

# 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 and year ended December 31, 2021.

This MD&A is dated as of March 11, 2022 and should be read in conjunction with the Company's audited December 31, 2021 consolidated financial statements. The consolidated financial statements of the Company have been prepared in accordance with International Financial Reporting Standards ("**IFRS**").

The Company's consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries, CanAmericas (Argentina) Energy Ltd. and Crown Point Energía S.A..

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.

Throughout this MD&A and in other materials disclosed by the Company, we adhere to IFRS, however the Company also employs certain non-IFRS measures to analyze financial performance, financial position, and cash flow, including "operating netback". Additionally, other financial measures are also used to analyze performance. These non-IFRS and other financial measures do not have any standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures provided by other issuers. The non-IFRS and other financial measures should not be considered to be more meaningful than financial measures which are determined in accordance with IFRS, such as net income (loss), oil and natural gas sales revenue and net cash provided by (used in) operating activities, as indicators of our performance. This MD&A also contains oil and natural gas information, abbreviations and forward-looking information relating to future events and the Company's future performance. Please refer to "Non-IFRS and Other Financial 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 audited December 31, 2021 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 and year ended December 31, 2021 may be referred to as "Q4 2021" and "YE 2021" or "2021", respectively, and as "the 2021 periods" collectively. The comparative three months and year ended December 31, 2020 may be referred to as "Q4 2020" and "YE 2020" or "2020", respectively, and as "the 2020 periods" collectively. The previous three month period ended September 30, 2021 may be referred to as "Q3 2021".

### 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 three producing basins in Argentina: the Austral basin in the Province of Tierra del Fuego ("**TDF**") and the Neuquén and Cuyo basins, 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 select older producing wells. Until March 2021, the Company's production was derived entirely from its participating interest in the Rio Cullen, Las Violetas and La Angostura exploitation concessions in TDF (the "**TDF Concessions**").

In March 2021, the Company was awarded, together with partner Petrolera Aconcagua Energía ("**Aconcagua**"), a 25 year exploitation license for the 40.6 km<sup>2</sup> Chañares Herrados ("**CH**") producing oil block (the "**CH Concession**"), located in the Cuyo Basin approximately 50 km south of Mendoza City, Province of Mendoza. The Company and Aconcagua each hold a 50% working interest in the CH Concession, which is operated by Aconcagua. See the "Acquisition of Working Interest" section of this MD&A.

Crown Point is also conducting an exploration program in its 100% interest in the Cerro de Los Leones (“CLL”) exploration concession permit (the “CLL Permit”) in the Province of Mendoza.

## COVID-19

In December 2021, the Argentine government announced a reduction in the isolation period from ten days to seven days for fully-vaccinated (two doses) individuals who test positive for COVID-19. The isolation period remains at ten days for those who are not fully-vaccinated. As of January 2022, residents and visitors from neighboring countries who have been fully-vaccinated for at least fifteen days will have to certify their vaccination status but are no longer required to present a negative PCR test.

Given the continued threat of COVID-19 and its variants and the possibility that governments will need to implement (or re-implement) and/or continue existing public health measures and restrictions in response to COVID-19 and its variants, the Company’s financial and/or operating performance could be materially adversely impacted in future periods.

The partial or complete shut-down of the Company’s workplaces (whether in the office or in the field), our employees working remotely, and the implementation of enhanced health and safety measures in the Company’s workplaces may reduce the efficiency and increase the costs of our operations and may adversely affect the Company’s profitability and results. Further, the increased remote access to our information technology systems may heighten the threat of a cyber-security breach.

The circumstances of the COVID-19 pandemic are changing rapidly and future impacts may materialize that are not yet known. There are no comparable recent events that provide guidance as to the effect the COVID-19 pandemic may have in the medium to long-term, and, as a result, the ultimate impact and lasting effects on the Company’s business, operations and financial condition, and on the energy industry as a whole, are highly uncertain.

Estimates and judgements made by management in the preparation of the Company’s audited December 31, 2021 consolidated financial statements are difficult and subject to a higher degree of measurement uncertainty during this volatile period.

## ACQUISITION OF WORKING INTEREST

On March 13, 2021, the Company (50% working interest), together with partner Aconcagua (50% working interest), was awarded a 25 year exploitation license for the 40.6 km<sup>2</sup> CH Concession, located in the Cuyo Basin approximately 50 km south of Mendoza City, Province of Mendoza. Consideration for the exploitation license was a cash payment of \$8.33 million (\$4.17 million net to Crown Point) to the Province.

Under the terms of the exploitation license agreement, the joint venture will pay a 13% royalty on oil production and commit to an \$85.7 million (\$42.85 million net to Crown Point) ten-year work program which includes well work overs, infrastructure optimization and a multi- well drilling program.

The acquisition of the 50% working interest in the CH Concession was accounted for as a business combination in accordance with IFRS 3 Business Combinations whereby the assets acquired and liabilities assumed were recorded at their estimated fair values on the acquisition date as follows:

	Final fair values
Fair value of net assets:	
Property and equipment	\$ 17,182,530
Inventory	63,737
Non-current trade and other payables	(129,228)
Decommissioning provision	(166,981)
Deferred tax liability	(3,254,007)
	13,696,051
Gain on acquisition of working interest	(9,529,551)
	\$ 4,166,500
Consideration:	
Cash	\$ 4,166,500

The CH Concession was revoked by the Province in 2019 when the predecessor concession holder was unable to complete their expenditure commitments and subsequently filed for bankruptcy in 2020. The Company and Aconcagua were awarded the CH Concession in March 2021 through a bid-process that was evaluated based on cash consideration, a committed work program to invest in the Province and the financial and technical ability to complete the work program. As a result, the fair value of net assets acquired is in excess of the cash consideration paid to the Province of Mendoza, thereby resulting in the recognition of a \$9.5 million gain on the acquisition of the working interest.

The Company obtained an independent engineering report on the CH Concession's oil and natural gas reserves which formed the basis for the final fair value of property and equipment and related revisions to the deferred tax liability and gain on acquisition of working interest.

## **OPERATIONAL UPDATE**

### **TDF Concessions**

YPF, operator of the Cruz del Sur oil storage and offshore loading facilities, recently gave notice that the offshore loading facility was being closed due to technical difficulties. YPF had intended to decommission the offshore loading facilities in July 2022, but has now decided to cease offshore loading operations immediately.

Crown Point, together with its joint venture partners and YPF, have been building a 23 km 6 inch oil pipeline to connect the Cruz del Sur oil storage facility and the San Martin oil field with the Total Austral operated Rio Cullen marine terminal, in anticipation of the Cruz del Sur offshore loading facility closure in the second half of 2022. This project will be accelerated. However, in the interim Crown Point together with its joint venture partners are arranging to export oil by truck to the Enap refinery at San Gregorio, Chile and to the Total Austral operated Rio Cullen marine terminal in Tierra del Fuego. The sales price at both San Gregorio and Rio Cullen is indexed to the Brent oil price.

### **La Angostura Concession**

During 2021, San Martin oil production averaged 1,666 (net 579) bbls of oil per day. Oil is transported through the Company-owned oil pipeline (the "**San Martin oil pipeline**") connecting the field to the Cruz del Sur facility for storage and subsequent sale. During the latter part of Q3 2021, colder weather caused a buildup of paraffin deposits in the San Martin oil pipeline forcing its temporary shutdown. During this time oil was trucked to the Cruz del Sur facility.

The Company plans to drill a step-out well (SM a-1004) on the western flank of the San Martin structure in Q1 2022 to test for oil in a fault compartment immediately west of the SM x-1002 producing well. During February 2022, the Company commenced equipment mobilization to the well location.

### **Las Violetas Concession**

During 2021, natural gas production from the Las Violetas concession averaged 14,570 (net 5,060) mcf per day and oil production averaged 348 (net 121) bbls of oil per day. Oil produced in association with natural gas production is trucked to the San Martin field, blended with San Martin oil and transported to Cruz del Sur for storage and sale.

The Company plans to drill a horizontal development well in the Las Violetas oil pool in Q1 2022, located in the northeast corner of the Concession and targeting the Springhill Formation.

### **CH Concession**

On March 13, 2021, the Crown Point – Aconcagua joint venture took over operatorship of the CH Concession. By the end of 2021, workovers on 18 shut-in oil wells were carried out and the wells placed back on production. In addition, eight of the shut-in wells underwent stimulations and extractive system enhancements resulting in production increases. Average oil production for the 293-day period from March 13 to December 31, 2021 was 1,000 (net 500) bbls of oil per day.

### **CLL Permit**

In February 2021, the Province of Mendoza issued Resolution N°6/2021 which extended the Period 3 term of the CLL Permit by one year to February 23, 2022 and confirmed that the permit area remains at 100,907

acres. During January 2022, the Company drilled CPE.MdN.VS.xp-3(d) which is currently awaiting completion scheduled for March 2022. The Company has made an application to the Province for a twelve month extension of the Period 3 term to February 2023 to finish completion operations and evaluate test results.

See the Commitments section of this MD&A.

## OUTLOOK

### Capital Spending – Developed and Producing Assets included in Property and Equipment

	Previous guidance for 2022	Updated guidance for 2022	Explanation
TDF Concessions (\$)	4.2 million	5.0 million	Updated estimate of drilling rig cost
CH Concession (\$)	5.3 million	2.4 million	Reduction in the number of workovers planned
	9.5 million	7.4 million	

The Company's capital spending on developed and producing assets for fiscal 2022 is budgeted at approximately \$7.4 million comprised of \$5.0 million in TDF and \$2.4 million in CH based on expenditures for the following proposed activities:

- \$1.8 million to drill one horizontal well in the Las Violetas Concession;
- \$1.6 million to drill one vertical well in the San Martin structure;
- \$0.4 million to complete the construction of an oil field pipeline to a new delivery point at the Cullen terminal operated by Total Austral, located in the north of TDF;
- \$1.2 million in other improvements to facilities in TDF; and
- \$2.4 million for well workovers, facilities improvements and optimization in CH.

### Capital Spending – Exploration and Evaluation Assets

	Previous guidance for 2022	Updated guidance for 2022	Explanation
CLL Permit (\$)	–	2.4 million	Change in timing to fulfill required work commitment

The Company's capital spending on exploration and evaluation assets for fiscal 2022 is budgeted at approximately \$2.4 million to drill and complete one exploration well in CLL.

Crown Point expects to fund its capital spending, along with its other anticipated expenses, using cash held in bank accounts, cash flow from operations, new debt and/or equity financings and potential joint venture arrangements. See the Liquidity and Capital Resources section of this MD&A.

### Argentina – Economic Summary

Economic activity remains low and inflation rates remain high in Argentina. COVID-19 continues to have the potential to disrupt the Company's operations, projects and financial condition through, among other things, the disruption of the local or global supply chain and transportation services, or the loss of manpower resulting from quarantines that affect the Company's labour pools in local communities or operating sites.

In January 2022, it was announced that the International Monetary Fund ("IMF") and the Argentine Government reached an understanding on key policies as part of their ongoing discussions of an IMF-supported program. The main areas of agreement include the following:

- A fiscal consolidation path will form a key policy anchor of the IMF-supported program that will gradually and sustainably improve public finances, reduce monetary financing, allow for spending increases on infrastructure and science and technology, and protect targeted social programs.
- A strategy to reduce energy subsidies in a progressive manner is essential for improving the composition of government spending.
- Understandings on a framework for monetary policy implementation as part of a multipronged approach to addressing persistent high inflation, including positive real interest rates to support domestic financing

and strengthen stability.

- Additional financial support from Argentina's international partners to help bolster the country's external resilience and its efforts to secure more inclusive and sustainable growth.

Final agreement on an IMF-supported program arrangement is subject to approval of the IMF's Executive Board which the Argentine Government expects to receive in March 2022.

### Commodity Prices

#### *Oil*

Oil from the Company's TDF Concession is sold at a discount to the Brent oil price. Oil from the Company's CH Concession is sold at a price negotiated with the customer, which is also a discount to the Brent oil price. During Q4 2021 and YE 2021, the Company received an average of \$71.67 per bbl and \$64.89 per bbl, respectively, for its TDF oil, all of which was exported, and \$54.15 per bbl and \$50.88 per bbl, respectively, for its CH oil, all of which was sold to the domestic market.

#### *Natural gas*

Crown Point can sell its natural gas production to both industrial and residential consumers. During Q4 2021 and YE 2021 the Company received an average of \$2.91 per mcf and \$3.09 per mcf, respectively, for its TDF natural gas, all of which was sold to the industrial market.

## FINANCIAL INFORMATION

### SUMMARY OF FINANCIAL INFORMATION

(expressed in \$, except shares outstanding)	December 31 2021	December 31 2020	December 31 2019
Current assets	10,261,684	6,141,993	10,194,024
Current liabilities	(7,335,026)	(3,120,403)	(8,362,827)
Working capital <sup>(4)</sup>	2,926,658	3,021,590	1,831,197
Exploration and evaluation assets	12,210,949	11,182,557	10,920,359
Property and equipment	35,536,342	16,358,182	31,151,688
Non-current contingent consideration receivable <sup>(1)</sup>	–	–	1,634,740
Total assets	58,308,535	33,687,340	55,638,052
Non-current financial liabilities <sup>(2)(4)</sup>	3,803,031	972,765	3,283,943
Share capital	56,456,328	56,456,328	56,456,328
Total common shares outstanding	72,903,038	72,903,038	72,903,038

(expressed in \$, except shares outstanding)	Three months ended December 31		Year ended December 31		2019
	2021	2020	2021	2020	
Oil and natural gas sales revenue	10,168,669	4,134,154	28,493,336	11,839,371	41,198,036
Gain on acquisition of working interest	–	–	(9,529,551)	–	–
Impairment of property and equipment	–	1,628,000	–	9,878,000	–
Impairment of goodwill	–	–	–	1,735,549	–
Income (loss) before taxes	167,423	(2,778,799)	9,481,353	(16,140,673)	4,927,624
Net income (loss)	742,431	(2,071,034)	9,774,753	(12,675,934)	1,367,109
Net income (loss) per share <sup>(3)</sup>	0.01	(0.03)	0.13	(0.17)	0.02
Net cash provided (used) by operating activities	2,080,962	(29,704)	6,872,164	(988,513)	13,002,163
Net cash per share – operating activities <sup>(3)(4)</sup>	0.03	(0.00)	0.09	(0.01)	0.18
Funds flow from operating activities	2,642,299	2,189,693	7,374,555	2,030,928	10,099,675
Funds flow per share – operating activities <sup>(3)(4)</sup>	0.04	0.03	0.10	0.03	0.14
Cash dividends declared and paid per share	–	–	–	–	0.03
Weighted average number of shares - basic	72,903,038	72,903,038	72,903,038	72,903,038	72,903,038
Weighted average number of shares - diluted	73,020,868	72,903,038	73,014,895	72,903,038	72,903,038

<sup>(1)</sup> The total amount of contingent consideration receivable at December 31, 2021 is \$53,034 (December 31, 2020 – \$70,116) and

is included in trade and other receivables.

- (2) Non-current financial liabilities are comprised of the non-current portions of trade and other payables, taxes, notes payable and lease liabilities. The total amount of notes payable at December 31, 2021 is \$5,379,245, of which \$2,169,965 is classified as current (December 31, 2020 – \$nil). The total amount of lease liabilities at December 31, 2021 is \$319,913 of which \$76,900 is classified as current (December 31, 2020 – \$805,689, of which \$166,256 was classified as current). The total amount of contingent consideration liability at December 31, 2021 is \$81,259 (December 31, 2020 and 2019– \$nil and \$3,652,693, respectively) and is included in trade and other payables.
- (3) All per share figures are the same for the basic and diluted weighted average number of shares outstanding in the period. The effect of options is anti-dilutive in loss periods. Per share amounts may not add due to rounding.
- (4) "Working capital" is a capital management measure. "Non-current financial liabilities" is a supplemental financial measure. "Net cash per share – operating activities" is a supplemental financial measure. "Funds flow per share – operating activities" is a supplemental financial measure. See "Non-IFRS and Other Financial Measures" for additional disclosures.

## RESULTS OF OPERATIONS

### Operating Netback

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Oil and natural gas sales revenue (\$)	10,168,669	4,134,154	28,493,336	11,839,371
Export tax (\$)	(481,210)	(96,506)	(1,161,573)	(349,394)
Royalties and turnover tax (\$)	(1,663,913)	(691,307)	(4,682,612)	(1,977,169)
Operating costs (\$)	(3,943,032)	(1,849,775)	(11,400,721)	(6,646,124)
Operating netback <sup>(1)</sup> (\$)	4,080,514	1,496,566	11,248,430	2,866,684

(1) "Operating netback" is a non-IFRS measure. See "Non-IFRS and Other Financial Measures".

Per BOE	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Total BOE sales volumes	197,774	172,788	648,758	513,331
Oil and natural gas sales revenue (\$)	51.42	23.93	43.92	23.06
Export tax (\$)	(2.43)	(0.56)	(1.79)	(0.68)
Royalties and turnover tax (\$)	(8.41)	(4.00)	(7.22)	(3.85)
Operating costs (\$)	(19.94)	(10.71)	(17.57)	(12.95)
Operating netback <sup>(1)</sup> (\$)	20.64	8.66	17.34	5.58

(1) "Operating netback per BOE" is a non-IFRS ratio. See "Non-IFRS and Other Financial Measures".

Variations in the operating netback for the 2021 periods as compared to the 2020 periods are explained by changes in sales volumes and revenues, export taxes, royalties and operating costs as detailed below.

### Sales Volumes and Sales Revenues

Sales volumes	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Light oil (bbls)	140,618	101,207	397,957	224,269
NGL (bbls)	976	200	3,476	793
Natural gas (mcf)	337,085	428,284	1,483,946	1,729,616
Total BOE	197,774	172,788	648,758	513,331
Light oil bbls per day	1,528	1,100	1,090	613
NGL bbls per day	11	2	10	2
Natural gas mcf per day	3,664	4,655	4,066	4,726
Total BOE per day	2,150	1,878	1,777	1,403

Sales revenue	Three months ended		Year ended	
	December 31		December 31	
	2021	2020	2021	2020
Light oil (\$)	9,139,091	3,451,271	23,773,080	8,250,362
NGL (\$)	47,368	3,325	137,658	13,356
Natural gas (\$)	982,210	679,558	4,582,598	3,575,653
Total sales revenue	10,168,669	4,134,154	28,493,336	11,839,371
Light oil per bbl (\$)	64.99	34.10	59.74	36.79
NGL per bbl (\$)	48.56	16.59	39.60	16.85
Natural gas per mcf (\$)	2.91	1.59	3.09	2.07
Total sales revenue per BOE (\$)	51.42	23.93	43.92	23.06

### Sales Volumes

During Q4 2021, the Company's average daily sales volumes were 2,150 BOE per day, higher than 1,690 BOE per day in Q3 2021 mainly due to higher oil sales in Q4 2021 and higher than 1,878 BOE per day in Q4 2020 due to the addition of oil production from the CH Concession partially offset by lower natural gas sales volumes caused by natural decline rates.

Sales volumes were weighted as follows:

	Three months ended		Year ended	
	December 31		December 31	
	2021	2020	2021	2020
Light oil	71%	59%	61%	44%
NGL	0%	0%	1%	0%
Natural gas	29%	41%	38%	56%
Total	100%	100%	100%	100%

### Production Volumes

Average daily production volumes for Q4 2021 were 1,776 BOE per day, lower than 1,908 BOE per day in Q3 2021 due mainly to natural decline rates on natural gas and oil wells combined with oil production losses due to water entering the SM x-1002 well. Average daily production volumes for Q4 2021 were higher than 1,606 BOE per day in Q4 2020 mainly due to the addition of oil production volumes from the CH Concession partially offset by a decrease in TDF oil production due to water entering the SM x-1002 well.

Production volumes	Three months ended		Year ended	
	December 31		December 31	
	2021	2020	2021	2020
Light oil (bbls)	106,135	75,890	396,940	191,006
NGL (bbls)	1,034	446	3,710	973
Natural gas (mcf)	337,085	428,284	1,483,946	1,729,616
Total BOE	163,350	147,717	647,974	480,248
Light oil bbls per day	1,154	825	1,088	522
NGL bbls per day	11	5	10	3
Natural gas mcf per day	3,664	4,655	4,066	4,726
Total BOE per day	1,776	1,606	1,776	1,313

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 may be either (1) stored then shipped for sale to the domestic market and/or international brokers for export or (2) trucked and sold to Chile. Sales to Chile ceased with the onset of COVID-19 and the closure of the border. The sale of crude oil transported by ship from TDF can be

impacted by intermittent shipments due to storage levels and weather conditions and/or by delivery restrictions arising as a result of repair and maintenance activities at the shipping terminal.

Oil production from CH may be stored and then trucked to the delivery point in Tupungato, Mendoza.

Oil and NGL sales volumes may include both previously inventoried volumes as well as current period production.

As at December 31, 2021, all previously inventoried oil production had been sold as well as a portion of oil produced in Q4 2021, with excess oil production stored in inventory for sale in subsequent months.

For the year ended December 31	Oil				NGL			
	2021		2020		2021		2020	
	bbls	bbls per day	bbls	bbls per day	bbls	bbls per day	bbls	bbls per day
Inventory, January 1	7,586		40,849		2,064		1,884	
CH acquisition, March 13	1,910		–		–		–	
Production	396,940	1,088	191,006	522	3,710	10	973	3
Sales	(397,957)	(1,090)	(224,269)	(613)	(3,476)	(10)	(793)	(2)
Inventory, December 31	8,479		7,586		2,298		2,064	

### Revenues and Pricing

Revenue per BOE earned in Q4 2021 was approximately \$51.42 per BOE, higher than revenue of \$44.68 per BOE earned in Q3 2021 due to an increase in oil prices partially offset by a decrease in natural gas prices for the summer season, and higher than \$23.93 per BOE earned in Q4 2020 due to an increase in the weighting of oil volumes as a percentage of total sales volumes in Q4 2021 and an industry-wide increase in crude oil prices in the 2021 periods over crude oil prices in the 2020 periods. The increase in global crude oil prices in the 2021 periods can be attributed to increasing COVID-19 vaccination rates, loosening of pandemic-related restrictions and the global demand for oil rising faster than supply.

The price earned by the Company on TDF natural gas sales in Q4 2021 averaged \$2.91 per mcf, lower than \$4.31 per mcf earned in Q3 2021 and higher than \$1.59 per mcf earned in Q4 2020. The price of natural gas earned by the Company varies with the composition of sales to the residential and industrial markets and price fluctuations within each market. During Q4 2021, 100% of sales were to the industrial market at an average price of \$2.91 per mcf (Q3 2021 – 100% industrial at \$4.31 per mcf; Q4 2020 – 100% industrial at \$1.59 per mcf).

Oil from Crown Point's concessions earned \$64.99 per bbl in Q4 2021, higher than \$56.88 per bbl in Q3 2021 due to an increase in the average price of Brent oil in Q4 2021 and an increase in local oil prices, and higher than \$34.10 in Q4 2020 due to the 2020 decline in the average price of Brent oil resulting from a drop in global crude oil demand triggered by the impact of the COVID-19 pandemic on the global economy combined with the impact of the breakdown in negotiations between OPEC and non-OPEC partners regarding proposed production cuts.

During Q4 2021, the Company earned \$48.56 per bbl on TDF NGL sales as compared to \$39.07 per bbl earned in Q3 2021 and \$16.59 per bbl earned in Q4 2020.

### Export Tax

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Export tax (\$)	481,210	96,506	1,161,573	349,394
Export tax as a % of TDF oil sales revenue	8%	3%	7%	4%
Export tax per BOE (\$)	2.43	0.56	1.79	0.68

The Government of Argentina imposed an export tax on all goods exported from Argentina. The Company recognizes export taxes related to TDF oil sales to the export market.



- For the period January 1 to May 17, 2020, the export tax was 8%.
- In May 2020, a federal government decree set the price for Medanito light sweet crude oil at \$45 per bbl (the "**\$45 Barril Criollo**") (which was adjusted for each type of crude oil). While the \$45 Barril Criollo was in force from May 18 to August 27, 2020, the export tax was 0%.
- After August 27, 2020, the rate of export tax is determined by a formula based on the price of Brent oil, ranging from 0% when the price of Brent oil is at or below \$45 per bbl to a maximum of 8% when the price of Brent oil is at or higher than \$60 per bbl.

### **Royalties and Turnover Tax**

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Provincial royalties and turnover tax (\$)	1,663,913	691,307	4,682,612	1,977,169
Royalties and turnover tax as a % of total sales revenue	16.4%	16.7%	16.4%	16.7%
Royalties and turnover tax per BOE (\$)	8.41	4.00	7.22	3.85

The base royalty rate for revenue from the TDF Concessions is 15% plus turnover tax 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.

Under the terms of the CH exploitation license agreement, the Company pays a 13% royalty on oil production from the CH Concession plus turnover tax at an average rate of 3% on revenues.

### **Operating Costs**

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Production and processing (\$)	3,664,887	1,673,998	10,471,657	5,347,865
Transportation and hauling (\$)	278,145	175,777	929,064	1,298,259
Total operating costs (\$)	3,943,032	1,849,775	11,400,721	6,646,124
Production and processing per BOE (\$)	18.53	9.69	16.14	10.42
Transportation and hauling per BOE (\$)	1.41	1.02	1.43	2.53
Operating costs per BOE (\$)	19.94	10.71	17.57	12.95

Production and processing costs per BOE in Q4 2021 and YE 2021 are higher than those incurred in Q4 2020 and YE 2020, mainly due to higher operating costs at the CH Concession acquired on March 13, 2021 and due to an increase in TDF operating costs related to Cruz del Sur Terminal fees operated by YPF.

Transportation and hauling costs consist of contracted services hired to perform vacuum truck and transportation activities for crude oil. Transportation and hauling cost per BOE are higher in Q4 2021 than in Q4 2020 due to the cost of trucking oil volumes from the CH Concession to the delivery point in Tupungato, Mendoza. Transportation and hauling costs per BOE are lower in YE 2021 as the majority of oil sold in the period was transported through the San Martin oil pipeline to the Cruz del Sur facility for storage and subsequent sale, negating the need for trucking and lowering transportation costs. The San Martin oil pipeline became operational in September 2020, therefore the majority of oil sales in YE 2020 were trucked to the Cruz del Sur facility resulting in higher transportation and hauling costs.

### **Gas Processing Income**

During Q4 2021 and YE 2021, the Company recognized \$65,252 and \$242,574 respectively, of gas processing income as compared to \$51,477 and \$158,218 during Q4 2020 and YE 2020, respectively.

## G&A Expenses

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Salaries and benefits (\$)	387,233	337,542	1,346,893	1,155,481
Professional fees (\$)	435,962	260,710	1,154,911	710,238
Office and general (\$)	188,906	130,179	363,078	299,238
Travel and promotion (\$)	41,078	20,258	103,333	65,070
	1,053,179	748,689	2,968,215	2,230,027

Salaries and benefits are higher in the 2021 periods due to salary increases granted in Q2 2021 and Q4 2021 and bonuses granted to employees and management in Q2 2021 which were partially offset by the devaluation of the ARS against the USD which resulted in lower salary costs for Argentine employees.

Professional fees include reserve reports fees, consulting fees for financial reporting and investor relations services, legal and consulting fees related to assistance with the preparation of various documents for regulatory compliance and consulting fees related to geological and engineering assistance. Professional fees are higher in YE 2021 than in YE 2020 due mainly to legal and other consulting fees related to the proposed Centaurus Energy Inc. acquisition for which negotiations were terminated in February 2021 and for higher fees related to the reserve reports obtained for the CH Concession as at the date of the acquisition and as of December 31, 2021.

Office and general expenses are higher in the 2021 periods than in the 2020 periods due to the cost of implementing and complying with various iterations of COVID-19 restrictions and of improving staff morale through in-person meetings and functions when the restrictions permitted.

Travel and promotion expenses are higher in the 2021 periods than in the 2020 periods due to the cost of travel to the Province of Mendoza related to the acquisition and management of the CH concession.

## Depletion and Depreciation

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Depletion (\$)	2,141,802	1,584,112	6,293,203	5,863,069
Depreciation (\$)	26,088	46,884	76,615	181,503
	2,167,890	1,630,996	6,369,818	6,044,572
Depletion rate per BOE (\$)	10.83	9.17	9.70	11.42

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 leasehold improvements and right-of-use assets.

The depletion rate per BOE is lower in YE 2021 than in YE 2020 periods due mainly to the effect of impairment recognized in 2020 which increased the YE 2020 depletion rate and the increase in the estimate of proved plus probable reserves estimated in the December 31, 2021 externally prepared reserve report related to the CH concession, partially offset by a decrease of the proved plus probable reserves of the TDF concessions, which decreased the YE 2021 depletion rate. The decrease in TDF proved plus probable reserves is attributable the onset of water production in the SM x-1002 well.

The depletion rate per BOE is higher in Q4 2021 than in Q4 2020 due mainly to an increase in future development costs.

Depreciation expense is lower in YE 2021 than in YE 2020 due to certain assets reaching their fully-depreciated life combined with the termination of equipment leases and related disposition of right-of-use assets in Q1 2021.

## Fair Value Adjustment of Contingent Consideration

A reconciliation of the contingent consideration (liability) receivable is as follows:

	Liability	Receivable	Net
Balance, December 31, 2019	\$ (3,652,693)	\$ 2,367,389	\$ (1,285,304)
Cash settlement (collection)	167,699	(75,232)	92,467
Fair value adjustment	3,484,994	(2,222,041)	1,262,953
Balance, December 31, 2020	–	70,116	70,116
Cash collection	–	(70,116)	(70,116)
Fair value adjustment	(81,259)	53,034	(28,225)
Balance, December 31, 2021	\$ (81,259)	\$ 53,034	\$ (28,225)

### Contingent consideration liability

Pursuant to the 2018 acquisition of St. Patrick Oil & Gas S.A. ("**St. Patrick**"), the Company will make quarterly payments to the vendor until December 31, 2027 equal to 10% of the amount by which net revenue (oil and gas revenue less provincial royalties) received by St. Patrick from its participating interest in the TDF Concessions for the quarter exceeds certain base net revenue thresholds for such quarter. If in any quarter the net revenues received by St. Patrick do not exceed the base net revenue threshold for that quarter, then no royalty payment will be payable.

The forecast net revenues based on the externally prepared December 31, 2021 and 2020 reserve reports do not exceed the base net revenue for future quarters. As a result, the estimated fair value of the contingent consideration liability at December 31, 2021 and 2020 was \$nil.

The \$81,259 contingent consideration liability at December 31, 2021 relates to the amount payable for the actual results of the fourth quarter of 2021. The contingent consideration liability is included in trade and other payables.

### Contingent consideration receivable

As part of the consideration for the disposition of a participating interest in the TDF Concessions in April 2019, the purchasers will make future payments to St. Patrick equal to their proportionate share of contingent royalty payments that accrue following the closing of the disposition.

The forecast net revenues based on the externally prepared December 31, 2021 and 2020 reserve reports do not exceed the base net revenue for future quarters. As a result, the estimated fair value of the contingent consideration receivable at December 31, 2021 and 2020 was \$nil.

The \$53,034 contingent consideration receivable at December 31, 2021 relates to the amount receivable for the actual results of the fourth quarter of 2021. The \$70,116 contingent consideration receivable at December 31, 2020 relates to the amounts receivable for the second and third quarters of 2019. The contingent consideration receivable is included in trade and other receivables.

## Share-based Payments

On May 31, 2021, the Company granted 2,175,000 stock options to officers and directors. The stock options are exercisable at CAD 0.20 per share until May 31, 2026 and vest one-third on the grant date and one-third on the first and second anniversaries of the grant date. The grant date fair value of the stock options was estimated to be \$315,810 using the Black-Scholes pricing model.

During Q4 2021 and YE 2021, the Company recognized \$31,587 and \$187,515 (Q4 2020 and YE 2020—\$27,752 and \$167,033), respectively, of share-based payment expense. As at December 31, 2021, the balance of unvested share-based payments was \$93,200.

## Foreign Exchange Gain (Loss)

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 Crown Point Energía S.A., is the USD. The

presentation currency of Crown Point is the USD.

Foreign exchange gains (losses) reported in the consolidated statement of (loss) income and comprehensive (loss) income 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 as at:	December 31 2021	December 31 2020
CAD to USD <sup>(1)</sup>	0.7901	0.7842
ARS to USD <sup>(1)</sup>	0.0098	0.0119
USD to ARS <sup>(2)</sup>	102.62	84.0978

<sup>(1)</sup> Source OFX <sup>(2)</sup> Source BNA (National Bank of Argentina)

In Crown Point, the translation of USD denominated foreign net monetary liabilities to CAD during 2021 resulted in a foreign exchange loss of approximately \$53,900 (2020– \$27,800 foreign exchange loss).

Notwithstanding that the functional currency of the Company's Argentine subsidiary is the USD, a portion of monetary assets and liabilities such as accounts receivable, accounts payable, bank debt and notes payables 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 to USD during 2021 resulted in a foreign exchange loss of approximately \$610,300 (2020– \$481,000 foreign exchange gain).

Currency devaluation in Argentina affects the cost of ARS denominated items which are translated to the USD functional currency of the Argentine subsidiary. A portion of the TDF and CH Concessions' operating costs and general and administrative expenses incurred in Argentina are denominated in ARS. During 2021, the devaluation of ARS resulted in lower operating costs and general and administrative expenses incurred in Argentina by approximately 11% (2020– devaluation of ARS; lower by 19%).

During 2021, the devaluation of ARS resulted in a reduction in the USD equivalent of ARS denominated foreign currency denominated financial instruments, excluding bank debt and notes payables, by approximately \$0.04 million (2020– devaluation of ARS; reduction by approximately \$0.6 million).

The effect of currency devaluation on ARS denominated bank debt and notes payables during 2021 was a \$386,215 reduction in the USD equivalent amount (2020– \$371,106 reduction).

## Net Finance Expense

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Interest income (\$)	104,040	11,162	249,191	52,990
Financing fees and bank charges (\$)	(146,967)	(80,662)	(439,023)	(256,888)
Interest on bank debt (\$)	(87)	(100,693)	(222,179)	(332,843)
Interest on notes payable (\$)	(259,023)	–	(802,658)	–
Amortization of notes payable transaction costs (\$)	(10,637)	–	(34,763)	–
Accretion of decommissioning provision (\$)	(31,043)	(29,189)	(85,391)	(106,226)
Interest on lease liabilities (\$)	(6,538)	10,049	(14,666)	(41,769)
Gain on disposition of right-of-use assets and lease liabilities (\$)	1,291	–	28,291	–
Net finance expense (\$)	(348,964)	(189,333)	(1,321,198)	(684,736)

Interest income is earned on interest-earning bank accounts and is higher in the 2021 periods than in the 2020 periods due mainly to greater bank balances caused by the increase in sales. See the Liquidity and Capital Resources – Notes Payable section of this MD&A.

Financing fees and bank charges result primarily from bank taxes charged in Argentina on cash transfers. Cash transfers were higher in the 2021 periods than in the 2020 periods.

Interest on bank debt is lower in the 2021 periods than in the 2020 periods due to the full repayment of debt in Q3 2021. See the Liquidity and Capital Resources – Argentina Loans section of this MD&A.

During 2021, the operator of the TDF Concessions terminated equipment leases for which the net book value of the related right-of-use assets was \$638,685 with a corresponding lease liability of \$666,976, resulting in a \$28,291 gain reported in net finance expense in the 2021 consolidated statement of income (loss) and comprehensive income (loss).

## Taxes

	Three months ended December 31		Year ended December 31	
	2021	2020	2021	2020
Current tax recovery (\$)	–	1,063,230	–	1,063,230
Deferred tax recovery (provision) (\$)	575,008	(355,465)	293,400	2,401,509
Total tax recovery (\$)	575,008	707,765	293,400	3,464,739

Crown Point Energía S.A. has sufficient non-capital loss and other tax pools available to reduce taxable income in Argentina to \$nil. The deferred tax recovery in the 2021 periods is related to changes in the Company's ARS denominated tax pools combined with the effect of an increase in the tax rate applied to certain temporary tax differences and the devaluation of the ARS during the period on the translation of ARS denominated tax pools to USD. The current tax recovery reported in 2020 is primarily related to the difference between the estimated tax expense for 2019 and the final Argentine tax filings which were lower than the reported amount. As at December 31, 2021, the Company's deferred tax liability was \$4,038,821 (December 31, 2020 – \$1,078,214).

The change in the Argentine corporate income tax rate occurred on June 16, 2021 by Decree No. 387/2021 and PEN passed Law No. 27630 which establishes a new tiered structure of income tax rates, with three segments according to the cumulative taxable net income level.

The new tax rates, effective for fiscal years commencing January 1, 2021, are as follows:

- 25% on cumulative taxable net income of up to ARS 5 million;
- 30% on taxable net income exceeding ARS 5 million and up to ARS 50 million plus a fixed amount of ARS 1.3 million; and
- 35% on taxable net income exceeding ARS 50 million plus a fixed amount of ARS 14.8 million.

## CAPITAL EXPENDITURES

The Company incurred \$821,299 of drilling expenditures on exploration and evaluation (“E&E”) assets related to CLL during 2021. The costs associated with an abandoned well incurred in 2020 were reclassified to E&E expense in the consolidated statement of (loss) income and comprehensive (loss) income.

	Year ended December 31	
	2021	2020
E&E expenditures on the CLL Permit (\$)	821,299	378,535
Reclassified to exploration and evaluation expense (\$)	–	(141,909)
E&E expenditures, net (\$)	821,299	236,626

The Company recognized the following additions (dispositions) to property and equipment assets during 2021 and 2020:

	Year ended December 31	
	2021	2020
Development and production asset expenditures (\$)	3,924,016	762,566
Other asset expenditures (\$)	35,496	6,942
Property and equipment expenditures (\$)	3,959,512	769,508

During 2021, the Company incurred \$1,514,672 (2020 – \$762,566) of expenditures in the TDF area primarily related to facilities improvements and incurred \$2,409,344 of expenditures in the CH area related to well workovers.

## IMPAIRMENT

Although the forecasted prices used in the externally prepared December 31, 2021 reserve report increased as compared to December 31, 2020 forecasted prices (impairment reversal indicator), the effect of this increase was offset by a reduction in the TDF CGU's proved plus probable reserves from the externally prepared December 31, 2021 reserve report (impairment indicator). Based on the combined effect of these facts, no impairment or reversal of impairment was required to be recorded.

### Indicators of impairment – 2020

During 2020, there was an industry-wide decline in crude oil prices and crude oil price volatility due to a drop in global crude oil demand triggered by the impact of the COVID-19 pandemic on the global economy and due to a breakdown in negotiations between OPEC and non-OPEC partners regarding proposed production cuts. In addition to these factors, one of the Company's wells had a significant increase in its water cut in January 2020 which resulted in a notable decline in oil production.

### Property and equipment

The Company identified indicators of impairment during Q1 2020, as noted above, in relation to its TDF cash-generating unit ("CGU") and performed an impairment test. Management estimated the recoverable amount of the TDF CGU based on its value in use. The March 31, 2020 estimated recoverable amount for the TDF CGU was based on 15% discounted after-tax cash flows expected to be derived from the TDF CGU's proved plus probable reserves using an internally prepared mechanical update of the December 31, 2019 externally prepared reserve report. During Q3 2020 and the September 2020 period, the Company recognized \$nil and \$8.25 million, respectively, of impairment in the consolidated statement of (loss) income and comprehensive (loss) income. Impairment of property and equipment may be reversed in future periods if there are indicators of reversal, such as an improvement in commodity price forecasts.

### Goodwill

Due to the identification of indicators of impairment in relation to its TDF CGU during Q1 2020, the Company performed an impairment test of goodwill. The recoverable amount of goodwill at March 31, 2020 based on the fair value less costs of disposal assessed at the CGU level was determined to be lower than the carrying amount of goodwill. The Company's key assumptions used in determining the fair value less costs of disposal include discounted net present value of the estimated future cash flows expected to arise from the continued use of the TDF CGU using a 15% discount rate. In Q1 2020, the Company fully impaired goodwill and recognized \$1.74 million of impairment in the consolidated statement of (loss) income and comprehensive (loss) income. Goodwill impairment cannot be reversed in future periods.

## 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 2021, the Company reported net income of \$9,774,753, primarily related to the \$9,529,551 gain on

the acquisition of a 50% working interest in the CH Concession. Net cash provided by operating activities was \$6,872,164 and funds flow from operating activities during 2021 was \$7,374,555. As at December 31, 2021, the Company had \$2,926,658 of working capital (December 31, 2020 – \$3,021,590), including \$3,221,118 of cash held in bank accounts.

During 2021, the Company incurred \$4.8 million of capital expenditures on property and equipment and E&E assets. The Company's total capital expenditure budget for fiscal 2022 is estimated to be \$9.8 million comprised of \$5.0 million for drilling one horizontal well in the Las Violetas Concession, one vertical well in the San Martin structure and facilities improvements, plus \$2.6 million for well workovers and facilities improvements and optimization in CH and \$2.4 million for drilling one exploration well in CLL. The Company expects to meet these obligations, along with its other anticipated expenses, using cash held in bank accounts, cash flow from operations, new debt and/or equity financings and potential joint venture arrangements. For details of the Company's fiscal 2022 capital expenditure program, see the Outlook section of this MD&A.

The Company has future capital commitments to develop its properties as described in the Commitments section of this MD&A. 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

On September 3, 2020, the Company obtained an ARS 35.2 million (\$0.47 million) working capital loan from HSBC Bank Argentina S.A. ("HSBC Loan 2") at an interest rate of 38.25% per annum, calculated and payable monthly, with a maturity date of March 2, 2021. The Company repaid the loan in full plus ARS 3.1 million (\$34,939) of accrued interest on March 3, 2021.

On August 25, 2020, the Company obtained an ARS 50 million (\$0.68 million) working capital loan from Banco Hipotecario ("Banco Hipotecario Loan 3") at an interest rate of 24% per annum. 50% of the loan principal and ARS 3.9 million (\$0.05 million) of accrued interest was repaid on December 23, 2020 and the remaining loan principal and ARS 1 million (\$11,242) of accrued interest was repaid on February 22, 2021.

On December 17, 2020, the Company obtained an ARS 50 million (\$0.60 million) working capital loan from Banco Hipotecario ("Banco Hipotecario Loan 4") at an interest rate of 35% per annum. ARS 25 million (\$0.27 million) of loan principal and ARS 5.8 million (\$61,991) of accrued interest was repaid on April 16, 2021 and the remaining ARS 25 million (\$0.27 million) of loan principal and ARS 1.4 million (\$15,101) of accrued interest was repaid on June 15, 2021.

On February 19, 2021, the Company obtained an ARS 25 million (\$0.28 million) working capital loan from Banco Hipotecario ("Banco Hipotecario Loan 5") at an interest rate of 49.5% per annum. ARS 12.5 million (\$0.13 million) of loan principal and ARS 4.2 million (\$43,727) of accrued interest was repaid on June 19, 2021 and the remaining ARS 12.5 million (\$0.13 million) of loan principal and ARS 1 million (\$9,935) of accrued interest was repaid on August 18, 2021.

On February 23, 2021, the Company obtained an ARS 25 million (\$0.28 million) working capital loan from Banco Hipotecario ("Banco Hipotecario Loan 6") at an interest rate of 49.5% per annum. ARS 12.5 million (\$0.13 million) of loan principal and ARS 4.1 million (\$42,606) of accrued interest was repaid on June 23, 2021. The remaining ARS 12.5 million (0.13 million) of loan principal and ARS 1 million (\$10,627) of accrued interest was repaid on August 23, 2021.

During March 2021, the Company obtained and repaid a bank overdraft with Banco Hipotecario for an average balance of ARS 35.6 million (\$0.4 million) at an interest rate of 43% per annum. In April 2021, the Company paid ARS 0.6 million (\$6,363) of accrued interest.

On June 3, 2021 and June 24, 2021 the Company obtained \$80,000 and \$70,000, respectively, of working capital loans from Liminar Energia S.A. ("Liminar"), the Company's controlling shareholder, at an interest rate of 4% per annum. The loan principal amounts were repaid on June 16 and 29, 2021, respectively, along with \$152 of accrued interest.

On September 23, 2021, the Company obtained a \$250,000 loan from Grupo ST S.A. at an interest rate of 4% per annum. The loan principal and \$137 of accrued interest was repaid on September 27, 2021.

On October 26, 2021, the Company obtained a \$200,000 working capital loan from Grupo ST S.A. at an interest rate of 4% per annum. The loan principal and \$66 of accrued interest was repaid on October 29, 2021.

Liminar has provided a guarantee of the Banco Hipotecario loans described above for which the Company is charged a loan guarantee fee of 1% of the loan balance per annum.

#### Notes Payable

On March 30, 2021, Crown Point Energía closed on the issuance of \$3.38 million principal amount of Class I notes payable and \$2.07 million (ARS 190 million) principal amount of Class II notes payable for aggregate gross proceeds of \$5.45 million. Class I notes payable are guaranteed, denominated in USD, integrated in ARS at the initial exchange rate and repayable in ARS at the applicable exchange rate. Class II notes payable are guaranteed, denominated in ARS and repayable in ARS.

The notes payable were issued on March 31, 2021, are repayable in eight equal installments commencing on July 1, 2022 until the maturity date of March 31, 2024 and bear interest at 8% per annum and BADLAR Privados (currently 34.16%) plus 6.75% per annum, respectively, payable quarterly.

On July 1, 2021, the first interest payments on the Class I and II notes payable were made in the amount of \$67,624 (ARS 6.5 million) and \$203,387 (ARS 19.6 million), respectively.

On October 1, 2021, the second interest payment on the Class I and II notes payable were made in the amount of \$67,965 (ARS 6.7 million) and \$198,323 (ARS 19.6 million), respectively.

As at December 31, 2021, the reported amount of notes payable was \$5.4 million.

As at December 31, 2021, \$299,560 (ARS 30.7 million) was reported as restricted cash. The restricted cash is assigned as collateral for the notes payable and has been deposited in a trust account with an Argentine bank, the beneficiary of which is Crown Point Energía. The trust account funds are invested as prescribed by the related escrow agreement; these funds are restricted and cannot be used by the Company other than for the purpose stated in the escrow agreement. The amount of funds held in trust is based on the Company's estimate of the next upcoming quarterly interest payment. The trust account is required to be in place until the maturity date of the notes payable.

The Company incurred \$139,849 of transaction costs directly attributed to the issuance of the notes payable which are net against the debt amount and will be amortized to finance expense over the three year term. During Q4 2021 and YE 2021, \$10,637 and \$34,763 of transaction costs were amortized to finance expense, respectively.

#### UTE Operator Voluntary Reorganization Proceedings

On November 5, 2020, Roch S.A., the Argentine operator of the UTE governing the TDF Concessions, announced that it had filed for Concurso Preventivo de Acreedores (voluntary reorganization proceedings). Roch S.A. continues to operate the TDF Concessions and there have been no operational disruptions; among other things, oil and natural gas production and sales are continuing in the ordinary course. The Company will continue to monitor Roch S.A.'s voluntary reorganization proceedings with a view to determining what impact, if any, those proceedings might have on the UTE, the TDF Concessions and the Company and what steps, if any, the Company should take in response to the proceedings. As at December 31, 2021, the Company had a \$22,210 contingent consideration receivable (included in trade and other receivables) related to the contingent consideration receivable for the actual results of Q4 2021.

#### Mendoza Activa Hydrocarbons Programs

On December 4, 2020, the Province of Mendoza created the Mendoza Activa Hydrocarbons Program ("**Program I**") to promote the development and reactivation of oil and natural gas activities in the Province and increase the related production of oil and natural gas reserves.

Through tax credit certificates, Program I will reimburse up to 40% of disbursements (in ARS) for the drilling of new wells or the reactivation of existing wells which were not producing at the date Program I was created. Tax credit certificates may be applied to the payment of Provincial royalties and turnover tax.

On July 7, 2021, the Province of Mendoza created the Mendoza Activa Hydrocarbons II Program ("**Program II**") with the same objectives and requirements as Program I. Program II extends the term of the program



until December 31, 2025, which may be further extended for a period of up to 3 years.

The Company has applied for tax credits under Program I and Program II for the CH Concession and the CLL Permit and is awaiting approval by the Province.

## **RELATED PARTY TRANSACTIONS**

Energía y Soluciones S.A., a company controlled by Gabriel Obrador, who is the President and Chief Executive Officer and a director of the Company, owns a 1.46% overriding royalty on revenue earned from the CLL Permit. As of December 31, 2021, and the date of this MD&A, no revenue has been earned from the CLL Permit.

Mr. Pablo Peralta is a director of the Company and is the President and a director of Liminar and controls 30% of the voting shares of Liminar. Liminar owns approximately 59.5% of the Company's outstanding common shares. During 2021, the Company was charged \$nil (2020 – \$40,000) by Liminar for legal advisory services pursuant to a services agreement with an effective date of April 1, 2019 which was temporarily suspended on March 1, 2020.

From time to time, Liminar, Mr. Peralta and others have guaranteed certain loans obtained by the Company in consideration of a loan guarantee fee. Liminar has provided a guarantee of the Banco Hipotecario loans described under Liquidity and Capital Resources – Argentina Loans, for which the Company is charged a loan guarantee fee of 1% of the loan balance per annum. During Q4 2021 and YE 2021, Liminar charged the Company \$nil and \$4,161, respectively (Q4 2020 and YE 2020 – \$2,542 and \$7,408, respectively), of loan guarantee fees. During Q1 2021, the Company was also charged a \$41,665 guarantee fee for a guarantee provided by Liminar in respect of the \$4.17 million owed to the Province of Mendoza in connection with the Company's acquisition of the 50% working interest in the CH Concession.

During Q2 2021, the Company obtained and repaid two working capital loans from Liminar which accrued interest of \$152.

Mr. Pablo Peralta is a director of the Company and is a director and shareholder of Grupo ST S.A. During Q3 2021, the Company obtained and repaid two working capital loans from Grupo ST S.A., including \$203 of accrued interest.

There were no other transactions between the Company and related parties of the Company during the 2021 periods.

## **SUBSEQUENT EVENTS**

On January 14, 2022, the Company obtained a \$0.5 million working capital loan with Sociedad de Bolsa Centaurus S.A. at an interest rate of 4% per annum and a fee of 0.5% of the loan principal. The loan was repaid on January 21, 2022.

On February 18, 2022, the Company obtained an ARS 30 million (\$0.3 million) working capital loan with Banco CMF S.A. repayable on August 18, 2022 and bearing interest at a variable rate calculated and payable monthly. The interest rate is 46% for the first month and thereafter will be calculated based on the BADLAR Corregida (currently 49%) plus 4.5% per annum. The Company paid a structuring fee of 0.5% of the loan principal.

On February 23, 2022, the Company obtained an overdraft of up to ARS 150 million (\$1.4 million) with Banco Hipotecario at an interest rate of 40.5% per annum for a maximum term of six months. The overdraft is guaranteed by Liminar under the agreement with Banco Hipotecario.

## SHARE CAPITAL

Issued and outstanding	Common Shares	Stock Options
December 31, 2020	72,903,038	2,175,000
Granted	–	2,175,000
December 31, 2021 and date of MD&A	72,903,038	4,350,000

## COMMITMENTS

### TDF Concessions

As at December 31, 2021, the Company's share of expenditure commitments with respect to the Rio Cullen exploitation concession in TDF is \$0.62 million which must be completed by August 2026.

### CLL Permit

As at December 31, 2021, the Company's required work commitment with respect to the CLL Permit is the drilling of one exploration well at an estimated cost of \$2.5 million which must be completed by February 22, 2022. The Company drilled one exploration well prior to February 22, 2022, but has made an application to the Province of Mendoza to extend the work commitment deadline for twelve months to provide the Company time to finish completion operations and evaluate test results.

### CH Concession

As at December 31, 2021, the Company's share of expenditure commitments with respect to the CH Concession is \$40.34 million, consisting of a work program for well work overs, infrastructure optimization and a multi-well drilling program to be completed over a ten-year period until March 2031.

## OFF BALANCE SHEET ARRANGEMENTS

The Company has no off balance sheet arrangements.

## FINANCIAL INSTRUMENTS

The fair values of cash, restricted cash, trade and other receivables and trade and other payables are estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. At December 31, 2021 and December 31, 2020, the fair value of these balances approximated their carrying amount due to their short term to maturity. The fair values of bank debt, notes payable and lease liabilities are based on the discounted present value of future cash flows and approximate 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.

## SELECTED CONSOLIDATED QUARTERLY INFORMATION

The following table sets forth selected consolidated financial information of the Company for the periods presented.

Unaudited Three months ended:	December 31 2021	September 30 2021	June 30 2021	March 31 2021	December 31 2020	September 30 2020	June 30 2020	March 31 2020
Working capital <sup>(2)</sup> (\$)	2,926,658	5,203,698	5,285,439	4,026,325	3,021,590	714,010	1,525,635	1,692,977
Oil and natural gas sales revenue (\$)	10,168,669	6,946,518	7,849,780	3,528,369	4,134,154	2,435,673	949,305	4,320,239
Net income (loss) (\$)	742,431	1,408,708	(472,492)	8,096,106	(2,071,034)	(1,276,965)	(651,385)	(8,676,550)
Basic and diluted net income (loss) per share <sup>(1)</sup> (\$)	0.01	0.02	(0.01)	0.11	(0.03)	(0.02)	(0.01)	(0.12)
Net cash provided (used) by operating activities (\$)	2,080,962	2,449,967	785,714	1,555,521	(29,704)	26,128	(506,003)	(478,934)
Acquisition of working interest (\$)	–	–	–	4,166,500	–	–	–	–
Property and equipment expenditures (\$)	1,511,507	684,523	1,038,549	724,933	150,231	96,826	109,354	413,097
E&E expenditures	820,517	782	–	–	3,938	4,081	800	369,716
Total assets (\$)	58,308,535	55,544,951	53,970,775	56,783,299	33,687,340	36,976,713	38,136,707	41,099,119
Bank debt (\$)	–	–	263,835	1,169,163	1,330,590	1,672,870	1,209,840	681,732
Notes payable <sup>(3)</sup> (\$)	5,379,245	5,447,436	5,502,009	5,315,426	–	–	–	–

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

(2) "Working capital" is a capital management measure. See "Non-IFRS and Other Financial Measures" for additional disclosures.

(3) Total of current and non-current portions of notes payable.

Significant quarter-over-quarter variances in net income (loss) and working capital are explained below:

- Working capital decreased in Q4 2021 mainly due to the increase in capital expenditures combined with a higher portion of notes payable and decommissioning provision classified as current.
- The reported net income decreased in Q4 2021 mainly due to an increase in general and administrative expenses and depletion and depreciation expense offset by an increase in the recovery of deferred taxes.
- Q3 2021 working capital is comparable to Q2 2021.
- The reported net income in Q3 2021 is mainly due to the positive revision to the gain on the acquisition of the working interest in the CH Concession and the recovery of deferred taxes offset by lower oil and natural gas sales revenue due to lower oil sales volumes.
- Working capital increased in Q2 2021 mainly due to the increase in oil and gas sales volumes.
- The reported net loss in Q2 2021 is mainly due to the provision of deferred taxes related to the increase of the income tax rate.
- Working capital increased in Q1 2021 mainly due to proceeds from the issuance of notes payable.
- The reported net income increased in Q1 2021 mainly due to the recognition of an \$8.2 million gain on the acquisition of the working interest in the CH Concession.
- Working capital increased in Q4 2020 mainly due to the increase in oil sales and the recovery of current taxes.
- The reported net loss increased in Q4 2020 due mainly to the recognition of \$1.5 million of impairment related to the TDF CGU which was offset by the recovery of current taxes.
- Working capital decreased in Q3 2020 mainly due to the increase in bank debt and other current liabilities.
- The reported net loss increased in Q3 2020 mainly due to an increase in depletion and depreciation expense related to higher sales volumes.
- Working capital decreased in Q2 2020 mainly due to the increase in bank debt and the significant decline in oil and natural gas sales revenue.
- The reported net loss decreased in Q2 2020 due to impairment recognized in Q1 2020 offset by significantly lower oil and natural gas sales revenue and related operating costs.

## BUSINESS RISKS AND UNCERTAINTIES

Crown Point's production and exploration activities are conducted only 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:

- the risk that global or national health concerns, including the outbreak of pandemic or contagious diseases, such as COVID-19 (coronavirus), may adversely affect us by, among other things (i) reducing global economic activity thereby resulting in lower demand for crude oil, NGLs and natural gas, (ii) impairing our supply chain (for example, by limiting the manufacturing of materials or the supply of services used in our operations), (iii) affecting the health of our workforce and/or the workforce of our suppliers and/or customers, rendering employees unable to work or travel, thereby potentially impacting our ability to produce, transport and/or sell our crude oil, NGLs and natural gas, and (iv) rendering one or more of our customers, joint venture partners and/or other contractual counterparties insolvent or bankrupt and therefore unable to comply with their contractual obligations to us (see also COVID-19 above);
- risks associated with the voluntary reorganization filing made by Roch S.A., the Argentine operator of the UTE governing the TDF Concessions, including the risk that Roch S.A.'s voluntary reorganization filing has an adverse effect on the UTE, the TDF Concessions and/or the Company;
- risks associated with the ability of OPEC, Russia and other oil and gas exporting nations to set and maintain production levels and influence prices for crude oil. For instance, at the outset of the COVID-19 pandemic, OPEC +, led by Saudi Arabia and Russia, initially failed to reach an agreement on constraining crude oil output to support global crude oil prices in the face of lower global demand arising from, among other things, the global response to the COVID-19 pandemic, which in turn resulted in certain OPEC member countries discounting prices on future crude oil deliveries and increasing crude oil supply in to the market, which contributed to the significant decline in crude oil prices around the globe;
- 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; the potential for a sovereign debt default; significant increases in interest rates; lack of availability of credit; currency fluctuations between the USD, the CDN and the ARS and/or devaluations of the ARS; commodity price controls; export controls; export taxes; changes in royalty and tax rates; and monetary and currency exchange controls, or exchange restrictions, as further discussed below;
- risks associated with wars, insurrections and other armed conflicts and any resulting economic sanctions (including the ongoing conflict in Ukraine and related economic sanctions imposed on Russia), including the risk that such events impact economic activity in Argentina or globally and consequently the demand for crude oil and natural gas;
- exchange restrictions imposed by the Central Bank of Argentina on the Company's subsidiaries from time to time, which may restrict, among other things: the payment of dividends and profits to the Company; the repatriation of funds by the Company from its subsidiaries; payments made to non-residents for the importation of goods; payments made to the Company for the importation of services; the funding of assets located outside of Argentina; and the obligation to settle certain transactions involving the receipt of foreign funds (i.e. USD) in ARS, including foreign funds obtained from the export of goods such as crude oil; all of which, among other things, may affect the ability of the Company's subsidiaries to obtain the foreign currency necessary to meet its financial obligations and/or may affect the ability of the Company's subsidiaries to distribute funds to the Company in order to permit the Company to discharge its financial obligations in the ordinary course of business;
- 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, whether due to a change in well performance such as a well beginning to produce a significant amount of water after the effective date of the estimate, a material decline in commodity prices after the effective date of the estimate, or other developments;
  - 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 oil and gas interests;
  - the impact of work disruption and labour unrest on the Company's operations;
  - actions taken by governmental authorities, including increases in taxes, the introduction of new taxes and changes in government regulations and incentive programs;
  - geological, technical, drilling and processing problems;
  - 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 the Company's inability to obtain the necessary oilfield services required, including drilling and fracture stimulation equipment and related personnel, delays arising as a result of the Company's inability to obtain the necessary governmental approvals, including regulatory approvals relating to the protection of the environment, and delays arising as a result of a decline in commodity prices arising as a result of reduced demand for commodities and/or other factors;
  - 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;
  - shut-ins of connected wells resulting from extreme weather conditions;
  - insufficient storage or transportation or processing capacity for the Company's production, or the need to halt or restrict production while such facilities receive maintenance or repairs or while international borders are closed, or the risk that the cost to use third party facilities increases or that such facilities are decommissioned or otherwise become unavailable to the Company;
  - 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, and the resulting impact on our production and reserves;
  - 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 governments, 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 59.5% of the Company's shares and having 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 and that the liquidity

- of the Company's common shares may decline;
- risks associated with having two shareholders who control approximately 74.7% of the Company's shares, including that the liquidity of the Company's common shares may decline;
  - 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 and acquisitions, including the ability of the Company to obtain new credit facilities and/or issue new notes, renegotiate the terms of its existing credit facilities and/or notes if necessary and/or repay the principal and interest owing under its existing credit facilities and/or notes.

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.

## NON-IFRS AND OTHER FINANCIAL MEASURES

Throughout this MD&A and in other materials disclosed by the Company, we employ certain measures to analyze financial performance, financial position, and cash flow. These non-IFRS and other financial measures do not have any standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures provided by other issuers. The non-IFRS and other financial measures should not be considered to be more meaningful than financial measures which are determined in accordance with IFRS, such as net income (loss), oil and natural gas sales revenue and net cash provided by (used in) operating activities as indicators of our performance.

**"Funds flow per share – operating activities"** is a supplemental financial measure. Funds flow per share – operating activities is comprised of funds flow provided by (used in) operating activities divided by the basic and diluted weighted average number of common shares outstanding for the period. See "Financial Information – Summary of Financial Information".

**"Net cash per share – operating activities"** is a supplemental financial measure. Net cash per share – operating activities is comprised of net cash provided by (used in) operating activities divided by the basic and diluted weighted average number of common shares outstanding for the period. See "Financial Information – Summary of Financial Information".

**"Non-current financial liabilities"** is a supplemental financial measure. Non-current financial liabilities is comprised of the non-current portions of trade and other payables, taxes payable, notes payable and lease liabilities as presented in the Company's consolidated statements of financial position. See "Financial Information – Summary of Financial Information".

**"Operating Netback"** is a non-IFRS measure. Operating netback is comprised of oil and natural gas sales less export tax, royalties and turnover tax and operating costs. Management believes this measure is a useful supplemental measure of the Company's profitability relative to commodity prices. See "Results of Operations – Operating Netback" for a reconciliation of operating netback to oil and natural gas sales revenue, being our nearest measure prescribed by IFRS.

**"Operating netback per BOE"** is a non-IFRS ratio. Operating netback per BOE is comprised of operating netback divided by total BOE sales volumes in the period. Management believes this measure is a useful supplemental measure of the Company's profitability relative to commodity prices. In addition, management believes that operating netback per BOE is a key industry performance measure of operational efficiency and provide investors with information that is also commonly presented by other crude oil and natural gas producers. Operating netback is a non-IFRS measure. See "Results of Operations – Operating Netback" for the calculation of operating netback per BOE.

"Working capital" is a capital management measure. Working capital is comprised of current assets less current liabilities. Management believes that working capital is a useful measure to assess the Company's capital position and its ability to execute its existing exploration commitments and its share of any development programs. See "Financial Information – Summary of Financial Information" for a reconciliation of working capital to current assets and current liabilities, being our nearest measures prescribed by IFRS.

## ABBREVIATIONS AND BOE PRESENTATION

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

<b>3-D</b>	-	three dimensional
<b>API</b>	-	American Petroleum Institute gravity, being an indication of the specific gravity of crude oil measured on the API gravity scale
<b>bbl</b>	-	barrel
<b>bbls</b>	-	barrels
<b>BOE</b>	-	barrels of oil equivalent
<b>km</b>	-	kilometres
<b>km<sup>2</sup></b>	-	square kilometres
<b>m</b>	-	meters
<b>m<sup>3</sup></b>	-	cubic meters
<b>mcf</b>	-	thousand cubic feet
<b>mm</b>	-	millimetres
<b>mmcf</b>	-	million cubic feet
<b>NGL</b>	-	natural gas liquids
<b>psi</b>	-	pounds per square inch
<b>Q1</b>	-	three months ended March 31
<b>Q2</b>	-	three months ended June 30
<b>Q3</b>	-	three months ended September 30
<b>Q4</b>	-	three months ended December 31
<b>UTE</b>	-	Union Transitoria de Empresas, which is a registered joint venture contract established under the laws of Argentina
<b>WI</b>	-	working interest
<b>YPF</b>	-	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 mcf of gas 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 price of crude oil as compared to natural gas in Argentina from time to time may be different from the energy equivalency conversion ratio of 6:1, utilizing a conversion on a 6:1 basis may be 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", "budget", "outlook" 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: that the construction of the oil pipeline to connect the Cruz del Sur oil storage facility and the San Martin oil field with the Total Austral operated Rio Cullen marine terminal will be accelerated, that Crown Point will export oil by truck to the Enap refinery at San Gregorio, Chile and to the Total Austral operated Rio Cullen marine terminal in Tierra del Fuego, and that the sales price at both San Gregorio and Rio Cullen will be indexed to the Brent oil price; under "Corporate Overview and Strategy", all elements of the Company's business strategy and focus in the TDF Concessions, the CH Concession and the CLL Permit, future operations to be conducted by the Company in furtherance of such business strategy and focus, and the Company's expectations of the benefits to be derived from such business strategy and focus and related future operations; under "COVID-19", the potential impacts of COVID-19 and the current economic climate on the Company going forward; under "Operational Update", the Company's plans for future operations on its TDF Concessions, CH Concession and CLL Permit and the anticipated timing thereof; under "Outlook", our estimated capital expenditure budget for fiscal 2022, the capital expenditures that we intend to make in our TDF Concessions, CH Concession and CLL Permit, and our expectations for how we will fund our capital expenditures and other expenses during such periods; under "Outlook – Argentina –Economic Summary", the various ways in which COVID-19 might disrupt the Company and the potential key terms of a proposed agreement between the IMF and the Argentine Government and the timing for approval of such agreement; under "Liquidity and Capital Resources", our strategies for managing our liquidity risks, our capital expenditure budget for fiscal 2022 and the expenditures we expect to make at TDF, CH and CLL, and our expectations for how we will fund our capital expenditure program and other expenses; and under "Business Risks and Uncertainties", the business risks and uncertainties that we face and the potential impact such risks may have on the Company. 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. 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: that the Company experiences delays building the pipeline to the Rio Cullen marine terminal or is unable to build the pipeline at all; that the Company is unable to truck oil to the Enap refinery and/or the Rio Cullen marine terminal and/or that the cost to do so rises and/or becomes uneconomic; the price received by the Company for its oil is at a substantial discount to the Brent oil price; and 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).

With respect to forward-looking information contained in this MD&A, the Company has made assumptions regarding, among other things: the cost to build the aforementioned pipeline; trucking costs; the impact (and the duration thereof) that the COVID-19 (coronavirus) pandemic will have on (i) the demand for crude oil, NGLs and natural gas, (ii) our supply chain, including our ability to obtain the equipment and services we require, (iii) our ability to produce, transport and/or sell our crude oil, NGLs and natural gas, and (iv) the ability of our customers, joint venture partners and other contractual counterparties to comply with their contractual obligations to us; the ability and willingness of OPEC+ nations, Russia and other major producers of crude oil to balance crude oil production levels and thereby sustain higher global crude oil prices; that Roch S.A.'s voluntary reorganization filing will not have an adverse impact on its ability to operate the TDF Concessions, and therefore will not have an adverse impact on the UTE, the TDF Concessions and/or the Company; matters relating to the recently completed acquisition of our 50% interest in the CH Concession, including the amount and timing of capital expenditures thereon, production rates therefrom, revenues to be derived therefrom and the ability of the joint venture to reduce operating costs; the impact of inflation rates in Argentina and the devaluation of the ARS against the USD on the Company; 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 and government price controls thereon); the timely receipt of any required regulatory approvals; 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 operators of the projects which the Company has an interest in to operate the fields in a safe, efficient and effective manner; that the Company will not pay dividends for the foreseeable future; 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 Argentina; 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 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).