

## **CROWN POINT ENERGY INC. MANAGEMENT'S DISCUSSION AND ANALYSIS**

The following Management's Discussion and Analysis ("**MD&A**") of the consolidated financial results of Crown Point Energy Inc. ("**Crown Point**" or the "**Company**") is at and for the three months ended March 31, 2022.

This MD&A is dated as of May 11, 2022 and should be read in conjunction with the Company's unaudited March 31, 2022 condensed interim consolidated financial statements and the 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 unaudited March 31, 2022 condensed interim consolidated financial statements, 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 ended March 31, 2022 may be referred to as "Q1 2022", the comparative three months ended March 31, 2021 may be referred to as "Q1 2021", and the previous three month period ended December 31, 2021 may be referred to as "Q4 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 and Mendoza through exploration and development drilling supplemented by recompletion and fracture stimulation of select older producing wells. The Company's production is derived from its participating interest in the Rio Cullen, Las Violetas and La Angostura exploitation concessions in TDF (the "**TDF Concessions**") and the Chañares Herrados concession in Mendoza (the "**CH Concession**" or "**CH**").

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**

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 March 31, 2022 consolidated financial statements are difficult and subject to a higher degree of measurement uncertainty during this volatile period.

## **OPERATIONAL UPDATE**

### **TDF Concessions**

In anticipation of the Cruz del Sur offshore loading facility (the "CdS Terminal") closure originally planned to occur in July 2022, Crown Point, together with its joint venture partners and YPF, agreed to build a 23 km 4 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 March 2022, YPF, operator of the CdS Terminal, announced the immediate closure of the CdS Terminal due to technical difficulties. The CdS Terminal is now used for storage purposes only.

Although the new pipeline project has been accelerated, in the interim, the UTE has arranged 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.

During Q1 2022, San Martin oil production averaged 1,248 (net 429) bbls of oil per day. In March 2022, the UTE drilled a development well (SM a-1004) to evaluate two potential zones in the Tobifera formation and one potential zone in the Springhill formation. SM-1004, located on the western crest of the San Martin high, has been drilled to 2,097 meters and cased as a potential oil well with indicated log pay in fractured Tobifera volcanoclastics and the overlying Springhill sands. Completion and flow testing began on March 22 and is ongoing.

During Q1 2022, natural gas production from the Las Violetas concession averaged 14,487 (net 4,636) mcf per day and oil production averaged 319 (net 110) bbls of oil per day. The Company participated in drilling 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. The LV-118(h) well, a planned 700 meter lateral horizontal well, was spud in on March 23. Drilling operations were halted on May 3 after an obstruction was encountered in the cased horizontal build section at a depth of 1,720 meters. Further analysis is required to determine the best course for remedial action. Meanwhile, the drilling rig has been released and the well suspended.

### **CH Concession**

During Q1 2022, the UTE carried out workovers on four shut-in oil wells and performed one extractive system enhancement. Oil production for Q1 2022 averaged 1,160 (net 580) bbls of oil per day.

## **CLL Permit**

In February 2022, the Vega del Sol a-3 well was re-entered to test the northern up dip extension of the oil bearing sill productive in Vega del Sol 1. The Company drilled a directional well, CPE.MdN.VS.xp-3(d), fulfilling its remaining commitment for the Period 3 exploration period on the CLL Permit. The well was drilled to a total measured depth of 2,200 meters and cased after encountering 8 volcanic sills with oil shows and increased mud gas in the Mendoza Group, and log indicated gas bearing zones in the overlying Neuquén Group sandstones. Subsequent acid stimulation and swabbing of the volcanic sills recovered uneconomic amounts of oil with water. The well has been suspended pending testing of the gas bearing sandstone layers in the Neuquén Group in Q2 or Q3 2022.

## **OUTLOOK**

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

	<b>Previous guidance for 2022</b>	<b>Updated guidance for 2022</b>	<b>Explanation</b>
TDF Concessions (\$)	5.0 million	5.1 million	Updated estimate of oil field pipeline costs
CH Concession (\$)	2.4 million	2.1 million	Updated estimate of workover costs
	7.4 million	7.2 million	

The Company's capital spending on developed and producing assets for fiscal 2022 is budgeted at approximately \$7.2 million comprised of \$5.1 million in TDF and \$2.1 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;
- \$0.5 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
- \$2.1 million for well workovers, facilities improvements and optimization in CH.

### **Capital Spending – Exploration and Evaluation Assets**

	<b>Previous guidance for 2022</b>	<b>Updated guidance for 2022</b>	<b>Explanation</b>
CLL Permit (\$)	2.4 million	2.7 million	Updated estimate of completion costs

The Company's capital spending on exploration and evaluation assets for fiscal 2022 is budgeted at approximately \$2.7 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 March 2022, the International Monetary Fund ("IMF") approved a new 30-month arrangement under an Extended Fund Facility ("EFF") for Argentina in an amount of \$44 billion. The EFF arrangement provides Argentina with balance of payments and budget support backed by measures designed to strengthen debt

sustainability, tackle high inflation, boost reserves, address the country's social and infrastructure gaps and promote growth. In addition, the Argentine National Congress approved the IMF arrangement.

### Commodity Prices

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. During Q1 2022, the Company received an average of \$88.32 per bbl for its TDF oil, all of which was exported, and \$52.19 per bbl for its CH oil, all of which was sold to the domestic market.

Crown Point can sell its natural gas production to both industrial and residential consumers. During Q1 2022 the Company received an average of \$2.84 per mcf 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)	March 31 2022	December 31 2021	December 31 2020
Current assets	7,479,441	10,261,684	6,141,993
Current liabilities	(10,417,841)	(7,335,026)	(3,120,403)
Working capital <sup>(3)</sup>	(2,938,400)	2,926,658	3,021,590
Exploration and evaluation assets	14,665,533	12,210,949	11,182,557
Property and equipment	36,542,836	35,536,342	16,358,182
Total assets	58,984,311	58,308,535	33,687,340
Non-current financial liabilities <sup>(1)(3)</sup>	3,042,751	3,803,031	972,765
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	
	March 31	
	2022	2021
Oil and natural gas sales revenue	5,487,831	3,528,369
Gain on acquisition of working interest	–	8,182,410
(Loss) income before taxes	(1,734,952)	7,583,879
Net (loss) income	(1,642,099)	8,096,106
Net (loss) income per share <sup>(2)</sup>	(0.02)	0.11
Net cash (used by) from operating activities	(32,234)	1,555,521
Net cash per share – operating activities <sup>(2)(3)</sup>	(0.00)	0.02
Funds flow from operating activities	46,685	519,933
Funds flow per share – operating activities <sup>(2)(3)</sup>	0.00	0.01
Cash dividends declared and paid per share	–	–
Weighted average number of shares – basic and diluted	72,903,038	72,903,038

- (1) 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 March 31, 2022 is \$4,997,806, of which \$2,499,457 is classified as current (December 31, 2021 – \$5,379,245 of which \$2,169,965 is classified as current). The total amount of lease liabilities at March 31, 2022 is \$289,766 of which \$72,680 is classified as current (December 31, 2021 – \$319,913, of which \$76,900 was classified as current). The total amount of contingent consideration liability included in trade and other payables at March 31, 2022 is \$nil (December 31, 2021 – \$81,259).
- (2) All per share figures are based on the basic weighted average number of shares outstanding in the period. The effect of options is anti-dilutive. Per share amounts may not add due to rounding.
- (3) "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	
	March 31	
	2022	2021
Oil and natural gas sales (\$)	5,487,831	3,528,369
Export tax (\$)	(135,975)	(117,062)
Royalties and turnover tax (\$)	(850,199)	(554,644)
Operating costs (\$)	(2,783,790)	(1,315,787)
Operating netback <sup>(1)</sup> (\$)	1,717,867	1,540,876

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

Per BOE, except total BOE sales volumes	Three months ended	
	March 31	
	2022	2021
Total BOE sales volumes	128,280	117,880
Oil and natural gas sales (\$)	42.78	29.93
Export tax (\$)	(1.06)	(0.99)
Royalties and turnover tax (\$)	(6.63)	(4.71)
Operating costs (\$)	(21.70)	(11.16)
Operating netback <sup>(1)</sup> (\$)	13.39	13.06

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

Variances in the operating netback for Q1 2022 as compared to Q1 2021 are explained by changes in sales volumes and revenues, export taxes, royalties and turnover tax and operating costs as detailed below.

### **Sales Volumes and Sales Revenues**

<b>Sales volumes</b>	<b>Three months ended</b>	
	<b>March 31</b>	
	<b>2022</b>	<b>2021</b>
Light oil (bbls)	72,387	49,625
NGL (bbls)	501	202
Natural gas (mcf)	332,350	408,320
Total BOE	128,280	117,880
Light oil bbls per day	804	551
NGL bbls per day	6	2
Natural gas mcf per day	3,693	4,537
Total BOE per day	1,425	1,310

<b>Sales revenue</b>	<b>Three months ended</b>	
	<b>March 31</b>	
	<b>2022</b>	<b>2021</b>
Light oil (\$)	4,523,428	2,786,874
NGL (\$)	22,013	5,751
Natural gas (\$)	942,390	735,744
Total sales revenue	5,487,831	3,528,369
Light oil per bbl (\$)	62.49	56.16
NGL per bbl (\$)	43.98	28.50
Natural gas per mcf (\$)	2.84	1.80
Total sales revenue per BOE (\$)	42.78	29.93

### **Sales Volumes**

During Q1 2022, the Company's average daily sales volumes were 1,425 BOE per day, lower than 2,150 BOE per day in Q4 2021 mainly due to lower oil sales caused by the Cruz del Sur Terminal shut-in. Higher Q1 2022 average daily sales volumes than 1,310 BOE per day in Q1 2021 are due to CH oil sales volumes for all of Q1 2022 in comparison to only 18 days since the date of acquisition in Q1 2021, partially offset by the decrease in TDF sales volumes due to the shut-in of the Cruz del Sur Terminal.

Sales volumes were weighted as follows:

	Three months ended	
	March 31	
	2022	2021
Light oil	56%	42%
NGL	1%	—
Natural gas	43%	58%
Total	100%	100%

### Production Volumes

Average daily production volumes for Q1 2022 were 1,733 BOE per day, lower than 1,776 BOE per day in Q4 2021 mainly due to natural decline rates on natural gas and oil wells and higher than 1,578 BOE per day in Q1 2021 due to CH oil production volumes for all of Q1 2022 in comparison to only 18 days since the date of acquisition in Q1 2021.

Production volumes	Three months ended	
	March 31	
	2022	2021
Light oil (bbls)	100,231	73,631
NGL (bbls)	427	323
Natural gas (mcf)	332,350	408,320
Total BOE	159,050	142,007
Light oil bbls per day	1,114	818
NGL bbls per day	5	4
Natural gas mcf per day	3,693	4,537
Total BOE per day	1,733	1,578

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. 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 March 31, 2022, all previously inventoried oil production had been sold as well as a portion of oil produced in Q1 2022, with excess oil production stored in inventory for sale in subsequent months.

For the three months ended	Oil				NGL			
	2022		2021		2022		2021	
	March 31							
	bbls	bbls per day	bbls	bbls per day	bbls	bbls per day	bbls	bbls per day
Inventory, January 1	8,480		7,586		2,298		2,064	
CH acquisition, March 13	–		1,910		–		–	
Production	100,231	1,114	73,630	818	427	5	323	4
Sales	(72,387)	(804)	(49,625)	(551)	(501)	(6)	(202)	(2)
Inventory, March 31	36,324		33,501		2,224		2,185	

### Revenues and Pricing

Revenue per BOE earned in Q1 2022 was approximately \$42.78 per BOE, lower than revenue per BOE of \$51.42 earned in Q4 2021 due to a decrease in oil sales, and higher than \$29.93 per BOE earned in Q1 2021 due to higher oil and natural gas prices received in Q1 2022.

The price earned by the Company on TDF natural gas sales in Q1 2022 averaged \$2.84 per mcf, lower than \$2.91 per mcf earned in Q4 2021 and higher than \$1.80 per mcf earned in Q1 2021. 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. 100% of sales were to the industrial market in Q1 2022, Q4 2021 and Q1 2021.

Oil from Crown Point's concessions earned \$62.49 per bbl in Q1 2022, lower than \$64.99 per bbl in Q4 2021 due to a decrease in oil volumes exported in Q1 2022 caused by the Cruz del Sur Terminal shut-in, and higher than \$56.16 per bbl in Q1 2021 due to increases in the price of Brent oil during 2021 and Q1 2022.

During Q1 2022, the Company earned \$43.98 per bbl on TDF NGL sales as compared to \$48.56 per bbl earned in Q4 2021 and \$28.50 per bbl earned in Q1 2021.

### Export Tax

	Three months ended	
	March 31	
	2022	2021
Export tax (\$)	135,975	117,062
Export tax as a % of TDF oil sales revenue	7%	5%
Export tax per BOE (\$)	1.06	1.05

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. 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	
	March 31	
	2022	2021
Provincial royalties and turnover tax (\$)	850,199	554,644
Royalties and turnover tax as a % of total sales revenue	15.5%	15.7%
Royalties and turnover tax per BOE (\$)	6.63	4.71

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	
	March 31	
	2022	2021
Production and processing (\$)	2,505,660	1,231,032
Transportation and hauling (\$)	278,130	84,755
Total operating costs (\$)	2,783,790	1,315,787
Production and processing per BOE (\$)	19.53	10.44
Transportation and hauling per BOE (\$)	2.17	0.72
Operating costs per BOE (\$)	21.70	11.16

Production and processing costs per BOE in Q1 2022 are higher than those incurred in Q1 2021, mainly due to higher operating costs at the CH Concession and due to a decrease in TDF production volumes that increases the cost per BOE for the fixed portion of operating costs.

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 Q1 2022 than in Q1 2021 due to the cost of trucking oil volumes from the CH Concession to the delivery point in Tupungato, Mendoza.

## **Gas Processing Income**

The Company recognized \$64,051 of gas processing income during Q1 2022 as compared to \$45,408 during Q1 2021.

## **G&A Expenses**

Three months ended

	March 31	
	2022	2021
Salaries and benefits (\$)	628,140	265,400
Professional fees (\$)	160,565	344,099
Office and general (\$)	67,820	46,514
Travel and promotion (\$)	41,821	16,588
	898,346	672,601

Salaries and benefits are higher in Q1 2022 than in Q1 2021 due to the effect of salary increases granted in Q2 2021 and Q4 2021 and to the retirement allowance paid pursuant to the terms of the employment agreement with the President and Chief Executive Officer who retired in March 2022.

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 lower in Q1 2022 than in Q1 2021 as Q1 2021 included legal and other consulting fees related to the acquisition of the CH Concession completed in March 2021 and the proposed Centaurus Energy Inc. acquisition for which negotiations were terminated in February 2021.

Office and general expenses are higher in Q1 2022 than in Q1 2021 due to inflationary increases in both Canada and Argentina.

Travel and promotion expenses are higher in Q1 2022 than in Q1 2021 due to more travel in comparison with Q1 2021 when travel restrictions due to COVID-19 were in place.

## Depletion and Depreciation

	Three months ended	
	March 31	
	2022	2021
Depletion (\$)	1,417,711	1,045,303
Depreciation (\$)	22,054	13,751
	1,439,765	1,059,054
Depletion rate per BOE (\$)	11.05	8.87

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 higher in Q1 2022 than in Q1 2021 due mainly to the decrease of the proved plus probable reserves of the TDF concessions. The decrease in TDF proved plus probable reserves is attributable to the onset of water production in the SM x-1002 well.

Depreciation expense is higher in Q1 2022 than in Q1 2021 due to depreciable asset additions in the latter part of 2021.

## Share-based Payments

During Q1 2022, the Company recognized \$30,738 (Q1 2021 – \$27,148) of share-based payment expense. As at March 31, 2022, the balance of unvested share-based payments was \$84,409.

### 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:	March 31 2022	December 31 2021
CAD to USD <sup>(1)</sup>	0.8007	0.7901
ARS to USD <sup>(2)</sup>	0.0090	0.0098
USD to ARS <sup>(2)</sup>	110.91	102.62

<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 Q1 2022 resulted in a foreign exchange loss of approximately \$31,100 (Q1 2021 – \$65,500 foreign exchange gain).

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 payable are denominated in ARS and re-measured into the functional currency at each reporting date, making net monetary assets and liabilities somewhat sensitive to currency fluctuations.

In the Argentine subsidiary, the translation of ARS denominated net monetary liabilities to USD during Q1 2022 resulted in a foreign exchange loss of approximately \$654,170 (Q1 2021 – \$187,300 foreign exchange loss).

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 Q1 2022, the devaluation of ARS resulted in lower operating costs and general and administrative expenses incurred in Argentina by approximately 4% (Q1 2021 – devaluation of ARS; lower by 6%).

During Q1 2022, 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 payable, by approximately \$0.1 million (Q1 2021 – devaluation of ARS; reduction by approximately \$0.2 million).

The effect of currency devaluation on ARS denominated bank debt and notes payable during Q1 2022 was a \$210,215 reduction in the USD equivalent amount (Q1 2021 – \$124,879 reduction).

### Net Finance Expense

	Three months ended	
	March 31	
	2022	2021

Interest income (\$)	79,105	9,074
Financing fees and bank charges (\$)	(164,677)	(77,623)
Interest on bank debt (\$)	(50,888)	(111,347)
Interest on notes payable (\$)	(260,567)	(3,033)
Amortization of notes payable transaction costs (\$)	(11,668)	–
Accretion of decommissioning provision (\$)	(43,038)	(14,437)
Interest on lease liabilities (\$)	(5,748)	(2,846)
Gain on disposition of right-of-use assets and lease liabilities (\$)	–	27,000
Net finance expense (\$)	(457,481)	(173,212)

Interest income is earned on interest-earning bank accounts and on the trust account funds for the restricted cash invested and is higher in Q1 2022 than in Q1 2021 due mainly to an increase in the average balance of interest-earning amounts in the Q1 2022 period. 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 Q1 2022 than in Q1 2021.

Interest on bank debt is lower in Q1 2022 than in Q1 2021 due to a lower average amount of debt during the Q1 2022 period combined with lower average interest rates. See the Liquidity and Capital Resources – Argentina Loans section of this MD&A.

Interest on notes payable is higher in Q1 2022 than in Q1 2021 due to the notes payable being issued on March 30, 2021.

During Q1 2021, the operator of the TDF Concessions terminated equipment leases for which the net book value of the related right-of-use assets was \$622,866 with a corresponding lease liability of \$649,866 resulting in a \$27,000 gain reported in net finance expense as well as a reduction in interest on lease liabilities.

## Taxes

	Three months ended	
	March 31	
	2022	2021
Current tax (\$)	–	–
Deferred tax recovery (\$)	92,853	512,227
Total tax recovery (\$)	92,853	512,227

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 is related to changes in the Company's ARS denominated tax pools combined with the effect of a reduction 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. As at March 31, 2022, the Company's deferred tax liability was \$3,945,968 (December 31, 2021 – \$4,038,821).

## CAPITAL EXPENDITURES

The Company incurred \$2,533,160 of drilling expenditures on exploration and evaluation (“E&E”) assets related to CLL during Q1 2022.

	Three months ended	
	March 31	
	2022	2021
E&E expenditures on the CLL Permit (\$)	2,533,160	–
Loss on decommissioning	(78,576)	–
E&E expenditures, net (\$)	2,454,584	–

During Q1 2022, the Company fulfilled the decommissioning obligation for an E&E well that was written-off in a previous year. The loss on decommissioning represents the write-off of the carrying amount of decommissioning revisions related to the previously written-off well.

The Company recognized the following additions to property and equipment assets during Q1 2022 and Q1 2021:

	Three months ended	
	March 31	
	2022	2021
Development and production asset expenditures (\$)	2,748,053	724,933
Other asset expenditures (\$)	1,310	–
Property and equipment expenditures (\$)	2,749,363	724,933

During Q1 2022, the Company incurred \$2,104,097 of expenditures in the TDF area primarily related to the drilling of the SM.a-1004 and LV-118 wells and facilities improvements and incurred \$643,956 of expenditures in the CH area related to well workovers and facilities improvements.

During Q1 2021, the Company incurred \$542,266 of expenditures in the TDF area primarily related to facilities improvements and \$182,667 of expenditures in the CH area related to well workovers.

## LIQUIDITY AND CAPITAL RESOURCES

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

During Q1 2022, the Company reported a net loss of \$1,642,099 primarily related to increases in general and administrative expenses, depletion and depreciation expense and the foreign exchange loss. Net cash used in operating activities was \$32,234 and funds flow provided by operating activities during Q1 2022 was \$46,685. As at March 31, 2022, the Company reported a \$2,938,400 working capital deficit (December 31, 2021 – \$2,926,658 working capital surplus), including \$183,358 of cash held in bank accounts.

The Company's total capital expenditure budget for fiscal 2022 is estimated to be \$9.9 million comprised of \$5.1 million for drilling one horizontal well in the Las Violetas Concession, one vertical well in the San Martin structure and facilities improvements, plus \$2.1 million for well workovers and facilities improvements and optimization in CH and \$2.7 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 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 loan of up to ARS 150 million (\$1.4 million) with Banco Hipotecario at an interest rate of 40.5% to 45% per annum for a maximum term of six months. The overdraft is guaranteed by Liminar under the agreement with Banco Hipotecario. As at March 31, 2022, ARS 141 million (\$1.3 million) was drawn on the overdraft loan.

On March 18, 2022, the Company obtained an ARS 30 million (\$0.3 million) working capital loan with Banco Galicia S.A. repayable on October 23, 2022 at an annual interest rate of 41% calculated and payable monthly.

Liminar Energia S.A. ("**Liminar**"), the Company's controlling shareholder, has provided a guarantee of the Banco Hipotecario loan 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 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 (37.82% at March 31, 2022) plus 6.75% per annum, respectively, payable quarterly.

As at March 31, 2022, the reported amount of notes payable was \$5 million, of which \$2.5 million is classified as a current liability.

As at March 31, 2022, \$296,501 (ARS 32.9 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.

#### 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.

## 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 March 31, 2022, 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.

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 loan 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 Q1 2022, Liminar charged the Company \$674 (Q1 2021 – \$2,495), 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.

There were no other transactions between the Company and related parties of the Company during Q1 2022.

## SUBSEQUENT EVENTS

On April 6, 2022, the Company obtained an overdraft for up to ARS 10 million (\$0.1 million) with Banco Galicia S.A., repayable on April 13, 2022, at an annual interest rate of 55%. The overdraft loan was repaid on April 13, 2022.

On April 12, 2022, the Company obtained an ARS 250 million (\$2.3 million) working capital loan with Banco Macro S.A. at an annual interest rate of 48.5% and repayable on June 11, 2022. The loan is guaranteed by Liminar.

On April 13, 2022, the Company obtained a \$0.25 million working capital loan with Sociedad de Bolsa Centaurus S.A. at an annual interest rate of 4% and a commission fee of 0.5% of the principal of the loan. The loan was repaid on April 27, 2022.

On May 5, 2022, the Company increased the overdraft limit to up to ARS 225 million (\$2.2 million) on its overdraft loan with Banco Hipotecario S.A. The overdraft is guaranteed by Liminar under the agreement with Banco Hipotecario.

## SHARE CAPITAL

Issued and outstanding	Common	Stock
	Shares	Options
December 31, 2021, March 31, 2022 and date of MD&A	72,903,038	4,350,000

## COMMITMENTS

### TDF Concessions

As at March 31, 2022, 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.

#### CH Concession

As at March 31, 2022, the Company's share of expenditure commitments with respect to the CH Concession is \$39.7 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 March 31, 2022 and December 31, 2021, 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:	March 31 2022	December 31 2021	September 30 2021	June 30 2021	March 31 2021	December 31 2020	September 30 2020	June 30 2020
Working capital <sup>(2)</sup> (\$)	(2,938,400 )	2,926,658	5,203,698	5,285,439	4,026,325	3,021,590	714,010	1,525,635
Oil and natural gas sales revenue (\$)	5,487,831	10,168,66 9	6,946,518	7,849,780	3,528,369	4,134,154	2,435,673	949,305
Net income (loss) (\$)	(1,642,099 )	742,431	1,408,708	(472,492)	8,096,106	(2,071,03 4)	(1,276,96 5)	(651,385)
Basic and diluted net income (loss) per share <sup>(1)</sup> (\$)	(0.02)	0.01	0.02	(0.01)	0.11	(0.03)	(0.02)	(0.01)
Net cash provided (used) by operating activities (\$)	(32,234)	2,080,962	2,449,967	785,714	1,555,521	(29,704)	26,128	(506,003)
Acquisition of working interest (\$)	–	–	–	–	4,166,500	–	–	–
Property and equipment expenditures (\$)	2,749,363	1,511,507	684,523	1,038,549	724,933	150,231	96,826	109,354
E&E expenditures	2,533,160	820,517	782	–	–	3,938	4,081	800
Total assets (\$)	58,984,31 1	58,308,53 5	55,544,95 1	53,970,77 5	56,783,29 9	33,687,34 0	36,976,71 3	38,136,70 7
Bank debt (\$)	1,828,985	–	–	263,835	1,169,163	1,330,590	1,672,870	1,209,840
Notes payable <sup>(3)</sup> (\$)	4,997,806	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 significantly in Q1 2022 due to the increase in property and equipment and E&E expenditures combined with lower trade and other receivables.
- The reported net loss in Q1 2022 is mainly due to a decrease in oil and natural gas sales revenue due to lower oil sales volumes.
- 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 cash generating unit 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.

## **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 and other oil and gas exporting nations to set and maintain production levels and influence prices for crude oil;
- 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 war 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;
- 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: 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 anticipated benefits to be derived from Argentina's new EFF arrangement with the IMF; 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: 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 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 and the timing thereof; 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 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 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).