

# THE PLANTING HOPE COMPANY INC.

Management's Discussion and Analysis  
For the three months ended March 31, 2022



HOPE AND SESAME<sup>SM</sup>

RightRice<sup>SM</sup>

MOZAICS<sup>SM</sup>

veggicopia

The following Management's Discussion and Analysis (MD&A) of the consolidated financial results of The Planting Hope Company Inc. is for the three months ended March 31, 2022.

This MD&A is dated as of **May 25, 2022** and should be read in conjunction with the Company's March 31, 2022 unaudited condensed interim consolidated financial statements and December 31, 2021 audited consolidated financial statements. The consolidated financial statements of the Company have been prepared in accordance with International Financial Reporting Standards ("IFRS").

The Planting Hope Company Inc. ("TPHC") was incorporated on November 19, 2020 by Certificate of Incorporation issued pursuant to the provisions of the Business Corporations Act (British Columbia) as Campio Capital Corp. and changed its name to The Planting Hope Company Inc. on May 7, 2021. On August 25, 2021, TPHC completed the acquisition of Planting Hope Brands, LLC (formerly Spinning Wheel IP, LLC) ("PHB"), referred to as a reverse takeover ("RTO") herein.

The consolidated financial results include the accounts of the TPHC and its wholly-owned subsidiary, PHB, together referred to herein as the "Company".

The functional currency of TPHC is the Canadian dollar ("CAD"); the functional currency of PHB is the United States dollar ("USD"). The presentation currency of the Company is the USD. In this MD&A, unless otherwise noted, all dollar amounts are expressed in USD. For amounts in CAD, exchange rate used is \$0.78 USD per CAD (exchange rate at close of day, May 24, 2022).

Throughout this MD&A and in other materials disclosed by the Company, we adhere to IFRS, however the Company also employs certain non-IFRS and other financial measures to analyze financial performance, financial position, and cash flow. These non-IFRS and other financial measures do not have any standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures provided by other issuers. The non-IFRS and other financial measures should not be considered to be more meaningful than financial measures which are determined in accordance with IFRS. Please refer to "Non-IFRS and Other Financial Measures" sections at the end of this MD&A for further information.

Additional information regarding the Company, including the Company's March 31, 2022 unaudited condensed interim consolidated financial statements and December 31, 2021 audited consolidated financial statements, Annual Information Form, and other filings is available on the Company's profile at [www.sedar.com](http://www.sedar.com) or on the Company's website at [www.plantinghopecompany.com](http://www.plantinghopecompany.com).

Throughout the following discussion, the three months ended March 31, 2022 may be referred to as "Q1 2022" and the comparative three months ended March 31, 2021 may be referred to as "Q1 2021".

### **Forward Looking Statements**

Certain information included in this discussion may constitute forward-looking statements. Readers are cautioned not to put undue reliance on forward-looking statements. These statements relate to future events of the Company's future performance, business prospects or opportunities. All statements other than statement of historical fact may be forward-looking statements. Forward-looking statements are often, but not always, identified by the use of words such as "seek", "anticipate", "plan", "target", "continue", "estimate", "expect", "may", "will", "project", "predict", "potential", "intend", "could", "might", "should", "believe", and similar expressions. The Company has based these forward-looking statements on our current expectations and projections about future events and financial, business and industry trends that it believes might affect our financial condition, results of operations, business strategy and financial needs. These forward-looking statements include, among other things, statements relating to:

- Business objectives and milestones; and
- Adequacy of the financial resources.

Such forward-looking statements are based on a number of material factors and assumptions, including, but not limited in any manner to, those disclosed elsewhere herein and any other of the Company's public filings, and include the availability and final receipt of required approvals, licenses and permits, sufficient working capital to develop the business, access to adequate services and supplies, economic conditions, foreign currency exchange rates, interest rates, access to equity and debt markets and associated costs of funds, availability of a qualified work force, that the Company is able to procure inventory and supplies in sufficient quantities and on a timely basis, and that the Company maintains our ongoing relations with its business partners and governmental authorities. While the Company considers these material factors and

assumptions to be reasonable based on information currently available to it, they may prove to be incorrect. Actual results may vary from such forward-looking information for a variety of reasons.

**Investors should not place undue reliance on forward-looking statements as the plans, intentions or expectations upon which they are based might not occur. The Company cautions that the foregoing list of important factors is not exhaustive. Investors and others who base their decisions on the Company's forward-looking statements should carefully consider the above factors as well as the uncertainties they represent and the risks they entail. The forward-looking statements contained in this MD&A are expressly qualified by this cautionary statement.**

## DESCRIPTION OF BUSINESS

The Company's mission is to develop, launch and scale nutritious, sustainable, and delicious consumer packaged foods and beverages in the natural food products segment of the United States and Canada with the goal of eventually expanding into other global retail marketplaces. The Company strives to operate as a diverse, ethical and sustainable producer of nutritious, plant-based foods and snacks. The Company has three pillars in our current mission:

- Nutrition – delivering strong nutritional benefits from food and beverages, including protein and complete protein (all 9 essential amino acids).
- Sustainability – striving to use the most “planet-friendly” ingredients, packaging and supply chain
- Representation – building out a team and network of partners that bring forward representation of groups traditionally underrepresented in food & beverage and public companies (including women and ethnic and other minorities), and in doing so better reflect the core consumer base leading the adoption of innovative new plant-based food & beverage products,

PHB operations are based at our Chicago, IL headquarters (4710 N. Sheridan Road, Chicago, IL 60640). The Company develops, produces, markets, and distributes branded plant-based food and beverage products including:

- Hope and Sesame® Sesamemilk: sesame-based plant milk products that are functional alternatives to dairy-based milk products, and leverage food technology and complex process development to innovate unique, nutritious, delicious, and sustainable plant-based milk products
- RightRice® Veggie Rice: ‘rice’ grains made from a combination of lentils + chickpeas + peas + rice, a unique product innovation which performs and tastes like rice, but provides 10g+ of complete protein (an Excellent Source of Protein) and 5g of dietary fiber (an Excellent Source of Fiber) with 40% fewer carbs than white rice, one of the world's most heavily consumed grains.
- Mozaics™ Real Veggie Chips: popped potato snacks with real veggies (peas, beans) as the principal ingredients, providing nutritious and high-quality alternatives to the salty snacking category.
- Veggicopia® Real Veggie Snacks: breakthrough shelf-stable dip cups that taste like refrigerated dips but have 24x the shelf-life with no refrigeration required (leveraging a proprietary ingredient blend), plus other portable, long shelf-life vegetable snacks like single-serving brine-free snacking olives.

The Company currently does not have any manufacturing operations but instead has developed a network of GFSI certified contract manufacturers to produce their products under their brands and to specific recipes and formulations. Some proprietary ingredients are provided to these contract manufacturers ‘white labeled’ so as to additionally protect intellectual property. In addition to the Company's full-time sales and marketing teams, the Company has also established a network of third-party sales agents, brokers, and distributors to sell our products directly to distributors, retailers and foodservice partners.

## Q1 2022 BUSINESS HIGHLIGHTS

### Acquisition of RightRice® Business Assets

On January 14, 2022, the Company closed the arm's-length acquisition of certain RightRice® ("RR") business assets (the "Acquisition") from Betterer Foods, Inc. This acquisition added a high-potential line of innovative and differentiated grain alternative products to the Company's growing portfolio of plant-based, planet-friendly, highly-nutritious brands.

The aggregate purchase price of \$6,875,904 was comprised of \$4,000,000 in cash funded at closing, with the balance payable under two unsecured promissory notes bearing interest at 5% per annum.

As the business assets of RR were determined to meet the definition of a business as defined under IFRS 3 Business Combinations, the Acquisition was accounted for as business combination. The purchase price was allocated to the fair value of assets acquired and liabilities assumed on the acquisition date as follows:

#### **Fair value of consideration:**

Cash	\$	4,000,000
Promissory notes		2,875,904
	\$	6,875,904

#### **Fair value of net assets:**

Working capital	\$	1,441,459
Intangible assets		3,679,000
Goodwill		1,755,445
	\$	6,875,904

### Bought-Deal Public Offering

On March 15, 2022, the Company closed a bought-deal public offering ("the Offering") of 10,062,500 SVS at a price of CAD \$0.80 per SVS for gross proceeds of approximately \$6,287,589 (CAD \$8,050,000), including 1,312,500 SVS shares issued to the Agent following the exercise of their over-allotment option. The Agent received a cash fee of \$503,007 (CAD \$644,000) equal to 8% of the gross proceeds of the Offering plus a \$66,391 (CAD \$85,000) advisory fee. The Company incurred \$218,724 of other share issue costs.

### Key Growth Achievements

#### **Financial Growth:**

During Q1 2022, the Company achieved the following year-over-year growth versus Q1 2021:

- Earned \$2.5 million (CAD \$3.2 million) of gross revenues, an increase of 291% over Q1 2021 gross revenues
- Reported \$2.0 million (CAD \$2.6 million) of net revenues, an increase of 235% over Q1 2021 net revenues

#### **Additional Growth:**

Closed the Acquisition of the RR business assets for \$6.9 million

- Continue to refine the management team to support the growth initiatives with the right skills and talent, with the following four new team additions: Vice President of Ecommerce, Operations Manager, Sales Director – Natural Channel, Product & Culinary Development Chef. Three former employees were transitioned.
- Launched new products, including Hope and Sesame Barista Blend Sesamemilk
- Achieved new distribution in key retailers across product lines

## **OUTLOOK AND GROWTH**

The Company's business strategy and plan for 2022 includes further accelerating our growth trajectory, building on ground laid in 2021, including refined products, packaging, and positioning.

### **Key growth priorities for 2022 include:**

- Expand retail placements and distribution for all brands, with a focus on expansion for Hope and Sesame®, Mozaics™, and RightRice® Veggie Rice.
- Increase velocity across grocery distribution for all brands, through strategic marketing, trial, and awareness, and measurable, ROI-focused marketing efforts.
- Launch the Hope and Sesame® Barista Blend into independent cafes (a market that comprises more than 31,000 locations in the US alone). Currently plant milks account for more than 40% of the 'milk' usage in independent cafes, indicating a \$2 billion market for plant milks at cafes in the United States alone.
- Expand consumer awareness of sesamemilk, driving trial, adoption and usage through cafés and demand into grocery retail stores.
- Expand ecommerce business, to include relaunched streamlined brand sites by Q3 and scale direct to consumer (D2C) business, as well as expand presence and sales on third party ecommerce marketplaces, both B2C (consumer) and B2B (wholesale).
- Capitalize on demonstrated Canadian retailer and consumer interest through launching Canadian-compliant dual-language packaging on Hope and Sesame® (shelf-stable Non-GMO product, including Barista), Mozaics™, and RightRice® products.
- Start international expansion to markets outside of the United States and Canada, capitalizing on interest from international markets and distributors.
- Expand operating team with key hires in Sales, Marketing, Finance, and Operations to drive and support growth and scaling.
- Launch key new product lines, including Hope and Sesame® creamers (Q3) and Mozaics™ non-dairy 'dairy' flavors like Vegan White Cheddar (Q3).
- Gain additional retailer and foodservice interest in the brands by exhibiting at key trade shows in the United States and Canada.

### **Growth drivers and support in 2022 include:**

- Launching Hope and Sesame® Barista Blend sesamemilk into independent cafés and foodservice. Initial production of Barista Blend was run in first quarter of 2022, and the product launched to the trade through a series of coffee industry and food industry trade shows beginning in early February 2022. Thus far café/barista, distributor, and consumer reception has exceeded expectations, and Barista Blend will be rolling out to cafes via a network of food service distributors starting in Q2 2022. The opportunity for sesamemilk in cafes is strong: most carry oat milk, soy milk, and almond milk, but have significant concerns about almond milk's taste, performance, and sustainability. There is a clear opportunity to displace almond milk in favor of sesamemilk in the café channel, which is already beginning to occur in initial markets and cafes.
- Expansion of our Barista Board, a VIP group of professional baristas working with the Company to help drive change and sustainability in independent cafes. The Barista Board is also assisting with building market awareness of Hope and Sesame product benefits and promoting trial with to the baristas/cafés. Many of these baristas are coffee influencers in their own right.
- The launch of Hope and Sesame Non-GMO shelf-stable product line, which will replace Organic Hope and Sesame and previous packaging/branding, is complete, and the new Hope and Sesame 48 oz refrigerated line has been launched, with initial distribution into more than 400 Kroger retail grocery stores in the US.

- The new Hope and Sesame products, including Barista Blend, were showcased at: Plant-Based World Expo (NYC/December 2021), Winter Fancy Food Show (Las Vegas/February 2022), CoffeeFest NYC (NYC/March 2022), Natural Products Expo West (Anaheim, CA/March 2022). More than 10 additional shows targeting wholesale customers (retailers, foodservice, cafes) are planned throughout the remain Specialty Coffee Expo (April 2022) and CHFA West (Vancouver/April 2022). Additional distribution for Hope and Sesame includes Stop & Shop, Giant Company, Woodman's Markets, Roche Bros, and more.
- The launch of Mozaics Non-GMO Real Veggie Chips in sustainable packaging film, replacing previous Organic product and branding. The new Mozaics chips were launched into e-commerce channels in the 4<sup>th</sup> quarter of 2021 and are now available to distributors and retailers
- The acquisition of RightRice Veggie Rice presents significant growth opportunities for the Company. RightRice products are currently offered nationwide in more than 7,500 doors across a number of conventional and natural product retailers including: Kroger, Wegmans, Whole Foods Market and more. RightRice is also expanding in strategic food service distribution with quick service restaurants like CAVA and is ideally suited as a menu addition to college/university and business foodservice operations looking to add additional cost-effective, nutritious plant-based alternatives.
- Throughout 2022, the Company's is focused on serving and growing our sales via our current and expanding distribution of products: retail, foodservice and e-commerce. In particular given the launch of our barista blend into foodservice independent coffee cafes is expected to serve upwards of 2,000 of those cafes before the end of the year. The sales potential for Hope and Sesame barista sales in these cafes is significant in terms of dollars as well as in their potential consumer brand awareness reinforcement and consumer trials. Direct to consumer marketing is a key strategy for increasing sales velocity at existing retail partners.

## SUMMARY OF FINANCIAL INFORMATION

(expressed in \$, except shares outstanding)	Q1 2022	Q1 2021
Revenues	2,530,743	671,172
Net revenues	2,000,524	597,694
Net loss	(721,796)	(465,346)

(expressed in \$, except shares outstanding)	March 31 2022	December 31 2021	December 31 2020
Current assets	7,410,500	6,969,780	589,503
Current liabilities	12,159,484 <sup>(3)</sup>	11,381,984 <sup>(3)</sup>	3,717,598
Working capital deficit <sup>(1)</sup>	(4,748,984)	(4,412,204)	(3,128,095)
Total assets	13,323,956	7,591,605	601,538
Non-current financial liabilities <sup>(1)</sup>	471,487	496,367	15,517
Share capital	28,137,198	22,636,830	9,022,788
Total SVS equivalent shares outstanding <sup>(2)</sup>	92,365,128	82,300,948	– <sup>(2)</sup>

<sup>(1)</sup> "Working capital surplus (deficit)" is a capital management measure. "Non-current financial liabilities" is a supplemental financial measure. See "Non-IFRS and Other Financial Measures" for additional disclosures.

<sup>(2)</sup> The results prior to the completion of the RTO are those of PHB which is an LLC with no issued share capital.

<sup>(3)</sup> Current liabilities at March 31, 2022 includes a \$4,692,957 (December 31, 2021 – \$7,084,160) derivative liability. See "Liquidity and Capital Resources – Convertible Notes" for more information.

## PERFORMANCE REVIEW

	Q1 2022	Q1 2021
Net loss	(721,796)	(465,346)
Add back:		
Interest and accretion	356,393	57,555
Amortization	111,710	–
Depreciation	36,942	2,105
EBITDA <sup>(1)</sup>	(216,751)	(405,686)
Deduct:		
Total other income	(2,227,276)	(73,145)
Adjusted EBITDA <sup>(1)</sup>	(2,444,027)	(478,831)

<sup>(1)</sup> "EBITDA" and "Adjusted EBITDA" are supplemental financial measures. See "Non-IFRS and Other Financial Measures" for additional disclosures.

EBITDA for Q1 2022 is higher than Q1 2021 due primarily to an increase in gross profit as noted below.

Adjusted EBITDA for Q1 2022 is lower than Q1 2021 due to an increase in selling, general and administrative expenses partially offset by an increase in gross profit.

	Q1 2022	Q1 2021
Revenues	2,530,743	647,172
Trade spend	(495,464)	(44,385)
Spoilage and cash discounts	(34,755)	(5,093)
Net revenues	2,000,524	597,694
Trade spend as a % of revenues <sup>(2)</sup>	20%	7%
Cost of goods sold	(1,221,587)	(238,347)
COGS as a % of revenues <sup>(2)</sup>	48%	37%
Gross profit	778,937	359,347
Net loss	(721,796)	(465,346)

<sup>(2)</sup> "Trade spend as a % of revenues" and "COGS as a % of revenues" are supplemental financial measures. See "Non-IFRS and Other Financial Measures" for additional disclosures.

### Revenues

The drivers of Q1 2022 revenue include:

- Completion of the Acquisition in January 2022 and new revenues from the sale of RightRice® products
- Launch of the Hope and Sesame® Barista product with the first run in January 2022. Since then, the Company has brought on more than five distributors to take this new product to independent foodservice channels
- Retail launch of our Hope and Sesame® refrigerated products into Kroger and other regional retailers
- Mozaics™ sales to distributor customers
- Increased sales of Mozaics™, RightRice®, and Veggicopia® brands on e-commerce platforms

Prior to the Acquisition of the RightRice® brand and products, the Company laid the groundwork for its Hope and Sesame®, Mozaics™, and Veggicopia® brands to be ready to scale in grocery retail channels, including updated packaging and branding, finalized product formulations, and elimination of organic ingredients and other ingredients that were presenting availability issues or cost increases forecasted to continue in the long term. Additional product enhancements included the implementation of more sustainable packaging solutions, including being one of the first companies in the salty snack space to implement NEO Plastics sustainable film, on Mozaics™ Real Veggie Chips, directly in line with retailer trends and consumer demand for more sustainable packaging solutions. The Company also successfully finalized and prepare to launch Hope and Sesame® Barista Blend sesamemilk to fill a major need identified in the café space for a non-dairy milk

alternative that performed well in barista applications (frothing/foaming/steaming/latte art) but was also very sustainable, aligned with trends in the café market.

In 2021, the Company had the opportunity to sell Mozaics™ Real Veggie Chips to a major US airline for distribution to first class passengers. Subsequently, more than 3 million bags of 0.75 oz Sea Salt Mozaics™ chips were consumed by these passengers, in a focused in-flight environment. This program was revenue-accretive, and the airline purchased product for this foodservice purpose, but required a marketing-based discount to wholesale costing. The airline program, targeted to last around 9 months before scheduled menu changes, provided a unique launchpad for Mozaics Non-GMO chips in sustainable packaging, and enabled the Company to build brand recognition and trial to support the new retail rollout of Mozaics in 2022. Purchasing for this program by the airline tailed off at the end of Q3 2021.

In Q1 2022, as planned, revenue is based on retail distribution and scaling into grocery retail, foodservice, and ecommerce with ongoing growth accounts, and does not include significant periodic time-boxed revenue-accretive programs like the 2021 airline Mozaics™ program.

### **Trade Spend**

Trade spend consists of expenditures for slotting for new distribution and in-store promotional programs, including end cap end-of-aisle displays and periodic discounting to drive trial and pantry-loading to maximize consumption. As expected, trade spend as a percentage (“%”) of revenue increased in Q1 2022 as the Company shifted our efforts to expanding distribution into more retailers and providing additional in-store support to increase trial and velocity on current retailer placements. In addition, retailers returned to ‘business as usual’ post COVID-driven disruptions, including scheduled category reviews and execution of in-store promotions.

Trade spend as a % of revenue was lower in Q1 2021 as the majority of Q1 2021 revenues were derived from the non-retail programs and distribution like the Airline program, which do not have retailer trade spend associated with them. The Airline program was designed to drive consumer trial as well as revenue and included a significant marketing expense to support that distribution.

### **Cost of Goods**

Cost of goods sold (“COGS”) includes several different cost elements depending on the brand and its supply chain. COGS includes raw ingredients, toll processing and/or kitting, packaging materials and transportation as applicable, including freight for inbound packaging material and ingredients.

COGS as a percentage of revenues is impacted by the volume of product produced and sold, and the variability of supply chain costs. COGS performance is dynamic and influenced by a number of factors such as commodity and freight pricing, third party agreements, labor rates, and the management of global supply chains.

COGS also varies by product and product line. Currently, the Company expects the COGS as a percentage of revenue to range between 45%-63% across all products and brands. When COGS falls outside of expectations by product or brand, the Company evaluates our production/supply chain alternatives to address and navigate any cost challenges.

While COGS are within range of expectation, the Company is starting to incur price increases related primarily to ingredient costs, labor rate increases, inflation, and freight, and expects these to continue throughout 2022, especially given the current world events and supply chain disruptions. However, the Company is proactively getting in front of these costs where possible by adjusting formulations to include alternative ingredients for those with realized or anticipated supply chain issues. Where considered, ingredient changes are evaluated based on maintaining or increasing the quality of the finished product, minimizing packaging changes and associated costs, and forecasted strong ongoing supply chain and availability. The Company is also proactively planning around alternative supply chain production, supply, warehousing, and freight partners, along with strategies and solutions that can provide reduced costs and/or enable cost levels to be maintained at current levels over the next 12-24 months.



**Selling, General and Administrative Expenses**

	Q1 2022	Q1 2021
Payroll and recruiting	859,301	270,321
Professional fees	1,184,634	52,434
General office expenses	194,409	84,290
Outbound freight	345,336	56,719
Advertising and marketing	639,284	374,414
Selling, general and administrative	3,222,964	838,178

The Company will continue to scale selling, general and administration expenses in line with its growth plans in 2022, with the exception of professional fees. Professional fees incurred in Q1 2022 included significant one-time accounting, legal and advisory fees related to the Acquisition and Offering completed in January and March 2022, respectively. Other noted variances are explained below:

- Payroll and recruiting expenses are higher in Q1 2022 than in Q1 2021 due to the additions of headcount to support the growth of the Company. The additional team members included the following: Chief Sales Officer, Chief Financial Officer, Senior Vice President of Marketing, Operations Manager, Product & Culinary Development Chef, Warehouse Manager, and Senior Accountant. In addition to these necessary hires, the Company also took on three additional RightRice® team members in connection with the Acquisition including Vice President of Marketing, Operations Manager, and Sales Director – Natural Accounts who will work across all brands.
- General office expenses are higher in Q1 2022 than in Q1 2021 due to increased warehouse costs incurred from the addition of the RightRice® brands and the Company’s efforts to build inventory to ensure product availability. Technology costs also increased due to the Company’s focus on building out our direct-to-consumer e-commerce platforms, intended to be live by the end of Q2 2022.
- Outbound freight costs are higher in Q1 2022 than in Q1 2021 due to the expansion of refrigerated sesamemilk as an ongoing product line across retailers, and ongoing freight cost increases for both dry trucking and container shipments. Sesamemilk refrigerated products require more expensive refrigerated warehousing and shipping. Dry freight costs have increased across all products, for inbound and outbound freight for ingredients and finished goods due to rising fuel prices, lower available capacity due to trucker shortages, and (where applicable), rising costs of international container shipments.
- Advertising and marketing expenses are higher in Q1 2022 than in Q1 2021 as the Company is placing major emphasis and attention on customer acquisition and retention. This includes efforts to increase the Company’s social media presence, attendance at major trade show and events, customer reports and data for trending and performance, website development, fees and advertising expenses associated with e-commerce platforms.

**Interest and Accretion**

During Q1 2022, the Company recognized \$356,393 (Q1 2021 – \$57,555) of interest and accretion.

Interest and accretion is higher in Q1 2022 than in Q1 2021 due primarily to interest and accretion on convertible notes issued in the second half of 2021, imputed interest related to leases entered into in Q1 2021 and interest and accretion on the promissory notes issued as consideration for the Acquisition. See “Liquidity and Capital Resources – Convertible Notes” and “Liquidity and Capital Resources – Promissory Notes”.

**Amortization and Depreciation**

During Q1 2022, the Company recognized \$111,710 (Q1 2021 – \$nil) of amortization expense and \$36,942 (Q1 2021 – \$2,105) of depreciation expense.

Amortization relates to the intangible assets acquired as part of the Acquisition of RightRice business assets. Amortization is recognized on a straight-line basis over the estimated useful lives which is 10 years for customer relationships and 5 years for brand name and technology assets.

Depreciation is higher in Q1 2022 than in Q1 2021 due to depreciation of right-of-use assets related to leases entered into in Q4 2021.

### **Other Income and Expenses**

During Q1 2022, the Company recognized a \$30,821 (Q1 2021 – \$nil) loss on settlement of promissory notes (see “Liquidity and Capital Resources – Promissory Notes”), \$2,461,686 (Q1 2021 – \$nil) of income for the change in fair value of financial instruments (see “Liquidity and Capital Resources – Convertible Notes”), \$166,019 (Q1 2021 – \$nil) of equity-based payment expense related to stock options granted in January 2022, and a \$37,570 (Q1 2021 – \$nil) foreign exchange loss.

During Q1 2021, the Company recognized \$72,405 of government income related to the low interest benefit on the \$197,314 US Government sponsored Paycheck Protection Program loan (“PPP Loan”) obtained in February 2021 and forgiven in August 2021.

### **LIQUIDITY AND CAPITAL RESOURCES**

Liquidity risk is the risk that the Company will not meet our financial obligations as they become due. The Company manages its liquidity risk through management of our capital structure and annual budgeting of our revenues, expenditures and cash flows.

The Company's March 31, 2022 unaudited condensed interim consolidated financial statements have been prepared on a going concern basis, which implies the Company will continue to realize our assets and discharge our liabilities in the normal course of business. During Q1 2022, the Company generated a net loss of \$721,796 and reported \$2,230,461 of cash flows used by operations. As at March 31, 2022, the Company had an accumulated deficit of \$30,476,549 (December 31, 2021 – \$29,754,753) and a working capital deficit of \$4,748,984 (December 31, 2021 – \$4,412,204). As such, there is a material uncertainty related to these events and conditions that may cast significant doubt on the Company's ability to continue as a going concern and therefore, it may be unable to realize our assets and discharge our liabilities in the normal course of business. The continuation of the Company as a going concern is dependent on the ability of the Company to achieve positive cash flow from operations and/or obtain necessary equity or other financing to continue.

The Company continues to be in the building stage of our business, establishing new distribution of our brands, developing and launching new products, making strategic accretive acquisitions where advisable, establishing a marketing strategy that reaches and builds a consumer community with high demand for our products, and building a shared services organization and supply chain to effectively serve consumer demand. Ultimately, growth of the business and implementing a path to profitability over the next two years will support the Company's going concern success, and is a key focus for Management. Management considers all available information about the future, which is at least, but not limited to, 12 months from the end of the reporting period.

#### *Promissory Notes*

As part of the consideration for the Acquisition completed on January 14, 2022, the Company issued two promissory notes.

The first unsecured promissory note (“Promissory Note 1”) in the amount of \$2,000,000 was fully due and payable (including all accrued interest) on the earlier to occur of (i) the date of the closing of any offering of securities of the Company (whether by way of a prospectus offering or on a private placement basis), which offering may be completed in one or more tranches, raising aggregate gross proceeds of not less than US \$4,000,000 and (ii) March 31, 2022, the maturity date. The second unsecured promissory note (“Promissory Note 2”) in the amount of \$1,000,000 is fully due and payable (including all accrued interest) on January 14, 2023.

The issue date fair value of the promissory notes was determined to be \$2,875,904 based on expected cash flows discounted at a rate of 15%.

Promissory Note 1 plus \$17,260 of accrued interest was paid on March 18, 2022, following the completion of a bought-deal public offering and the Company recognized a \$30,821 loss on settlement of promissory notes in the March 31, 2022 consolidated statement of loss and comprehensive loss.

A continuity of promissory notes is summarized in the following table:

Issued	\$	3,000,000
Issue date fair value adjustment		(124,096)
		2,875,904
Accretion		33,279
Repayment		(2,000,000)
Loss on settlement		30,821
Balance, March 31, 2022	\$	940,004

#### Convertible Notes

As at December 31, 2021 and March 31, 2022, the Company had CAD \$4,845,000 of unsecured convertible notes (the "Notes") outstanding. The Notes accrue a simple rate of interest at 2% per annum, payable semi-annually, mature on November 12, 2022 and are convertible at CAD \$0.34 per SVS if converted prior to the maturity date or CAD \$0.28 if automatically converted on the maturity date.

As the Notes do not have a fixed conversion price, they do not meet the fixed-for-fixed criteria, and the fair value of the conversion feature is classified as a derivative liability.

A continuity of the Notes is summarized in the following table:

		Principal amount (CAD)		Debt portion (USD)		Derivative liability (USD)
Balance, December 31, 2021	\$	4,845,000	\$	2,804,864	\$	7,084,160
Accretion		-		260,623		-
Fair value adjustment		-		-		(2,461,686)
Foreign exchange		-		44,314		70,483
Balance, March 31, 2022	\$	4,845,000	\$	3,109,801	\$	4,692,957

#### Government Loan

As at March 31, 2022, the Company had a government loan with an amortized cost of \$19,371 (December 31, 2021 – \$18,530) outstanding. The loan was obtained in 2020 pursuant to a long-term Economic Injury Disaster Loan ("EIDL") agreement with the U.S. Small Business Administration ("SBA") in the amount of \$150,000. The SBA EDIL is secured by assets of the Company, bears interest at a rate of 3.75% per annum, requires monthly principal and interest payments commencing June 11, 2022 and matures on June 22, 2050.

#### Contractual Payments

The table below summarizes the maturity profile of the Company's financial liabilities based on contractual payments:

As at March 31, 2022	Carrying amount	Less than 1 year	1 to 2 years	2 to 5 years	5 years +	Total contractual amount
Accounts payable and accrued liabilities	\$3,270,569	\$3,270,569	-	-	-	\$3,270,569
Promissory notes	\$940,004	\$1,000,000	-	-	-	\$1,000,000
Convertible notes	\$3,109,801	\$3,877,241	-	-	-	\$3,877,241
Due to related parties	\$49,924	\$49,924	-	-	-	\$49,924
Government loans	\$19,371	\$1,586	\$6,362	\$11,242	\$130,810	\$150,000
Lease liability	\$548,345	\$109,604	\$148,811	\$301,447	\$127,180	\$687,042
	\$7,938,014	\$8,308,924	\$155,173	\$312,689	\$257,990	\$9,034,776

## RELATED PARTY TRANSACTIONS

- As at March 31, 2022, due to related parties included \$49,924 (December 31, 2021 – \$59,924) of reimbursable corporate expenses. \$43,828 of the amount due to related parties was repaid on April 8, 2022.
- During the three months ended March 31, 2022, \$nil (three months ended March 31, 2021 – \$43,342) of compensation to PHB's founding members was deferred to assist in funding operations. As at March 31, 2022, due to related parties included \$nil (December 31, 2021 – \$nil) of deferred compensation.
- During the three months ended March 31, 2022, the Company incurred \$nil (three months ended March 31, 2021 – \$16,000) of consulting fees charged by a founding member of PHB and \$17,542 (three months ended March 31, 2021 – \$1,710) of consulting fees charged by the sibling of a founding member. As at March 31, 2022, accounts payable and accrued liabilities included \$13,012 (December 31, 2021 – \$1,310) due to these related parties.
- A founder of PHB is also a shareholder in another company that sells services to the Company. During the three months ended March 31, 2022, the Company was charged \$nil (three months ended March 31, 2021 – \$4,340) by the related company. As at March 31, 2022, accounts payable and accrued liabilities included \$nil (December 31, 2021 – \$nil) due to the related company.

## SUBSEQUENT EVENTS

On April 8, 2022, the Company repaid \$43,828 of the amount due to related parties.

On May 16, 2022 the Company entered into a non-dilutive revolving line of credit agreement (the "New Credit Facility") with CircleUp Credit Advisors LLC to support the Company's growth. The New Credit Facility has a credit limit of \$2,500,000 (CAD \$3,206,000) at a simple interest rate of 10.25% per annum, offers an advance rate on eligible accounts receivable (75%), purchase orders (65%), and inventory (50%), is secured against the assets of PHB and is in place for 18 months, through November 4, 2023. There is an annual fee assessed equal to 1.75% of the maximum amount of the New Credit Facility (\$65,625).

## SHARE CAPITAL

	Equivalent SVS <sup>(1)</sup>	Warrants <sup>(2)</sup>	Warrants <sup>(3)</sup>	Stock options <sup>(2)</sup>
Balance, December 31, 2021	82,300,948	11,518,305	180,000	785,000
Issued / granted	10,062,500	–	–	440,000
Exercised	1,680	(1,680)	–	–
Forfeited	–	–	–	(170,000)
Balance, March 31, 2022 and date of MD&A	92,365,128	11,516,625	180,000	1,055,000

<sup>(1)</sup> The Company's share capital consists of SVS and MVS, with each MVS equivalent to 100 SVS.

<sup>(2)</sup> Exercisable into SVS <sup>(3)</sup> Exercisable into MVS

**SELECTED FINANCIAL AND QUARTERLY INFORMATION**

Unaudited	Q1 2022 \$	FY 2021 \$	Q4 2021 \$	Q3 2021 \$	Q2 2021 \$	Q1 2021 \$	Q4 2020 \$	Q3 2020 \$	Q2 2020 \$
Revenues	2,530,743	<b>2,664,513</b>	358,964	768,590	889,787	647,172	175,743	287,337	495,208
Net revenues	2,000,524	<b>2,321,271</b>	254,412	649,789	819,376	597,694	44,243	155,942	343,546
Net loss	(721,796)	<b>(17,600,388)</b>	(8,636,430)	(7,573,700)	(924,912)	(465,346)	(549,956)	(447,123)	(731,110)
Basic net loss per share <sup>(1)</sup>	(0.01)		(0.13)	(0.14)	-	-	-	-	-

(1) The results prior to the completion of the RTO are those of PHB which is an LLC with no issued share capital.

Significant quarter-over-quarter variances are explained below:

- Q1 2022 revenues of \$2.5M (CAD \$3.2M) represent 95% of the total FY 2021 revenues of \$2.7M (CAD \$3.5M), and growth of 605% over Q4 2021 revenues of \$0.4M (CAD \$0.5M).
- Q1 2022 net revenues of \$2.0M (CAD \$2.6M) represent 86.2% of the total FY 2021 net revenues of \$2.3M (CAD \$3.0M), and growth of 686% over Q4 2021 net revenues of \$0.3M (CAD \$0.4M).
- Q1 2022 net loss represents 4.1% of the FY 2021 net loss (95.9% lower), and 8.4% of the Q4 2021 net loss (91.6% lower), due to higher revenues and the positive change in fair value of financial instruments. Q4 2021's net loss also included substantial one-time charges and non-cash adjustments due to merger and IPO expenses, related accounting adjustments and one-time professional fees.
- Revenues and net revenues were higher in Q1 2022 due to increased sales velocity, new retailer distribution wins (including placement of Hope and Sesame® products in Kroger stores), new revenues from the sale of RightRice® products, and new customers like QVC, where successful airings on QVC in January 2022 led to recurring return on-air sales segment invitations for both Mozaics™ and RightRice®.
- Revenues and net revenues were lower in Q4 2021 due to both seasonality as retailers focused on Holiday items (in the US, this seasonality can impact shipments and sales for better-for-you foods between mid-October and mid-December of each calendar year), and to the anticipated winding down of the airline Mozaics chips program due to scheduled annual menu changes by the airline.
- Revenues and net revenues increased from Q4 2020 to Q2 2021, with a slight decrease to net revenue in Q3 2021 reflecting the initial impact of limited availability of organic ingredients. The Company has subsequently converted organic product lines to Non-GMO to minimize supply chain risk and cost increases from organic ingredients.
- Net loss increased in Q3 2021 due to the consolidation of results following the RTO and the recognition of one-time merger transaction costs and equity-based compensation.
- Net loss increased in Q2 2021 primarily due to an increase in sales and marketing expenses focused on the airline channel and investments to increase the social media presence for our brands.
- Revenues and net revenues decreased from Q1 2020 to Q4 2020 as the Company was unable to fully service product demand in the first half of 2020 due to COVID-19 resource limitations and distributors prioritizing filling orders to large retailers of major brands to catch up to COVID-based accelerated grocery demand, resulting retail orders being filled at under 25% of demand in Q2 and Q3.
- Net loss increased in Q4 2020 due to the impact of lower revenues and net revenues in the quarter and from retailer cancellation of new product resets due to COVID-19-driven labor shortages.
- Net loss improved from Q2 2020 to Q3 2020 primarily due to reductions in sales and marketing expenses and other travel due to the cancellation of trade shows and travel restrictions as well as cancellations of in-store promotions and demo programs due to COVID-19.

## **FINANCIAL INSTRUMENTS**

The Company's financial instruments include cash, trade accounts receivable, accounts payable and accrued liabilities, and short-term debt, and approximate their carrying values due to the short-term maturity of those instruments. The fair values of convertible debt, derivative liability and government loans approximate their carrying values as they bear interest at an effective rates or fixed rates consistent with market rates for similar debt.

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet contractual obligations. The Company maintains cash in bank deposits which, at times, may exceed federally insured limits. The Company believes it is not exposed to any significant credit risk on cash as it is held with reputable financial institutions in the U.S.

The principal markets for the Company's products are in the US and Canada, however, a portion of sales are to foreign distributors. Management performs continuing credit evaluations of customers and generally does not require collateral. Historically, the Company has not experienced significant losses related to receivables from individual customers. During Q1 2022, the Company derived approximately 76% of our gross revenues from seven customers (Q1 2021 – 89% from five customers). Significant changes in industry conditions will increase the risk of not collecting receivables. Management believes the risk is generally mitigated by the size and reputation of the companies to which they extend credit.

## **OFF-BALANCE SHEET ARRANGEMENTS**

The Company has no off-balance sheet arrangements.

## **USE OF ESTIMATES AND JUDGMENTS**

The preparation of consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. The accounting policies subject to such judgments and the key sources of estimation uncertainty that the Company believes could have the most significant impact on the reported results and financial position are as follows:

### *Critical accounting judgments*

- Functional currency – The determination of the functional currency for the Company and each of our subsidiaries was based on management's judgment of the underlying transactions, events, and conditions relevant to each entity.
- Going concern – The going concern assessment requires management's judgment on the ability of the Company to achieve positive cash flow from operating activities and/or obtain necessary equity or other financing to execute the Company's business plan.
- Business combination – Judgments are required in determining whether an acquisition constitutes a business combination or asset acquisition based on the criteria in IFRS 3 Business Combinations.
- Leases – The incremental borrowing rates are based on judgments including economic environment, term, currency, and the underlying risk inherent to the asset. The carrying balance of the right-of-use assets, lease liabilities, and the resulting interest expense and depreciation expense, may differ due to changes in the market conditions and lease term.
- Impairment – Judgments are required to assess when impairment indicators are evident and impairment testing is required.
- Revenue – The Company makes judgments in determining whether a performance obligation is distinct (i.e. if a service is separately identifiable from other services provided and if the customer can benefit from it). Judgments are required when evaluating when a performance obligation is satisfied, and revenue may be recognized. In making our judgments, management considers when a customer obtains control of the good or service being promised in the contract and whether another entity fulfilling remaining services would need to re-perform work completed to date. Judgments are also used to determine whether the Company acts as principal or agent on certain flow-through charges to customers, such as freight costs incurred on the shipment of goods. The judgments made include whether the Company or a third party controls the goods or services provided.

- Current and deferred taxes – Tax interpretations, regulations, court rulings and legislation in the various jurisdictions in which the Company operates are subject to change. As such, current and deferred taxes are subject to measurement uncertainty. Management uses judgment to assess deferred tax assets at the end of the reporting period to determine the likelihood that they will be realized from future taxable earnings.

*Key accounting estimates*

- Valuation of trade accounts receivable – The allowance for expected credit losses assessment requires a degree of estimation and judgment. It is based on the number of days trade accounts are overdue and makes assumptions to allocate an overall expected credit loss rate for each group. These assumptions include sales experience, and historical collection and non-payments.
- Valuation of inventories – The valuation of inventory at net realizable value is based on management's best estimate including historical experience relating to the ultimate selling prices less costs to sell the inventory.
- Government Loans – The Company is required to make certain assumptions in estimating the fair value of the low interest rate loans received from the government. These assumptions include the allocation of value between the future cash flow and carrying value of these loans and the determination of a comparable interest rate that would be obtained if a financing was obtained from an independent financial institution to acquire a similar type of loan.
- Leases – Lease terms are based on assumptions regarding extension terms that allow for operational flexibility and future market conditions.
- Convertible financial instruments – The Company makes estimates relating to the selection of appropriate market rates of interest to discount contractual interest and principal payments of compound financial instruments. There are also estimates related to the fair value of the embedded features which requires determining the most appropriate valuation model and the most appropriate inputs to the valuation model.
- Stock options and warrants – The fair value of stock options and warrants is recognized using the Black-Scholes model, that takes into account the terms and conditions upon which the stock options and warrants were issued. Measurement inputs include the Company's share price on the measurement date, the exercise price of the stock options/warrants, the expected volatility of the Company's shares, the expected life of the stock options/warrants and the risk-free rate of return. The Company estimates volatility based on historical volatilities of publicly traded peer companies. The expected life of stock options/warrants is based on historical experience and estimates of the holder's behaviour. Dividends are not factored in as the Company does not expect to pay dividends in the foreseeable future. For the fair value of stock options, management also makes an estimate of the number of stock options that may be forfeited, and the rate is adjusted to reflect the actual number of stock options that actually vest.
- Deferred taxes – Deferred taxes are based on estimates as to the timing of the reversal of temporary and taxable differences, substantively enacted tax rates and the likelihood of assets being realized.

## **NON-IFRS AND OTHER FINANCIAL MEASURES**

"Working capital" is a capital management measure. Working capital is comprised of current assets less current liabilities. Management believes that working capital is a useful measure to assess the Company's capital position and our ability to execute our business strategy. See "Summary of Financial Information" for a reconciliation of working capital to current assets and current liabilities, being our nearest measures prescribed by IFRS.

"Non-current financial liabilities" is a supplemental financial measure. Non-current financial liabilities is comprised of the non-current portions of government loans and lease liabilities as presented in the Company's consolidated statements of financial position. See "Summary of Financial Information".

"EBITDA" (earnings before interest, taxes, depreciation and amortization) and "Adjusted EBITDA" are supplemental financial measures. The Company uses EBITDA to measure the Company's overall performance. The Company uses Adjusted EBITDA to measure overall performance before certain non-cash items such as equity-based compensation and change in value of financial instruments. See "Performance Review" for the calculation of EBITDA and Adjusted EBITDA.

"Trade spend as a percentage of revenues" is a supplemental financial measure. The Company uses trade spend as a percentage of revenues as a metric that demonstrates the support the Company provides to distributors and retailers for product placement, and to execute promotions at the retailer level to attract new consumers and increase sales of the

Company's products. See "Performance Review" for the calculation trade spend as a percentage of revenues.

"COGS as a percentage of revenues" is a supplemental financial measure. The Company uses COGS as a percentage of revenues as a tool to improve the predictability and financial performance of each of our product lines through improvements in supply chain management, production efficiencies gained through volume increase and economies of scale, decisions on in-sourcing versus out-sourcing, and a variety of other processes. See Performance Review for the calculation of COGS as a percentage of revenues.

## **BUSINESS RISKS AND UNCERTAINTIES**

A summary of risks and uncertainties relating to the Company's business are provided below. For additional details of these risks and how the Company mitigates such risks, see the Company's most current Annual Information Form, which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

- **Brand Value** – The Company's success largely depends on our ability to maintain and grow our brands. Maintaining, promoting and positioning the Company's brands and reputation will depend on, among other factors, the success of our product offerings, management's ability to respond to customer preference changes, food safety, quality assurance, marketing and merchandising efforts and the Company's ability to provide a consistent, high-quality customer experience.
- **Reputation Risk** – Real or perceived quality or food safety concerns or failures to comply with applicable food regulations and requirements, whether these potential concerns actually involve the Company or are based on facts, could cause negative publicity and reduced confidence in the Company and the Company's products, which could cause harm to the Company's brand, reputation and sales, and could materially adversely affect the business, financial condition and results of operations.
- **Disruption at Production Facilities** – A natural disaster, fire, power interruption, work stoppage or other calamity at a partner production facility or at any future facility where the Company produces our products, would significantly disrupt the Company's ability to deliver our products and operate our business. Further, any government action restricting the operations or access to the Company's co-manufacturing facilities or at any future facility would have a material adverse effect on our business.
- **Failure to Introduce New Products or Successfully Improve Existing New Products** – A key element of management's growth strategy depends on our ability to develop and market new products and improvements to the Company's existing products that meet our standards for quality and appeal to consumer preferences. If the Company is unsuccessful in meeting our objective with respect to new or improved products, the business could be harmed.
- **Reliance on Key Personnel** – The Company is strongly dependent on the business and technical expertise of our management team and there is little possibility that this dependence will decrease in the near term. The contributions of the existing management team to the Company's immediate and near-term business are likely to be of central importance.
- **Product Defect Risk** – Selling food for human consumption involves inherent legal and other risks, and there is increasing governmental scrutiny of and public awareness regarding food safety.
- **Protection of Intellectual Property Rights** – The Company currently relies on unpatented proprietary expertise, recipes and formulations and other trade secrets to develop and maintain our competitive position. The Company's success depends, to a significant degree, upon our ability to protect and preserve our intellectual property.
- **Competition** – The industry the Company operates in is intensely competitive and the Company faces competition from numerous brands that produce plant-based food and beverage products, including small and large independent companies and large-scale manufacturers..
- **Reliance on Customers** – If the Company is unable to maintain good relationships with existing customers, our business could suffer. There can be no assurance of continued business relationships with distributors and vendors of the Company's products.
- **Consumer Trends and Preferences for Plant-Based and Natural Food Products are Difficult to Predict and May Change** – The Company's business is focused on the development, manufacturing, marketing and distribution of plant-based foods and beverages. Consumer demand for these products could change based on a number of possible



factors, including dietary habits and nutritional values, concerns regarding the health effects of ingredients and shifts in preference for various product attributes. The Company's success depends, in part, on our ability and our customers' ability to offer products that anticipate the tastes and dietary habits of consumers and appeal to their preferences on a timely and affordable basis. T

- Fluctuation of Quarterly Operating Results – Revenue is difficult to forecast and may fluctuate significantly from quarter to quarter. Delays, reduction in scope or cancellation of orders could materially adversely affect the Company's business, financial condition, and results of operations.
- Supply Chain Management – The Company's supply chain is complex. Insufficient or delayed supply of products threatens the Company's ability to meet customer demands, while over-capacity threatens our ability to generate profits. Accordingly, any failure by the Company to properly manage our supply chain could have a material adverse effect on our business, financial condition, and results of operations.
- Public Health Crises – Public health crises could adversely affect the Company's business. The Company's financial and/or operating performance could be materially adversely affected by the outbreak of public health crises, epidemics, pandemics, or outbreaks of new infectious diseases or viruses, such as the global outbreak of the novel coronavirus disease, COVID-19, and new variants of concern.
- Inability to Achieve and/or Manage Growth – The growth of the Company's business may place a strain on managerial, financial, and human resources. The Company's ability to maintain our rate of growth will depend on several factors.
- Inability to Efficiently Expand Production Network – There is a risk in the Company's ability to effectively scale production processes and effectively manage our supply chain requirements.
- Government Regulation of Food Industry – The production, distribution and sale of the Company's products in Canada, the United States and other countries are subject to various federal, provincial and state regulations, including, but not limited to, food and drug regulations, health and safety laws, environmental statutes, as well as various other federal, provincial, state and local statutes and regulations applicable to the production, transportation, sale, safety, advertising, labelling and ingredients of our products.
- Impact of Product Marketing and Product Recalls – The success of the Company depends on our ability to build and maintain brand image for existing products, new products and brand extensions. The Company has no assurance that our advertising, marketing, and promotional programs will have the desired impact on our products' brand image and on consumer preference and demand.
- Labelling – Food labelling regulations and resulting debates over word choices and/or packaging label disclosures related to ingredient use, ingredient labels, product nutritional and product attributes and/or composition, use or purpose have become frequent areas of contention and may become the basis for product recalls, consumer class action suits and/or regulatory fines.
- Limited or Disrupted Supply of Key Ingredients – A number of the ingredients in the Company's products are vulnerable to adverse weather conditions and natural disasters, such as floods, droughts, frosts, earthquakes, hurricanes and pestilence.
- Price of Raw Materials – Costs of the ingredients and packaging for the Company's products are volatile and can fluctuate due to conditions that are difficult to predict, including global competition for resources, weather conditions, consumer demand, supply chain disruptions caused by war and political instability, and changes in governmental trade and agricultural programs.
- Significant Business Expenditures – The Company anticipates that our operating expenses and capital expenditures will increase in the foreseeable future as the Company continues to invest to increase our customer base, supplier network, co-manufacturing partners, marketing channels, and distribution, as well as hire additional employees, enhance the Company's technology infrastructure, including ecommerce capabilities for outside sales and internal ERP systems for revenue and inventory management, and develop new products. The Company's expansion efforts may prove more expensive than initially anticipated, and the Company may not succeed in increasing our revenues and margins sufficiently to offset the anticipated higher expenses.

- Availability of Capital – The availability of capital on acceptable terms, including the ability of the Company to raise funds through the issuance of equity or debt securities, obtain credit facilities, renegotiate the terms of our existing convertible debt if necessary and/or repay the principal and interest owing under our existing convertible debt, may impact the Company's ability to fund our business plan and growth strategy.
- Reliance on Information Technology – Information technology helps the Company operate efficiently, interface with customers, maintain financial accuracy and efficiency, and accurately produce our financial statements. If the Company does not allocate and effectively manage to build and sustain the proper technology infrastructure, we could be subject to transaction errors, processing inefficiencies, the loss of customers, business disruptions or the loss of or damage to intellectual property through security breach.
- Global Economic Risk – Adverse and uncertain events that may affect the prevailing economic conditions, including a global pandemic, climate change, political events, wars, natural disasters or other global events, may impact consumer demand for the Company's products.
- Fluctuations in Foreign Currency Exchange Rates May Adversely Affect Operating Results – The functional currency of TPHC is the CAD; the functional currency of PHB is the USD. The presentation currency of the Company is the USD. However, doing business globally, the Company is exposed to foreign currency exchange rate risk with respect to our sales, expenses, profits, assets and liabilities.
- Litigation Risk – The Company may become party to litigation from time to time in the ordinary course of business, which could adversely affect the business of the Company. Among other matters, businesses in the Company's industry (including the Company itself) are regularly subject to pre-litigation demands or formal litigation proceedings from consumers (including class action litigation making consumer fraud claims related to food labelling) or regulatory agencies regarding labelling or other alleged legal or regulatory violations.
- Climate Change Risk – The Company is focused on maintaining and improving the sustainability of our products. If climate change has a negative effect on agricultural productivity, the Company may be subject to decreased availability or less favorable pricing for certain commodities that are necessary for our products, such as peas and/or beans.