

# 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") is at and for the three months ended March 31, 2017.

This MD&A is dated as of May 23, 2017 and should be read in conjunction with the Company's unaudited March 31, 2017 condensed interim consolidated financial statements and the audited December 31, 2016 consolidated financial statements. The consolidated financial statements of the Company have been prepared in accordance with International Financial Reporting Standards ("IFRS").

The functional currency of the Company's two subsidiaries is the United States dollar ("USD"); the functional currency of the Company is the Canadian dollar ("CAD"). The Company's presentation currency is the USD. In this MD&A, unless otherwise noted, all dollar amounts are expressed in USD. References to "ARS" are to Argentina Pesos.

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 March 31, 2017 condensed interim consolidated financial statements and audited December 31, 2016 consolidated financial statements and other filings are available on SEDAR at [www.sedar.com](http://www.sedar.com).

In the following discussion, the three months ended March 31, 2017 may be referred to as "Q1 2017", the comparative three months ended March 31, 2016 referred to as "Q1 2016", and the previous three months ended December 31, 2016 referred to as "Q4 2016".

## CORPORATE OVERVIEW AND STRATEGY

Crown Point (TSX-V:CWV) is a Calgary-based junior international oil and gas company with producing assets and 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.

The Company's strategy is designed to deliver low-risk growth and capitalize on large potential exploration upside. Specifically, Crown Point is focused on increasing its production base in TDF through exploration and development drilling supplemented by recompletion and fracture stimulation of selected older producing wells. At Cerro de Los Leones, the Company is developing additional drilling plans contingent on successful results from the proposed fracture stimulation and production testing of the Vega del Sol x-1 well and is designing a 3-D seismic program to be shot over the northern part of the concession.

Currently, the Company's production is derived entirely from its 25.78% interest in three exploitation concessions in TDF where an active development and exploration program is in place to expand the Company's reserves and production. Crown Point's production is weighted to natural gas and is levered to benefit from expected increasing natural gas prices in Argentina.

Crown Point is conducting an active exploration program in the 100% interest Cerro de Los Leones exploration concession in Mendoza province, an area surrounded by several large conventional oil pools.

## OPERATIONAL UPDATE

### Tierra del Fuego Concession

#### Rio Cullen and La Angostura Concessions

Studies on both the Rio Cullen and La Angostura concessions were completed in late July 2016. The Rio Cullen study identified nine gas prospects. The Angostura study identified seven oil prospects. The Company high-graded the prospects on both concessions and selected one drilling location on each. In Q4 2016, the Company requested a two year extension of the December 31, 2016 commitment dates for

drilling one exploration well on each of the Rio Cullen and La Angostura concessions. Approval of the extension was received from both the Secretary of Energy and Governor of the Province, but not before the recess of the Provincial Legislature on December 15, 2016 and therefore was not ratified. Accordingly, the Company and its partners commenced preparation of the two drilling sites (RC x-1002 in Rio Cullen and SM x-1001 in La Angostura) in late December 2016. SM x-1001 was drilled and cased in Q1 2017 and RC x-1002 commenced drilling in March 2017 and was cased in April 2017. Perforation and testing of the wells is planned to commence in June 2017.

The Company fulfilled the Rio Cullen concession expenditure commitment during Q1 2017 and expects to fulfill the La Angostura concession expenditure commitment by June 30, 2017. After fulfillment of the exploration commitments, the Company has the option to extend each concession by making a cash payment plus an investment commitment for exploration and development work, both of which are on a sliding scale based on a proved plus probable reserves range discovered during the initial exploration period of between zero and greater than 18 million BOE. The cash payment is a minimum of \$32,500 to a maximum of \$1.29 million (net to the Company's interest) and the investment commitment is a minimum of \$0.46 million to a maximum of \$9.28 million (net to the Company's interest).

#### Las Violetas Concession

During 2014 and 2015, Crown Point and its partners drilled 13 new wells, of which eight wells are on production, three wells have been suspended pending further study, one well was reentered for a remedial completion workover, and one well was cased and will be completed and tested in 2017.

During 2016, the Company identified a number of older producing and non-producing wells on the Las Violetas concession as candidates for fracture stimulation and carried out fracture stimulations on four older wells of which two wells were successfully fracture stimulated and placed back on production, one well was chemically treated in Q1 2017 to remove wellbore emulsion buildup and improve inflow and one well is suspended.

Prospect identification and evaluation to develop additional exploitation, step out and appraisal locations on the Las Violetas concession is ongoing.

#### Cerro de Los Leones Concession

The Company has a 100% working interest in the 100,907 acre area covered by the Cerro de Los Leones ("CLL") Concession Permit (the "Permit"), which is located in the northern portion of the Neuquén Basin in the Province of Mendoza, Argentina.

During 2015, the Company undertook an evaluation of the potential of two older wells, Vega del Sol x-1 (VdS x-1) and Vega del Sol x-3 (Vds x-3), previously drilled in the Vega del Sol structure which had been abandoned by YPF when it relinquished the acreage. The wells were re-entered and tested during the latter part of 2015 and much of 2016. VdS x-3 was suspended as a potential oil and gas producer. A decision as to whether the Company will place this well on long-term test by pipelining the production through the VdS x-1 facilities has been delayed until production testing of the VdS x-1 well has been completed. VdS x-1 was shut in on October 27, 2016. Crown Point has designed a fracture stimulation program at an estimated cost of \$0.5 million to improve production rates at VdS x-1. The Company is planning to perform the fracture stimulation on VdS x-1 in Q3 or Q4 2017, subject to equipment availability.

During 2016, the Company recognized \$2,527,270 of exploration expense in relation to expenditures on VdS x-1 and VdS x-3 as these wells are not expected to be proven commercially viable or technically feasible without further significant capital investment which is not currently planned or budgeted.

In Q4 2016, the Company applied for an extension to the Period 2 exploration period which was to expire on May 21, 2017. The extension was requested to allow the Company time to acquire 234km<sup>2</sup> of 3-D seismic and drill one exploration well. In March 2017, the Mendoza provincial government formally agreed to extend the deadline to acquire seismic until January 22, 2018 and informally agreed to extend the commitment to drill one exploration well for an unspecified period following the acquisition of seismic.

Should the Company fail to complete its work commitments within the specified time period, it must surrender the concession exploration lands and will be obligated to make a payment equal to the value of the Company's outstanding Period 2 work commitments.

The Company is seeking a partner in the CLL concession to share future capital costs and provide capital cost recovery opportunities on existing and previous capital projects.

## OUTLOOK

### Capital Spending

Crown Point estimates a total of \$12.3 million of capital expenditures for 2017 comprised of \$3.5 million of expenditures on the TDF concessions and \$8.8 million of expenditures on the CLL concession (which will be reduced if the Company obtains a partner at CLL). Crown Point expects to meet these obligations, along with its other anticipated expenses, using funds flow from operations, expected proceeds from *Petróleo Plus* bonds (see *Petróleo Plus* Proceeds under the Liquidity and Capital Resources section of this MD&A) as well as additional debt (see the Subsequent Events section of this MD&A) and/or equity financings and potential joint venture arrangements.

The Company anticipates the following activities to occur during Q2 2017 and Q3 2017 at a total estimated cost of \$11 million:

- Acquisition of 234 km<sup>2</sup> of 3-D seismic on the CLL concession to fulfill the work commitment for the second exploration period.
- Completion of geological and seismic work to build a drilling inventory on the Rio Chico and Los Flamencos eastern extensions, Puesto Quince and the south flank of the Las Violetas gas pool.
- Recomplete and stimulate one shut-in well in the Las Violetas gas pool and two shut-in wells in the San Luis gas pool.
- Completion and testing of the RC x-1002 well on the Rio Cullen concession and the SM x-1001 well on the La Angostura concession in TDF.

### Argentina – Economic Summary

Since December 2015, the President of Argentina, Mauricio Macri, has undertaken several measures to stabilize the Argentine economy and rebuild trust and confidence. Some of these measures include: relaxing of currency controls, reaching an agreement with holdout creditors, lifting restrictions to capital inflow/outflow, returning to the international capital markets, removing or reducing export duties, gradually removing import restrictions, correcting exchange rates and subsidies, and reestablishing relations with countries that have traditionally been Argentina's business and political partners. Recent impacts of these changes include an increase in interest rates by the Central Bank of Argentina to control inflation; a decrease in Argentina's inflation rate, although it still remains high; and a stabilization of the ARS/USD exchange rate. The Argentine government continues its efforts to attract investment in Argentina, particularly in the energy sector, and the response from foreign investors has been positive.

Following his election, President Macri replaced the *Secretaria de Energía* with the Ministry of Energy and Mines and appointed Juan Jose Aranguren, the former CEO of Shell's Argentine branch, as the Minister. The reorganization of Argentina's Federal Administration for Energy underlines the strategic importance of the energy industry to the Macri government. One of the first measures of the Ministry of Energy and Mines was the declaration of the state of emergency of Argentina's electricity sector through an executive decree from President Macri which will last until December 31, 2017. The Company expects the government will implement gradual increases in natural gas and electricity rates until the end of 2019.

### Commodity Prices

#### *Oil*

Domestic oil pricing policy has been influenced by the worldwide collapse in international oil prices. The stated intent of the Government is to allow domestic oil pricing to be coupled with international benchmarks during 2017.

In January 2017, at the request of the Government, an agreement to converge the *Medanito* and *Escalante* oil prices with international Brent pricing over the coming months (the "Pricing Agreement") was signed by a majority of producers and refiners in Argentina. Under the terms of the Pricing Agreement, local refiners will pay \$59.40 per bbl for *Medanito* crude oil and \$48.30 per bbl for *Escalante* crude oil in January 2017

and the prices will be gradually decreased every month until they reach \$55 per bbl and \$47 per bbl, respectively, in July 2017. Prices in effect in July 2017 will then be applicable until December 31, 2017, when the terms of the Pricing Agreement are set to expire. The Pricing Agreement will remain in place until December 31, 2017 unless (1) the Brent price falls below \$45 per bbl for ten consecutive days or (2) the Argentinian peso depreciates more than 20%, in which case the Pricing Agreement will be renegotiated. Further, the Pricing Agreement outlines that should Brent remain higher than \$1.00 above the monthly Medanito floor price for ten consecutive days, the Pricing Agreement will be suspended and the Brent price will be adopted.

Oil from Crown Point's TDF concessions is sold at a discount to the Medanito crude oil price. Under the terms of the Pricing Agreement and taking the discount into account, the Company expects to receive an average of \$47.85 per bbl for its TDF oil in 2017.

#### *Natural gas*

Crown Point sells its gas production to both industrial and residential consumers. Residential demand for natural gas in Argentina is higher during the colder months of April through October, reducing the average natural gas prices during this period as sales to the residential market earn a government-imposed lower price than sales to the industrial market. Seasonal reductions in average natural gas prices earned during the winter months are typically offset by increased sales to the much higher-priced industrial market during November through March.

On October 6, 2016, the Ministry of Energy and Mines issued Resolution 212/2016 which specified that new prices for residential users would commence on October 7, 2016 with a 300% to 400% increase limit to prices set in the comparative period of the previous year, depending on the type of residential user, and a 500% increase limit for small and medium-sized companies. Resolution 212/2016 supersedes resolutions issued in March, June and July of 2016 which had mandated higher price increases that were subsequently blocked by class action suits initiated by residential consumers and small business.

As a result, the Company adjusted its previous estimates of prices for residential gas sales to reflect the prices that were in effect before the aforementioned superseded resolutions were issued, and has based its estimates for future gas prices based on Resolution 212/2016. The Company expects to receive an average of \$3.73 per mcf for its TDF gas in 2017

## FINANCIAL INFORMATION

### SUMMARY OF FINANCIAL INFORMATION

(expressed in \$, except shares outstanding)	March 31 2017	December 31 2016
Working capital	(711,630)	194,679
Exploration and evaluation assets	7,911,447	6,336,658
Property and equipment	24,640,947	26,442,251
Total assets	38,946,401	39,023,203
Non-current financial liabilities <sup>(1)</sup>	283,618	427,761
Share capital	116,003,355	116,003,355
Total common shares outstanding	164,515,222	164,515,222

(expressed in \$, except shares outstanding)	Three months ended March 31	
	2017	2016
Oil and gas revenue	2,773,174	3,676,349
Net loss	(567,457)	(1,343,778)
Net loss per share <sup>(2)</sup>	(0.00)	(0.01)
Cash flow from (used by) operations	634,124	792,862
Cash flow per share – operations <sup>(2)</sup>	0.00	0.00
Funds flow from operations <sup>(3)</sup>	371,031	831,235
Funds flow per share – operations <sup>(2)(3)</sup>	0.00	0.01

Weighted average number of shares	164,515,222	164,515,222
-----------------------------------	-------------	-------------

- (1) Non-current financial liabilities are comprised of bank debt. The total amount outstanding at March 31, 2017 is \$2,258,382 of which \$1,974,764 is classified as current and \$283,618 is long-term (December 31, 2016 – \$2,376,639; \$1,948,878 current and \$427,761 long-term).
- (2) 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. Per share amounts may not add due to rounding.
- (3) "Funds flow from operations" and "Funds flow per share" are non-IFRS measures. See "Non-IFRS Measures" for a reconciliation of these measures to the nearest comparable IFRS measures.

## RESULTS OF OPERATIONS

### Results of Operations – TDF

#### Operating Netback

Per BOE	Three months ended March 31	
	2017	2016
Oil and gas revenue (\$)	25.68	27.64
Royalties (\$)	(4.73)	(5.13)
Operating costs (\$)	(11.26)	(10.48)
Operating netback (\$)	9.69	12.03

Variations in the TDF operating netback for Q1 2017 as compared to Q1 2016 is explained by changes in sales volumes and revenues, royalties and operating costs as detailed below.

#### Sales Volumes and Revenues

	Three months ended March 31	
	2017	2016
Light oil (bbls)	8,443	24,182
NGL (bbls)	3,215	1,050
Natural gas (Mcf)	578,038	646,752
Total BOE	107,998	133,024
Light oil bbls per day	94	266
NGL bbls per day	36	12
Natural gas Mcf per day	6,423	7,107
BOE per day	1,200	1,462
Light oil revenue (\$)	423,883	1,477,541
NGL revenue (\$)	57,343	7,159
Natural gas revenue (\$)	2,291,948	2,191,649
Total revenue	2,773,174	3,676,349
Light oil revenue per bbl (\$)	50.20	61.10
NGL revenue per bbl (\$)	17.84	6.82
Natural gas revenue per Mcf (\$)	3.97	3.39
Revenue per BOE (\$)	25.68	27.64

#### TDF Sales and Production Volumes

During Q1 2017, the Company's average daily sales volumes were 1,200 BOE per day, down 15% from 1,412 BOE per day in Q4 2016 and down 18% from 1,462 BOE per day in Q1 2016 due mainly to lower sales of inventoried volumes of oil in Q1 2017 combined with natural declines.

TDF average daily production volumes for Q1 2017 were 1,298 BOE per day, down 2% from 1,329 BOE per day in Q4 2016 and down 9% from 1,421 BOE per day in Q1 2016. The decrease in Q1 2017 daily production volumes is due to the natural decline of wells.

TDF sales volumes were weighted as follows:

	Three months ended March 31	
	2017	2016
Light oil	8%	18%
NGL	3%	1%
Natural gas	89%	81%
<b>Total</b>	<b>100%</b>	<b>100%</b>

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.

For the three months ended March 31	Oil				NGL			
	2017		2016		2017		2016	
	bbls	per day	bbls	per day	bbls	per day	bbls	per day
Inventory, January 1	9,292		16,498		1,483		1,692	
Production	17,247	192	20,541	226	3,230	36	995	11
Sales	(8,443)	(94)	(24,182)	(266)	(3,215)	(36)	(1,050)	(12)
Inventory, March 31	18,096		12,857		1,498		1,637	

### TDF Revenues and Pricing

TDF revenue per BOE for Q1 2017 was approximately \$25.68 per BOE, lower than TDF revenue per BOE of \$27.64 in Q1 2016, due to a decrease in oil sales volumes combined with a decrease in oil prices. TDF revenue per BOE for Q4 2016 was \$27.46.

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 sales to 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 Q1 2017 averaged \$3.97 per Mcf, as compared to \$3.39 per Mcf in Q1 2016 as a result of a higher prices received in Q1 2017 for both the residential and industrial markets. The average natural gas price for the industrial market was \$4.10 per Mcf in Q1 2017 compared to \$3.89 per Mcf in Q1 2016. The average natural gas price for the residential market was \$1.20 per Mcf in Q1 2017 compared to \$0.28 per Mcf in Q1 2016 due to Resolution 212/2016 which specified that residential gas price increases would commence on October 7, 2016.

Oil from Crown Point's TDF concessions was sold at \$50.20 per bbl in Q1 2017, up 5% from \$47.93 per bbl in Q4 2016 and down 18% from \$61.10 per bbl in Q1 2016.

The price earned by the Company on TDF NGL sales is higher in Q1 2017 than the price earned in Q1 2016 as sales in Q1 2016 were to the lower-priced residential market.

See also the Outlook – Commodity Prices section of this MD&A.

## Royalties

	Three months ended March 31	
	2017	2016
Provincial royalties (\$)	510,609	682,621
Royalties as a % of Revenue	18.4%	18.6%
Royalties per BOE (\$)	4.73	5.13

The base royalty rate for revenue from the TDF concessions is 15% plus other royalties at an average rate of 2% on revenues for which the base royalty is paid in cash rather than in-kind. Variances in TDF royalties are also impacted by commodity prices over certain thresholds which may increase the base rate by 0.5% increments and by the level of export sales volumes which bear an additional royalty of 2% compared to mainland Argentina sales which carry a 1% royalty.

## Operating Costs

	Three months ended March 31	
	2017	2016
Production and processing (\$)	1,145,302	1,266,487
Transportation and hauling (\$)	71,041	127,340
Total operating costs (\$)	1,216,343	1,393,827
Production and processing per BOE (\$)	10.60	9.52
Transportation and hauling per BOE (\$)	0.66	0.96
Operating costs per BOE (\$)	11.26	10.48

Operating costs are higher in Q1 2017 as compared to Q1 2016 due mainly to increased contract operator costs caused by increased operating activity, as well as higher costs related to company labor and supervision and access rights.

Transportation and hauling costs per BOE consist of contracted services hired to perform vacuum truck and transportation activities for crude oil.

## G&A Expenses

	Three months ended March 31	
	2017	2016
Salaries and benefits (\$)	395,617	469,915
Professional fees (\$)	119,893	102,700
Office and general (\$)	132,300	194,660
Travel and promotion (\$)	16,900	20,593
Capitalized G&A expenses (\$)	–	(110,877)
	664,710	676,991

Salaries and benefits are lower in Q1 2017 due to an overall reduction in staffing levels combined with the devaluation of ARS against the USD in Q1 2017 compared to Q1 2016 which resulted in lower Q1 2017 salary costs for Argentine employees. The Company expects Argentine salary and certain other costs to increase in the second quarter of 2017 in response to the devaluation of the ARS against the USD.

Professional fees include reserve reports fees, consulting fees for financial reporting and investor relations services and legal and consulting fees related to assistance with the preparation of various documents for regulatory compliance. Professional fees are higher in Q1 2017 due mainly to audit fees.

Office and general expenses are lower in Q1 2017 due to the closing of the Calgary office and efficiencies and cost-savings achieved in the Argentina office.

Travel and promotion expenses include the cost of management's investor relations activities and travel between Argentina and Canada. Travel and promotion expenses are lower in Q1 2017 as there were fewer but more extended trips by management to Argentina which reduced airfare costs.

Capitalized G&A relates to direct costs associated with the Company's capital programs. The Company did not capitalized any G&A in Q1 2017 as the capital program consisted of drilling of one exploration well on each of the Rio Cullen and Angostura concessions in TDF for which the planning took place at the end of 2016 and for the which the results will be evaluated in the upcoming months. Capitalized G&A in Q1 2016 related to time and resources being directly attributed to the planning and evaluation of drilling operations on the Cerro de Los Leones concession and the TDF drilling program.

## Depletion and Depreciation

	Three months ended March 31	
	2017	2016
TDF depletion (\$)	1,317,751	1,675,093
Depreciation (\$)	17,612	45,860
	1,335,363	1,720,953
TDF depletion rate per BOE (\$)	12.20	12.59

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 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 is lower in Q1 2017 compared to Q1 2016 due mainly to a reduction in future development capital offset by a reduction in the proved plus probable reserves estimated in the externally prepared December 31, 2016 reserve report as compared to the 2015 report from 4,917,500 BOE to 3,922,200 BOE. The decrease in proved plus probable reserves in the 2016 reserve report is due to 2016 production of 506,100 BOE and downward revisions of probable reserves with a corresponding decrease in future development capital from \$32.4 million in the 2015 reserve report to \$22.6 million in the 2016 reserve report.

## Foreign Exchange Gain (Loss)

During Q1 2017, the Company recognized a foreign exchange loss of \$4,613 compared to a foreign exchange gain of \$124,734 during Q1 2016.

The functional currency of Crown Point is the CAD. The functional currency of each of Crown Point's wholly owned subsidiaries, CanAmericas (Argentina) Energy Ltd. and Antrim Argentina ("**Antrim**"), is the USD. The presentation currency of Crown Point is the USD.

Foreign exchange gains (losses) reported in the consolidated statement of loss and comprehensive loss occur as a result of translation of foreign denominated monetary assets and liabilities to the functional currency of the respective entity and the related currency fluctuations between the CAD and the USD and the USD and the ARS.

Exchange rates <sup>(1)</sup> as at:	March 31 2017	December 31 2016
CAD to USD	0.7519	0.7448
ARS to USD	0.0651	0.0636
USD to ARS	15.3522	15.7311

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

In Crown Point, the translation of USD denominated foreign currency to CAD during Q1 2017 resulted in a foreign exchange loss of approximately \$752 (Q1 2016 – \$118,322 foreign exchange loss).

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, a portion of 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 somewhat sensitive to currency fluctuations.

In the Argentine subsidiary, the translation of ARS denominated net monetary liabilities during Q1 2017 resulted in a foreign exchange loss of approximately \$3,861 (Q1 2016 – \$243,056 foreign exchange gain).

Currency appreciation and devaluation in Argentina affects the cost of ARS denominated items which are translated to the USD functional currency of the Argentine subsidiaries. A portion of TDF operating costs and general and administrative expenses incurred in Argentina are denominated in ARS. During Q1 2017, the appreciation of ARS resulted in higher TDF operating costs and general and administrative expenses incurred in Argentina by approximately 1% (Q1 2016 devaluation of ARS; lower by 6%).

During Q1 2017, the appreciation of ARS since December 31, 2016 resulted in an increase in the USD equivalent of ARS denominated foreign currency denominated financial instruments, excluding bank debt, by approximately \$8,000 (Q1 2016 – devaluation of ARS; reduction by approximately \$95,000).

The HSBC Argentina bank debt, as described under Liquidity and Capital Resources, is denominated in ARS and translated to USD at each reporting date.

The effect of currency appreciation on bank debt during Q1 2017 is shown in the following table:

	March 31 2017
June 2015 Loan facility (ARS 7,520,883)	478,087
Repayment of June 2015 Loan facility (ARS 1,187,500)	(75,894)
October 2015 Loan facility (ARS 8,708,333)	553,574
Repayment of October 2015 Loan facility (ARS 1,187,500)	(75,636)
February 2016 Loan facility (ARS 7,000,000)	444,978
Effect of change in exchange rates	33,273
	\$ 1,358,382

## Net Finance Expense

During Q1 2017, the Company earned \$11,859 of interest income on short-term deposits compared to \$10,640 in Q1 2016.

During Q1 2017, the Company incurred \$76,211 of financing fees and bank charges compared to \$79,154 in Q1 2016. Financing fees and bank charges result primarily from bank taxes charged in Argentina on cash transfers.

During Q1 2017, the Company incurred \$94,768 of interest expense on bank debt with HSBC Bank Argentina S.A. compared to \$125,362 in Q1 2016. Interest expense is lower in Q1 2017 due to the repayment of loans as scheduled and described under the Liquidity and Capital Resources – Argentina Loans section of this MD&A.

## Other Income and Expenses

### *Oil Incentive Bonus Payments*

On February 3, 2015, the Government of Argentina announced a new oil incentive program (the “**Oil Incentive Program**”) under the Resolution 14/2015 which replaces the *Petróleo Plus Program*. Under the Oil Incentive Program, companies that increase or maintain production at 95% of Q4 2014 volumes are eligible for a \$3.00 per bbl bonus payment on a formula-derived quantity of production. The Oil Incentive Program was in effect from January 1, 2015 to December 31, 2015.

In January 2017, the Company collected ARS 884,603 (\$55,413) of Oil Incentive bonus payments in respect of Q3 2015 and Q4 2015 production volumes.



### ***Gain on disposition of property and equipment***

During the three months ended March 31, 2017, the Company sold property and equipment with a net carrying amount of \$10,470 for proceeds of \$19,734 and recognized a \$9,264 gain on disposition.

### ***Recovery of Impaired Receivable***

During the three months ended March 31, 2016, the Company recognized \$38,776 of other income for the partial recovery of a receivable due from an Argentine operator that was previously provided for due to collectability concerns.

### ***Deferred Tax***

As at March 31, 2017, the Company's deferred tax liability was \$1,276,000 (December 31, 2016 – \$1,784,000) following the recognition of a \$508,000 deferred tax recovery during the three months ended March 31, 2017 (three months ended March 31, 2016 – \$483,000 deferred tax expense) in the consolidated statement of loss and comprehensive loss. The deferred tax recovery is related to the translation of Antrim's ARS denominated tax pools to USD for which the USD equivalent amount increased during the three months ended March 31, 2017 due to the appreciation of the ARS.

## **CAPITAL EXPENDITURES**

The Company recognized the following additions in exploration and evaluation (“E&E”) assets during Q1 2017, primarily related to CLL seismic processing and the drilling of SM x-1001 and RC x-1002 in the Rio Cullen and Angostura concessions. Q1 2016 additions primarily related to the completion of VdS x-1 and VdS x-3:

	Three months ended March 31	
	2017	2016
Cerro de Los Leones (\$)	\$ 366,233	\$ 21,023
Rio Cullen and Angostura (\$)	1,168,110	–
Capitalized G&A (\$)	–	61,067
Cash expenditures (\$)	1,534,343	82,090
Decommissioning additions	40,446	–
Capitalized SBP (\$)	–	642
	\$ 1,574,789	\$ 82,732

The Company also recognized the following additions (recoveries) to property and equipment assets during Q1 2017 and Q1 2016:

	Three months ended March 31	
	2017	2016
Drilling and completion (\$)	\$ 10,611	\$ 218,870
VAT recovery (\$)	(402,235)	(396,315)
Capitalized G&A (\$)	–	49,810
Corporate assets (\$)	43,682	50,433
Cash expenditures (\$)	(347,942)	(77,202)
Corporate asset disposition proceeds (\$)	(19,734)	–
Capitalized SBP (\$)	–	312
	\$ (367,676)	\$ (76,890)

	Three months ended	
	March 31	
Allocation of cash expenditures (recoveries):	2017	2016
TDF (\$)	\$ (391,624)	\$ (127,635)
Corporate (\$)	43,682	50,433
	\$ (347,942)	\$ (77,202)

During Q1 2017, the Company incurred \$10,611 of expenditures in the TDF area primarily related to facilities improvements.

During Q1 2016, the Company incurred \$218,870 of expenditures in the TDF area related to tangible costs for lease construction and completion and evaluation of the currently non-producing wells from the 2014/2015 TDF drilling program.

## VAT

	March 31	December 31
	2017	2016
Included in prepaid expenses	\$ 79,137	\$ 64,303
Included in E&E assets	1,779,497	1,517,404
Included in property and equipment	1,073,873	1,476,108
	\$ 2,932,507	\$ 3,057,815

VAT on purchases is applied against VAT on sales to reduce the amount paid to the Argentine government. VAT is included in prepaid expenses when amounts are expected to be offset with VAT on current sales. VAT is included in E&E assets and property and equipment when related sales have not yet commenced (E&E assets) or sales are lower than capital expenditures (property and equipment) and VAT amounts are not expected to be offset with VAT on sales within the next 12 months. VAT does not expire and may be carried forward indefinitely.

## 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.

During Q1 2017, the Company incurred a net loss of \$567,457. As at March 31, 2017, the Company has significant future capital commitments to develop its properties and a \$711,630 working capital deficit (December 31, 2016 – \$194,679 working capital surplus) that includes \$545,351 of cash held in bank accounts.

The Company's unaudited March 31, 2017 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. 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 unaudited March 31, 2017 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.

The Company anticipates using funds flow from operations and the expected proceeds from the Petróleo Plus bonds (as described below under Petróleo Plus Proceeds) as well as additional debt and/or equity financings and potential joint venture arrangements to fund the Company's capital expenditure program

through 2017. For details of the Company's capital expenditure program for 2017, see the Outlook section of this MD&A. 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.

#### Argentina Loans

As at March 31, 2017, the Company had the following loans outstanding:

		Total	Current portion	Long-term portion
HSBC Argentina loan facility (a)	\$	902,422	\$ 618,804	\$ 283,618
HSBC Argentina loan facility (b)		455,960	455,960	–
Banco Industrial loan facility (c)		900,000	900,000	–
	\$	2,258,382	\$ 1,974,764	\$ 283,618

(a) The Company has an ARS denominated loan facility with HSBC Argentina which bears interest at 19%, calculated and paid monthly commencing on the date the amounts are drawn. ARS 9,500,000 of principal is repayable in 24 monthly installments commencing July 17, 2016 and ARS 9,500,000 of principal is repayable in 24 monthly installments commencing October 23, 2016. The loan facility is secured by two \$350,000 USD denominated GICs on deposit with a major Canadian financial institution.

As at March 31, 2017, the balance owing under this loan facility was ARS 13,854,166 (\$902,422).

In April 2017, \$250,000 of the USD denominated letters of credit was released to the Company

(b) The Company has an ARS 7,000,000 short-term loan facility with HSBC Argentina which bears interest at 25%, calculated and paid monthly commencing on March 6, 2017 and repayable in one installment on June 6, 2017. The loan is secured by a \$480,000 USD denominated letter of credit held as a GIC with a major Canadian financial institution.

As at March 31, 2017, the balance owing under this loan facility was ARS 7,000,000 (\$455,960).

(c) On December 26, 2016, the Company obtained a USD 900,000 unsecured loan facility with Banco Industrial repayable in one installment on December 26, 2017. The loan bears an annual interest rate of 9.5%, calculated and paid monthly commencing on January 26, 2017.

As at March 31, 2017, the balance owing under this loan facility was \$900,000.

#### Petróleo Plus Proceeds

The Government of Argentina implemented the Petróleo Plus Program in 2008 to reward producers who materially increased oil reserves and production through drilling and development by issuing export tax credits ("Petróleo Plus Credits") that could be used to offset taxes on oil sold off shore at market price. Petróleo Plus Credits were transferrable and could be sold to other domestic oil exporters. The Company recognized income from the sale of Petróleo Plus Credits when proceeds were received. The Petróleo Plus Program was cancelled in late 2014.

In July 2015, the Government of Argentina issued the decree 1330/2015 under which it began offering bonds to qualifying companies with outstanding certificates under the cancelled Petróleo Plus Program. The Company made a submission for approximately \$2.2 million of bonds with respect to its outstanding Petróleo Plus certificates and, in September 2015, the Company recognized \$287,263 of proceeds for bonds received for the same amount of Petróleo Plus certificates.

On November 29, 2016, the Government of Argentina issued the decree 1204/2016 under which it offered bonds to the companies with outstanding certificates under the cancelled Petróleo Plus Program that were not compensated under the decree 1330/2015. On December 2, 2016, the Company made a submission to receive \$1.6 million of Bonar 2020 8% coupon rate ("**BONAR 2020**") bonds, denominated and settled in USD and maturing in October 2020, for the remainder of the Company's outstanding Petróleo Plus certificates.

As of the date hereof, the Company has not received any BONAR 2020 bonds, and can offer no assurances that the Company will receive any of the BONAR 2020 bonds. Petróleo Plus income will be recognized if and when government-issued bonds are received for the outstanding Petróleo Plus certificates.

#### New Gas Subsidy Program

On May 23, 2016, the Government of Argentina issued decree N°704/2016 under which the Government offered publicly-traded government bonds to companies with outstanding New Gas Subsidy applications as of December 31, 2015 under the New Gas Subsidy Program. On June 22, 2016, the Company made a submission to receive \$0.6 million of BONAR 2020 bonds in relation to ARS 8,645,200 of the Company's New Gas Subsidy applications.

As of the date hereof, the Company has not received any BONAR 2020 bonds, and can offer no assurances that the Company will receive any of the BONAR 2020 bonds. New Gas Subsidy income will be recognized if and when government-issued bonds are received.

## **RELATED PARTY TRANSACTIONS**

Energía y Soluciones SA, a company controlled by Gabriel Obrador, who is a director of the Company and the majority shareholder of GORC S.A., a shareholder of the Company, owns a 1.46% overriding royalty on revenue earned from the CLL Permit. As of March 31, 2017 and the date of this MD&A, no revenue has been earned from the CLL Permit.

During Q1 2017, the TDF UTE (of which the Company is a member) sold a portion of natural gas volumes to Energía y Soluciones SA for which the Company recognized \$117,867 (ARS 1,834,284) (Q1 2016 – \$125,120 (ARS 1,830,320)) of oil and gas revenue for its working interest share. Included in trade and other receivables as at March 31, 2017 is \$101,981 (ARS 1,558,175) (December 31, 2016 – \$96,419 (ARS 1,516,737)) in respect of this revenue.

There were no other transactions between the Company and related parties of the Company during Q1 2017 and Q1 2016.

## **SUBSEQUENT EVENTS**

In April 2017, \$250,000 of the USD denominated letters of credit held as security for the HSBC Argentina loans was released to the Company.

On April 28, 2017, the Company obtained an ARS 12,000,000 (\$778,800) unsecured loan facility with Banco Columbia repayable in one installment on October 25, 2017. The loan bears an annual interest rate of 31.5%, calculated and paid monthly commencing on May 28, 2017.

## **SHARE CAPITAL**

<b>Issued and outstanding</b>	<b>Common Shares</b>	<b>Stock Options</b>
December 31, 2016	164,515,222	3,645,000
Expired	–	(1,087,500)
March 31, 2017	164,515,222	2,557,500
Expired	–	(465,000)
May 23, 2017	164,515,222	2,092,500

## **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.

## COMMITMENTS AND CONTINGENCIES

The Company's commitments are disclosed in Note 22 to the Company's December 31, 2016 audited consolidated financial statements as well as in the December 31, 2016 MD&A.

The following is a summary of expenditure commitments related to the Company's concessions:

### (a) TDF Concessions

The Company has a 25.78% working interest in the TDF area of Argentina covering approximately 489,000 acres (126,000 net acres) in the Austral Basin and includes the Las Violetas, La Angostura and Rio Cullen Exploitation Concessions. The Company's share of expenditure commitments with respect to the concessions are as follows:

<u>Concession</u>	<u>Term of Expenditure Period</u>	<u>Required Expenditure Commitment</u>
Las Violetas	Over the remaining life of the concession which expires in August 2026	18 gross wells with a minimum of \$12.1 million of exploration and development investment. As of March 31, 2017, the Company had drilled 13 gross wells and fulfilled the minimum \$12.1 million investment.
Rio Cullen	Until December 31, 2016	A minimum of \$0.85 million of exploration investment <sup>(1)</sup> including seismic and drilling, all of which has been spent as of March 31, 2017.
La Angostura	Until December 31, 2016	A minimum of \$0.98 million of exploration investment <sup>(1)</sup> including seismic and drilling, of which \$0.87 million has been spent as of March 31, 2017.

<sup>(1)</sup> In Q4, 2016, the Company requested a two year extension of the December 31, 2016 commitment dates for the drilling of both wells. Approval of the extension was received from both the Secretary of Energy and Governor of the Province, however the extension was not formally ratified prior to the recess of the Provincial Legislature on December 15, 2016. The Company fulfilled the Rio Cullen concession expenditure commitment during the three months ended March 31, 2017 and expects to fulfill the La Angostura concession expenditure commitment by June 30, 2017. After fulfillment of the exploration commitments, the Company has the option to extend the concession by making a cash payment plus an investment commitment for exploration and development work, both of which are on a sliding scale based on a proved plus probable reserves range discovered during the initial exploration period of between zero and greater than 18 million BOE. The cash payment is a minimum of \$32,500 to a maximum of \$1.29 million (net to the Company's interest) and the investment commitment is a minimum of \$0.46 million to a maximum of \$9.28 million (net to the Company's interest).

### (b) Cerro de Los Leones Concession

The CLL Permit confers upon its holders the exclusive right to explore for hydrocarbons during three successive exploration periods lasting three, two and one year(s), respectively. Fifty percent of the acreage of the Permit shall be relinquished at the end of each of the first two exploration periods or converted into an exploitation concession or evaluation block.

The following provides details of the work commitments required to be completed during each of the exploration periods as recently amended:

<u>Period</u>	<u>Term of Exploration Period</u>	<u>Required Work Commitment <sup>(1)</sup></u>
Period 1	Expired	Transferred to Period 2
Period 2 <sup>(2)(3)</sup>	Extended to January 22, 2018	A minimum of approximately \$4.6 million in expenditures plus a minimum of 1 exploration well at an estimated cost of \$2.5 million, none of which has been spent as of March 31, 2017
Period 3	1 year commencing upon expiry of Period 2	1 exploration well at an estimated cost of \$2.5 million

<sup>(1)</sup> The required work commitments are expressed as work units in the Permit. Each work unit has an approximate dollar value of \$5,000, however, other factors may be considered when determining whether work units have been satisfied.

<sup>(2)</sup> On March 21, 2017, the Company received formal approval to extend the Period 2 exploration period which was to expire on May 21, 2017. The Mendoza provincial government formally agreed to extend the deadline to acquire seismic until January 22, 2018 and informally agreed to extend the commitment to drill one exploration well for an unspecified period following the acquisition of seismic.

(3) Should the Company fail to complete its work commitments within the specified time period, it must surrender the concession exploration lands and will be obligated to make a payment equal to the value of the Company's outstanding Period 2 work commitments.

(c) Laguna de Piedra Concession

Although the Company has no current plans to develop its 100% interest in the Laguna de Piedra Concession, the Company will have the following work commitments in the event that the necessary environmental work permits are received:

<u>Term of Exploration Period</u>	<u>Required Work Commitment</u>
(1) 2 years commencing the upon the receipt of environmental permits	A minimum of approximately \$2.85 million in expenditures including 1 exploration well
(2) 1 year commencing upon expiry of preceding term	A minimum of approximately \$1.75 million in expenditures including 1 exploration well

## 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, deposits 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.

## 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 financial and operating performance, including without limitation the following:

- risks associated with operations in emerging markets, including changes in energy policies or personnel administering them, nationalization of the Company's assets, the development and/or persistence of hyper-inflationary conditions, currency fluctuations between the USD, the CDN and the ARS and/or devaluations of the ARS, monetary and currency exchange controls, export controls and changes in royalty and tax rates;
- 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;

- the risk that the Company will not be able to reduce its operating costs and thereby improve the return on its investments;
- lack of diversification of the Company's interests;
- collection of and value of bonds issuable to the Company in consideration of amounts owing from the cancelled Petróleo Plus Program and under the New Gas Subsidy Program;
- 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;
- constraints on foreign subsidiaries to make payments to the Company;
- 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 the Company's inability to obtain the necessary oilfield services required, including drilling and fracture stimulation equipment and related personnel;
- 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 or processing capacity for the Company's production;
- 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 by the applicable deadline and the resulting loss of exploration and exploitation rights and, in the case of CLL, the resulting obligation to pay the value of such unsatisfied work commitments to the provincial government;
- the enforcement of civil liability in Argentina;
- risks associated with conflicting interests with partners;
- income tax reassessments and other taxes payable by the Company;
- the ability to add production and reserves through development and exploration activities;
- governmental regulation of the oil and gas industry, including the possibility that government policies or laws, including laws and regulations related to the environment, may change in a manner that is adverse to the Company, or that governmental approvals may be delayed or withheld;
- failure to obtain industry partner and other third party consents and approvals, as and when required;
- risks associated with having a control person owning approximately 36.5% of the Company's shares and two representatives on the board of directors, including the potential that the control person may exert a significant amount of influence over the Company's affairs;
- 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 to fund the Company's capital programs, including the ability of the Company to obtain new credit facilities, renegotiate the terms of its existing credit facilities and/or repay the principal and interest owing under its existing credit facilities.

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.

Unaudited Three months ended:	March31 2017	December31 2016	September30 2016	June30 2016	March31 2016	December31 2015	September30 2015	June30 2015
Working capital (\$)	(711,630)	194,679	1,093,716	1,538,735	1,499,486	642,828	1,798,499	2,393,937
Oil and gas revenue (\$)	2,773,174	3,567,107	2,993,957	3,778,045	3,676,349	3,765,903	3,447,010	3,887,066
Petróleo Plus Proceeds (\$)	–	–	–	–	–	–	287,623	–
Oil Incentive Bonus Payments (\$)	55,413	–	–	–	–	–	70,451	–
E&E expense (\$)	–	2,527,270	–	–	–	9,401,452	–	–
Net loss (\$)	(567,457)	(5,204,658)	(1,364,868)	(1,829,347)	(1,343,778)	(11,032,823)	(1,623,146)	(1,070,071)
Basic and diluted net loss per share <sup>(1)</sup> (\$)	(0.00)	(0.03)	(0.01)	(0.01)	(0.01)	(0.07)	(0.01)	(0.01)
Cash flow from (used by) operating activities (\$)	634,124	47,770	(326,872)	653,110	792,862	1,227,370	241,054	64,303
Expenditures on property and equipment and E&E assets (\$)	1,186,401	205,503	562,671	541,127	4,888	2,115,804	975,889	4,321,607
Total assets (\$)	38,946,401	39,023,203	42,755,626	44,378,558	45,422,188	47,197,795	56,831,790	58,773,838
Bank debt (\$)	2,258,382	2,376,639	1,783,350	2,330,695	2,595,470	2,416,186	2,677,975	2,088,054

<sup>(1)</sup> The sum of quarterly per share amounts may not add to annual figures due to rounding.

- Net loss in Q1 2017 is lower than Q4 2016 due primarily to lower G&A and depletion and depreciation expense and the recovery of deferred tax in Q1 2017 and E&E expense incurred in Q4 2016.
- Working capital decreased in Q1 2017 due to an increase in trade payables related to the drilling of one exploration well in each concession of Rio Cullen and La Angostura.
- Net loss in Q4 2016 is higher than Q3 2016 due primarily to E&E expense, retirement allowance and office lease termination costs incurred in Q4 2016.
- Working capital decreased in Q4 2016 due primarily to an increase in the current portion of bank debt.
- Net loss in Q3 2016 is lower than Q2 2016 due primarily to a decrease in net finance expense in connection with a decrease in bank debt, a decrease in depletion expense due to lower sales volumes and recognition of a recovery of deferred tax.
- Working capital decreased in Q3 2016 due to repayment of trade and other payables and current portion of long-term debt with proceeds from the collection of trade and other receivables and proceeds from the return of deposits.
- Net loss in Q2 2016 is higher than Q1 2016 due primarily to an increase in G&A expense and the recognition of an additional \$0.8 million deferred tax expense.
- Net loss in Q1 2016 is lower than Q4 2015 due primarily to \$9.4 million of E&E expense incurred in Q4 2015 combined with decreases in Q1 2016 in operating and G&A expenses offset by an increase in depletion and depreciation expense and recognition of \$0.5 million deferred tax

expense.

- Working capital increased in Q1 2016 due to lower expenditures on property and equipment.
- Net loss in Q4 2015 is higher than the previous quarter due primarily to \$9.4 million of E&E expense and an increase in depletion expense offset by a decrease in other expenses.
- Working capital decreased in Q4 2015 due to the repayment of bank debt and expenditures on property and equipment offset by the loan facility proceeds drawn in October 2015.
- Net loss in Q3 2015 is higher than the previous quarter due primarily to retirement allowances incurred in Q3 2015 and included in other expenses.
- Working capital decreased in Q3 2015 due to a decrease in oil revenue combined with the repayment of bank debt and expenditures on property and equipment offset by the proceeds from the bank loan.

## NON-IFRS MEASURES

This MD&A contains the term “funds flow from operations” which should not be considered an alternative to, or more meaningful than, operating cash flows from operations as determined in accordance with IFRS as an indicator of the Company’s performance. Funds flow from operations and funds flow from 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 operations to analyze operating performance and considers funds flow from 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 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 operations to cash flows from operations, which is the most directly comparable measure calculated in accordance with IFRS as follows:

	Three months ended March 31	
	2017	2016
Cash flows from operations (\$)	634,124	792,862
Changes in non-cash working capital (\$)	(263,093)	38,373
Funds flow from operations (\$)	371,031	831,235
Weighted average number of shares	164,515,222	164,515,222
Funds flow per share	0.00	0.01

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 an alternative 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
<b>km</b>	- kilometres
<b>km<sup>2</sup></b>	- square kilometres
<b>Mcf</b>	- thousand cubic feet
<b>NGL</b>	- natural gas liquids

**YPF** - Yacimientos Petrolíferos Fiscales S.A.

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: under "Corporate Overview and Strategy", all elements of the Company's business strategy, the Company's assessment on its leverage to increased natural gas prices (and its expectation of increased natural gas prices) and certain intended and planned future operations; under "Operational Update – Tierra del Fuego Concession", the operations that the Company intends to conduct on certain of its TDF assets and the planned timing thereof and the benefits that the Company expects to derive therefrom; under "Operational Update – Cerro de Los Leones Concession", the operations that the Company intends to conduct on certain of its CLL assets and the expected timing thereof and the benefits that the Company expects to derive therefrom and the budget for certain expenditures; under "Outlook – Capital Spending", our estimated capital expenditures for fiscal 2017 and Q2 2017 and Q3 2017 and the allocation of expenditures between our TDF and CLL concessions, the elements of our capital program for these periods, our estimates of the costs to complete the elements of the program and the timing thereof, and our expectations for how we will fund our capital programs; under "Outlook – Economic Summary", our expectation that the government will implement gradual increases in natural gas and electricity rates; under "Outlook – Commodity Prices", our expectations regarding the impact that the Argentine government's evolving energy policies and reforms may have on commodity prices in Argentina, including the Company's estimates with respect to its realized commodity prices for 2017; under "Liquidity and Capital Resources", our strategies for managing our liquidity risks and our expectations for how we will fund our capital expenditure program through 2017; and under "Liquidity and Capital Resources – Petróleo Plus Proceeds" and "Liquidity and Capital Resources – New Gas Subsidy Program" and elsewhere in this MD&A, our expectation that the Company will receive an additional \$1.6 million in bonds for its cancelled Petróleo Plus certificates and \$0.6 million in bonds under the New Gas Subsidy Program. 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 following: the risks and other factors described under "Business Risks and Uncertainties" in this MD&A and under "Risk Factors" in the Company's most recently filed 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 and resources is deemed to be forward-looking information, as it involves the implied assessment, based on certain estimates and assumptions that the reserves and resources 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 that the new federal government will have on the oil and gas industry in Argentina generally and the Company in particular; the impact of increasing competition; the general stability of the economic and political environment in which the Company operates, including operating under a consistent regulatory and legal framework in Argentina; future oil, natural gas and NGL prices (including the effects of governmental incentive programs thereon); the timely receipt of any required regulatory approvals; 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; that the Company will be able to collect and realize the full value of bonds issuable to the Company in consideration of all amounts owing from the cancelled Petróleo Plus Program and under the New Gas Subsidy Program; the ability of the Company to obtain financing on acceptable terms when and if needed; the ability of the Company to service its debt repayments when required; 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; 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.**

### **Analogous Information**

Certain information contained herein is considered "analogous information" as defined in NI 51-101. In particular, this document describes certain information with respect to the existence of several large conventional oil pools surrounding the Company's 100% interest Cerro de Los Leones exploration concession in Mendoza province. Such analogous information has not been prepared in accordance with NI 51-101 and the Canadian Oil and Gas Evaluation Handbook and Crown Point is unable to confirm whether such information has been prepared by a qualified reserves evaluator. Such information is not intended to be a projection of future results. Such information is based on independent public data and public information received from other producers and Crown Point has no way of verifying the accuracy of such information. Such information has been presented to help demonstrate the basis for Crown Point's business plans and strategies. There is no certainty that such results will be achieved by Crown Point and such information should not be construed as an estimate of future reserves or resources or future production levels.

### **Well-Flow Test Results and Initial Production Rates**

Any references in this document to well-flow test results, swab test rates and/or initial production rates are useful in confirming the presence of hydrocarbons, however, such test results and rates are not determinative of the rates at which such wells will continue production and decline thereafter. While encouraging, readers are cautioned not to place reliance on such test results and rates in calculating the aggregate production for the Company. Well-flow test results, swab test rates and initial production rates may be estimated based on other third party estimates or limited data available at the time. Well-flow

test result data should be considered to be preliminary until a pressure transient analysis and/or well-test interpretation has been carried out. In all cases in this document, well-flow test results and initial production results are not necessarily indicative of long-term performance of the relevant well or fields or of ultimate recovery of hydrocarbons.

## **ADDITIONAL INFORMATION**

Additional information regarding the Company, including the Company's most recently filed 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., PO Box 1526 Station M, Calgary, Alberta, T2P 3B9, 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).