

# **CROWN POINT ENERGY INC.**

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

The following Management's Discussion and Analysis ("**MD&A**") of the consolidated financial results of Crown Point Energy Inc. ("**Crown Point**" or the "**Company**" or "**we**" or "**our**") is at and for the three and nine months ended September 30, 2014.

In this MD&A, unless otherwise noted, all dollar amounts are expressed in United States dollars ("**USD**"). References to "**CAD**" are to Canadian dollars and "**ARS**" are to Argentina Pesos.

This MD&A is dated as of December 1, 2014 and should be read in conjunction with the Company's unaudited September 30, 2014 condensed interim consolidated financial statements and audited December 31, 2013 consolidated financial statements. The consolidated financial statements of the Company have been prepared in accordance with International Financial Reporting Standards ("**IFRS**").

This MD&A contains non-IFRS measures, abbreviations and forward-looking information relating to future events and the Company's future performance. Please refer to "Non-IFRS Measures", "Abbreviations and BOE Presentation" and "Advisories" sections at the end of this MD&A for further information.

Additional information relating to Crown Point, including Crown Point's unaudited September 30, 2014 condensed interim consolidated financial statements, audited December 31, 2013 consolidated financial statements and Annual Information Form for the year ended December 31, 2013, are available on SEDAR at [www.sedar.com](http://www.sedar.com).

### **CORPORATE OVERVIEW AND STRATEGY**

Crown Point (TSX-V: CWV) is a Calgary-based junior international oil and gas company with cash flow from production and with an opportunity base in two of the largest producing basins in Argentina, the Austral basin in the province of Tierra del Fuego ("TDF") and the Neuquén basin, in the province of Mendoza.

Our production is entirely from our 25.78% interest in three Exploitation Concessions in TDF where we have an active development and exploration program to expand our production. Separately, we have a 100% interest in the prospective Cerro de Los Leones Exploration Concession in Mendoza province, an area surrounded by several large conventional oil pools.

Our strategy is designed to deliver low-risk growth and capitalize on large potential exploration upside. Specifically, we are focused on increasing our production base in TDF through exploration and development drilling supplemented by recompletion and fracture stimulated selected older producing wells. Starting in the fourth quarter of 2014 we expect this program to begin adding to the production from existing TDF wells. We are also pursuing high impact exploration programs in the Neuquén basin.

Our production is weighted to natural gas and is levered to benefit from expected increasing natural gas prices in Argentina.

### **SUMMARY – Q3 2014 AND SUBSEQUENT**

#### **Financing**

In November 2014, the Company obtained and drew down a second loan facility with HSBC Argentina in the amount of ARS 14,500,000 (\$1,700,000) and signed a \$15,000,000 investment agreement under which we anticipate raising new capital through an issue of 51,724,138 common shares on a private placement basis at a price of \$0.29 per share (CAD\$0.33 per share) to two strategic investors based in Argentina (the "**Investors**").

#### **Operations**

During and subsequent to the three months ended September 30, 2014 ("Q3 2014") we continued to progress with a 14-well development, recompletion and exploration program in TDF.

### TDF Development Drilling Program (8 wells)

Subsequent to Q3 2014, we placed into production the initial two of eight planned development wells. This is the first development drilling program at TDF since 2012. A complete list and current status of development wells is provided in the table below:

#	Well Name	Spud Date	Production Start / Anticipated Test	
			Finish Date	On-stream Date
1	LF-1024	July 2014	Oct 2014	October 6, 2014
2	LF-1027	June 2014	Nov 2014	November 15, 2014
3	LFE-1002	Sept 2014	Dec 2014	TBD
4	LF-1008	May 2014	Dec 2014/Q1 2015	TBD
5	LFE-1003	Jan 2015	Q1 2015	TBD
6	LF-1025	Dec 2014	Q1 2015	TBD
7	LF-1029	Feb 2015	Q1 2015	TBD
8	LF-1028	Aug 2014	Suspended <sup>(1)</sup>	TBD

<sup>(1)</sup> This well may be re-entered at a later date for remedial work. It was cased as a potential Springhill gas well but due to borehole conditions could not be successfully cemented.

### TDF Recompletion Program (4 wells)

Subsequent to Q3 2014, we placed into production the initial two of four planned well recompletions following fracking to stimulate output. This is the first fracking program at TDF since 2010, when a similar program significantly improved deliverability from five wells. A complete list and current status of recompletion wells is provided in the table below:

#	Well Name	Latest Previous Production Year	Production Start / Anticipated Test	
			Finish Date	On-stream Date
1	LF-1003	2012	Oct 2014	October 1, 2014
2	LFE.x-1	2009	Oct 2014	October 27, 2014
3	LF-1013	Never in production	Dec 2014	TBD
4	LAz.x-2	Never in production	Dec 2014	TBD

### TDF Exploration Drilling Program (2 wells)

We spud both exploration wells in Q4 2014 and expect to commence testing as shown in the table below:

#	Well Name	Spud Date	Anticipated
			Testing Date
1	SL.x-1003	Oct 2014	Dec 2014
2	PQ.x-1001	Nov 2014	TBD <sup>(1)</sup>

<sup>(1)</sup> PQ.x-1001 will be drilled and logged and, if warranted, completed and tested before the end of the year.

### TDF Pricing

As shown in the table below, Q3 2014 revenue per BOE rose by 22% from the 2013 comparative quarter, reflecting higher unit prices received for oil, natural gas and natural gas liquids.

	Three months ended		
	September 30		
	2014	2013	Change
Light oil revenue per bbl (\$)	76.70	70.73	+8%
NGL revenue per bbl (\$)	19.78	18.74	+6%
Natural gas revenue per Mcf (\$)	3.68	2.87	+28%
Revenue per BOE (\$)	32.41	26.53	+22%

### TDF Sales Volumes

During Q3 2014, our average daily sales volumes were 1,336 BOE per day, down 1% from 1,343 BOE per day in Q2 2014 and down 15% from 1,566 BOE per day in Q3 2013 due to natural decline rates from

existing wells.

#### New Gas Subsidy Program

On August 9, 2014 Crown Point received formal notification of its inclusion in a New Gas Subsidy Program, under which Argentina provides an incentive for producers to earn higher natural gas prices for production above a base level. The New Gas Subsidy Program will remain in effect until the end of 2017 and is expected to apply to new production resulting from our TDF development drilling program. Under certain circumstances the New Gas Subsidy Program may increase the Company's cash flows starting in 2015 compared with what Crown Point would have received in the absence of the program.

#### General and Administrative (“G&A”) Expenses

G&A expenses declined by 4% from Q2 2014 and 8% from Q3 2013.

## **OUTLOOK**

#### Capital Expenditures and Financing Initiatives

Crown Point estimates \$2.8 million to \$3.5 million of capital expenditures for Q4 2014, primarily for completion of the TDF drilling and fracking programs. Crown Point expects to meet these obligations, along with its other anticipated expenses for the fourth quarter, from funds flow from continuing operations, working capital which totaled approximately \$2.2 million at the end of Q3 2014, \$1.7 million of loan proceeds and the first tranche of the \$15 million equity financing proceeds as noted below.

Crown Point expects to complete the financing in two tranches, of which the first tranche will involve the issue of 25,965,704 shares, equivalent to 19.9% of Crown Point's issued and outstanding shares following the issuance of the first tranche. This tranche will result in aggregate gross proceeds of \$7,530,054 to Crown Point.

The second tranche, totaling 25,758,434 shares for aggregate gross proceeds of \$7,469,946 to Crown Point, will be completed as soon as possible after approval of the investment by Crown Point's shareholders other than the Investors. Such approval is required because the investment may make the Investors a “control person” under the rules of the TSX Venture Exchange.

#### TDF Development Drilling, Recompletion and Exploration Programs

During the fourth quarter of 2014 and the first quarter of 2015, we expect to complete our 14-well program and we will disclose results as they become available. A commercial success on either exploration location could lead to additional drilling.

#### TDF Pricing

We expect TDF revenue per BOE for Q4 2014 to be lower than TDF revenue per BOE of \$32.41 achieved in Q3 2014 due to seasonal gas pricing factors but higher than \$30.45 per BOE earned in the prior year comparative Q4 2013 quarter. The Company believes market conditions in Argentina will continue to have a positive impact on natural gas prices. Unlike North America, there is not sufficient gas production in Argentina to meet the demand in the country.

#### TDF Sales Volumes

We expect TDF average daily sales volumes for Q4 2014 to be slightly higher than TDF average daily sales volumes of 1,336 BOE per day for Q3 2014. Actual daily sales volumes may differ from this estimate, largely depending on when our new wells and our newly fracked recompleted wells are placed on production.

#### Cerro de Los Leones Exploration (100% owned)

The Company's exploration activity in Cerro de Los Leones is focused on the La Hoyada x-1 well, which was completed as a potential oil discovery earlier this year. Crown Point is evaluating the completion results to determine if long-term testing is warranted. The La Hoyada x-1 well was drilled to a total depth of 1,953 metres and encountered persistent oil shows and gas while drilling through the Vaca Muerta formation which consisted of 125 metres of shale and 84 metres of imbedded fractured igneous intrusives.

Seven Vaca Muerta igneous intrusives totaling 51 metres in thickness were individually perforated and tested. For details of test results on the well, see our press release issued on June 24, 2014.

## SUMMARY FINANCIAL INFORMATION

(expressed in \$, except shares outstanding)	September 30 2014	December 31 2013
Working capital	2,160,388	15,049,226
Exploration and evaluation assets	15,102,925	10,350,417
Property and equipment	26,092,980	32,029,851
Total assets	52,443,977	64,868,464
Non-current financial liabilities <sup>(1)</sup>	1,843,946	3,942,392
Share capital	101,334,798	101,334,798
Total common shares outstanding	104,515,222	104,515,222

(expressed in \$, except shares outstanding)	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Oil and gas revenue	3,982,151	3,823,254	10,693,832	11,425,921
Petroleo Plus Credits	–	–	363,539	–
Net loss from continuing operations	(946,711)	(1,155,271)	(3,670,453)	(5,617,052)
Net loss per share from continuing operations <sup>(2)</sup>	(0.01)	(0.01)	(0.04)	(0.06)
Net income (loss) from discontinued operations	16,649	1,302,249	(8,446,258)	(5,731,259)
Net income (loss) per share from discontinued operations <sup>(2)</sup>	0.00	0.01	(0.08)	(0.05)
Funds flow from continuing operations	682,713	881,808	1,866,022	862,631
Funds flow per share from continuing operations <sup>(2)</sup>	0.01	0.01	0.02	0.01
Weighted average number of shares	104,515,222	104,515,222	104,515,222	104,515,222

<sup>(1)</sup> Non-current financial liabilities are comprised of bank debt. The total amount outstanding at September 30, 2014 is \$3,161,050 of which \$1,317,104 is classified as current and \$1,843,946 is long-term (December 31, 2013 – \$4,113,800; \$171,408 current and \$3,942,392 long-term).

<sup>(2)</sup> All per share figures are based on the basic weighted average number of shares outstanding in the period. The effect of options is anti-dilutive in loss periods. There were no in-the-money-stock options in the income period.

In the following discussion, the three and nine months ended September 30, 2014 may be referred to collectively as the “**2014 periods**” and the three and nine months ended September 30, 2013 referred to collectively as the “**2013 periods**”.

## RESULTS OF CONTINUING OPERATIONS

### Results of Operations – TDF

#### Operating Netback

Per BOE	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Oil and gas revenue (\$)	32.41	26.53	28.81	26.84
Royalties (\$)	(5.34)	(4.75)	(4.65)	(4.16)
Operating costs (\$)	(11.11)	(9.43)	(10.24)	(10.31)
Operating netback (\$)	15.96	12.35	13.92	12.37

The increase in the TDF operating netback for the 2014 periods as compared to the 2013 periods is explained by changes in sales volumes and revenues, royalties and operating costs as detailed below.

#### Sales Volumes and Revenues

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Light oil (bbls)	23,358	25,018	62,281	70,259
NGL (bbls)	2,161	2,407	5,971	11,931
Natural gas (Mcf)	584,197	700,092	1,817,400	2,060,808
Total BOE	122,885	144,107	371,152	425,658
Light oil bbls per day	254	272	228	257
NGL bbls per day	23	26	22	44
Natural gas Mcf per day	6,350	7,610	6,657	7,549
BOE per day	1,336	1,566	1,360	1,559
Light oil revenue (\$)	1,791,524	1,769,540	4,638,619	4,765,928
NGL revenue (\$)	42,731	45,122	90,696	322,397
Natural gas revenue (\$)	2,147,896	2,008,592	5,964,517	6,337,596
Total revenue	3,982,151	3,823,254	10,693,832	11,425,921
Light oil revenue per bbl (\$)	76.70	70.73	74.48	67.83
NGL revenue per bbl(\$)	19.78	18.74	15.19	27.02
Natural gas revenue per Mcf (\$)	3.68	2.87	3.28	3.08
Revenue per BOE (\$)	32.41	26.53	28.81	26.84

#### Production and Sales Volumes

TDF net production for the nine months ended September 30, 2014 averaged 1,361 BOE per day which is lower than previous quarters due to natural declines.

TDF sales volumes were weighted as follows:

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Light oil	19%	17%	17%	17%
NGL	2%	2%	2%	3%
Natural gas	79%	81%	81%	80%
Total	100%	100%	100%	100%

All of the Company's natural gas production is sold in the period produced, therefore natural gas sales volumes equal production volumes.

Oil (and related NGL) production from TDF is stored and periodically transported by ship to a refinery on the mainland. The sale of crude oil from TDF can be impacted by intermittent shipments due to storage levels and weather conditions. Oil and NGL sales volumes may include both previously inventoried volumes as well as current period production.

During the nine months ended September 30, 2014, oil production was 61,232 bbls (224 bbls per day) and sales were 62,281 bbls (228 bbls per day) as compared to the nine months ended September 30, 2013 for which oil production was 67,493 bbls (247 bbls per day) and sales were 70,259 bbls (257 bbls per day). Oil inventory at September 30, 2014 was 3,153 bbls. Oil inventory at December 31, 2013 was 4,202 bbls, which was sold in the first quarter of 2014. Oil inventory at December 31, 2012 was 10,210 bbls, which was sold in the first quarter of 2013.

During the nine months ended September 30, 2014, NGL production was 7,407 bbls (27 bbls per day) and sales were 5,971 bbls (22 bbls per day) as compared to the nine months ended September 30, 2013 for which NGL production was 9,358 bbls (34 bbls per day) and sales were 11,931 bbls (44 bbls per day). NGL inventory at September 30, 2014 was 1,899 bbls. NGL inventory at December 31, 2013 was 763 bbls, which was sold in the first quarter of 2014. NGL inventory at December 31, 2012 was 4,115 bbls, which was sold in first quarter of 2013.

A portion of the Company's NGL production is sold into the domestic TDF island market, but starting in June 2013, the majority of NGL production was left in the gas stream. Although TDF average daily natural gas sales volumes increased in the latter half of 2013 due to the re-injection of butane volumes, average daily natural gas sales volumes decreased in the 2014 period compared to the 2013 period due to staged shut-downs for compressor maintenance and natural declines.

#### Revenues

Oil from the TDF Concessions is sold on a spot basis with reference to the in-country Medanito crude oil benchmark price less a quality discount. Increases in mainland Argentina demand have resulted in increased market prices for oil since the middle of 2009, which in turn has led to higher oil prices for TDF crude.

All TDF NGL sales in the 2014 periods were to the lower-priced domestic market. The price earned in the three months ended September 30, 2014 increased as the Company had fulfilled its annual commitment to the residential market by June 30, which allowed sales in the third quarter to be made to the higher priced industrial market. The price earned by the Company on TDF NGL sales during the nine months ended September 30, 2013, includes the effect of 4,845 bbls of export sales at an average price of \$45.68 per bbl, which is higher than the domestic market price for both residential and industrial sales.

Of the commodities produced from the TDF Concessions, only natural gas is subject to seasonal demand. Residential demand for natural gas in Argentina is higher during the colder months of April through October, generally resulting in lower average natural gas prices during this period as sales to the residential market earn a lower price than the industrial market. Seasonal reductions in average natural gas prices during winter are typically offset by increases in gas sales during warmer months to the much higher-priced industrial market.

The price earned by the Company on TDF natural gas sales in the three and nine months ended September 30, 2014 averaged \$3.68 per Mcf and \$3.28 per Mcf, respectively, as compared to \$2.87 per Mcf and \$3.08 per Mcf, respectively, in the three and nine months ended September 30, 2013. The natural gas price earned in the 2014 periods increased due to a higher proportion of gas sales to the industrial market in the 2014 periods than in the 2013 periods. In addition, the industry-average natural gas price for the industrial market increased in from \$3.37 per mcf in late 2013 and early 2014 to \$4.89 per mcf in May 2014.

## Royalties

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Provincial royalties (\$)	655,650	683,868	1,724,605	1,771,258
Royalties as a % of Revenue	17%	18%	16%	16%
Royalties per BOE (\$)	5.34	4.75	4.65	4.16

Prior to receiving approval for the extension of the TDF Concessions in July 2013, the combined royalty rate paid in TDF was typically 14% to 15% of revenue. However, as part of the terms for the extension of the TDF Concessions, the base royalty rate was increased from 12% to 15%. As a result, royalties as a percentage of revenue are higher in the third quarter of 2013 as compared to the nine months ended September 30, 2013.

Variations in TDF royalties are also impacted by the level of sales volumes to mainland Argentina which bear an additional royalty of 2% compared to domestic TDF sales which carry a 1% royalty. As a result, commencing July 2013, TDF royalties typically range between 16% and 17%.

## Operating Costs

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Production and processing (\$)	1,246,928	1,221,774	3,458,587	3,942,705
Transportation and hauling (\$)	118,561	137,132	341,955	444,882
Total operating costs (\$)	1,365,489	1,358,906	3,800,542	4,387,587
Operating costs per BOE (\$)	11.11	9.43	10.24	10.31

Operating costs were higher in the 2014 periods due to third quarter adjustments to the ARS to USD exchange rate in response to the devaluation of the ARS, an increase in facility repair and maintenance costs and the BOE effect of fixed costs over lower volumes.

## G&A Expenses

G&A expenses for the three and nine months ended September 30, 2014 were \$1,213,072 and \$3,661,227, respectively, compared to \$1,361,868 and \$4,422,327, respectively, for the three and nine months ended September 30, 2013.

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Salaries and benefits (\$)	612,374	717,838	1,802,455	2,321,495
Office and general (\$)	295,520	278,787	890,494	934,023
Professional fees (\$)	221,748	274,565	695,561	801,541
Travel and promotion (\$)	83,430	90,678	272,717	365,268
	1,213,072	1,361,868	3,661,227	4,422,327

Salaries and benefits are lower in the three and nine months ended September 30, 2014 due to the effect of the ARS devaluation on the Argentine portion of salaries and benefits as only a partial rate adjustments have been implemented in 2014. Further devaluation adjustments are expected in the fourth quarter of 2014. In addition, salaries and benefits for the nine months ended September 30, 2013 include the effect of annual 2012 bonuses for Canadian and Argentine executives and employees approved and paid in the first quarter of 2013.

Office and general expenses in the 2014 periods are comparable to the 2013 periods.

Professional fees include fees for reserve reports, financial reporting services, financing fees paid to consultants, and legal fees related to assistance with the preparation of filing documents, including the Annual Information Form. Professional fees are lower in the 2014 periods due to a reduction in financing fees paid to consultants.

Travel and promotion expenses include the cost of management's investor relations activities and travel to Argentina. Travel and promotion expenses in the three months ended September 30, 2014 are comparable to the three months ended September 30, 2013. Travel and promotion expenses are higher in the nine months ended September 30, 2013 relative to the same period in 2014 due, in part, to an operational tour of the Company's properties for the Board of Directors of the Company.

### Depletion and Depreciation

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
TDF depletion (\$)	1,066,195	1,240,360	3,174,239	3,702,347
Depreciation (\$)	44,853	21,718	120,259	177,337
	1,111,048	1,262,078	3,294,498	3,879,684

As at September 30, 2014, TDF future development costs of proved plus probable reserves were estimated at \$16.8 million (December 31, 2013 – \$22.5 million). Developed and producing assets in Argentina as at September 30, 2014 include \$3.0 million (December 31, 2013 – \$3.3 million) of value added tax ("VAT").

During the nine months ended September 30, 2014, the Company capitalized \$102,863 and \$18,323 (nine months ended September 30, 2013 – \$559,725 and \$65,635) of G&A and share-based payments, respectively.

The TDF depletion rates are as follows:

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
TDF depletion rate per BOE (\$)	8.68	8.61	8.55	8.70

Depletion rates reflect the all-in combined charge of drilling operations, various asset acquisitions and investments in facilities and gathering systems. Office furniture, equipment and other assets are recorded at cost less accumulated depreciation. Depreciation is provided over the estimated useful lives of the assets using a 20% declining balance basis for Canadian office furniture and equipment on a straight line basis over 3 to 10 years for Argentina office furniture and equipment and a straight line basis over the term of the lease for all leasehold improvements.

The TDF depletion rate decreased in the 2014 periods as compared to the 2013 periods due mainly to a reduction in future development costs of proved plus probable reserves in the externally prepared December 31, 2013 reserve report as compared to the 2012 report.

### Remediation expense

During the three and nine months ended September 30, 2014, the Company accrued \$325,762 of remediation expenses for its working interest share of the estimated cost to clean up pre-existing soil contamination identified during a recent environmental assessment performed by Argentine provincial authorities. The accrual is based on the Company's share of the operator's estimate, however, management anticipates the work to be completed at a lower cost and is evaluating alternatives with the operator.

## Impairment

During the three and nine months ended September 30, 2014, the Company recognized \$24,000 of impairment on trade and other receivables. During the three and nine months ended September 30, 2013, the Company recognized \$nil and \$1,631,777, respectively, of impairment on E&E assets.

## Share-based Payments

Share-based payments (“**SBP**”) are non-cash amounts, calculated using the Black-Scholes model, of the estimated cost associated with options granted to purchase common shares. This expense does not represent actual cash compensation realized by the recipients of the options upon the eventual exercise of the options and disposition of the underlying shares.

During the three and nine months ended September 30, 2014, the Company recognized \$124,011 and \$498,822, respectively, of SBP expense compared to \$180,245 and \$877,574, respectively, in the three and nine months ended September 30, 2013.

SBP recognized in the 2014 period relates to options granted between May 2012, May 2013 and May 2014 and the effect of extending the expiry date of 670,000 options held by a deceased officer and director of the Company by one year to May 15, 2015. SBP recognized in the 2013 period relates to options granted between March 2011 and May 2013.

As at September 30, 2014, the remaining unvested balance SBP was \$299,896.

## Foreign Exchange Gain (Loss)

During the three and nine months ended September 30, 2014, the Company recognized a foreign exchange gain of \$99,175 and a foreign exchange loss of \$768,545, respectively, compared to foreign exchange gains of \$13,039 and \$1,601, respectively, during the three and nine months ended September 30, 2013.

These amounts occur as a result of currency fluctuations between the USD, the CAD and the ARS due to translation of monetary assets and liabilities.

Exchange rates <sup>(1)</sup> as at:	September 30 2014	December 31 2013
CAD to USD	0.8962	0.9349
ARS to USD	0.1178	0.1535
USD to ARS	8.4781	6.5172

<sup>(1)</sup> Source Bank of Canada

Although commodity prices and many components of capital, operating and general and administrative costs in Argentina are negotiated and denominated in USD, the Argentine government requires receipts and payments to be made in ARS at the official Argentine exchange rate. As a result, even though the functional currency of the Argentine subsidiaries is USD, monetary assets and liabilities such as accounts receivable and accounts payable are denominated in ARS and re-measured into the functional currency at each reporting date, making net monetary assets and liabilities sensitive to currency fluctuations.

The devaluation of ARS against the USD is linked to Argentina’s rate of inflation, which has been a persistent problem for several years, causing significant increases in the Company’s USD cost of operations and capital expenditures.

During 2013, the value of the ARS declined by 25 percent against the USD. During the nine months ended September 30, 2014, the value of the ARS declined an additional 23 percent and declined to 0.1173 (8.5276 USD to ARS) at November 28, 2014. As a result, foreign exchange losses recognized in the 2014 periods are largely due to the decline in the value of the ARS against the USD.

## Financing Expense

During the three and nine months ended September 2014, the Company incurred \$123,401 and \$379,501, respectively, of financing fees and bank charges compared to \$122,312 and \$345,858, respectively, in the three and nine months ended September 30, 2013.

Financing fees and bank charges result primarily from bank taxes charged in Argentina on cash transfers. Charges in the 2014 periods also include \$36,480 of commissions on the \$2.3 million deposit held as security for the HSBC Bank Argentina S.A. loan.

During the three and nine months ended September 2014, the Company incurred \$123,541 and \$377,763, respectively, of interest expense on bank debt with HSBC Bank Argentina S.A. that was drawn in November 2013.

### Recovery of VAT

In 2009, Antrim Argentina wrote off \$1.1 million of VAT credits which were considered uncollectible at the time due to the tax free status of the Province of Tierra del Fuego. However, as a result of the decision of the Federal Government of Argentina in 2012, subsequent to the acquisition of Antrim Argentina, which removed certain favourable tax laws pertaining to the Province of Tierra del Fuego, the Company is able to apply the credits against VAT now charged on TDF sales.

During the nine months ended September 30, 2013, the Company recognized \$327,962 of recoveries of VAT in results from continuing operations for amounts previously estimated as unrecoverable. The balance was recognized by the end of September 2013.

### Petroleo Plus Credits

As at September 30, 2014, the Company has \$1.1 million of approved certificates that have been assigned to a domestic oil exporter and \$1.1 million of outstanding certificates awaiting approval; however, the Company is uncertain as to when and if it will receive governmental approval for the assigned or the outstanding certificates. The Company accounts for Petroleo Plus Credits on a cash basis as sale proceeds are received.

During the second quarter of 2014, the Company received and recognized \$363,539 of Petroleo Plus Credits in results from continuing operations.

## CAPITAL EXPENDITURES

The Company recognized the following additions in exploration and evaluation (“E&E”) assets during the nine months ended September 30, 2014:

Cerro de Los Leones (\$)	4,663,295
Decommissioning additions (\$)	89,213
	4,752,508

During the nine months ended September 30, 2014, the Company drilled, logged, cased and rig released the La Hoyada x-1 exploration well as a potential oil discovery. The La Hoyada x-1 well was drilled to a total depth of 1,953 metres. In late June 2014, the Company suspended completion and evaluation operations on the La Hoyada x-1 well. Crown Point is evaluating the completion results to determine if long-term testing is warranted.

The Company also recognized the following additions to property and equipment assets during the nine months ended September 30, 2014:

Drilling and completion (\$)	6,509,443
VAT recoveries (\$)	(274,897)
Capitalized G&A (\$)	102,863
Corporate assets (\$)	254,115
Cash expenditures (\$)	6,591,524
Capitalized SBP (\$)	18,323
Decommissioning revisions (\$)	161,468
	6,771,315

Allocation of cash expenditures:	
TDF (\$)	6,337,409
Corporate (\$)	254,115
	6,591,524

During the nine months ended September 30, 2014, the Company incurred \$6,337,409 of expenditures in the TDF area related to the Company's 14-well development, recompletion and exploration program.

## DISCONTINUED OPERATIONS

On June 30, 2014, the Company completed the disposition of its 50% interest in the El Valle Exploitation Concession ("El Valle") for consideration of \$525,000, plus certain disposition adjustments, to its former joint interest partners in El Valle. As the cash flows of El Valle are clearly distinguished, both operationally and for financial reporting purposes, from the rest of the entity, the financial performance of El Valle for both the current and comparative periods have been presented separately as discontinued operations in the consolidated statements of loss and comprehensive loss and statement of cash flows.

The reported net income (loss) from the discontinued operations of El Valle is comprised of the following:

	For the three months ended September 30		For the nine months ended September 30	
	2014	2013	2014	2013
Oil and natural gas revenue	\$ —	\$ 1,025,214	\$ 1,661,944	\$ 5,081,982
Royalties	—	(269,050)	(445,085)	(1,369,551)
Operating expenses	—	(510,487)	(671,392)	(2,019,770)
Depletion and depreciation	—	(407,506)	(425,664)	(1,769,014)
Adjustment (loss) on disposition	16,649	—	(8,330,741)	—
Impairment	—	(48,130)	—	(8,296,521)
Foreign exchange loss	—	(14,178)	(232,480)	(64,938)
Accretion of decommissioning provision	—	(9,816)	(2,840)	(29,838)
Petroleo Plus credits	—	1,536,202	—	2,736,391
Net income (loss) from discontinued operations, net of tax	\$ 16,649	\$ 1,302,249	\$ (8,446,258)	\$ (5,731,259)

The carrying amount of the El Valle Exploitation Concession was \$8.8 million, resulting in the recognition of an approximate \$8.3 million loss on disposition in the condensed interim consolidated statement of loss and comprehensive loss.

The disposition of El Valle was part of an ongoing effort to focus human and capital resources on areas that the Company believes will provide the greatest return for its shareholders and drive growth in the future. As part of the disposition agreement the purchasers have assumed Crown Point's \$13 million of net future capital commitments in respect of its 50% interest in the El Valle Exploitation Concession.

## Operating Netbacks

Per bbl	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Argentina light oil (bbls)	—	15,094	24,827	76,804
bbl per day	—	164	91	281
Oil and gas revenue (\$)	—	67.92	66.94	66.17
Royalties (\$)	—	(17.83)	(17.93)	(17.83)
Operating costs (\$)	—	(33.82)	(27.04)	(26.30)
Operating netback (\$)	—	16.27	21.97	22.04

### Production and Sales Volumes

Production and sales volumes are lower in the nine months ended September 30, 2014 due to ongoing natural declines, no allocation of production volumes in June 2014 as a result of various disputes with its working interest partners at El Valle, some of which had become the subject of formal arbitration proceedings, and the disposition of El Valle on June 30, 2014. In addition, sales volumes in the nine months ended September 30, 2013 include the sale of 9,120 bbls in inventory at December 31, 2012 and 6,375 bbls of oil sold in advance by the operator.

### Revenues

Increases in mainland Argentina demand have resulted in improved market prices for oil since the middle of 2009, which in turn has led to higher oil prices for El Valle crude. The price of oil for 2014 is higher than the 2013 periods due to an increase in Argentine industry prices.

### Royalties

Royalties as a percentage of revenues were relatively unchanged in the nine months ended September 30, 2014 as compared to the nine months ended September 30, 2013.

### Operating Costs

Operating costs per BOE were higher in the three months ended September 30, 2013 due to workover expenditures incurred in September 2013.

In general, 2014 operating costs per BOE were higher than the 2013 periods due to poor cost control by the operator. Higher costs combined with lower production and sales volumes resulted in higher operating costs per BOE.

### **Impairment**

During the three and nine months ended September 30, 2013, the Company recognized \$48,130 and \$8,296,521, respectively, of impairment related to El Valle comprised of \$48,130 and \$522,603, respectively, of impairment on trade and other receivables and \$nil and \$7,743,918, respectively, of impairment on development and production assets.

### **Petroleo Plus Credits**

During the three and nine months ended September 30, 2013, the Company recognized \$1,536,202 and \$2,736,391, respectively, of Petroleo Plus Credits related to El Valle.

## **LIQUIDITY AND CAPITAL RESOURCES**

Liquidity risk is the risk that the Company will not meet its financial obligations as they become due. The Company manages its liquidity risk through management of its capital structure and annual budgeting of its revenues, expenditures and cash flows. As at September 30, 2014, the Company had working capital of \$2,160,388 (December 31, 2013 – \$15,049,226) including \$2.4 million of cash on deposit in short-term guaranteed investment certificates with a major Canadian financial institution. Management has received confirmation from the financial institution that these funds are available on demand. The remaining cash is in bank deposit/chequing accounts available as required for operations and vendor payments.

Given the Company's planned capital expenditures, administrative overhead requirements and other financial commitments, the Company's current working capital is not sufficient to meet current financial obligations for at least the next twelve months.

The Company anticipates using existing working capital, cash flow and the proceeds of the first tranche of the proposed \$15 million financing to fund the Company's capital expenditure program through to the end of 2014. However, as new opportunities arise or planned expenditures are revised, the Company is committed to raising the necessary funds required for operations and capital expenditures through equity financing, joint venture agreements, and debt. If more of the Company's properties become economic and productive, the additional cash flow generated will assist in funding the Company's future activities.

The Company's September 30, 2014 unaudited condensed interim consolidated financial statements have been prepared on a going concern basis which contemplates the realization of assets and the payment of liabilities in the ordinary course of business. During the nine months ended September 30, 2014, the Company incurred a net loss of approximately \$12.1 million. As noted above, as at September 30, 2014, the Company has working capital of approximately \$2.2 million and significant future capital commitments to develop its properties. The Company is in the process of raising new capital pursuant to a \$15 million financing as described in more detail below. The closing of the financing is subject to certain conditions, including applicable stock exchange and shareholder approvals. There is no certainty that such approvals will be obtained on a timely basis or at all.

The ability of the Company to continue as a going concern and the recoverability of its assets is dependent upon the existence of economically recoverable reserves and upon the Company's ability to obtain additional financing to continue the development of the Company's properties and generate funds therefrom and to meet current and future obligations. The need to obtain capital to fund the existing and ongoing operations creates a material uncertainty that may cast significant doubt about the Company's ability to continue as a going concern. The Company's September 30, 2014 unaudited condensed interim consolidated financial statements do not reflect adjustments in the carrying values of the assets and liabilities, expenses and the statements of financial position classifications that would be necessary if the going concern assumption were not appropriate. Such adjustments could be material.

If both tranches of the financing are successfully concluded in a timely fashion, Crown Point expects that it will have the working capital it requires to meet current financial obligations for the next 12 months.

#### Monetary and Currency Exchange Controls

The Argentina government has a number of monetary and currency exchange control measures in place that include restrictions on the free disposition of funds deposited with banks and tight restrictions on transferring funds abroad, with certain exceptions for transfers related to foreign trade and other authorized transactions approved by the Argentina Central Bank. The Central Bank may require prior authorization and may or may not grant such authorization for our Argentina subsidiaries to make dividend or loan payments to us and there may be a tax imposed with respect to the expatriation of such proceeds.

#### HSBC Argentina Loan

In November 2014, the Company obtained and drew down a second loan facility with HSBC Argentina in the amount of ARS 14,500,000 (\$1,700,000). The loan bears compensatory interest at a rate of 34% per annum on ARS 8,500,000 and 31.5% per annum on ARS 6,000,000, calculated and paid monthly. ARS 8,500,000 is repayable on October 16, 2015 and ARS 6,000,000 is renewable on February 11, 2015 at the Company's option at the prevailing interest rate. The Company has provided HSBC Argentina security in the form of a USD denominated GIC in the amount of \$1,700,000 on deposit with a major Canadian financial institution.

In November 2014, due to current exchange rate differences between the Argentine Peso and the US dollar, the Company reduced the \$2,310,000 GIC, provided as security to HSBC Argentina pursuant to the first ARS 26,800,000 loan, to \$1,585,000.

#### Financing

On November 16, 2014, the Company signed a \$15,000,000 investment agreement under which it anticipates raising new capital through an issue of 51,724,138 common shares on a private placement basis at a price of \$0.29 per share (CAD\$0.33 per share) to two strategic investors (the "Investors") based in Argentina, completed in two tranches:

- At the first closing (the "Initial Closing"), the Investors have committed to purchase an aggregate of 25,965,704 Shares for aggregate gross proceeds of \$7,530,054 to be received as follows: (i) \$2,000,000 in US dollars and (ii) the balance of \$5,530,054 in Argentine pesos based on the US dollar – Argentine peso exchange rate of Banco de la Nación Argentina at the close of business on the business day immediately prior to the Initial Closing date.
- At the second closing (the "Second Closing"), the Investors have committed to purchase an aggregate of 25,758,434 Shares for aggregate gross proceeds of \$7,469,946 to be received in

Argentine pesos based on the US dollar – Argentine peso exchange rate of Banco de la Nación Argentina at the close of business on the business day immediately prior to the Second Closing date.

The Initial Closing and the Second Closing are subject to certain conditions and approvals customary for a transaction of this nature, including TSXV approval. In addition: (i) the Initial Closing is subject to the Board appointing two of the Investors' nominees to the Board and the Company and the Investors entering into a mutually acceptable area of mutual interest agreement; and (ii) the Second Closing is subject to the approval of the Company's shareholders. Subject to certain exceptions, the Company has agreed to work exclusively with the Investors to complete the Investment and to not pursue other sources of equity financing.

## SUBSEQUENT EVENTS

Significant events occurring after September 30, 2014 are described under the Liquidity and Capital Resources section.

## CONTINGENT LIABILITY

The operator of the Cañadón Ramirez Concession received a claim from the Province of Chubut tax authorities for unpaid surface rights related to acreage relinquished by the operator in 2008 and 2009 for which the relinquishments were not recognized by the Province of Chubut until 2013. The operator has commenced legal proceedings to have the relinquishments recognized by the Province when submitted in 2008 and 2009 and the claim reversed. Should the operator be unsuccessful, the Company will be required to pay approximately \$263,000 for its share of the claim. An assessment of the likelihood of loss is indeterminable at this time and as a result, no provision has been made in these consolidated financial statements. Any such loss will be recognized in the period it becomes likely to occur.

## COMMITMENTS

The Company's commitments are disclosed in Note 19 to the Company's December 31, 2013 audited consolidated financial statements as well as in the December 31, 2013 MD&A.

As part of the June 30, 2014 agreement for the sale of the Company's 50% interest in the El Valle Exploitation Concession, the purchasers assumed Crown Point's \$13 million of net future capital commitments in respect of El Valle.

There have been no significant changes to the Company's remaining commitments during the 2014 period.

## RELATED PARTY TRANSACTIONS

There were no transactions between the Company and related parties of the Company during the 2014 periods.

## SHARE CAPITAL

Issued and outstanding	Common Shares	Stock Options
December 31, 2013	104,515,222	7,585,000
Granted	–	1,265,000
Forfeited	–	(540,000)
September 30, 2014 and December 1, 2014	104,515,222	8,310,000

## **DIVIDENDS**

The Company has not declared or paid any dividends. Any decision to pay dividends on any of its shares will be made by the Board of Directors of the Company on the basis of earnings, financial requirements and other conditions existing at the time.

## **OFF BALANCE SHEET ARRANGEMENTS**

The Company has no off balance sheet arrangements.

## **FINANCIAL INSTRUMENTS**

The fair values of the Company's cash and cash equivalents, trade and other receivables and trade and other payables approximate their carrying amounts due to the short-term nature of these financial instruments. Financial instruments also include interest-bearing bonds included in other non-current assets, deposit and bank debt for which fair values are not materially different than the carrying amounts.

The Company's accounts receivable are primarily with industry partners and are subject to normal industry credit risks. The Company extends unsecured credit to these entities, and therefore, the collection of any receivables may be affected by changes in the economic environment or other conditions. Management believes the risk is mitigated by the financial position of the entities. To date, the Company has not participated in any risk management contracts or commodity price contracts.

## **NEW ACCOUNTING STANDARDS AND PRONOUNCEMENTS**

On January 1, 2014, the Company adopted amendments to the following standards:

### *IAS 32 Financial Instruments: Presentation*

Amendments to *IAS 32 Financial Instruments: Presentation* clarify that an entity has a legally enforceable right to set-off if that right is (a) not contingent on a future event; and (b) enforceable both in the normal course of business and in the event of default, insolvency or bankruptcy of the entity and all counterparties. The amendments also clarify that when a settlement mechanism provides for either net settlement or gross settlement, it is equivalent to net settlement.

### *IAS 36 Impairment of Assets*

In May 2013, the International Accounting Standards Board issued an amendment to *IAS 36 Impairment of Assets*. These narrow-scope amendments address the disclosure of information about the recoverable amount of impaired assets if that amount is based on fair value less costs of disposal.

### *IFRIC 21 Levies*

IFRIC 21 Levies clarifies that an entity recognizes a liability for a levy when the activity that triggers payment, as identified by the relevant legislation, occurs. The interpretation also clarifies that no liability should be recognized before the specified minimum threshold to trigger that levy is reached.

The adoption of these amendments had no measurement or disclosure impact on the Company's unaudited condensed interim consolidated financial statements.

## **BUSINESS RISKS AND UNCERTAINTIES**

Crown Point's production and exploration activities are concentrated in Argentina, where activity is highly competitive and includes a variety of different sized companies ranging from smaller junior producers to the much larger integrated petroleum companies. Crown Point is subject to various types of business risks and uncertainties, which may materially affect the Company's future performance including total revenue, and profit or loss, including without limitation the following:

- availability of sufficient financial resources to fund the Company's capital expenditures, including the Company's ability to obtain stock exchange and shareholder approval of its proposed \$15

million private placement;

- the risk that the Company's failure to pay amounts due to the operator of the TDF Concessions could result in the Company being in default of its obligations, which could in turn result in the Company forfeiting its right to receive its share of production and related revenue from the TDF Concession and, if the default is not remedied, forfeiting its interests in the TDF Concessions;
- the risks of the oil and gas industry both domestically and internationally, such as operational risks in exploring for, developing and producing crude oil and natural gas and market demand;
- general economic conditions in Canada, Argentina and globally;
- the ability of management to execute its business plan;
- reliance on third party operators and joint venture partners to satisfy their commitments under existing agreements and arrangements and to carry out operations in a safe, efficient and effective manner;
- the risks of disputes with third party operators and joint venture partners and the effect that such disputes can have on the Company's operations and results;
- uncertainties inherent in estimating quantities of oil and natural gas reserves and cash flows to be derived therefrom and the risk that the value of such reserves may be impaired in future periods;
- fluctuations in the price of oil and natural gas, interest rates and exchange rates;
- governmental regulation of the oil and gas industry, including environmental regulation;
- lack of diversification of the Company's interests;
- risks associated with foreign operations, including changes in energy policies or personnel administering them, nationalization, hyper-inflationary conditions, currency fluctuations and/or devaluations, exchange and export controls and royalty and tax rates;
- the impact of work disruption and labour unrest on the Company's operations;
- actions taken by governmental authorities, including increases in taxes and changes in government regulations and incentive programs;
- geological, technical, drilling and processing problems;
- risks and uncertainties involving geology of oil and gas deposits;
- risks inherent in marketing operations, including credit risk;
- the ability to enter into, renew and/or extend leases and/or concessions;
- the uncertainty of estimates and projections relating to production, costs and expenses;
- potential delays or changes in plans with respect to exploration or development projects or capital expenditures including delays arising as a result of our inability to obtain the necessary oilfield services we require, including drilling rigs;
- the insufficiency of cash flow to fund operations;
- uncertainty of finding reserves and developing and marketing those reserves;
- unanticipated operating events, which could reduce production or cause production to be shut in or delayed;
- the ability of management to identify and complete potential acquisitions;
- if completed, the failure to realize the anticipated benefits of acquisitions;
- incorrect assessments of the value of acquisitions;
- ability to locate satisfactory properties for acquisition or participation;
- shut-ins of connected wells resulting from extreme weather conditions;
- insufficient storage or transportation capacity;
- hazards such as fire, explosion, blowouts, cratering and spills, each of which could result in substantial damage to wells, production facilities, other property and the environment or in personal injury;
- encountering unexpected formations or pressures, premature decline of reservoirs and the invasion of water into producing formations;
- the failure to satisfy work commitments and the potential to lose exploration and exploitation rights as a result;
- the ability to add production and reserves through development and exploration activities;
- the possibility that government policies or laws, including laws and regulations related to the environment, may change or governmental approvals may be delayed or withheld;
- uncertainty in amounts and timing of royalty payments;

- failure to obtain industry partner and other third party consents and approvals, as and when required;
- stock market volatility and market valuations;
- competition for, among other things, capital, acquisition of reserves, undeveloped land and skilled personnel; and
- the availability of capital on acceptable terms.

For additional details of the risks relating to the Company's business, see the Company's most current Annual Information Form, which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

## LEGAL, ENVIRONMENTAL, REMEDIATION AND OTHER CONTINGENT MATTERS

The Company reviews legal, environmental remediation and other contingent matters to both determine whether a loss is probable based on judgment and interpretation of laws and regulations, and determine that the loss can reasonably be estimated. When the loss is determined, it is charged to earnings. The Company's management monitors known and potential contingent matters and makes appropriate provisions by charges to earnings when warranted by circumstances.

## SELECTED CONSOLIDATED QUARTERLY INFORMATION

The following table sets forth selected consolidated financial information of the Company for the periods presented. Note that in 2012 Crown Point changed its financial year-end from August 31 to December 31 and the transition year was the four months ended December 31, 2012.

Unaudited <sup>(3)</sup>	September 30 2014	June 30 2014	March 31 2014	December 31 2013	September 30 2013	June 30 2013	March 31 2013	December 31, 2012 <sup>(1)</sup>
Working capital (\$)	2,603,388	7,070,257	11,062,943	15,049,226	14,242,848	12,818,352	14,062,065	14,892,869
Oil and gas revenue (\$)	3,982,151	3,930,200	4,443,425	5,208,744	4,848,468	5,275,267	6,384,168	8,298,961
Petroleo Plus Credits (\$)	–	363,539	–	3,247,173	1,536,202	–	1,200,189	–
Cash flow from operating activities (\$)	1,177,581	690,625	874,387	2,523,814	2,757,622	1,304,916	716,398	2,367,256
Net loss from continuing operations (\$)	(946,711)	(996,788)	(1,726,954)	(2,839,827)	(1,155,271)	(3,061,827)	(1,399,954)	(878,385)
Basic and diluted net loss from continuing operations per share <sup>(2)</sup> (\$)	(0.01)	(0.01)	(0.02)	(0.03)	(0.01)	(0.03)	(0.01)	(0.01)
Net income (loss) (\$)	(930,062)	(9,349,944)	(1,836,705)	(3,642,950)	146,978	(11,299,597)	(195,692)	(865,239)
Basic and diluted net income (loss) per share <sup>(2)</sup> (\$)	(0.01)	(0.09)	(0.02)	(0.03)	0.00	(0.11)	(0.00)	(0.01)
Expenditures on property and equipment and E&E assets (\$)	4,042,559	4,346,107	2,114,845	3,351,388	554,796	439,377	2,998,995	5,621,357
Total assets (\$)	52,443,977	53,648,371	61,316,664	64,868,464	63,019,390	69,797,016	80,465,946	84,011,091
Bank debt (\$)	3,161,050	3,296,150	3,345,943	4,113,800	–	–	–	–

(1) Four months ended December 31, 2012. All other periods are three months in duration.

(2) The sum of quarterly per share amounts may not add to annual figures due to rounding.

(3) The financial data for each quarter has been prepared in accordance with IFRS. The functional currency of Crown Point is the CAD. The functional currency of each of Crown Point's wholly owned subsidiaries, Crown Point Oil & Gas S.A., CanAmericas (Argentina) Energy Ltd. and Antrim Argentina, is the USD. The presentation currency of Crown Point is the USD.

- Working capital decreased in the third quarter of 2014 due to continued expenditures on property and equipment and E&E assets.
- Net loss in the quarter ended September 30, 2014 decreased compared to previous quarters

(excluding the effect of the \$8.3 million loss on the sale of El Valle recognized in the second quarter of 2014) due to decreases in operating, G&A and depletion expenses.

- Working capital and cash flow from operating activities decreased in the first and second quarters of 2014 due to a reduction in oil and gas revenue. The decreases were offset by Petroleo Plus proceeds received in the second quarter of 2014.
- Net loss increased in the quarter ended June 30, 2014 due to the recognition of an \$8.3 million loss on the sale of the Company's 50% interest in the El Valle Exploitation Concession.
- Net loss improved in the quarter ended March 31, 2014 compared to the quarter ended December 31, 2013 as the Company did not recognize any impairment during the 2014 period which offset the impact of not receiving Petroleo Plus proceeds.
- Working capital and cash flow from operating activities improved in the quarter ended December 31, 2013 due to \$3.2 million of Petroleo Plus proceeds received in the period.
- The Company recognized \$3.9 million of impairment on property and equipment and \$0.8 million of impairment on exploration and evaluation assets in the quarter ended December 31, 2013 which reduced the positive effect of Petroleo Plus proceeds on earnings.
- Working capital improved in the quarter ended September 30, 2013 due to \$1.5 million of Petroleo Plus proceeds received in the period.
- Cash flow from operating activities increased and the Company recognized \$0.2 million of net income in the quarter ended September 30, 2013 primarily related to the recognition of \$1.5 million of Petroleo Plus proceeds.
- Cash flow from operating activities decreased in the quarter ended June 30, 2013 due to an increase in net loss related to a decrease in sales volumes and a decrease in the Company's operating netback.
- Net loss increased in the quarter ended June 30, 2013 due to a decrease in the Company's operating netback and the recognition of \$9.9 million of impairment comprised of \$0.5 million on accounts receivable, \$1.6 million on exploration and evaluation assets and \$7.8 million on property and equipment
- Expenditures on property and equipment and E&E assets decreased in the quarter ended June 30, 2013 due to a curtailment of activity in El Valle and the pending approval of extensions of the TDF Concessions.
- Cash flow from operating activities decreased in the quarter ended March 31, 2013 due to an increase in trade and other receivables and a decrease in trade and other payables related to operating activities.
- Net loss decreased in the quarter ended March 31, 2013 due to an increase in the Company's operating netback and net proceeds from the sale of Petroleo Plus Credits.
- Expenditures on property and equipment and E&E assets in the quarter ended March 31, 2013 relate to interpretation of the Cerro de Los Leones seismic program and workover and stimulation expenditures in the El Valle area.
- Expenditures on property and equipment and E&E assets in the four months ended December 31, 2012 included \$2.98 million in relation to the Cerro de Los Leones seismic program with the balance primarily relating to the El Valle drilling program.

## NON-IFRS MEASURES

This MD&A contains the term "funds flow from (used in) continuing operations" which should not be considered an alternative to, or more meaningful than, operating cash flows from (used in) continuing operations as determined in accordance with IFRS as an indicator of the Company's performance. Funds flow from (used in) continuing operations and funds flow from (used in) continuing operations per share

(basic and diluted) do not have any standardized meanings prescribed by IFRS and may not be comparable with the calculation of similar measures used by other entities. Management uses funds flow from (used in) continuing operations to analyze operating performance and considers funds flow from (used in) continuing operations to be a key measure as it demonstrates the Company's ability to generate cash necessary to fund future capital investment. Funds flow from (used in) continuing operations per share is calculated using the basic and diluted weighted average number of shares for the period consistent with the calculations of earnings per share.

The Company reconciles funds flow from (used in) continuing operations to operating cash flows from (used in) continuing operations, which is the most directly comparable measure calculated in accordance with IFRS as follows:

	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
Operating cash flows from continuing operations (\$)	1,177,581	989,921	2,453,606	414,822
Changes in non-cash working capital (\$)	(494,868)	(108,113)	(587,584)	447,809
Funds flow from continuing operations (\$)	682,713	881,808	1,866,022	862,631

This MD&A also contains other industry benchmarks and terms, including "operating netbacks" (calculated on a per unit basis as oil, natural gas and NGL revenues less royalties, transportation and operating costs), which is a non-IFRS measure. Management believes this measure is a useful supplemental measure of the Company's profitability relative to commodity prices. Readers are cautioned, however, that operating netbacks should not be construed as alternatives to other terms such as net income as determined in accordance with IFRS as measures of performance. Crown Point's method of calculating this measure may differ from other companies, and accordingly, may not be comparable to similar measures used by other companies.

## ABBREVIATIONS AND BOE PRESENTATION

The following abbreviations used in this MD&A have the meanings set forth below:

<b>3-D</b>	- three dimensional
<b>bbls</b>	- barrels
<b>BOE</b>	- barrels of oil equivalent of natural gas, on the basis of 1 BOE for 6 Mcf of natural gas
<b>km<sup>2</sup></b>	- square kilometres
<b>Mcf</b>	- thousand cubic feet
<b>NGL</b>	- natural gas liquids

All BOE conversions in this MD&A are derived by converting natural gas to oil in the ratio of six Mcf of gas to one bbl of oil. BOE may be misleading, particularly if used in isolation. A BOE conversion ratio of six thousand Mcf to one bbl of oil (6 Mcf: 1 bbl) is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead. Given that the value ratio based on the current price of crude oil as compared to natural gas in Argentina is significantly different from the energy equivalency conversion ratio of 6:1, utilizing a conversion on a 6:1 basis is misleading as an indication of value.

## ADVISORIES

### Forward-Looking Information

This MD&A contains forward-looking information. This information relates to future events and the Company's future performance. All information and statements contained herein that are not clearly historical in nature constitute forward-looking information, and the words "may", "will", "should", "could", "expect", "plan", "intend", "anticipate", "believe", "estimate", "propose", "predict", "potential", "continue", "aim", or the negative of these terms or other comparable terminology are generally intended to identify forward-looking information. Such information represents the Company's internal projections, estimates, expectations, beliefs, plans, objectives, assumptions, intentions or statements about future events or

performance. This information involves known or unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking information. In addition, this MD&A may contain forward-looking information attributed to third party industry sources. Crown Point believes that the expectations reflected in this forward-looking information are reasonable; however, undue reliance should not be placed on this forward-looking information, as there can be no assurance that the plans, intentions or expectations upon which they are based will occur.

This MD&A contains forward-looking information concerning, among other things, the following: the Company's strategy to deliver low-risk growth and capitalize on large potential exploration upside, including increasing its production base in TDF through exploration and development drilling supplemented by recompletion and fracture stimulated selected older producing wells and that starting in the fourth quarter of 2014 that it expects this program to begin adding to the production from existing TDF wells; the Company's expectation that it is levered to benefit from expected increasing natural gas prices in Argentina; the expectation that new production and stronger natural gas prices coupled with the benefits of the New Gas Subsidy Program may have a positive impact on Crown Point's cash flows; the Company's assessment of the potential for re-entry operations being conducted at LF-1028 for remedial work; Crown Point's estimate of \$2.8 million to \$3.5 million of capital expenditures for Q4 2014, and how Crown Point expects to meet these obligations; Crown Point's expectations as to completing its 14-well program at TDF in 2014 and 2015 and that commercial successes could lead to additional drilling; the Company's expectations with respect to production volumes and revenues in Q4 2014 and that market conditions in Argentina will continue to have a positive impact on natural gas prices; the Company's expectation that further currency devaluations will occur in Argentina in the fourth quarter of 2014; Crown Point's expectation that certain actual remediation expenses may be lower than current estimates; the Company's description of a pending and proposed \$15 million financing, including the closing conditions, the expectation that the financing will be completed in two tranches and the expected gross proceeds from each closing; the Company's assessment of its ability to continue as a going concern and the potential risks and consequences to the Company as a result of the same; the Company's assessment that if both tranches of the financing are successfully concluded in a timely fashion, that it expects that it will have sufficient working capital to meet current financial obligations for the next 12 months; the Company's intention to conduct additional testing operations (subject to further evaluations) at its La Hoyada x-1 well in 2015; Crown Point's estimates of its future capital commitments and how it expects that it may satisfy such commitments, including pursuant to the completion of the \$15 million financing described herein; the potential sources of funds to meet the Company's commitments and other items described under "Liquidity and Capital Resources"; the Company's assessment of the monetary impact of an adverse ruling with respect to an ongoing dispute with the Province of Chubut; the expectation that further currency devaluation adjustments will occur in the fourth quarter of 2014; the Company's commitment to raising the necessary funds required for operations and capital expenditures through equity financing, joint venture agreements, and debt; and the expectation that if more of the Company's properties become economic and productive, the additional cash flow generated will assist in funding the Company's future activities. The reader is cautioned that such information, although considered reasonable by the Company, may prove to be incorrect. Actual results achieved during the forecast period will vary from the information provided in this MD&A as a result of numerous known and unknown risks and uncertainties and other factors.

A number of risks and other factors could cause actual results to differ materially from those expressed in the forward-looking information contained in this MD&A including, but not limited to, the risk the Company is not able to complete its proposed \$15 million financing in a timely manner (or at all) or on the terms it presently contemplates; the risks and other factors described under "Business Risks and Uncertainties" in this MD&A and under "Risk Factors" in the Company's Annual Information Form, which is available for viewing on SEDAR at [www.sedar.com](http://www.sedar.com).

In addition, note that information relating to reserves is deemed to be forward-looking information, as it involves the implied assessment, based on certain estimates and assumptions that the reserves described can be economically produced in the future.

With respect to forward-looking information contained in this MD&A, the Company has made assumptions regarding, among other things: the impact of increasing competition; the general stability of the economic and political environment in which the Company operates; the timely receipt of any required regulatory

approvals; the ability of the Company to complete its proposed \$15 million financing in a timely manner (or at all) or on the terms it presently contemplates; the ability of the Company to continue as a going concern without the loss of any assets; the ability of the Company to obtain qualified staff, equipment and services in a timely and cost efficient manner; drilling results; the costs of obtaining equipment and personnel to complete the Company's capital expenditure program; the ability of the operator of the projects which the Company has an interest in to operate the field in a safe, efficient and effective manner; the ability of the Company to obtain financing on acceptable terms when and if needed; field production rates and decline rates; the ability to replace and expand oil and natural gas reserves through acquisition, development and exploration activities; the timing and costs of pipeline, storage and facility construction and expansion and the ability of the Company to secure adequate product transportation; future oil and natural gas prices (including New Gas Subsidy Programs); currency, exchange and interest rates; the regulatory framework regarding royalties, taxes and environmental matters in the jurisdictions in which the Company operates; and the ability of the Company to successfully market its oil and natural gas products. Management of Crown Point has included the above summary of assumptions and risks related to forward-looking information included in this MD&A in order to provide investors with a more complete perspective on the Company's future operations. Readers are cautioned that this information may not be appropriate for other purposes.

**Readers are cautioned that the foregoing lists of factors are not exhaustive. The forward-looking information contained in this MD&A are expressly qualified by this cautionary statement.**

The forward-looking information contained herein is made as of the date of this MD&A and the Company disclaims any intent or obligation to update publicly any such forward-looking information, whether as a result of new information, future events or results or otherwise, other than as required by applicable Canadian securities laws.

## **ADDITIONAL INFORMATION**

Additional information regarding the Company, including the Company's Annual Information Form, and its business and operations is available on the Company's profile at [www.sedar.com](http://www.sedar.com). Copies of the information can also be obtained by contacting the Company at Crown Point Energy Inc., 1600, 700 – 6th Avenue SW., Calgary, Alberta T2P 0T8, or by phone at 403 232-1150, by email at [info@crownpointenergy.com](mailto:info@crownpointenergy.com) or on the Company's website at [www.crownpointenergy.com](http://www.crownpointenergy.com).