

# **SOFTROCK MINERALS LTD.**

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

**DECEMBER 31 , 2016**

**SOFTROCK MINERALS LTD.**  
**Management's Discussion and Analysis**  
**As at December 31, 2016**

Dated May 1, 2017

The following discussion of the financial condition, changes in financial condition and results of operations of Softrock Minerals Ltd. ("Softrock" or the "Company") for the year ended December 31, 2016 should be read in conjunction with the audited annual financial statements of the Company for the year ended December 31, 2016 which have been prepared in accordance with International Financial Reporting Standards ("IFRS") consistently applied (unless noted otherwise) and filed with SEDAR, and on our website [www.softrockminerals.com](http://www.softrockminerals.com).

**FORWARD-LOOKING INFORMATION**

This Management Discussion and Analysis contains "forward-looking information" relating to Softrock within the meaning of applicable Canadian securities legislation. All statements, other than statements of historical fact included herein are forward-looking information. Generally forward-looking information may be identified by the use of forward-looking terminology such as "plans" "expects" or "does not expect", "proposed", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates", or "does not anticipate", or "believes" or variations of such words and phrases, or by the use of words or phrases which state that certain actions, events or results may, could, would or might occur or be achieved. This forward-looking information reflects Softrock's current beliefs and it is based on information currently available to the Company and on assumptions the Company believes are reasonable.

Forward-looking information includes unknown risks and uncertainties and other factors that may cause the actual results, level of activity, performance or activities of the Company to be materially different from those expected or implied by such forward-looking information. Such risks and other factors may include but are not limited to: the development of Softrock; general business, economic, competitive, commodity prices, political and social uncertainties, lack of insurance; delay or failure to receive regulatory approvals; changes in legislation, including environmental legislation, affecting operations and exploration; timing and availability of external financing on acceptable terms; availability of qualified or skilled labour or loss of key individuals. Although Management has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other factors that cause results not to be as anticipated, estimated or intended. Accordingly readers should not place undue reliance on forward-looking information. The Company does not undertake to update any forward-looking information except in accordance with applicable securities laws.

## **OVERVIEW**

Softrock is a public company incorporated under the Alberta Business Corporations Act with its shares traded on the TSX Venture Exchange. (symbol SFT).

The Company carries on the business of oil, gas and mineral exploration and development in Western Canada. Softrock also monitors activity and geological highlights and continues to pursue the acquisition of oil, gas, and mineral exploration and development concessions in Canada, Africa, Asia and South America.

The three wells in the Grand Forks area of Southern Alberta in which the Company has a 3% gross overriding royalty (GORR) produced net revenue of \$10,686 during the year

The one well in the Charlie Lake oilfield of Northern Alberta in which the company has a 2 ½ % gross overriding royalty (GORR) produced net revenue of \$25,178 during the year.

In 2014 Softrock acquired a 95% working interest, subject to a 3% GORR, in 160 ac with a suspended Cardium oil and gas well in the Ferrier area of western Alberta for taking over 100% of the damage deposit and updating the insurance to the Alberta government. The Company, shortly afterwards brought in a partner who paid two-thirds of the cost for a half interest in Softrock's position.

Mechanical and environmental studies have been done on the spacing unit. The company is proceeding with bottom hole pressure measurements and testing the present tie in to the treatment plant.

In the last quarter of 2015, Softrock acquired for exploration purposes 100% interest in four Alberta Government Industrial Mineral Permits covering Lithium and Potash totalling 36,644 hectares (90,807 Acres). The permits lie in the same general area that Softrock has been exploring and mapping the last few years.

## **RESULTS OF OPERATIONS**

### **SPIRIT RIVER (NORTHWEST ALBERTA)**

The Company's Crown P&NG Lease extends from the surface to the base of the Triassic (Charlie Lake) formation and covers all of Section 11, Township 78, Range 07, W6M, and can be held indefinitely with production. The Lease now lies in the Charlie Lake Triassic oilfield. Softrock laid off 50% of its interest prior to farm out for two-thirds of its costs then farmed out its interest for a \$200,000 payment and the commitment to drill a horizontal Charlie Lake well leaving Softrock with a two and one-half percent GORR with no deductions for treatment. The well has been drilled, cased and frac'd in 20 places in the Charlie Lake formation and is now producing. There is room to drill three more similar wells on the lease.

Wells in this area within a one mile radius of the lease vary from 100 to 220 BOPD.

## **FERRIER**

On the oil and gas well acquired during 2014 in the Ferrier Area of western Alberta Softrock retained a consultant to assess the wellhead equipment and the cost of tubing and tanks needed to restart operations. A neighbouring operator with a Gas plant and water disposal facilities is being contacted about processing our oil and gas.

Softrock has had one successful meeting with surface owners in the vicinity to discuss environmental conditions and concerns.

## **GRAND FORKS**

The Company has a 3% gross overriding royalty on 3 wells in the Grand Forks area of Alberta. The 01-09-012-13 W4M and 02-09-012-13-W4M oil wells were producing in 2016. The well in 07-09-012-13 W4M is shut in.

## **MINERALS**

In prior years, the Company surrendered a total of 17,874 hectares of Alberta Mineral and Industrial Permits acquired primarily for the exploration and development of potash and lithium. In 2015, the Company acquired new Permits in the same area covering 36,644 hectares. These Permits have been impaired in the current year as the Company intends to allow them to lapse before re-applying for new prospective Permits in the area.

### **SUMMARY OF QUARTERLY FINANCIAL RESULTS**

The following table sets forth, for each quarter ended on the date indicated, information relating to the Company's revenue, net loss and loss per common share (basic and diluted) as determined under IFRS.

	Revenue	Net (loss)	per Share
December 31, 2014	5,703	(56,531)	0.00
March 31, 2015	3,756	(14,936)	0.00
June 30, 2015	19,646	7,024	0.00
September 30, 2015	36,037	23,339	0.00
December 31, 2015	3,921	(69,008)	0.00
March 31, 2016	4,796	(17,441)	0.00
June 30, 2016	13,335	(9,610)	0.00
September 30, 2016	13,965	(4,256)	0.00
December 31, 2016	3,768	(32,088)	0.00

For further financial information, please refer to the Company's financial statements that have been filed on SEDAR and our website [www.softrockminerals.com](http://www.softrockminerals.com).

## **LIQUIDITY**

At December 31, 2016 the Company has a working capital deficit of \$15,016. The Company's ability to continue as a going concern and to recover the recorded costs for property and equipment is dependent upon our ability to raise sufficient capital either through royalty and oil income, debt or equity issues, through the sale of marketable securities, to achieve profitable operations or to find a joint venture partner. The outcome of these matters cannot be predicted at this time.

The timing and ability to fulfill these objectives will depend on the liquidity of the financial markets as well as the acceptance of investors to finance resource based junior companies, in addition to the results of the Company's development and exploration programs and the acquisition of additional projects.

## **CAPITAL RESOURCES**

The Company estimates that it requires approximately \$15,000 per quarter for general and administration expenses.

## **OFF-BALANCE SHEET ARRANGEMENTS**

As of the date of this filing, the Company does not have any off-balance sheet arrangements that have, or are reasonably likely to have, a current or future effect on the results of operations or financial condition of the Company, including, and without limitation, such considerations as liquidity and capital resources.

## **RISKS AND UNCERTAINTIES**

The success of the Company is dependent, among other things, on obtaining sufficient funding to enable the Company to explore and develop its properties. There can be no assurance that the Company will be able to obtain adequate financing in the future or that the terms of such financing will be favourable. Failure to obtain such additional financing could result in delay or indefinite postponement of further exploration and development of its projects with the possible loss of such properties. The Company will require new capital to continue to operate its business and to continue with exploration on its petroleum and mineral properties. There is no assurance that capital will be available when needed, if at all. It is expected that such additional capital would be raised through the issuance of additional equity that will result in dilution to the Company's shareholders.

Oil, gas and mining exploration involves a high degree of risk which even a combination of experience, knowledge and careful evaluation may not be able to overcome. There is no assurance that commercial quantities of oil, natural gas or minerals will be discovered by the Company. Hazards such as fire, explosions, blowouts, cratering and spills could result in considerable damage to property, people and/or the environment. Although the Company will

maintain liability insurance which it considers adequate, the nature of the risks is such that incurred costs could have a materially adverse effect upon the Company's financial condition.

The operations of the Company may require licenses and permits from various local, provincial and federal governmental authorities, as the case may be. There can be no assurance that the Company will be able to obtain these to carry out exploration, and development operations on its projects.

Even if the Company's exploration programs are successful, factors beyond the control of the Company may affect the marketability of any products discovered. The prices of oil, natural gas and minerals have historically fluctuated widely and are affected by numerous factors beyond the Company's control, including international, economic and political trends, expectations for inflation, currency exchange fluctuations, interest rates, global or regional consumption patterns, speculative activities and worldwide production levels. The effect of these factors cannot accurately be predicted.

The oil, gas and mineral industries are intensely competitive. The Company competes with many companies possessing greater financial and technical resources than itself for the acquisition, development and exploration of oil and gas properties and mineral interests as well as for the recruitment and retention of qualified employees, contractors and consultants.

The Company's operations are subject to environmental regulations promulgated by local, provincial and federal government agencies from time to time. Environmental legislation provides for restrictions and prohibitions of spills, releases or emissions of various substances produced in association with certain oil and gas industry operations, such as seepage from tailing disposal areas, or sulphur and non-potable water emissions which could result in environmental pollution. A breach of such legislation may result in the imposition of fines and penalties. In addition, certain types of operations require submissions to and approval of environmental impact assessments. Environmental legislation is evolving in a manner which means stricter standards and enforcement, and fines and penalties for non-compliance are more stringent. Environmental assessments of proposed projects carry a heightened degree of responsibility for companies and directors, officers and employees. The cost of compliance with changes in governmental regulations has a potential to reduce the profitability of operations. The Company intends to fully comply with all environmental regulations.

Certain directors of the Company are also directors, officers or shareholders of other companies that are similarly engaged in the business of acquiring, developing and exploiting natural resource properties. Such associations may give rise to conflicts of interest from time to time. The directors of the Company are required by law to act honestly and in good faith with a view to the best interests of the Company and to disclose any interest which they may have in any project opportunity of the Company. If a conflict of interest arises at a meeting of the board of directors, any director in a conflict will disclose his interest and abstain from voting on such matter. In determining whether or not the Company will participate in any project or opportunity, the directors will primarily consider the degree of risk to which the Company may be exposed and its financial position at that time.

The Company does not have a long track record of production or operating history upon which investors may rely. Consequently, investors will have to rely on the expertise of the Company's management. The Company's history of earnings and return on investment is erratic, and there is no assurance that it will produce revenue, operate profitably or provide a return on investment in the future.

### **ON GOING TRANSACTIONS**

Softrock intends approaching possible partners for ongoing development in the Ferrier area.

### **ENVIRONMENTAL REGULATIONS**

The Company's activities are subject to various government laws and regulations relating to the protection of the environment. These environmental regulations are continually changing in Canada and generally are becoming more restrictive. The Company believes its operations comply in all material respects with all applicable laws and regulations.

### **CHANGES IN ACCOUNTING POLICIES**

There were no changes in the Company's accounting policies during the year.

### **FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS**

The Company is exposed to normal financial risks inherent within the oil and gas industry, including credit risk, interest rate risk and liquidity risk. The nature of the financial risks and the Company's strategy for managing these risks has not changed significantly from the prior year. The Company does not utilize derivative instruments to manage risks.

#### **i) Credit risk**

Credit risk is the risk a third party fails to meet its contractual obligations that could result in the Company incurring a loss. The Company's accounts receivable are primarily with operators and the Canadian federal government. Receivables from operators arise from the Company's ownership of a gross overriding royalty on certain oil and gas interests. Receivables from the Canadian federal government arise from input tax credits for Goods and Services taxes. As at December 31, 2016, there were no allowances for doubtful accounts as all amounts receivable were recoverable.

#### **ii) Interest rate risk**

The Company is not exposed to interest rate risk because of fluctuating interest rates. Fluctuations in market rates do not have a significant impact on the Company's operations as the Company does not maintain any cash equivalents or debt subject to interest.

#### **iii) Liquidity risk**

Liquidity risk is the risk that the Company will not have sufficient funds to meet its liabilities. The Company has no liabilities, other than routine current accounts payable, incurred

in the normal course of business .

iv) Fair value of financial instruments

The Company's financial instruments include cash and cash equivalents, accounts receivable, and accounts payable and accrued liabilities. The fair values of accounts receivable and accounts payable and accrued liabilities approximate their carrying amounts due to their short terms to maturity.

Level 1 – Quoted prices are available in active markets for identical assets or liabilities as of the reporting date. Active markets are those in which transactions occur in sufficient frequency and volume to provide pricing information on an on-going basis.

Level 2 – Pricing inputs are other than quoted prices in active markets included in Level 1. Prices in Level 2 are either directly or indirectly observable as of the reporting date. Level 2 valuations are based on inputs, including quoted forward prices for commodities, time value and volatility factors, which can be substantially observed or corroborated in the marketplace.

Level 3 – Valuations in this level are those with inputs for the asset or liability that are not based on observable market data.

At December 31, 2016, cash and cash equivalents have been classified as Level 1.

### **RELATED PARTY TRANSACTIONS**

The Company has entered into transactions with related parties in the normal course of business, which were valued at the exchange amount established and agreed to by the related parties. During the year, the related party transactions were as follows:

The Company paid to its directors and officers, either directly, or indirectly, the following amounts:

	2016	2015
For accounting services	\$ 4,200	\$ 4,273

### **COMMON STOCK AND STOCK OPTIONS**

As of the date of this filing, the Company has 23,759,146 common shares issued and outstanding, 1,200,000 options issued and exercisable.

Please note website [www.softrockminerals.com](http://www.softrockminerals.com) for further details on the history of the corporate share transactions.

## Authorized

Unlimited number of:  
Common shares without nominal or par value  
First and second preferred shares issuable in series

### Common shares

Balance at beginning of year	23,759,146	\$2,766,709
Balance at end of year	23,759,146	\$2,766,709

### Stock options

Under the Company's stock option plan, the Company may grant options to employees, officers and directors up to 10% of its issued and outstanding common stock. In addition, the aggregate number of shares so reserved for issuance to any one person shall not exceed 5% of the issued and outstanding shares. Under the plan, options are exercisable upon issuance and an option's maximum term is five years.

Stock options outstanding and exercisable at December 31, 2016 are 1,200,000 with a weighted average contractual life of 2.43 years.

### Common share purchase warrants

A summary of the status of the common share purchase warrants at December 31, 2016 are presented as follows:

	Number of warrants	Exercise price \$	Expiry date
Issued, March 6, 2012	<u>2,000,000</u>	<u>0.10</u>	<u>March 6, 2017</u>
Exercisable, December 31, 2016	2,000,000	0.10	

These warrants expired on March 6, 2017.

### Broker Warrants

A summary of the status of Broker Warrants issued and exercisable at December 31, 2016 are presented as follows:

	Number of Warrants	Exercise price \$	Expiry Date
Issued March 16, 2012	<u>160,000</u>	<u>0.07</u>	<u>March 6, 2017</u>
Exercisable December 31, 2016	160,000	0.07	

These broker warrants expired on March 6, 2017.

## **RISK MANAGEMENT AND CAPITAL MANAGEMENT**

The Company is a junior oil and gas company and considers items included in shareholders' equity as capital. The Company manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of underlying assets. In order to maintain or adjust its capital structure, the Company may issue new shares, purchase shares for cancellation pursuant to normal course issuer bids or make special distributions to shareholders. The Company is not subject to any externally imposed capital requirements and does not presently utilize any quantitative measures to monitor its capital.

The Company currently receives royalty income from gross overriding royalties held. Revenues are sufficient to meet ongoing obligations and meet future exploration commitments in respect of its property, plant and equipment. In order to fund future projects and pay for administrative costs, the Company may be required to raise additional funds as needed in the equity markets and/or rely on advances from directors.

As at December 31, 2016 the company had working capital deficit of \$15,016 and shareholders' equity of \$44,153

The Company's ability to continue as a going concern on a long-term basis and realize its assets and discharge its liabilities in the normal course of business rather than through a process of forced liquidation is primarily dependent upon its ability to develop, sell or option its property, plant and equipment and its ability to borrow or raise additional financing from equity markets. The outcome of these events is not determinable at this time.

The Company is not subject to any externally imposed capital requirements, and is debt free.

## **DISCLOSURE CONTROLS AND PROCEDURES**

The Company evaluated the effectiveness and design of its disclosure controls and procedures for the year ended December 31, 2016, and based on these evaluations, Management and the Audit Committee members have determined these controls to be effective. The Company's financial reporting procedures and practices have enabled the certification of the Company's annual filings in compliance with Multilateral Instrument 52-109 "Certification of Disclosure in Issuers' Annual and Interim Filings".

Management and directors are aware that given the few number of consultants involved in the design of internal controls over financial reporting that in-house expertise to deal with complex taxation, accounting and reporting issues may not always be sufficient. The Company strives to obtain outside assistance and advice on new accounting pronouncements and complex reporting issues, which is common with Companies of a similar size.

There have been no changes to the Company's internal control over financial reporting during the most recent period that would have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## **COMMITMENTS AND CONTINGENCIES**

### **Environmental regulations**

The Company's activities are subject to various government laws and regulations relating to the protection of the environment. These environmental regulations are continually changing in Canada and generally are becoming more restrictive. The Company believes its operations comply in all material respects with all applicable laws and regulations.

## **OTHER MD&A REQUIREMENTS**

Additional information relating to the Company, including its audited annual financial statements, its unaudited quarterly financial statements and related management's discussion and analysis for each period is available on SEDAR at [www.sedar.com](http://www.sedar.com).