

# **Dundee Sustainable Technologies Inc.**

## Management's Discussion and Analysis

For the three and six months ended June 30, 2018

# DUNDEE SUSTAINABLE TECHNOLOGIES INC.

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FOR THE THREE MONTHS ENDED JUNE 30, 2018

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# DUNDEE SUSTAINABLE TECHNOLOGIES INC.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

FOR THE THREE AND SIX MONTHS ENDED JUNE 30, 2018

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### BACKGROUND

This Management's Discussion and Analysis ("MD&A") of Dundee Sustainable Technologies Inc. ("DST" or the "Corporation") constitutes management's review of the factors that affected the Corporation's financial and operating performance for the six months ended June 30, 2018.

This MD&A should be read in conjunction with the Corporation's audited consolidated financial statements, including the notes thereto, as at and for the year ended December 31, 2017 (the "2017 Audited Consolidated Financial Statements"), together with the accompanying MD&A for the year then ended, and with the unaudited condensed interim consolidated financial statements of the Corporation as at and for the six months ended June 30, 2018 (the "June 2018 Interim Consolidated Financial Statements"), all of which have been prepared using International Financial Reporting Standards ("IFRS").

This MD&A takes into account all material events that took place up until August 27, 2018, the date on which the Corporation's Board of Directors approved this MD&A. Unless otherwise noted, all figures are in Canadian dollars, the presentation and functional currency.

Additional information regarding the Corporation is available on Sedar ([www.sedar.com](http://www.sedar.com)) and on the Corporation's website at [www.dundeetechnologies.com](http://www.dundeetechnologies.com).

### INCORPORATION AND NATURE OF OPERATION

#### *Incorporation*

The Corporation was incorporated under the Canada Business Corporations Act on July 22, 1997. The Corporation's head office is located at 1002 Sherbrooke West, Suite 2060, Montréal, Quebec, Canada, H3A 3L6.

The authorized capital of the Corporation consists of an unlimited number of subordinate voting shares and multiple voting shares, each multiple voting share having 10 votes.

Dundee Corporation ("Dundee") retains multiple voting shares of the Corporation, which are convertible, at the option of Dundee, into subordinate voting shares of the Corporation for no additional consideration. The multiple voting shares of the Corporation are not listed on a stock exchange.

At June 30, 2018, Dundee owned 178.1 million subordinate voting shares and 50.0 million multiple voting shares of the Corporation giving Dundee a 63% equity interest and an 83% voting interest in the Corporation. In addition, Dundee is owed \$13.7 million in short term debt.

#### *Overview*

The Corporation is a leader in the development and commercialization of innovative environmentally responsible technologies for the treatment of complex materials in the mining industry. Through the development of patented, proprietary processes, DST extracts precious and base metals from ores, concentrates and tailings, while stabilizing contaminants such as arsenic, which could not otherwise be extracted or stabilized with conventional processes because of metallurgical issues, cost or environmental considerations. The Corporation's main focus is on the commercialization of its two innovative and patented processes (the "Technologies").

#### *Arsenic Stabilization by Vitrification*

DST has designed, built and patented a method for the permanent stabilization of arsenic from numerous sources, including arsenopyrite, cobaltite, enargite, flue dusts and environmental remediation. This process is an attractive technique to permanently stabilize arsenic and does so at a lower cost than current alternatives. This presents the Corporation with opportunities to process materials considered too toxic or uneconomic to be exploited or stabilized using conventional mining and processing methods.

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### ***Gold Extraction by Chlorination***

DST has also developed an advanced proprietary process is associated with the extraction of precious and base metals using sodium hypochlorite to provide a cyanide-free alternative for the exploitation of gold deposits. The primary benefit of this innovative technology is a shorter processing time in a closed-loop operation which eliminates the need for costly tailing ponds and the accompanying risk. It also provides a reduction of the environmental footprint and inert and stable cyanide-free tailings.

The chlorination process developed by DST is a recognized "green technology" for which it was awarded a \$5 million grant by the Government of Canada, through its Sustainable Development Technology Fund ("SDTC"), for the construction and operation of a demonstration plant. The plant serves as a demonstration platform for the chlorination process on an industrial scale and under continuous operating conditions.

The environmental nature of the gold technology has been confirmed by Environment Canada through the Canadian Environmental Technology Verification Program ("ETV"). The ETV is an independent certification of the performance of its cyanide-free gold extraction process.

The Corporation has protected its intellectual property by filing patents during the development of its technologies. To date, the Corporation has patents granted or published on 13 different processes, and it has 57 patents granted, published, pending or filed in 16 different countries. These patents expire between 2022 and 2034.

Inherent in the commercialization of these processes is significant technology development risk. Each of these processes may require significant additional development, testing and investment prior to final commercialization. There can be no assurance that output from any use of the Corporation's processes could be produced at a commercial level at reasonable costs or successfully marketed.

### ***Technical Services***

The Corporation also uses its state of the art laboratory and processing facility in Thetford Mines, Quebec to assist other companies with services designed to help them with minerology for their deposits.

## **OPERATIONS DURING THE FIRST SIX MONTHS OF 2018**

### ***Arsenic Stabilization Technology***

The Corporation recently completed construction of a demonstration scale vitrification plant (the "Plant"). The Plant will be shipped before the end of the third quarter. On site assembly and hot commissioning is expected to be completed by the end of the year, after which it will begin operations. This plant is being financed through a collaboration arrangement with a third party and will provide proof of the arsenic technology in an operating industrial environment. The Corporation also announced that SDTC has awarded a grant of \$1.25 million to offset some of the costs associated with this plant.

### ***Gold Chlorination Technology***

In 2017, the Corporation completed the second of two demonstration programs to prove the efficacy of the chlorination technology and completed the audit with Sustainable Technology Development Canada. The audit was a requirement of SDTC to complete the contract with them and received the payment of the final holdback. The intention is to initiate an independent technical-economic study, designed with the objective of building DST' first commercial plant in partnership with a strategic partner. DST is experiencing an increased interest from third parties in using this technology and has recently been engaged to do some high-level testing for several customers for the application of the chlorination technology on deposits under development.

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### ***Cobaltite Process***

In December 2017, DST entered into a lab scale technical services contract with eCobalt Solutions Inc. (TSX: ECS) ("eCobalt") to assist in conducting detailed metallurgical testing and flow sheet design for the creation of a clean cobalt concentrate using pyrolysis plus DST' vitrification on arsenic contaminated cobaltite concentrates. The lab scale testing reduced the arsenic in the concentrate from 18% to 0.15%. In January 2018, DST announced a pilot scale program with eCobalt on a eight-tonne bulk sample, the purpose of which is to confirm the successful removal of arsenic as demonstrated in the lab scale testing. eCobalt has made significant progress in removing the arsenic using a kiln and has reported that it will move ahead with pilot scale testing in the third quarter of 2018. The results of this will provide eCobalt with feasibility level detailed engineering data to assist in costing and sizing of equipment to produce a clean cobalt concentrate and an arsenic by-product that will be sequestered using Dundee Technologies arsenic vitrification.

### ***Technical Services***

Dundee Technologies continues to build its technical services business and under the terms of these contracts, the Corporation will provide technical services in markets such as lithium, cobalt, nickel, magnesium, graphite and gold. Proceeds from these contracts will help to offset developmental and operating costs related to its primary technologies.

## **BUSINESS STRATEGY**

The growing pressure from communities and government authorities over the use of cyanide in various jurisdictions around the world is forcing developing gold projects to seek alternative processes that can extract the gold without the environmental liabilities associated with cyanide, while maintaining control over the deleterious elements such as arsenic, mercury and antimony.

DST offers a competitive alternative to the cyanidation process. The technology is at the forefront of the mining industry's innovative extraction processes and caters to the worldwide growing need for extractive technologies capable of processing refractory and arsenic bearing material. This alternative provides DST leverage to access quality material including material from metallurgical or environmentally constrained deposits.

DST's business plan is focused on controlling both of its technologies and leveraging them to become a major player in the industry. The Corporation has a unique opportunity to emerge as a major stakeholder in multiple mining projects. In the immediate term, DST is focused on advancing its discussions with major gold and copper producing companies on building alternative processing and stabilization processes. The Corporation is currently processing test material for a number of customers. Assuming successful results, the next step is to negotiate the business terms with those customers for commercializing its technologies.

The technology that the Corporation has developed with respect to complex deposits will allow for the development and or advancement of mining projects that would not be viable without its patented technology. DST has identified over 100 gold projects that could face significant concerns due to cyanide use, environmental and/or metallurgical constraints. These include some of the largest gold projects on the planet. The commercialization of the Corporation's technology would enable mining companies to advance those projects which are currently constrained because of the toxic nature of their deposits and discussions have commenced with a number of mining companies to help advance these otherwise stranded deposits.

## **INFORMATION ON EQUITY**

The authorized capital of the Corporation consists of an unlimited number of subordinate voting shares and multiple voting shares, without nominal or par value. The holders of subordinate voting shares are entitled to one vote for each subordinate voting share and the holders of multiple voting shares are entitled to ten votes for each multiple voting share. The holders of subordinate voting shares and multiple voting shares shall be entitled to receive and to participate equally as to dividends, share for share, in an equal amount on all the subordinate voting shares and multiple voting shares at the time outstanding. The holder of multiple voting shares shall be entitled at any time and from time-to-time to have any or all of the multiple voting shares converted into subordinate voting shares based on one subordinate voting share for each multiple voting

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share. In all other respects, the holders of subordinate voting shares and multiple voting shares shall rank equally and the same rights and restrictions.

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	<b>August 27, 2018</b>
Subordinate voting shares issued	312,926,530
Options	29,290,000
Warrants	14,285,714
<b>Total – fully diluted subordinate voting shares</b>	<b>356,502,244</b>

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<b>Multiple voting shares issued</b> (each multiple voting share has 10 votes)	<b>50,000,000</b>
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(1) At August 27, 2018, Dundee owned 178,068,497 subordinate voting shares of the Corporation (63%) and all of the outstanding multiple voting shares.

### STOCK OPTION PLAN

The Board of Directors of the Corporation has full and final discretion to designate the persons who are to be granted options and to determine such number of options as well as their exercise price and vesting period. The exercise price shall not be less than that permitted under the rules of any stock exchange on which the subordinate voting shares are listed. The purpose of the stock option plan is to serve as an incentive for the directors, officers, employees and service providers who will be motivated by the Corporation's success as well as to promote ownership of common shares of the Corporation by these people. There is no performance indicator relating to profitability or risk attached to the plan.

On April 18, 2018, the Corporation granted a total of 7,250,000 stock options to its directors, officers, employees and one consultant. These options are exercisable at \$0.10 per share, vested at the grant date and expire on the fifth anniversary of their date of issuance. The fair value of options awarded is \$0.08 per share for a total based payment expenses of \$558,250.

On April 26, 2018, the Corporation granted a total of 500,000 stock options to a director. These options are exercisable at \$0.10 per share, vested at the grant date and expire on the fifth anniversary of their date of issuance. The fair value of options awarded is \$0.06 per share for a total based payment expenses of \$32,000.

On June 18, 2018, the Corporation granted a total of 500,000 stock options to an employee. These options are exercisable at \$0.10 per share, vested at the grant date and expire on the fifth anniversary of their date of issuance. The fair value of options awarded is \$0.05 per share for a total based payment expenses of \$23,000.

# DUNDEE SUSTAINABLE TECHNOLOGIES INC.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

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### FINANCING ACTIVITIES

#### *Six months ended June 30, 2018*

##### *Options Exercise*

During the six months ended June 30, 2018, 1,550,000 options were exercised for an equal number of subordinate voting shares at an average price of \$0.05 per option, for aggregate proceeds to the Corporation of \$77,500.

##### *Promissory note from a Related Party*

In February 2018, the Corporation signed a promissory note in the principal amount of \$400,000 payable on demand to a wholly-owned subsidiary of Dundee along with interest at a rate of 18% per annum.

In May 2018, the Corporation signed a promissory note in the principal amount of \$500,000 payable on demand to a wholly-owned subsidiary of Dundee along with interest at a rate of 18% per annum.

As at June 30, 2018, the principal amount of the promissory note totalled \$1,400,000 and the finance cost accrued during the six-month period amounted to \$79,890.

#### *Six months ended June 30, 2017*

##### *Short-term Loan from a Related Party*

In 2014, Dundee Resources Limited, a wholly owned subsidiary of Dundee, agreed to loan (the "Short-term Loan") up to \$6,000,000 to the Corporation. During 2015 and 2016, the aggregate amount of the loan facility was increased by \$1,650,000 and \$500,000 respectively for a total of \$8,150,000.

During the six months ended June 30, 2017, an amount of \$360,000 was advanced by Dundee to the Corporation bringing the total advance to \$8,310,000 as at June 30, 2017.

The secured loans bear interest at the rate of 12.68% per annum and mature on the earlier of November 30, 2018 and the date at which the Corporation raises the sum of \$10 million or greater by way of debt or equity.

##### *Contribution Agreement*

Under an amended agreement dated October 12, 2016, the Corporation received from the Canadian Economic Development for Quebec Regions (the "CED") a \$397,000 repayable contribution (the "CED Contribution"). The CED Contribution was used by the Corporation for the acquisition of equipment for its demonstration plant (the "Project") in Thetford Mines. The CED Contribution is non-interest bearing, secured and repayable in equal monthly installments over seven years starting three years after the end of the Project. CED advanced \$324,575 in December 2016, and the remainder of \$72,425 was advanced in May 2017.

The CED Contribution is secured by a hypothec, *pari passu* with Dundee's and IQ's loans, over all of the Corporation's property other than its intellectual property.

##### *Bridge Loan*

In October 2016, an unsecured bridge loan, payable on demand, of \$300,000 was advanced to the Corporation. The loan was partially repaid in December 2016 for a total amount of \$160,000. The remaining balance of \$140,000 and accrued interest of \$4,613 was retired and repaid in January 2017.

### INVESTING ACTIVITIES

#### **Shining Tree properties**

The Shining Tree properties consist of 14 mining leases and 37 mining claims. In early 2017, the Corporation agreed to sell the mining claims for an amount of \$400,000. In March 2017, the Corporation received \$200,000 and the remaining \$200,000 on the closing of the sale of the mining leases in the second quarter of 2017.

# DUNDEE SUSTAINABLE TECHNOLOGIES INC.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

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### LIQUIDITY AND WORKING CAPITAL

On June 30, 2018, the working capital position of the Corporation was negative \$14,222,133 (negative \$12,680,020 as at December 31, 2017). This working capital deficiency includes a \$13,723,380 (\$12,220,965 as at December 31, 2017) short-term loan (principal and accrued interest) from Dundee. Management estimates that the Corporation will not have sufficient funds to meet its obligations and budgeted expenditures through the twelve months ended June 30, 2019. The Corporation will periodically have to raise additional funds to continue operations. The Corporation is pursuing financing alternatives to fund its operations and working towards developing its activities to operate as a going concern. Although there is no assurance that the Corporation will be successful in these actions, management believes, based on previous fund-raising experience and commercial activities, that it will be able to secure the necessary financing. Financings could be completed through the issuance of debt or new equity in public or privately negotiated equity offering. While it has been successful in doing so in the past, there can be no assurance that it will be able to do so in the future.

### DISCUSSION AND ANALYSIS OF OPERATIONS

#### *Revenues*

During the first six months of 2018, the Corporation processed material for a number of customers including major gold producers for testing of ores and concentrates using the Corporation's technologies. As well, exploration and development companies in other commodities including cobalt, nickel, graphite and lithium utilized the Corporation's facilities and highly skilled personnel for advancement of their projects.

DST provided its technical expertise and its facilities to these companies to evaluate the development of their projects using the Corporation's Thetford Mines facility including its chlorination process for precious metal extraction and/or its arsenic stabilization process. The technical services may serve to demonstrate the efficiency of the Corporation's facilities and technical staff at the laboratory and/or pilot scales on specific projects in need of viable processing alternative and initiate engineering studies required for an industrial implementation.

Revenues totalled \$1,098,905 during the six months ended June 30, 2018 with related cost of \$744,036 recorded under other operating expenses. The Corporation reported revenues of \$873,391, with related cost of \$831,106 in the same period of the prior year. Revenues by line of business were as below:

	Three months ended		Six months ended	
	June 30,		June 30,	
	2018	2017	2018	2017
	\$	\$	\$	\$
Arsenic stabilization process	223,332	88,010	370,630	261,268
Chlorination process	14,300	-	34,650	24,600
Other service revenues	342,348	574,186	693,625	587,523
	<b>579,980</b>	<b>662,196</b>	<b>1,098,905</b>	<b>873,391</b>

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## MANAGEMENT'S DISCUSSION AND ANALYSIS

FOR THE THREE AND SIX MONTHS ENDED JUNE 30, 2018

### *Operating expenses*

The major components of the operating expenses are as follows:

	Three months ended June 30,		Six months ended June 30,	
	2018	2017	2018	2017
	\$	\$	\$	\$
Labour	163,236	255,470	350,660	399,933
Consultants	39,894	18,544	113,708	27,103
Consumables	8,493	10,559	28,098	10,559
Plant overhead	95,968	276,826	251,570	393,511
	<b>307,591</b>	<b>561,399</b>	<b>744,036</b>	<b>831,106</b>

### *Technology development*

During the first six months of 2018, the Corporation incurred net technology development costs of a net of assistance basis of \$608,640 (\$492,815 in the same period of 2017) of its chlorination and arsenic stabilization processes. These costs relate to the construction of the arsenic demonstration plant, research activities conducted in the arsenic technology pilot plant and the laboratory. The remaining expenses relate to the operation of the demonstration plant, other technology development, patent maintenance and plant overhead.

The Corporation periodically receives reimbursements of project expenses generated under collaboration agreement with a third party and financial assistance under government incentive programs. These reimbursements compensate DST for expenses incurred and are normally recognized as a reduction to research and development expense on a systematic basis in the same periods in which the expenses are incurred.

	Three months ended June 30,		Six months ended June 30,	
	2018	2017	2018	2017
	\$	\$	\$	\$
Arsenic plant	925,142	-	1,984,451	-
Plant expenses	361,103	367,067	691,193	727,552
Patent maintenance	62,254	27,306	78,036	46,515
Technology development	1,348,499	394,373	2,753,680	774,067
Net contribution	(523,231)	-	(1,582,540)	-
Government grants	(562,500)	(163,057)	(562,500)	(281,252)
<b>Technology development expenses, net</b>	<b>262,768</b>	<b>231,316</b>	<b>608,640</b>	<b>492,815</b>

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## MANAGEMENT'S DISCUSSION AND ANALYSIS

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### *Professional and consulting fees*

	Three months ended June 30,		Six months ended June 30,	
	2018	2017	2018	2017
	\$	\$	\$	\$
Legal	10,266	12,149	20,854	28,170
Audit, audit related work and tax compliance	26,500	38,768	100,140	128,768
Accounting	2,140	22,113	2,140	53,883
	<b>38,906</b>	<b>73,030</b>	<b>123,134</b>	<b>210,821</b>

Accounting includes the remuneration of the former Chief Financial Officer that was recorded as an accounting expense and beginning in June 2017, the Controller of the Corporation was promoted to the position as Chief Financial Officer and his remuneration is now recorded under Wages and Compensation.

### *Administrative expenses*

	Three months ended June 30,		Six months ended June 30,	
	2018	2017	2018	2017
	\$	\$	\$	\$
Insurance	43,176	53,715	85,645	109,548
Rent	26,299	25,176	80,457	74,598
Website and technical support	11,753	23,486	18,078	39,166
Travel and accommodations	19,720	12,896	39,427	33,717
Telecommunications and others	12,201	14,291	33,010	33,634
	<b>113,149</b>	<b>129,564</b>	<b>256,617</b>	<b>290,663</b>

The decrease in insurance expense was due to a review of our policy to cover the current level of operations during this period. The decrease in website and technical support is mainly due to improvements on information technology processes implemented by the Corporation.

### *Wages and compensation*

	Three months ended June 30,		Six months ended June 30,	
	2018	2017	2018	2017
	\$	\$	\$	\$
Employees	136,499	111,037	264,429	196,032
Officer compensation	47,499	47,499	94,998	84,707
Director fees	9,000	8,000	17,000	17,000
	<b>192,998</b>	<b>166,536</b>	<b>376,427</b>	<b>297,739</b>

Officer compensation relates to the President and Chief Executive Officer's (CEO) compensation. The remuneration of the President and CEO is based on a monthly rate of \$15,833.

### *Other Gains and Losses*

During the six months ended June 30, 2018, finance costs relates to interest expenses capitalized on the Dundee short-term loan (\$602,414), the IQ Loan (\$193,102 capitalized and \$71,387 accretion expense), the CED contribution agreement (\$12,293 accretion expense), other (\$10) and other gain (\$8,000). During the same period of 2017, finance costs relates to interest expenses capitalized on the Dundee short-term loan (\$516,288), the IQ Loan (\$163,487 capitalized and \$58,770 accretion expense), the CED contribution agreement (\$8,965 accretion expense), the bridge loan (\$1,967) and other gain (\$12,782).

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## MANAGEMENT'S DISCUSSION AND ANALYSIS

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### SELECTED QUARTERLY INFORMATION

The following table sets forth selected historical financial information for the Corporation from the last eight quarters. Such information is derived from the Corporation's interim unaudited financial statements prepared in accordance with IFRS.

	Q2-18	Q1-18	Q4-17	Q3-17
	\$	\$	\$	\$
Total revenue	579,980	518,925	869,034	681,161
Operating loss	963,635	697,594	328,063	792,372
Net loss and comprehensive loss	1,389,127	1,125,218	742,163	1,142,908
Basic and diluted net loss per share	0.004	0.003	0.002	0.003

	Q2-17	Q1-17	Q4-16	Q3-16
	\$	\$	\$	\$
Total revenue	662,196	211,195	34,499	610,680
Operating loss (income)	518,258	1,303,359	(131,059)	729,872
Net loss and comprehensive loss	884,541	1,678,010	237,461	1,068,247
Basic and diluted net loss per share	0.003	0.005	0.001	0.003

### OUTLOOK FOR 2018

The Company continues to move towards the commercialization of its Technologies and seeking to maximize the value of all of its assets to accelerate this growth. The Corporation has five initiatives that it will execute to ensure success.

#### ***Arsenic Stabilization Process***

The Corporation completed the construction of the arsenic plant in Thetford and is now in the process of cold commissioning. Shipping is scheduled for later in a third quarter with assembly and hot commissioning scheduled to be completed by the end of the year. Operation of the plant is expected to begin in late 2018 or early 2019. The Corporation will use data from this program to position the technology for adoption by customers around the world.

#### ***Chlorination Process***

The Corporation completed the second of two gold chlorination campaigns through the processing of a complex concentrate from Chile in December 2016 and the Corporation finalized the Demonstration Campaign Report during the first quarter of 2017. The processing of these materials continued to establish the proof of concept of the Corporation's chlorination process for different ore and concentrate streams. The intention is to initiate an independent technical-economic study, designed with the objective of building DST's first commercial plant in partnership with a strategic partner. The Company is in discussions with several properties to test and pilot their ores and concentrates using the chlorination technology.

#### ***Cobaltite***

The Corporation completed processing of a eight (8) tonne sample of concentrate from eCobalt Solutions Inc. eCobalt is currently testing a kiln as a method to remove the arsenic from the concentrate and implementing the vitrification on the arsenic removed. The Corporation's approach to the processing of arsenic contaminated cobaltite is expected to make a significant improvement to the economics of the processing of the concentrate. The Corporation continues to work with other cobalt companies to test the amenability of its technologies to solving the metallurgical problems associated with these ores.

#### ***Technical Services:***

With the completion of the two gold chlorination demonstration campaigns, the Corporation owns a state-of-the-art crushing, grinding, mineral processing (hydrometallurgy and pyrometallurgy) facility which is being made available for test programs from the lab scale up to the thousands of tonnes scale. Management is in discussions with numerous parties with respect to specific projects that will maximize the value of our Thetford facility.

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Management estimates that the Corporation will have to raise approximately \$1 million to fund its operations and to continue its activities for the balance of 2018. Although there is no assurance that the Corporation will be successful in these actions, management believes, based on previous fund-raising experience, that it will be able to secure the necessary financing through the issuance of debt or new equity in public or privately negotiated equity offering. While it has been successful in doing so in the past, there can be no assurance that it will be able to do so in the future.

### OFF BALANCE SHEET ARRANGEMENTS

The Corporation did not enter into any off-balance sheet arrangements during the three and six months ended June 30, 2018 and 2017

### CONTRACTUAL OBLIGATIONS AND COMMITMENTS

The contractual obligations of the Corporation include lease payments for the Thetford Mines facilities and the head office in Montreal (Refer to Note 14 to the financial statements for the six months ended June 30, 2018).

### ACCOUNTING POLICY CHANGES, CRITICAL ESTIMATES, JUDGMENTS AND ASSUMPTIONS

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect amounts reported in the financial statements and accompanying notes. There is a full disclosure and description of the Corporation's critical accounting policies, estimates, judgments, assumptions in the financial statements as at December 31, 2017 in notes 1, 2 and 3.

#### *Changes in accounting policies*

Effective January 1, 2018, the following new standards have been applied when preparing the June 2018 Interim Consolidated Financial Statements. The Corporation adopted IFRS 9, Financial Instruments, and IFRS 15, Revenue from Contracts with Customers. The Corporation adopted these new standards retrospectively without restating comparatives. The impact of applying the standards is described below.

#### *a) IFRS 9, "Financial Instruments"*

In July 2014, the IASB issued final amendments to IFRS 9, replacing International Accounting Standard ("IAS") 39, Financial Instruments: Recognition and Measurement, already adopted by the Corporation. IFRS 9 introduces new requirements for the classification, measurement and impairment of financial assets and hedge accounting. It establishes two primary measurement categories for financial assets: amortized cost and fair value; establishes criteria for classification of financial assets within the measurement category based on business model and cash flow characteristics; and eliminates existing held for trading, held to maturity, available for sale, loans and receivable and other financial liabilities categories. IFRS 9 also introduces a new model for the impairment of financial assets and requires an economic relationship between the hedged item and hedging instrument.

Based on the Corporation's detailed assessment of the classification and measurement of financial assets, its financial instrument currently measured at fair value with any resulting gains or losses recognized through profit or loss would continue to be measured on the same basis under IFRS 9. Accordingly, the new standard do not have a significant impact on the classification and measurement of its financial assets.

There is no impact on the Corporation's accounting for financial liabilities, as the Corporation does not have financial liabilities designated at fair value through profit or loss and does not have any material debt modifications.

The Corporation does not have any hedging instrument at the time of the transition.

The Corporation's new accounting policies for financial instruments under IFRS 9 are as follow:

# DUNDEE SUSTAINABLE TECHNOLOGIES INC.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

FOR THE THREE AND SIX MONTHS ENDED JUNE 30, 2018

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### *Financial instruments*

Financial assets and financial liabilities are recognized when the Corporation becomes a party to the contractual provisions of the financial instrument.

Financial assets are derecognized when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred. A financial liability is derecognized when it is extinguished, discharged, cancelled or when it expires.

Financial assets and liabilities are initially measured and recognized at their fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and liabilities at fair value through profit or loss ("FVTPL")) are added to or deducted from the fair value of the financial assets and financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at FVTPL are recognized immediately in net loss.

Classification of financial instruments in the Corporation's consolidated financial statements depends on the purpose for which the financial instruments were acquired or incurred. Management determines the classification of financial instruments at initial recognition.

#### a) Financial assets

Financial assets are subsequently measured at amortized cost when the asset is held within a business model whose objective is to hold assets in order to collect contractual cash flows and when the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets are subsequently measured at fair value unless they are measured at amortized cost. Financial instruments subsequently measured at fair value can be carried at fair value with changes in fair value recorded in profit or loss, or in other comprehensive income if they are not held for trading and are designated as such on initial recognition.

The impairment model requires the recognition of impairment provisions based on expected credit losses rather than only incurred credit losses and applies to financial assets measured at amortized cost. The financial asset of the Corporation measured at amortized cost are cash and accounts receivable. The Corporation elected to apply the simplified approach of impairment under IFRS 9 which accounts for the expected lifetime loss at the initial recognition of financial asset. The impairment loss is reversed in subsequent periods if the amount of the expected loss decreases and it can be verified.

#### b) Financial liabilities

Financial liabilities are subsequently measured at amortized cost using the effective interest method, except for:

- Financial liabilities at FVTPL. Such liabilities, including derivatives that are liabilities, shall be subsequently measured at fair value.
- Financial liabilities that arise when a transfer of a financial asset does not qualify for derecognizing or when the continuing involvement approach applies.

#### *b) IFRS 15, "Revenue from Contracts with Customers"*

In May 2014, the IASB issued IFRS 15, which supersedes IAS 18, "Revenue", IAS 11, "Construction Contracts," and other interpretive guidance associated with revenue recognition. IFRS 15 establishes the principles that an entity shall apply to report the nature, amount, timing, and uncertainty of revenue and cash flows arising from a contract with a customer.

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IFRS 15 is based on the general principle that revenue is recognized when control of a good or service transfers to a customer rather than when the significant risks and rewards of ownership are transferred as is the case under IAS 18.

The implementation of IFRS 15 did not have a material impact on the Corporation's revenue recognition policy.

### ACCOUNTING STANDARDS ISSUED BUT NOT YET APPLIED

#### *IFRS 16, "Leases"*

IFRS 16, issued in January 2016, replaces IAS 17, "Leases". IFRS 16 results in most leases being reported on the balance sheet for lessees, eliminating the distinction between a finance lease and an operating lease. IFRS 16 is effective for annual periods beginning on or after January 1, 2019. Earlier adoption is permitted for entities that also adopt IFRS 15. The Corporation is currently assessing the impact of this standard on its consolidated financial statements.

### FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS

The Corporation is exposed to various financial risks resulting from both its operations and its investments activities. The Corporation does not enter into financial instrument agreements including derivative financial instruments for speculative purposes. The Corporation's main financial risk exposure and its financial risk management policies are disclosed in Note 20 to the annual consolidated financial statements for the years ended December 31, 2017 and 2016.

### RISKS AND UNCERTAINTIES

Except as otherwise disclosed in this MD&A, there have been no significant changes to the nature and scope of the risks faced by the Corporation from those described in the 2017 MD&A of the Corporation. These business risks should be considered by interested parties when evaluating the Corporation's performance and its outlook.

### FORWARD LOOKING STATEMENTS

DST's public communications may include written or oral forward-looking statements. Statements of this type are included in this MD&A and may be included in other filings with the Canadian regulators, stock exchanges or in other communications. All such statements constitute forward looking information within the meaning of securities law and are made pursuant to the "safe harbour" provisions of applicable securities laws. Forward looking statements may include, but are not limited to, statements about anticipated future events or results including comments with respect to the Corporation's objectives and priorities for 2018 and beyond, and strategies or further actions with respect to the Corporation, its products and services, business operations, financial performance and condition. Forward looking statements are statements that are predictive in nature, depend upon or refer to future events or conditions or include words such as "expects", "anticipates", "intends", "plans", "believes", "estimates" or similar expressions concerning matters that are not historical facts. Such statements are based on current expectations of the Corporation's management and inherently involve numerous risks and uncertainties, known and unknown, including economic factors and those affecting the technology and resources industries generally. The forward-looking information contained in this MD&A is presented for the purpose of assisting shareholders in understanding business and strategic priorities and objectives as at the periods indicated and may not be appropriate for other purposes.

A number of risks, uncertainties and other factors may cause actual results to differ materially from the forward-looking statements contained in this MD&A, including, among other factors and without limitation, those referenced in the section above entitled "Risks and Uncertainties". The preceding list is not exhaustive of all possible risk factors that may influence actual results and is compiled based upon information available as of the issuance date of this MDA.

Forward looking statements contained in this MD&A are not guarantees of future performance and, while forward looking statements are based on certain assumptions that the Corporation considers reasonable,

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actual events and results could differ materially from those expressed or implied by forward looking statements made by the Corporation. Prospective investors are cautioned to consider these and other factors carefully when making decisions with respect to the Corporation and not place undue reliance on forward looking statements. Circumstances affecting the Corporation may change rapidly. Except as may be required by applicable law, the Corporation does not undertake any obligation to update publicly or revise any such forward looking statements, whether as a result of new information, future events or otherwise.

### ADDITIONAL INFORMATION CONCERNING DST

Additional information relating to Dundee Sustainable Technologies may be found on SEDAR at [www.sedar.com](http://www.sedar.com) and the Corporation's website at [www.dundeetechnologies.com](http://www.dundeetechnologies.com).

August 27, 2018

*(s) Brian Howlett*

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Brian Howlett  
President and CEO

*(s) Arved Marin*

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Arved Marin  
CFO