds. Despite the fact that it has managed in the past to obtain the necessary funds and expects capital financing in the future, there is no guarantee of success in the future.

These financial statements do not take into account adjustments that should be made to the carrying amount of assets and liabilities, the amounts presented for income and expenses and the classification of items in the Statement of Financial Position if the business continuity assumption was not substantiated, and these adjustments could be significant. Management did not consider these adjustments because it believes in the business continuity assumption.

#### Cashflow

Cash used in operating activities amounted to \$496,949 compared to \$105,657 in Q3-2018. For the ninemonths period ended on June 30, 2019, cash flows from operating activities amounted \$4,260,003 compared to \$197,496 for the corresponding period. The increase is due to an increase in the company's level of operations in 2019.

Cash flows from investment activities are \$188,533 in Q3-2019 (nil in Q3-2018). They were used for the acquisition of property, plant and equipment.

For the period of nine-months ended on June 30, 2019, the cash flow from investment activities amounted to \$844,977 (nil for the corresponding period). They were for the acquisition of Property, plant and equipment (\$748,181), obtain advances of \$561,491 and \$424,695 acquired from the acquisition of Axe Exploration

Inc.

During Q3-2019, cash flows used for financing activities of \$21,499 for the lease obligation (\$67,499) and the issuance of common shares provided for \$6,400. During Q3-2018, the cash flows related to financing activities amounted to \$600,000 came from the issuance of debentures.

For the nine-months period ended June 30, 2019, cash flow from financing activities amounted to \$2,506,549 (\$700,009 for the corresponding period). They came from the issuance of common shares (\$2,356,000) and the issuance fees of \$39,600, right exercise (\$278,743), convertibles debentures(\$66,627) and \$155,221 were for lease obligations. For the corresponding period, \$700,000 came from the issuance of convertibles debentures.

#### **CAPITAL STRUCTURE**

The capital structure as at August 27, 2019, is as follows:

Common shares	32,844,961	(including 13,274,898 held in escrow)
Options	2,625,000	
Warrants	2,310,000	
Broker warrants	65,280	

Fiducie Castillo, Francisco Perez Junior and GMTN Inc. jointly hold 39% of the outstanding common shares.

#### OFF-BALANCE SHEET AGREEMENT

There is no off-balance sheet agreement.

#### CONTRACTUAL OBLIGATION

Terranueva holds user rights on land and real property held under a long-term lease under which Corporation has call options that can be exercised at any time. Under this contractual obligation, the expected minimum annual payments over the next five years are as follows:

2019	\$135,000
2020	\$270,000
2021	\$270,000
2022	\$270,000
2023	\$290,000

#### RELATED PARTY TRANSACTIONS

	Q3 June 30,2019	Q3 June 30,2018	Q2 March 31, 2019	Q2 March 31, 2018	Q1 December 31, 2018	Q1 December 31, 2018
Salaries & fees	154,985	70,562	135,780	42,176	113,720	2,400
General administrative expenses	-	5,050	-	22,194	4,963	8,048

These transactions are in the normal course of operations and are measured at the exchange value and the amount of consideration established and agreed to by the related parties which approximates the arm's length equivalent value.

As at June 30,2019 and as at June 30,2018 there is no amount payable to a related party.

#### BASIS OF PRESENTATION AND GOING CONCERN

The unaudited condensed interim financial statements were prepared on a going concern basis.

The Company's ability to continue as a going concern depends on its ability to realize its assets and to obtain additional financing. While it has been successful in doing so in the past, there can be no assurance it will be able to do so in the future. The application of International Financial Reporting Standards ("IFRS") on a going concern basis may be inappropriate, since there is a doubt as to the appropriateness of the going concern assumption.

The unaudited condensed interim financial statements do not reflect the adjustments to the carrying value of assets and liabilities, the reported amounts of revenues and expenses and the classification of statement of financial position items if the going concern assumption was deemed inappropriate, and these adjustments could be material. Management did not take these adjustments into account as it believes in the validity of the going concern assumption.

#### **COMPLIANCE WITH IFRS**

The summary interim consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards in effect as of June 30, 2019.

#### MODIFICATIONS IN THE ACCOUNTING METHODS

#### **BIOLOGICALS ASSETS**

The Company measures biological assets consisting of cannabis plants using the income approach at fair value less costs to sell up to the point of harvest, which becomes the basis for the cost of finished goods inventories after harvest. The Company capitalizes all the direct and indirect costs as incurred related to the biological transformation of the biological assets between the point of initial recognition and the point of harvest including labour related costs, grow consumables, materials, utilities, facilities costs, depreciation, overhead, stock-based compensation of applicable employees, quality and testing costs. The identified capitalized direct and indirect costs of biological assets are subsequently recorded within the line item 'costs of goods sold' on the statement of loss and comprehensive loss in the period that the related product is sold. Seeds are measured at fair value. Unrealized gains or losses arising from changes in fair value less cost to sell during the period are included in the results of operations and presented on a separate line of statement of comprehensive loss of the related period.

#### RISKS AND UNCERTAINTIES

There are numerous and various risks, known and unknown, that may prevent Terranueva from achieving its goals.

#### Liquidity Risk

Liquidity risk is the risk that Terranueva will not have enough cash resources to meet its financial obligations as they come due. Terranueva liquidity and operating results may be adversely affected if Terranueva's access to the capital markets is hindered, whether because of a downturn in stock market conditions generally or related to matters specific to Terranueva. Until it will have its first sale, Terranueva generates all its cash flow from its financing activities. Terranueva's approach to managing liquidity risk is to ensure that it will have enough liquidity to meet liabilities when due. As at June 30, 2019, Terranueva had working capital of \$2,087,487.

#### Facility does not have a Licensed for recreational sales.

The facility is in the process to obtain a license for recreational sales. Terranueva's ability to sell recreational cannabis in Canada is dependent on a License granted by Health Canada and a License to be granted by the Canada Revenue Agency for the excise tax. There can be no assurance that Terranueva will obtain such Licenses.

#### Reliance on Licenses

Failure to comply with the requirements of any License or CRA License, once obtained by, or transferred to, Terranueva, or any failure to maintain any License or a CRA License would have a material adverse impact on the business, financial condition and operating results of Terranueva. Although Terranueva believes it will meet the requirements to obtain the License and the CRA License, there can be no guarantee that Health Canada will grant the Licenses or approve their transfer or that the Canada Revenue Agency will grant a CRA License or approve its transfer. Should Health Canada not grant any License or its transfer or should it grant the License on different terms or should the Canada Revenue Agency not grant a CRA License, the business, financial condition and results of the operation of Terranueva would be materially and adversely affected.

#### Reliance on the Facility

To date, Terranueva's activities and resources have been primarily focused on its proposed unlicensed Facility located in L'Assomption, Québec. Adverse changes or developments affecting this facility may have a material and adverse effect on Terranueva's ability to produce medical cannabis, business, financial condition and prospects.

## Licensing Requirements

The market for cannabis (including medical marijuana) in Canada is regulated by the applicable Cannabis Laws. Health Canada is the primary regulator of the industry. The applicable Cannabis Laws aims to treat cannabis like any other narcotic used for medical purposes by creating conditions for a new commercial industry that is responsible for its production and distribution.

Any applicant seeking to become a Licensed Producer is subject to stringent Health Canada licensing requirements.

## Facility Lease Risk

The Facility is located on property that is not owned by Terranueva. Such property is subject to a long-term Lease and similar arrangements in which the underlying land is owned by a third party and leased to Terranueva with rights to buy back. Under the terms of a typical lease, the lessee must pay rent for the use of the land and is generally responsible for all costs and expenses associated with the building and improvements. Unless the Lease term is extended, the land, together with all improvements made, will revert to the owner of the land upon the expiration of the Lease term. In addition, an event of default by Terranueva under the terms of the Lease could also result in a loss of the property should the default not be rectified in a reasonable period. The reversion or loss of such properties could have a material adverse effect on Terranueva's operations and results.

#### Limited Operating History

Terranueva anticipates entering the medical cannabis business. Terranueva is therefore subject to many of the risks common to early-stage enterprises, including limitations with respect to personnel, financial, and other resources and lack of revenues. There is no assurance that Terranueva will be successful in achieving a return on its shareholders' investments and the likelihood of success must be considered considering its early stage of operations.

#### These risks may include:

- risks that it may not have enough capital to achieve its growth strategy;
- risks that it may not develop its product and service offerings in a manner that enables it to be profitable and meet its customers' requirements;
- risks that its growth strategy may not be successful;
- risks that fluctuations in its operating results will be significant relative to its revenues; and
- risks relating to an evolving regulatory regime.

## Management of Growth

Terranueva may be subject to growth-related risks including capacity constraints and pressure on its internal systems and controls. The ability of Terranueva to manage growth effectively will require continued implementation and improvement of its operational and financial systems and to expand, train and manage its employee base. The inability of Terranueva to deal with growth may have a material adverse effect on its business, financial condition, results of operations and prospects.

#### Reliance on Management

The success of Terranueva is dependent upon the ability, expertise, judgment, discretion and good faith of its senior management. While employment agreements and incentive programs are customarily used as primary methods of retaining the services of key employees, these agreements and incentive programs

cannot assure the continued services of such employees. Any loss of the services of such individuals could have a material adverse effect on the Terranueva's business, operating results or financial condition.

#### Conflicts of Interest

Terranueva may be subject to various potential conflicts of interest because some of its officers and directors may be engaged in a range of business activities. In addition, Terranueva's executive officers and directors may devote time to their outside business interests, so long as such activities do not materially or adversely interfere with their duties to Terranueva, as applicable. External business interests may require significant time and attention of Terranueva's executive officers and directors. In some cases, executive officers and directors may have fiduciary obligations associated with external business interests that may interfere with their abilities to devote time to Terranueva's business and affairs, as applicable, and this could adversely affect Terranueva's operations.

In addition, Terranueva may also become involved in transactions that conflict with the interests of its respective directors and the officers, who may from time to time deal with persons, firms, institutions or corporations with which Terranueva may be dealing, or which may be seeking investments like those desired by it. The interests of these persons, firms, institutions or corporations could conflict with those of Terranueva. In addition, from time to time, these persons, firms, institutions or corporations may be competing with Terranueva for available investment opportunities. Conflicts of interest, if any, will be subject to the procedures and remedies provided under the applicable laws. In particular, in the event that such a conflict of interest arises at a meeting of Terranueva's directors, a director who has such a conflict will abstain from voting for or against the approval of such participation or such terms. In accordance with the applicable laws, the directors of Terranueva are required to act honestly, in good faith and in the best interests of Terranueva.

#### Competition

Some competitors migh have access to more significant financial resources than Terranueva.

#### Litigation

Terranueva may become party to litigation from time to time in the ordinary course of its business which could adversely affect its operations. Should any litigation in which Terranueva becomes involved be determined against it, such a decision may adversely affect Terranueva's ability to continue operating and use significant resources. Even if Terranueva is involved in litigation and succeeds, litigation can redirect significant company resources. Litigation may also create a negative perception of Terranueva brand, and ultimately the Corporation's brand.

#### Regulatory Risks

Terranueva operates in a new industry which is highly regulated, highly competitive and evolving rapidly. As such, new risks may emerge, and management may not be able to predict all such risks or be able to predict how such risks may result in actual results differing from the results contained in any forward-looking statements. Terranueva's ability to grow, store and sell medical cannabis in Canada with respect to the Facility is dependent on obtaining the License from Health Canada and a CRA License and the need to maintain them in good standing. Failure to: (i) comply with applicable requirements; and (ii) maintain the Licenses and a CRA License would have a material adverse impact on the business, financial condition and operating results of .

Terranueva will incur ongoing costs and obligations related to regulatory compliance. Failure to comply with regulations may result in additional costs for corrective measures, penalties or in restrictions of our operations. In addition, changes in regulations, more vigorous enforcement thereof or other unanticipated events could require extensive changes to Terranueva's operations, increased compliance costs or give rise to material liabilities, which could have a material adverse effect on the business, results of operations and financial condition of Terranueva.

The industry is subject to extensive controls and regulations, which may significantly affect the financial condition of market participants. The marketability of any product may be affected by numerous factors that are beyond the Terranueva's control and which cannot be predicted, such as changes to government regulations, including those relating to taxes and other government levies which may be imposed. Changes in government levies, including taxes, could reduce the Terranueva's earnings and could make future capital investments or the Terranueva's operations uneconomic. The industry is also subject to numerous legal challenges, which may significantly affect the financial condition of market participants and which cannot be reliably predicted.

#### **Product Liability**

As a manufacturer and distributor of products designed to be ingested or inhaled by humans, Terranueva faces an inherent risk of exposure to product liability claims, regulatory action and litigation if its products are alleged to have caused significant loss or injury. In addition, the manufacture and sale of products involve the risk of injury or loss to consumers due to tampering by unauthorized third parties, product contamination, unauthorized use by consumers or other third parties. Previously unknown adverse reactions resulting from human consumption of Terranueva's products alone or in combination with other medications or substances could occur. Terranueva may be subject to various product liability claims, including, among others, that Terranueva's products caused injury, illness or loss, include inadequate instructions for use or include inadequate warnings concerning possible side effects or interactions with other substances. A product liability claim or regulatory action against Terranueva could result in increased costs, adversely affect Terranueva's reputation with its respective clients and consumers generally, and adversely affect the results of operations and financial conditions of Terranueva.

#### **Product Recalls**

Manufacturers and distributors of products may be subject to the recall or return of their products for a variety of reasons, including product defects, such as contamination, unintended harmful side effects or interactions with other substances, packaging safety and inadequate or inaccurate labeling disclosure. If any of Terranueva's products are recalled due to an alleged product defect or for any other reason, Terranueva could be required to incur the unexpected expense of the recall and any legal proceedings that might arise in connection with the recall. Terranueva may lose a significant amount of sales and may not be able to replace those sales at an acceptable margin or at all. In addition, a product recall may require significant management attention.

#### Operating Risk and Insurance Coverage

Terranueva has insurance to protect its assets, operations and employees. While Terranueva believes its insurance coverage addresses all material risks to which they are exposed and is adequate and customary in its current state of operations, such insurance is subject to coverage limits and exclusions and may not be available for the risks and hazards to which Terranueva is exposed. However, Terranueva may also be unable to maintain insurance to cover these risks at economically feasible premiums. Insurance coverage may not continue to be available or may not be adequate to cover any resulting liability. Terranueva might also become subject to liability for pollution or other hazards which may not be insured against or which Terranueva may elect not to insure against because of premium costs or other reasons. Losses from these events may cause Terranuevato incur significant costs that could have a material adverse effect upon Terranueva's financial performance and results of operations.

#### **OUTLOOK**

Terranueva has harvested its first two crops and hosted a first official inspection by Health Canada. We are awaiting their report of the Health Canada and are in the process of correcting findings verbally reported during the inspection. We are awaiting the independent laboratory report on the crops.

As mentioned in the previous quarter, Terranueva has started detailed engineering for the construction of the first modular production unit (MPU). We expect construction will start this autumn. This scalable approach helps to manage the risks of industrialization and ensures optimization of production costs. Terranueva aims for an accelerated deployment of large-scale production to meet the needs of a growing cannabis market. Terranueva estimates that its production capacity will exceed 21 metric tons per year of dried cannabis when the site is built to capacity.

#### MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL INFORMATION

The unaudited condensed interim consolidated financial statements for the three-month period ended June 30, 2019 and other financial information contained in this MD&A are the responsibility of the Company's management and have been approved by the Board of Directors on August 27, 2019.

(s) Pierre Ayotte Chief Executive Officer (s) Pierre Monet Chief Financial Officer