



**METALO MANUFACTURING INC.  
INTERIM MD&A-QUARTERLY HIGHLIGHTS  
FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018**

The following is a discussion of the unaudited interim consolidated financial condition and results of operations of Metalo Manufacturing Inc. (“MMI” or “the Corporation”) for the first quarter ended September 30, 2018. This interim discussion and analysis should be read in conjunction with the Corporation’s quarterly unaudited interim financial statements for the quarter ended September 30, 2018 and the annual audited consolidated financial statements and the annual MD&A for the year ended June 30, 2018.

The consolidated financial statements are presented in Canadian dollars and have been prepared in compliance with International Financial Reporting Standards (“IFRS”), as issued by the IASB, and the Interpretations of the International Financial Reporting Interpretations Committee (“IFRIC”). These accounting policies are based on the IFRS standards and IFRIC interpretations that are applicable at September 30, 2018.

Additional information about MMI can be found on SEDAR at [www.sedar.com](http://www.sedar.com) and on the Canadian Securities Exchange at [www.cse.ca](http://www.cse.ca)

This MD&A is dated as of November 23, 2018 and contains discussion of material events up to and including that date.

**CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS**

This MD&A may contain forward-looking statements that are based on the Corporation’s expectations, estimates and projections regarding its business and the economic environment in which it operates. These statements speak only as of the date on which they are made, are not guarantees of future performance and involve risks and uncertainties that are difficult to control or predict. Examples of some of the specific risks associated with the operations of the Corporation are set out below under “Risk Factors”. Actual outcomes and results may differ materially from those expressed in these forward-looking statements and readers should not place undue reliance on such statements.

**CORPORATE OVERVIEW**

METALO MANUFACTURING INC. is a publicly listed Corporation, trading on the Canadian Securities Exchange (the “CSE”), with a ticker symbol “MMI”, headquartered in Toronto, Canada.

The Corporation’s principal asset is a 43.92% shareholding in Grand River Ironsands Incorporated (GRI), a private company incorporated in the Province of Nova Scotia. GRI owns 90% (60% 2017) of North Atlantic Iron Corporation (NAIC), a private corporation that is involved in the exploration and development of a mineral sands project near Happy Valley-Goose Bay, NL, Canada. GRI also owns 100% of Pure Fonte Ltée (previously 8593302 Canada Inc.) (PFL or Pure Fonte) (dilutable to 90%), a Federal corporation based in Quebec established to construct a pig iron plant.



In March, 2018 GRI, NAIC, Pure Font and Petmin Limited completed a major restructuring which resulted in the reduction of Petmin's interest in NAIC to 10% and an option to purchase a 10% interest in Pure Fonte. In addition, NAIC transferred its investment in Pure Fonte to GRI, retaining 100% ownership of the mineral sands at Goose Bay, Labrador and Newfoundland.

NAIC and GRI have invested substantial funds to prove the economic viability and to develop a bankable feasibility study related to the planned construction of the pig iron facility, this included site selection, preliminary environmental assessment and permitting, process design and engineering and logistics.

GRI currently owns 100% of the investment in PFL and going forward NAIC will focus solely on the development of the mineral sands resource and PFL will focus solely on the financing and construction of a pig iron manufacturing plant in Quebec (Refer to Note 3 in the consolidated financial statements).

Not included in this discussion is Forks Specialities Metal Inc. ("FSM"), which ceased operations and on December 28, 2017, filed for bankruptcy under Chapter 7 of the United States Bankruptcy Code in the Eastern District of Pennsylvania. The bankruptcy proceedings are progressing and GRI has made provision for the write off of all assets, advances receivable and liabilities associated with FSM (Refer to Notes 3, 7 and 20 in the consolidated financial statements).

## OVERVIEW OF NAIC

NAIC's exploration properties are in the Happy Valley, Goose Bay region of Newfoundland and Labrador. The claims are in central Labrador immediately to the east, west, south, southwest and southeast of the Town of Happy Valley-Goose Bay. The claims extend west of Muskrat Falls along the lower Churchill River to Hamilton Inlet and from the Churchill River to the boundary of the Mealy Mountains National Park. GRI has undertaken a major review of all claims with a view to only maintain those claims that are critical to the mining operation in Goose Bay, Newfoundland and Labrador and to reduce carrying costs and future work commitments. This review resulted in the cancellation and forfeiture of minerals claims associated with several significant blocks. At the date of the MD&A the property comprises 181 claims in 3 claim blocks with a total area of approximately 23 square kilometres. Management are confident that this significant reduction in claims will have no material impact on a future development solution.

## NAIC Mineral Claims

Mineral claim deposits are licenses held by NAIC with the province of Newfoundland and Labrador that required a deposit and commitment by NAIC to inject a prescribed amount of exploration expenditures into the land designated by the license within a five- year time frame. As at the date of the MD&A the Corporation has injected the prescribed amount of exploration expenditures into the remaining mineral claims.

On June 17, 2014, the Corporation filed on SEDAR "NI 43-101" highlighting resource estimates from three major mineral blocks contained within the Corporation's Labrador mineral claims, together with extensive mineral analysis, processing tests, smelting, and melt tests conducted over the last 12-24 months. The "NI 43-101" was prepared by SRK Consulting (Canada) Inc. supplemented by technical assistance and review for processes and mineral testing by Hatch Engineering of Mississauga, ON. Please refer to the "NI 43-101" document for detailed resource estimates, detailed mineral analysis, and detailed results from the smelting and melt tests conducted by the Corporation. The FSM facilities undertook the extensive smelting tests required to prove the technical viability of producing pig iron from NAIC's iron sands.

In 2015 due to the oversupply of iron ore feedstock it was decided to source iron ore from other Canadian producers for its first pig iron plant. At that time NAIC began pursuing the evaluation of accessory minerals associated with the Labrador Mineral Sands properties. These minerals primarily include garnet, zircon, feldspars, and silica sands. In 2017, NAIC made the decision to abandon further evaluation of the iron interests with the objective to pursue the accessory

minerals only. NAIC expects to commission a market feasibility study in the near term to further understand the development potential associated with the accessory minerals in the properties.

In determining the recoverable amount of the resource properties, NAIC has made estimates regarding the quantity of accessory minerals to be extracted, the accessory mineral prices expected to be in place at the time of extraction, the direct costs associated with mining these minerals and total project capital expenditures. Based on this analysis, NAIC believes the carrying amount to be recoverable. Given the uncertainty associated with each of the above assumptions, it is reasonably possible that outcomes which differ from these assumptions could require material adjustment to the carrying amount of the resource properties in the future.

NAIC continues to evaluate the accessory minerals associated with the Labrador Mineral Sands properties. These minerals primarily include garnet, zircon, feldspars, and silica sands. NAIC needs to commission a market feasibility study to further understand the development potential associated with the accessory minerals, which it intends to do once satisfactory financing is arranged.

## OVERVIEW OF PFL

The restructuring process delayed some critical decisions, however, with that issue for the most part resolved, GRI has accelerated its efforts to advance the Pure Fonte pig iron plant. This plant will become the first specialized producer in North America of premium pig iron and has been designed to provide a new standard for environmental emissions and stewardship as well as to be strategically located to provide competitive advantage in both access to raw materials as well as access to markets.

Design attributes required:

1. Essential to ensure the lowest generation of greenhouse gases (GHG's) per tonne of pig iron produced in the industry;
2. Must provide economic returns necessary to ensure the required capital investment is available;
3. Manufacturing process must be capable of producing premium grade pig iron, to guarantee best pricing and least market volatility;
4. Location must be supported by the government and the community, provide skilled labour and competitive infrastructure;
5. Location must serve and be competitive in the both European and North American markets.

The Bankable Feasibility Study (BFS) is complete for the \$408 million pig iron manufacturing plant for the Quebec site. In addition, the Environmental Assessment has been commissioned for the Quebec site and will continue as the project is advanced.

GRI has engaged Brock Capital of New York as its investment bank on structuring the US\$408 million required for the pig iron plant. Plans are to close a tranche of US\$20 million prior to the end of Q3 to fulfil those financial needs identified as “pre-construction”. Efforts to secure the required capital are well underway.

The economics of the plant continues to improve, due to the market for pig iron remaining above US\$400/tonne for more than one year, with the price for premium pig iron reaching US\$500/tonne. Also, raw materials prices for iron ore, natural gas and electricity have remained in forecasted ranges. GRI are very close to finalizing purchase commitments from vendors to ensure coverage of 100% of plant production.

The key goals for the initial pig iron manufacturing initiative for the next several months will be to; (i) complete the permitting process; (ii) release excerpts of the Bankable Feasibility Study for the chosen site; (iii) review the project economics and complete and publish the Economic Assessment; (iv) assess the interest of strategic partners for partnering, off-take and other possible business arrangements; (v) initiate a capital raise campaign and other corporate related requirements with all partners to the project.

## FINANCIAL SUMMARY

The following discussion addresses the operating results and financial condition of the Corporation for the first quarter ended September 30, 2018. This discussion and analysis is qualified in its entirety by reference to and should be read in conjunction with the Corporation's unaudited financial statements for the quarter ended September 30, 2018 and the audited consolidated financial statements for the year ended June 30, 2018 and the related notes thereto, as well as reference to the forward-looking statements within this report. All results in this report are presented in Canadian dollars, unless otherwise indicated.

## HIGHLIGHTS

Following is a summary of the major financial highlights for the quarter ended September 30, 2018, and to the date of this MD&A.

- On August 1, 2018, the Corporation issued 69,351 common shares to Forest Lane Holdings Limited. This represents interest due August 1, 2018 in the aggregate amount of \$25,000 on the convertible debenture and was made at a deemed price of \$0.3605 per share, which is the volume-weighted trading price for the 20 trading days ending July 4, 2018. The securities are subject to a four month hold period following the date of issuance.
- On July 5, 2018 a loan in the amount of \$621,000 was advanced to Pure Fonte Ltée by a non-related party which shall bear interest at a rate of 5% per annum for a period of 3 years. The loan and interest will be capitalized to the end of term and are convertible into shares at the option of the holder.

## Financial and operational results

### NON-GAAP Financial Measures

There are measures included in this MD&A that do not have a standardized meaning under GAAP and therefore may not be comparable to similarly titled measures presented by other publicly traded companies. The Corporation includes these measures because it believes certain investors use these measures as a means of assessing financial performance. Management believes that the measure 'Loss before the undernoted' is an important indicator of the Corporation's ability to generate liquidity through operating cash flow to fund future working capital requirements, service outstanding debt, and fund future capital expenditures and uses this measure for that purposes. In addition, the Corporation's management reporting system evaluates performance based on a number of factors; however, the primary profitability measure is the earnings from operations before depreciation, amortization, net financing income or expense and income taxes ("EBITDA"). Management adjusts measures in an effort to provide investors and analysts with a more comparable year-over-year performance measure than the basic measure, by excluding certain items. These items could impact the analysis of trends in performance and affect the comparability of our financial results. By excluding these items, management is not implying they are non-recurring.

| Selected Consolidated Operating Results                |                   |                   |
|--|-------------------|-------------------|
|  | Three Months      |                   |
|  | 30-Sep-18         | 30-Sep-17         |
|  | \$'s              | \$'s              |
| Revenue  | -                 | -                 |
| Expenses   |                   |                   |
| Utilities  | 204               | 23,053            |
| Dues and fees  | 3,161             | 2,418             |
| Facility costs   | -                 | 5,722             |
| Foreign exchange losses                                | 4,326             | (70,570)          |
| General and administrative                             | 5,223             | 5,662             |
| Insurance  | 875               | 22,073            |
| Management and consulting fees                         | 194,079           | 280,956           |
| Professional fees                                      | 17,000            | 85,000            |
| Rental   | 8,482             | 258,731           |
| Travel   | 8,160             | 14,945            |
| Salaries and wages                                     | 18,661            | 136,481           |
| <b>Operating income ( loss) before under noted</b>     | <b>(260,172)</b>  | <b>(764,471)</b>  |
| Amortization   | (1,123)           | (4,471)           |
| Interest including accretion                           | (175,565)         | (134,798)         |
| <b>Consolidated income (loss)</b>                      | <b>(436,860)</b>  | <b>(903,740)</b>  |
| Gain (loss) on investments                             | 80                | (5,126)           |
| Income tax (expense) recovery                          | 122,016           | 291,941           |
| Cumulative translation adjustments                     | -                 | 49,899            |
| Non-controlling interest                               | 137,843           | 382,381           |
| <b>Comprehensive income (loss) attributable to MMI</b> | <b>(176,921)</b>  | <b>(184,646)</b>  |
| Income (Loss) per share                                | (0.010)           | (0.011)           |
| <b>Avg. Weighted Shares O/S</b>                        | <b>17,743,363</b> | <b>17,508,576</b> |

The consolidated loss for the first quarter three-month period before extraordinary items ended September 30, 2018, was (\$436,860) compared to a loss of (\$903,740) for the comparable quarter of the prior year. The major variance was the directly attributed to the closure of Forks and the restructuring savings. The comprehensive income attributed to MMI shareholders was (\$176,921) (\$0.010) per share compared to a loss of (\$184,646) (\$0.011 per share) for the prior year.

### Additional explanations

#### Revenue

The Corporation does not expect any revenues in the immediate future from its principle line of business, the production of pig iron.

#### Interest and accretion expense

For the first quarter ended September 30, 2018, the Corporation had interest expense of \$175,565 compared to interest expenses of \$134,798 for the comparable quarter of the prior year. These amounts do not include interest expense or

accretion that was capitalized during the year. The increase is the result of additional borrowings required to fund operations.

### Income tax recovery

Income taxes are calculated using the liability method. A deferred tax asset is recognized to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized. The deferred tax benefit of these losses has been recognized as a reduction of the deferred tax liabilities. (Refer to Note 16 of the consolidated financial statements)

### Selected Quarterly Financial Data

The following table reports the operating results for the last eight quarters.

| Selected Quarterly Financial Data                 |                   |                   |                   |                   |                   |                    |                    |                   |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|-------------------|
|   | 30-Sep            | 30-Jun            | 31-Mar            | 31-Dec            | 30-Sep            | 30-Jun             | 31-Mar             | 31-Dec            |
|   | 2018              | 2018              | 2018              | 2017              | 2017              | 2017               | 2017               | 2016              |
| Expenses  |                   |                   |                   |                   |                   |                    |                    |                   |
| Advertising and promotion                         | -                 | -                 | (1,396)           | 1,396             | -                 | 164,104            | 9,222              | (3,714)           |
| Utilities   | 204               | -                 | 499               | (12,411)          | 23,053            | 55,094             | 44,660             | 21,673            |
| Dues and fees                                     | 3,161             | 12,497            | 4,232             | 7,957             | 2,418             | 2,932              | 3,113              | 5,923             |
| Exploration Costs                                 | -                 | -                 | -                 | -                 | -                 | -                  | -                  | 13,179            |
| Facility costs                                    | -                 | 13,043            | (14,032)          | (4,733)           | 5,722             | 86,271             | 7,505              | 5,186             |
| Foreign exchange losses                           | 4,326             | 62,642            | 28,205            | (444,322)         | (70,570)          | (359,703)          | 22,469             | 33,779            |
| General and administrative                        | 5,223             | 3,201             | 1,534             | 5,020             | 5,662             | 11,144             | 1,886              | 14,762            |
| Insurance   | 875               | 875               | 875               | 25,696            | 22,073            | 23,653             | 23,770             | 24,820            |
| Management fees                                   | 194,079           | 249,271           | 2,970             | 196,024           | 280,956           | 472,498            | 322,120            | 337,099           |
| Professional fees                                 | 17,000            | (5,795)           | 49,745            | (10,086)          | 85,000            | 15,874             | 48,446             | 19,034            |
| Rental  | 8,482             | 8,208             | 10,350            | 85,171            | 258,731           | 276,899            | 267,101            | 272,058           |
| Travel  | 8,160             | (54,425)          | 228,405           | 12,327            | 14,945            | 161,682            | 265,087            | 113,739           |
| Salaries and wages                                | 18,661            | 41,168            | 56,635            | (21,720)          | 136,481           | 142,064            | 143,780            | 138,175           |
| <b>Operating (income) loss before under noted</b> | <b>(260,172)</b>  | <b>(330,685)</b>  | <b>(368,022)</b>  | <b>159,681</b>    | <b>(764,471)</b>  | <b>(1,052,512)</b> | <b>(1,159,159)</b> | <b>(995,713)</b>  |
| Expense recovery Porcupine Strand                 | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                 |
| Cumulative Translations adjustments               | -                 | 175,364           | 245,688           | (470,952)         | 49,899            | (15,688)           | 18,060             | 34,417            |
| Amortization                                      | (1,123)           | (2,352)           | (3,480)           | (2,489)           | (4,471)           | 302,361            | (107,166)          | (111,879)         |
| Interest expense including accretion              | (175,565)         | (162,281)         | (159,678)         | (168,769)         | (134,798)         | (555,449)          | (93,261)           | (69,961)          |
| Gain on deconsolidation of subsidiary             | -                 | -                 | -                 | 1,562,459         | -                 | -                  | -                  | -                 |
| Gain on sale of intangible asset                  | -                 | -                 | 2,249,678         | -                 | -                 | -                  | -                  | -                 |
| Impairment of property and equipment              | -                 | -                 | -                 | (20,609)          | -                 | (1,990,435)        | -                  | -                 |
| Gain on sale of equipment                         | -                 | 6,177             | -                 | -                 | -                 | -                  | -                  | -                 |
| Gain (loss) on investments                        | 80                | (1,040)           | 1,440             | 603               | (5,126)           | (1,640)            | (12,871)           | 2,340             |
| Income tax recovery                               | 122,016           | 430,034           | (330,229)         | (492,590)         | 291,941           | 1,134,166          | 425,748            | 344,911           |
| <b>Consolidated Income (Loss)</b>                 | <b>(314,764)</b>  | <b>115,216</b>    | <b>1,635,397</b>  | <b>567,334</b>    | <b>(567,026)</b>  | <b>(2,179,198)</b> | <b>(928,649)</b>   | <b>(795,885)</b>  |
| Non-controlling interest                          | 137,843           | (773,403)         | (598,730)         | (369,292)         | 382,381           | 1,507,888          | 476,501            | 555,553           |
| <b>Comprehensive Income (Loss)</b>                | <b>(176,921)</b>  | <b>(658,186)</b>  | <b>1,036,667</b>  | <b>198,042</b>    | <b>(184,645)</b>  | <b>(671,310)</b>   | <b>(452,148)</b>   | <b>(240,332)</b>  |
| Income (Loss) per share                           | (\$0.010)         | (\$0.037)         | \$0.024           | \$0.011           | (\$0.011)         | (\$0.039)          | (\$0.026)          | (\$0.014)         |
| <b>Avg. Weighted Shares O/S</b>                   | <b>17,743,363</b> | <b>17,676,321</b> | <b>17,584,713</b> | <b>17,558,230</b> | <b>17,508,576</b> | <b>17,384,638</b>  | <b>17,440,330</b>  | <b>17,332,557</b> |

### Segmented Information

The Corporation's Board of Directors monitors the operating results of its business segments separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on



operating profit or loss and is measured consistently with operating profit or loss in the consolidated financial statements. However, the Corporation's income taxes are monitored on a consolidated level and are not allocated to operating segments.

### Geographical segments

The above segments are managed on a worldwide basis, but operate in two principal geographical areas, namely, Canada and the United States. Segment assets are based on the geographical location of the assets.

|                                 | 30-Sep-18         | 30-Sep-17         |
|---------------------------------|-------------------|-------------------|
|                                 | \$                | \$                |
| Canada                          | 58,910,373        | 60,108,272        |
| United States of America        | -                 | 648,610           |
| <b>Total non-current assets</b> | <b>58,910,373</b> | <b>60,756,882</b> |

### Selected Consolidated Financial Information

Selected items from the Consolidated Balance Sheet as at September 30, 2018 with comparable numbers for the prior two fiscal years.

|  | Quarter Ended<br>September 30, 2018 | Year End<br>June 30, 2018 | Year End<br>June 30, 2017 |
|--|-------------------------------------|---------------------------|---------------------------|
|  |                                     | Restated                  | Restated                  |
|  | \$'s                                | \$'s                      | \$'s                      |
| Cash   | 155,933                             | 28,148                    | 169,039                   |
| Other receivables  | 22,306                              | 13,511                    | 64,006                    |
| Prepaid and other deposits                                     | 67,662                              | 51,458                    | 351,019                   |
| Investment and loan receivable                                 | 3,280                               | 3,200                     | 20,478                    |
| Resource Properties  | 57,178,682                          | 57,170,334                | 57,138,760                |
| Project development costs                                      | 1,462,322                           | 1,462,322                 | 2,924,994                 |
| Property and equipment   | 20,188                              | 21,311                    | 88,586                    |
| Accounts Payable   | (240,391)                           | (403,370)                 | (2,670,498)               |
| Short Term Loans   | (4,891,357)                         | (4,828,844)               | (2,664,504)               |
| Current portion long term debt                                 | -                                   | -                         | (1,560,467)               |
| Long term debt   | (2,765,736)                         | (2,093,401)               | (1,931,549)               |
| Deferred Taxes   | (5,536,762)                         | (5,658,778)               | (5,557,933)               |
| Shareholders' Equity   | 10,955,650                          | 18,260,469                | 14,515,210                |
| Shareholders' Equity associated with Non controlling interests | 27,367,579                          | 27,505,422                | 31,856,722                |

An adjustment resulting in a decrease in retained earnings and an increase in non-controlling interest in the amount of \$5,682,373 as at July 1, 2016 was made to the June 30, 2017 consolidated statement of changes in equity in order to realign the treatment of historical injections of capital by Petmin in NAIC and their effect on the allocation of the Group's equity between the shareholders and the non-controlling interests.

In addition, the reduction in Petmin ownership in NAIC resulted in an increase in controlling interest and a corresponding increase in consolidated retained earnings in the amount of \$3,428,747 at June 30, 2018 with offsetting reduction in non-controlling interest in the amount of (\$5,487,152) and total shareholders equity being reduced by (\$2,058,405). Please refer to the “Statement of Changes in Equity” of the consolidated financial statements for additional clarification.

Details of significant balance sheet items are detailed below.

### Account and Other Receivables

Principally consists of HST receivable.

### Prepaid and Other Deposits

The prepaid and other deposits in the amount of \$67,662 at September 30, 2018 as compared to \$351,019 at June 30, 2018 and principally consists of the site deposit related to Pure Fonte and expense advances.

### Resource Properties

NAIC’s exploration properties are in Happy Valley- Goose Bay region of Newfoundland and Labrador. At the date of the MD&A the property comprises 181 claims in 3 claim blocks with a total area of approximately 23 square kilometres.

| Resource Properties    |            |           |            |
|------------------------|------------|-----------|------------|
|                        | Balance    | Interest  | Balance    |
|                        | 30-Jun-18  | Accretion | 30-Sep-18  |
|                        | \$         | \$        | \$         |
| Labrador Mineral Sands | 57,170,334 | 8,348     | 57,178,682 |

### Project development costs

Represents engineering and consulting costs associated with the preparation of the Bankable Feasibility Study, site selection and permitting for the proposed pig iron facility.

### Property and Equipment

| Description                    | Cost      |           |           | Accumulated Depreciation |              |           | Net Book  | Net Book  |
|--------------------------------|-----------|-----------|-----------|--------------------------|--------------|-----------|-----------|-----------|
|                                | Balance   |           | Balance   | Balance                  |              | Balance   | Value     | Value     |
|                                | 30-Jun-18 | Additions | 30-Sep-18 | 30-Jun-17                | Depreciation | 30-Sep-18 | 30-Jun-18 | 30-Sep-18 |
| Computer hardware              | 19,476    | -         | 19,476    | 17,197                   | 171          | 17,369    | 2,278     | 2,108     |
| Industrial Equipment           | 97,773    | -         | 97,773    | 79,023                   | 938          | 79,961    | 18,750    | 17,811    |
| Office furniture and equipment | 2,923     | -         | 2,923     | 2,640                    | 14           | 2,654     | 282       | 268       |
|                                | 120,172   | -         | 120,172   | 98,861                   | 1,123        | 99,984    | 21,311    | 20,188    |

### Accounts Payable

The accounts payable balance at September 30, 2018 was \$240,391 compared to \$403,370 at June 30, 2018. The decrease



is principally the settlement of accrued and billed costs related to the pig iron manufacturing plant. The remainder represents quarter end accruals and normal trade accounts payable.

### **Short Term Loans (refer to Note 8 of the consolidated financial statements)**

On August 25, 2016, GRI borrowed \$250,000 from an unrelated party for 90 days with interest at 6% per annum, accruing monthly, plus 50,000 common share purchase warrants exercisable on or before August 25, 2019 at an exercise price of \$0.01 per share. The loan is repayable on demand, no later than December 31, 2018.

On September 29, 2016, GRI borrowed \$250,000 from Forest Lane Holdings Limited “FLH”, a Company controlled by a Director of the Corporation, for 90 days with interest at 6% per annum, accruing monthly, plus 50,000 common share purchase warrants exercisable on or before September 29, 2019 at an exercise price of \$0.01 per share. FLH also extended a line of credit facility bearing interest at 6% per annum, accruing monthly. The loan and line of credit have been combined into a demand note, with no fixed terms of repayment, with a balance of \$2,588,340 at September 30, 2018.

On August 31, 2017, GRI received from David J. Hennigar, Chairman of the Corporation, a loan of \$2,000,000 bearing interest at 12% per annum payable monthly. The principal is repayable, without penalty, on or before August 31, 2019, and the holder has the option to convert the debt to common shares at a conversion price of \$2.10 per share.

## **LIQUIDITY AND CAPITAL RESOURCES**

The Corporation has no revenue generating operations from which it can internally generate funds. To date, the Corporation’s ongoing operations have been predominantly financed through sale of its equity securities by way of private placements and or shareholder loans and advances. There can no assurances that equity financing or other sources of capital will be available or available on terms acceptable to the Corporation when required.

Currently the Corporation has approximate cash on hand of approximately \$55,000 CDN equivalent and has a working capital deficiency of approximately \$4.8 million. The Corporation has had recurring negative cash flows from operations and will require additional financing to fund its continuing exploration efforts. These uncertainties cast significant doubt upon the Corporation’s ability to continue as a going concern. Management plans to raise additional debt and/or equity financing in order to continue operations. Although the Corporation has been successful in raising funds to date, there can be no assurance that adequate funding will be available in the future, or available under terms favourable to the Corporation. The interim condensed consolidated financial statements do not reflect adjustments in the carrying values of the assets and liabilities, the reported expenses, and the balance sheet classifications used, that would be necessary if the Corporation was unable to realize its assets and settle its liabilities as a going concern in the normal course of operations, and such adjustments could be material.

### **Long-Term Debt**

NAIC received an interest-free repayable loan from ACOA, a government agency, in the amount of \$500,000. The loan is repayable in five annual equal and consecutive installments commencing nine months after the end of the fiscal year in which ‘Project Success’ is achieved. It is anticipated that ‘Project Success’ will be achieved in the fiscal year ending June 30, 2020 and repayments will commence in December 2020.

### **Convertible debenture**

On May 1, 2015, the Corporation announced that it had completed a non-brokered private placement of an unsecured convertible debenture for proceeds of \$2,000,000. A company controlled by an officer and director of the Corporation fully subscribed to the offering. The debenture will mature on May 1, 2020 and will bear interest at a rate of 5% per annum payable quarterly. The debenture shall be convertible, at the option of the holder, into common shares of the Corporation on or prior to the maturity date. The conversion price will be \$0.80 per common share if exercised within

12 months of closing and will increase by \$0.05 per common share on the anniversary date each year thereafter until the maturity date.

Please refer to Note 9 for further details and explanations related to long term debt.

### Share Capital

A summary of the Corporation's common shares outstanding as of September 30, 2018 is presented below:

| <b>COMMON STOCK ISSUED AND OUTSTANDING</b>           |                         |                  |
|--|-------------------------|------------------|
| <b>Authorized: Unlimited number of common shares</b> | <b>Number of Shares</b> | <b>\$</b>        |
| Opening Balance June 30, 2018                        | 17,697,757              | 9,173,978        |
| Shares issued for convertible debt interest          | 69,351                  | 25,000           |
| <b>Closing Balance September 30, 2017</b>            | <b>17,767,108</b>       | <b>9,198,978</b> |

### Stock Options

Under the Corporation's employee stock option program, the Board of Directors may, at its discretion, grant options to purchase common shares to directors, officers, employees or consultants of the Corporation. Shareholders approved the number of shares reserved for issuance under the Plan be a maximum of 20% of the issued and outstanding shares, as of the record date, in accordance with the Stock Option Plan approved by Shareholders. However, only 10% can be issued to insiders of the Corporation. Vesting periods are determined by the Board of Directors at the time of the grant and can range up to 5 years from the date of the grant. The Corporation has reserved 3,504,614 common shares pursuant to the stock option plan. Any unexercised options that expire or are forfeited become available again for issuance under the plan. Compensation costs of options granted under the stock option plan are measured at the granting date based upon a fair value of the award and is recognized over the related service period.

A summary of the Corporation's outstanding stock option is presented below:

Options outstanding at September 30, 2018 are as follows:

| <b>Grant Date</b> | <b>Expiry Date</b> | <b>Exercise Price</b> | <b>Issued</b>             | <b>Exercisable</b> |
|-------------------|--------------------|-----------------------|---------------------------|--------------------|
|                   |                    |                       | <b>September 30, 2018</b> |                    |
| May 28, 2012      | May 28, 2022       | \$0.65                | 144,000                   | 144,000            |
| Nov. 30, 2012     | Nov. 30, 2022      | \$0.65                | 450,000                   | 450,000            |
| Dec. 06, 2013     | Dec. 06, 2023      | \$0.85                | 985,000                   | 985,000            |
| Dec. 08, 2014     | Dec. 08, 2024      | \$0.75                | 535,000                   | 535,000            |
| <b>Total</b>      |                    |                       | <b>2,114,000</b>          | <b>2,114,000</b>   |

Note: There were no MMI stock options issued during the quarter.



## Grand River Ironsands Incorporated Stock Options

The Board of Directors of GRI has established a 10% rolling stock option plan under which options to purchase common shares are granted to directors, officers, consultants and key employees of GRI. Options to acquire common shares are granted at prices as determined by the Board of Directors. Options expire five years from the date of the grant.

At September 30, 2018, there were 2,376,933 common shares eligible for issuance pursuant to the stock option plan, of which 1,048,000 options to acquire common shares have been issued and are outstanding under the plan. Any unexercised options that expire or are forfeited become available again for issuance under the plan.

A summary of the GRI's outstanding stock option and changes is presented below:

Note: There were no GRI stock options issued during the quarter.

Options outstanding at September 30, 2018

|               |               | Exercise      | Issued             | Exercisable      |
|---------------|---------------|---------------|--------------------|------------------|
| Grant Date    | Expiry Date   | Price         | September 30, 2018 |                  |
| Dec. 06, 2013 | Dec. 06, 2018 | \$2.10        | 450,000            | 450,000          |
| Dec. 08, 2014 | Dec. 08, 2019 | \$2.10        | 448,000            | 448,000          |
| May 27, 2016  | May 27, 2021  | \$2.50        | 150,000            | 150,000          |
| <b>Total</b>  |               | <b>\$2.15</b> | <b>1,048,000</b>   | <b>1,048,000</b> |

## CRITICAL ACCOUNTING POLICIES

### General

The accounting policies have been reviewed with the Corporation's Audit Committee and are as described in Note 2 to the consolidated financial statements.

### Basis of Presentation and Going Concern

The consolidated financial statements have been prepared on a going concern basis, which assumes that the Corporation will continue in operation for the foreseeable future and will be able to realize its assets and discharge its liabilities and commitments in the normal course of business.

The Corporation and its subsidiaries have not yet determined whether the properties contain ore reserves that are economically recoverable. The recoverability of amounts shown for mineral properties and related deferred expenditures is dependent upon the discovery of economically recoverable reserves, confirmation of the subsidiary's interest in the underlying mining claims, the ability of the Corporation and its subsidiaries to obtain necessary financing from shareholders, investors and lenders to complete the development, and upon future profitable production or proceeds from the disposition thereof.

The Corporation has had recurring negative cash flows from operations and will require additional financing to fund its continuing exploration efforts. These uncertainties cast significant doubt upon the Corporation's ability to continue as a going concern. Management plans to raise additional debt and/or equity financing in order to continue operations,

however, there can be no assurance that adequate funding will be available, or available under terms favorable to the Corporation. The consolidated financial statements do not reflect adjustments in the carrying values of the assets and liabilities, the reported expenses, and the balance sheet classifications used, that would be necessary if the Corporation was unable to realize its assets and settle its liabilities as a going concern in the normal course of operations, and such adjustments could be material.

## **RISK FACTORS**

**For a complete list of risk factors please refer to the annual MD&A for June 30, 2018. Following are the most significant risk factors.**

### ***Resources and Reserves***

Ultimately, even if the Corporation has success in identifying mineral resources on any properties it may acquire, the economics of potential projects may be affected by many factors beyond the capacity of it to anticipate and control, such as the marketability of the mineral products under profitable conditions, government regulations relating to health, safety and the environment, the scale and scope of royalties and taxes on production. One or more of these risk elements could have an adverse impact on costs of an operation which, if significant enough, could reduce or eliminate the profitability of a project.

### ***Operational Risks***

The Corporation shall be subject to a number of operational risks and may not be adequately insured for certain risks, including: environmental pollution, accidents or spills, industrial and transportation accidents, which may involve hazardous materials, labour disputes, catastrophic accidents, fires, blockades or other acts of social activism, changes in the regulatory environment, impact of non-compliance with laws and regulations, natural phenomena, such as inclement weather conditions, floods, earthquakes, ground movements, cave-ins and encountering unusual or unexpected geological conditions and technological failure of exploration methods. This lack of insurance coverage could have an adverse impact on the Corporation's future cash flows, earnings, results of operations and financial condition.

### ***Environmental, Health and Safety Risks***

Mining and exploration companies such as the Corporation must comply with a complex set of environmental, health and safety laws, regulations, guidelines and permitting requirements (for the purpose of this paragraph, "laws") drawn from a number of jurisdictions.

### ***Governmental Regulation and Policy Risks***

Mining operations and exploration activities, refining, conversion and transport in Canada are subject to extensive laws and regulations. Such regulations relate to production, development, exploration, exports, imports, taxes and royalties, labour standards, occupational health, waste disposal, protection and remediation of the environment, mine decommissioning and reclamation, mine safety, toxic substances, transportation safety and emergency response, and other matters. Since legal requirements change, are subject to interpretation and may be enforced in varying degrees in practice, the Corporation is unable to predict the ultimate cost of compliance with these requirements or their effect on operations.

### ***Commodity Price Fluctuations***



The price of commodities varies daily but long term averages are the best method of estimating future prices. However, price volatility could have dramatic effects on the Corporation's results of operations and the ability of the Corporation to execute its business plan.

### ***Currency Fluctuations***

The Corporation presently maintains its accounts in Canadian dollars. The Corporation's future operations may make it subject to foreign currency fluctuations and such fluctuations may materially affect its financial position and results.

### ***Legal Proceedings***

On December 28, 2017, Forks Specialty Metals Inc., a wholly owned subsidiary of Grand River Ironsands Incorporated, filed for bankruptcy under Chapter 7 of the United States Bankruptcy Code in the United States Bankruptcy Court, Eastern District of Pennsylvania. Forks had been operating with minimal cash in excess of a year and despite its attempts to operationalize the facility and raise funding, it was unable to do so. In addition, its landlord, SK 3700 Glover Road Owner LLC, obtained a confession of judgment against it in the Court of Common Pleas, Northampton County, in the amount of USD\$1,189,562.70, which included rental arrears, accelerated rent, and attorney's fees. The bankruptcy proceeding has stayed all existing and potential lawsuits. Forks has met with the trustee in bankruptcy and the matter is ongoing.

### ***Market for Securities***

The Common Shares of the Corporation are listed and posted for trading on the Canadian Securities Exchange (CSE) under the trading symbol "MMP". The stock is thinly traded and investors should be aware that there may be no market for their shares.

### **Cash Flow Requirements**

Refer to Notes 8 and 9 of the audited consolidated financial statements at September 30, 2018 for detailed terms and repayments requirements for the Atlantic Canada Opportunity Agency (ACOA) and Convertible Debenture and other short term loans. The approximate long-term contractual obligations for the next five years are as follows:

| <b>Contractual Obligations in CDN\$ September 30, 2018</b> |                     |                           |                     |                   |                      |
|--|---------------------|---------------------------|---------------------|-------------------|----------------------|
| <b>Description</b>   | <b>Total</b>        | <b>Less than one year</b> | <b>2-3 years</b>    | <b>4-5 years</b>  | <b>After 5 years</b> |
| Loan- ACOA   | \$ 500,000          | \$ -                      | \$ -                | \$ 250,000        | \$ 250,000           |
| Short term notes and loans                                 | 4,891,400           | 2,891,400                 | 2,000,000           | -                 | -                    |
| Term Loan  | 628,500             | -                         | -                   | 628,500           | -                    |
| Convertible Debenture( inclusive of interest)              | 2,200,000           | 100,000                   | 2,100,000           | -                 | -                    |
|  | <b>\$ 8,219,900</b> | <b>\$ 2,991,400</b>       | <b>\$ 4,100,000</b> | <b>\$ 878,500</b> | <b>\$ 250,000</b>    |

### **Transactions with Related Parties**

The Corporation incurred the following related party expenditures for the first quarter ended September 30, 2018.



| Relationship             | Purpose of Transaction | Three months ended |                 |
|--------------------------|------------------------|--------------------|-----------------|
|                          |                        | 30-Sep-18<br>\$    | 30-Sep-17<br>\$ |
| Directors of the Company | Directors Fees         | 68,750             | 41,250          |
| Key Management Personnel | Management Fees        | 65,000             | 142,388         |
| Key operating personnel  | Consulting fees        | -                  | 2,100           |
| Key operating personnel  | Salaries and benefits  | 18,661             | 173,566         |
|                          |                        | <b>152,411</b>     | <b>359,304</b>  |

The compensation expense associated with key management and directors for services is as follows:

Key management personnel include the President, Vice President and the Chief Financial Officer of MMI, the President, Chief Executive Officer, and Corporate Affairs Director for GRI.

These transactions with related parties have been valued in the consolidated financial statements at the estimated fair value, which is the amount of consideration established and agreed to by the related parties.

### Off-Balance Sheet Arrangements

The Corporation has no off-balance sheet arrangements.

### Proposed Transactions

As at the date of this MD&A there are no transactions that the board of directors or senior management who believe that confirmation of the decision by the board is probable, have decided to proceed with and that have not been publicly disclosed.

### DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROL OVER FINANCIAL REPORTING

As required by National Instrument 52-109 issued by the Canadian Securities Administrators (“NI52-109”), MMI’s Chief Executive Officer (CEO) and MMI’s Chief Financial Officer (CFO) will be filing annual certificates “Certification of Disclosure of Issuers’ Annual and Interim Filings” concurrent with the completion of filing its annual filings. The certifying officers have concluded that disclosure controls and procedures are effective at March 31, 2015. Upon completion of its filings, the signed certificates will be available on SEDAR.

The CEO and CFO are reasonably certain that all information is made known to them and those procedures have been implemented to provide reasonable assurance of the reliability of the financial reporting and preparation of the financial statements for external reporting.

The Board of Directors together with an independent and highly qualified audit committee provide direct oversight responsibilities for the review of the quarterly and annual financial statements.

### Changes Internal Control over Financial Reporting

The Certifying Officers have indicated that there were no significant changes in the Corporation’s internal controls or other factors that could significantly affect such controls subsequent to the date of their evaluation, and there were no corrective actions with regard to significant deficiencies and material weaknesses.



## **ADDITIONAL INFORMATION**

Additional information including directors' and officers' remuneration and indebtedness, principal holders of the Corporation's securities, options to purchase securities and interest of insiders in material transactions, if applicable, is contained in the Corporation's information circular for its most recent annual meeting of shareholders, and in the Corporation's comparative financial statements for its most recently completed financial year.

### **Public Securities Filings**

Other information about the Corporation, including the annual information form and other disclosure documents, reports, statements or other information that is filed with Canadian securities regulatory authorities can be downloaded in portable document format (PDF) from the SEDAR web site for Canadian regulatory filings at [www.sedar.com](http://www.sedar.com) additional information is also available on the Canadian Securities Exchange at [www.cse.ca](http://www.cse.ca)

## **CORPORATE PROFILE**

### **Board of Directors**

J. Paul Allingham  
David J. Hennigar  
C.H. (Bert) Loveless  
Francis H. MacKenzie  
Jean-Marc MacKenzie  
Paul R. Snelgrove  
K. Barry Sparks  
E. Christopher Stait-Gardner

### **Corporate Officers**

David J. Hennigar, Chairman  
Francis H. MacKenzie, President & Chief Executive Officer  
Kevin Kemper, Vice President Business Development  
C.H. (Bert) Loveless, Vice President and Interim CFO  
Lina Tannous, Corporate Secretary

### **Corporate Head Office**

Metalo Manufacturing Inc.  
Attn: K. Barry Sparks  
1600 - 141 Adelaide Street West  
Toronto, ON M5H 3L5  
Fax Number: (902) 484-7599  
Phone Number: (902) 499-7150

### **Mailing Address**

Metalo Manufacturing Inc.  
Attn: Francis MacKenzie  
1600 - 141 Adelaide Street West  
Toronto, ON M5H 3L5

### **Corporate Information**

|                            |   |
|----------------------------|---|
| Bankers                    | Bank of Montreal, Main Branch, Halifax, Nova Scotia |
| Auditors                   | PricewaterhouseCoopers LLP                          |
| Transfer Agent & Registrar | TSX Trust Company, Toronto, Ontario                 |

### **Stock Exchange**

Canadian Securities Exchange (“CSE”)  
Trading Symbol: MMI

### **Shareholder Information**

|                           |  |
|---------------------------|--|
| Contact Person:           | C H Bert Loveless                                  |
| Contact Telephone Number: | (902) 471-8028                                     |
| Contact E-Mail Address:   | <a href="mailto:bert@metalo.ca">bert@metalo.ca</a> |
| Website:                  | <a href="http://www.metalo.ca">www.metalo.ca</a>   |

