



Organto Foods Inc.

1090 Hamilton Street
Vancouver, B.C.
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Canada

Management's Discussion and Analysis (Unaudited)

**For the nine months ended
September 30, 2020**

(Stated in Canadian Dollars)

Dated November 18, 2020

BASIS OF PRESENTATION

The following Management's Discussion and Analysis ("MD&A") provides an overview of the business and operations of Organto Foods Inc. for the nine months ended September 30, 2020. This report should be read in conjunction with the Company's September 30, 2020 unaudited condensed interim consolidated financial statements and its December 31, 2019 audited annual consolidated financial statements which have been prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB").

Except where the context otherwise requires, all references in this MD&A to the "Company", "we", "us", "our" and "Organto" or similar words and phrases relate to Organto Foods Inc. and its subsidiaries, taken together.

All currency amounts are expressed in Canadian dollars unless noted otherwise. In addition, "this quarter" or "current quarter" refers to the three months ended September 30, 2020.

This MD&A is dated November 18, 2020.

FORWARD-LOOKING STATEMENTS

This document contains certain forward-looking information and forward-looking statements, as defined in applicable securities laws (collectively referred to as "forward-looking statements"). Often, but not always, forward-looking statements can be identified by the use of words such as "plans," "expects" or "does not expect," "is expected," "planned," "budget," "scheduled," "estimates," "continues," "forecasts," "projects," "predicts," "intends," "anticipates" or "does not anticipate," or "believes," or variations of such words and phrases, or statements that certain actions, events or results "may," "could," "would," "should," "might" or "will" be taken, occur or be achieved. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any of our future results, performance or achievements expressed or implied by the forward-looking statements; consequently, undue reliance should not be placed on forward-looking statements.

Forward-looking statements are based on a number of assumptions that may prove to be incorrect, including, but not limited to, assumptions about our ability to carry out our plans and objectives; our ability to open up and sell through traditional and specialty retailers, distributors and other channels in Europe and other markets; our ability to procure required volumes of both organic and specialty produce from strategic third party suppliers; our ability to meet import and export requirements; the availability of equity and other financing on reasonable terms; our ability to attract and retain skilled labour, staff and professionals; our ability to operate and/or partner with suppliers in The Netherlands, Europe, North America, Latin America, Africa and elsewhere; the impact of changes in foreign exchange rates on costs and results; transportation and logistics costs; market competition; ongoing relations with our employees and with our business partners; our ability to realize a return on our investment in the cannabis business; and general business and economic conditions.

We caution you that the foregoing list of important factors and assumptions is not exhaustive. Whether actual results and developments will agree with our expectations and predictions is subject to many risks and uncertainties. Accordingly, there are or will be important factors that could cause our actual results to differ materially from our expectations and predictions. We believe these factors include, but are not limited to, the following:

- we have a limited operating history and may incur further losses until our operating platform achieves scale;
- there is risk in our ability to continue as a going concern due to losses incurred as we build our operating platform combined with risk in our negative working capital position and our accumulated deficit, all of which could impact our ability to continue operations;
- we may not be able to secure financing required to meet future capital needs to continue operations;
- additional financing may dilute common shareholders or place restrictions on our operations;
- we operate in a competitive global industry and the actions of competitors could impact revenues and profitability;
- we must attract and retain key personnel and professionals to achieve our business objectives;
- our customers are generally not obligated to continue to purchase products from us;

- consumer food preferences are difficult to predict and may change;
- if we do not manage our supply chain effectively, our operating results may be adversely affected;
- our international operations expose us to risks inherent with the countries where we are doing business;
- information technology failures could disrupt our operations and negatively impact our business;
- our business is subject to numerous environmental and food safety regulations and policies;
- the COVID-19 pandemic has significantly impacted worldwide economic conditions and could have a material effect on our business and resulting financial condition;
- we may not be able to effectively manage our growth and integrate acquired companies;
- our investment in a cannabis business indirectly exposes us to risks associated with laws and regulations governing cannabis, which are still developing in many parts of the world, and could have an impact on our plans to realize a return on our investment
- our stock price may be volatile, which may impact returns to our shareholders;
- our common shares are thinly traded and our shareholders may be unable to sell at or near ask prices, or at all;
- we do not anticipate paying any cash dividends to our common shareholders and as a result, shareholders may only realize a return when their shares are sold; and
- our business is subject to changing regulations related to corporate governance and public disclosure that may increase both our costs and risk of non-compliance.

Consequently, all forward-looking statements made herein are qualified by these cautionary statements and there can be no assurance that our actual results or the developments we anticipate will be realized. The foregoing factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements and the detailed risks and uncertainties that are included in this report.

STRATEGY

Organto is an integrated provider of organic and specialty produce focused on serving a growing socially responsible and health conscious consumer around the globe. Our purpose is “to bring healthy and nutritious fresh organic fruits and vegetables to market by creating sustainable and transparent linkages between growers and end markets.” In hand with this our vision is “to be a leading global provider of fresh organic fruits and vegetables utilizing an integrated business model, trusted for driving equitable returns to all parties in the value chain.” Our mission is to “make fresh organic fruits and vegetables available for every consumer”.

We employ a business model that is integrated from the “field to the table”. Driven by consumer and retailer demand for healthy and organic food products, we continue to build out a platform to deliver value-added branded and private label and distributed products to meet these needs via an integrated business model with diverse sourcing, logistics, processing, distribution and marketing capabilities, with the objective of providing year-round product supply for many of our products and complete traceability from the table back to the field. Our model is rooted in our commitment to sustainable business practices focused on environmental responsibility and our commitment to the communities where we operate, our people and our shareholders.

As our strategy has evolved, we have repositioned from an asset-heavy, single revenue stream business model to an asset-light, multi-stream revenue model. In doing so we have exited our own growing, processing and packaging operations in favor of strategic third party relationships, streamlined our cost base, and expanded our organic foods go-to-market channels with additional organic vegetables plus the addition of organic soft fruit, exotic fruit and tropical fruit sold both branded and on a private label and bulk distributed basis. This channel expansion has increased our revenue streams and our presence in key markets, while at the same time significantly deepening our relationships with strategic third-party supply partners.

We believe that the demand for healthy and organic foods will continue to grow for many years and supply availability will be key to this growth being realized. According to the US Organic Trade Association (OTA) sales of organic foods grew 5.0% in 2019 to approximately US\$50.0 billion, growing at a rate that is significantly faster than that of conventional products, and now represents approximately 6% of total food sales. The OTA estimates that 82% of Americans buy organic food at least some of the time and fresh produce continues to be the primary gateway by which consumers enter the organic foods space. Furthermore, over half of all households in the US have purchased organic produce and the fresh produce segment is the largest within the organic segment,

representing approximately 15% of all the produce that Americans eat, and approximately 36% of total US organic foods spend. And this is not just a US phenomenon. The organic market in Europe continues to grow. In 2016 the market increased by approximately 11% and reached approximately Euro 33.5 billion in 2017 it increased another 11%, reaching approximately Euro 37.3 billion, and in 2018 it increased by almost 8% and reached total turnover of Euro 40.7 billion. Globally European countries account for the highest share of organic food sales as a percentage of total food sales, with demand for organic foods increasing around the globe. Further, according to a research report completed by Zion Market Research, the global organic food and beverage market is expected to grow to US \$323.1 billion by 2024, a CAGR of 14.56% over the period of 2017-2024.

It is our belief in these growing markets and consumer trends, combined with our efforts to build an efficient year-round supply platform for many of our products that underlies our strategic focus and our vision of being a leading integrated organic brand serving a growing socially responsible and health conscious consumer around the globe.

Our long-term strategic priorities are centered on three key strategic pillars: *Supply, Brand and Infrastructure*.

- * *Supply* – development of efficient and reliable year-round integrated supply chain capabilities;
- * *Brand* – building the Organto “I AM Organic” brand as a leading brand with retailers and food consumers; and
- * *Infrastructure* – responsibly building-out the organization to allow the business to scale as required.

In hand with our private label and distributed product capabilities, we have developed a branded go-to-market strategy under the Organto “I AM Organic” brand for our organic vegetables and fruits. Our ability to drive a differentiated branded products strategy for our food product offerings is based on our assessment of market demand, our year-round supply capabilities and our intention to provide a differentiated value-added product offering. In hand with our branded products focus, we also work with retail and distribution partners to provide value-added private label and bulk distributed offerings, with the objective of maximizing efficiencies while creating category demand for our brand. Our organic foods products are initially being marketed to specific European customers and will be followed by introduction to other food markets as deemed appropriate.

HISTORY AND OPERATIONS

In March 2014 Agricola Nuova Terra S.A. (“Agricola”), a privately-owned business, commenced operations to build out a global year-round supply platform focused on the production and distribution of fresh vegetables.

On November 30, 2015, Agricola completed a reverse takeover (the “RTO”) of Columbus Exploration Corporation (“Columbus Exploration”). Columbus Exploration was incorporated on May 18, 2007 under the laws of the Province of British Columbia, Canada. Upon completion of the RTO, Columbus Exploration changed its name to Organto Foods Inc., and Agricola became a wholly-owned subsidiary of Organto Foods Inc. On March 21, 2016, Agricola changed its name to Organto Guatemala, Sociedad Anonima (“Organto Guatemala”).

The name change to Organto Foods Inc. was completed to better reflect our focus on strategic sourcing and marketing of healthy and organic fresh vegetables and fruits, along with our commitment to sustainable and socially conscious business practices. While we have operated our own growing operations in the past in both Guatemala and Argentina, processing operations in Guatemala and packaging operations in the Netherlands, we have exited these operations and our focus now is on working with strategic third-party growers and service providers in North and South America, Africa, Europe and other growing regions in order to grow our business and drive an asset light business model. Products are currently being commercialized in European markets.

In November 2018 we completed the acquisition of Medicannabis, SAS, a privately held Colombian medicinal cannabis company that was a late-stage applicant to enable it to cultivate and process cannabis in Colombia.

Following an assessment of our strategic focus and market opportunities in organic fruits and vegetables, the decision was taken to divest of our cannabis assets. As a result, in June 2019 we entered into a share purchase agreement to sell our shares of Medicannabis SAS and related intellectual property to Xebra Brands Ltd. for a combination of shares of Xebra, cash and forgiveness of debt. Xebra is an emerging, privately held Canadian cannabis company developing high-margin cannabis-based consumer products, with a major focus on cannabis-infused beverages and health and wellness products. Xebra intends to seek a public listing when market conditions prevail. We received shareholder approval and TSX-V acceptance of this transaction in October 2019.

Our head office is located at 1090 Hamilton Street, Vancouver, British Columbia, Canada and we have a sales, logistics and administration office in Breda, the Netherlands. Regional satellite offices are located in Mexico, Guatemala, Argentina and the USA.

OUTSTANDING SHARE DATA

Our common shares are listed for trading on the TSX Venture Exchange (“TSXV”) under the trading symbol “OGO”, on the Frankfurt Stock Exchange under the trading symbol “OGF” and are quoted on the OTC Markets under the symbol “OGOFF”.

We have authorized capital of an unlimited number of common shares without par value. We have the following capital structure as at the date of this MD&A and September 30, 2020:

	November 18, 2020	September 30, 2020
Common shares issued *	222,653,501	195,094,834
Share purchase options outstanding (\$0.07-\$0.20)	14,650,000	14,650,000
Warrants (\$0.065-\$0.20) **	16,693,142	18,898,014

* Included in issued common shares are 5,873,257 common shares which will be cancelled upon completion of the final documentation necessary to complete the sale of our processing plant in Guatemala.

** The 5,500,000 warrants outstanding at December 31, 2019 expired unexercised in May 2020.

See “Liquidity and Capital Resources” for further information.

RECENT DEVELOPMENTS

Corporate

In October 2020 we completed shares-for-debt transactions and issued 990,795 common shares of the Company at prices ranging from \$0.05 to \$0.10 per share to settle debt in the amount of \$84,080. Of this debt, \$15,000 was for management fees to an employee incurred during the period November 2019 to April 2020. The balance of \$69,080 was for products and services provided to the company in 2018. The shares issued under these shares-for-debt settlements have hold periods ending between February 2021 and October 2021.

In September 2020 we made a number of changes to our leadership team. Steve Bromley, who has served as Interim Chief Executive Officer (CEO) since April, 2018, assumed the role of Co-CEO in addition to his continuing service as Chair of the Board of Directors of Organto, a role he has held since October, 2017. Mr. Bromley has over 35 years of foods industry experience with a focus on integrated natural and organic foods businesses. Rients van der Wal, Organto's current Chief Operating Officer, assumed the role of Co-CEO, in addition to his role as CEO of Organto Europe BV, a role he has held since April, 2018. Mr. van der Wal is based in Breda, the Netherlands, and has extensive global organic fruits and vegetable supply chain and go-to-market experience and has played a leading role as Organto's business has been repositioned from an asset-heavy, single-revenue-stream business model to an asset-light, multi revenue stream business, now well positioned for continued growth having realized five consecutive quarters of record revenue and gross profit growth. Ralf Langner assumed the role of Chief Financial Officer and Corporate Secretary. Mr. Langner is a CPA, CGA, based in Vancouver, B.C., who has served as Organto's Interim Corporate Secretary since January, 2018. Peter Thibaudier transitioned to Chief Financial Officer for Organto Europe BV, based in Breda, the Netherlands. Mr Thibaudier had served as Organto's Chief Financial Officer prior to this transition. Mr. Thibaudier brings extensive experience in financial reporting and analysis to this role, including an in-depth understanding of the Company's operations. He is responsible for all aspects of operational reporting and business control, working closely with Organto's global operating team to drive accurate and timely management information.

In September 2020 we announced the appointment of Joost Verrest, a seasoned executive with over 20 years of experience in developing impactful and sustainable businesses, to the Organto Board of Directors. Mr. Verrest brings extensive strategic global fruits and vegetables and consumer packaged goods experience to Organto, from both a supply chain and go-to-market perspective. During his career, he served as chief executive officer of Total Produce Direct BV, where he restructured its European exotic fruits and vegetables division from an internally focused trading company to a growing retail company with value-added branded product offerings. He was also responsible for the European fresh fruit division of Chiquita Brands where he led the transformation of the European trading division to a consumer-driven Chiquita branded business. In addition, he spent time with Green Protein BV, a company focused on utilizing vegetable byproducts to enhance consumer goods with plant-based proteins in both Europe and North America, and with Sara Lee and Fromagerie Bel. Mr. Verrest is fluent in Dutch, English and French, resides in The Netherlands, and has a Master's Degree in Economics and Bachelor's Degree in Business Administration.

In July 2020 we issued 1,500,000 warrants to the lender of the unsecured, interest-bearing loans as part of the April 2020 extension agreement. These warrants have an exercise price of \$0.065 per share and an initial term expiring in January 2022 and are subject to a term reduction as the underlying loans are repaid as per TSXV policy 5.1.

In May and June 2020, we issued convertible debentures totalling \$2,075,300. These convertible debentures are for a period of two years, carry an annual interest rate of 10% and 12%, and are convertible into common shares of Organto at a price of \$0.05 per share for the first year and \$0.10 per share for the second year. If, after four months from the date of issuance of the convertible debentures, the volume-weighted average closing price of Organto's common shares as traded on the TSXV is equal to or greater than \$0.15 for 10 consecutive trading days or more, Organto may, in its sole discretion, accelerate conversion of the convertible debentures. There is no prepayment penalty. We paid finder's fees of \$22,330 in cash and issued 223,300 broker warrants in connection with these convertible debentures. The broker warrants are for a term of two years with an exercise price of \$0.10 per share. \$677,500 of these convertible debentures were issued to settle the US\$500,000 Mexican bank loan and bear interest at 12%. \$74,550 of these convertible debentures were issued to settle \$74,550 of the secured interest-bearing loans and associated accrued interest. \$326,750 of these convertible debentures were issued to settle \$242,150 of unsecured non-interest-bearing loans and \$84,600 of accounts payable. Interest on \$1,355,000 of the convertible debentures is being paid monthly. Interest on the balance of the convertible debentures is being accrued and will be paid annually or on their conversion.

In May 2020 we issued 14,000,000 equity units for proceeds of \$700,000 and 16,077,900 units for proceeds of \$803,895 in June 2020. Each equity unit consisted of one common share and one-half common share purchase warrant. Each full warrant entitles the holder thereof to acquire one common share at a price per warrant share of \$0.10 until May 2022 and June 2022. If, at any time after four months from the date of issue, the closing price of the Company's common shares as traded on the TSX-V is equal to or greater than \$0.15 for 10 consecutive trading days or more, the Company may, in its sole discretion, accelerate conversion of the warrants. \$60,000 of the June 2020 equity issued were to settle secured interest-bearing loans which were due July 3, 2020.

In April 2020 we entered into agreements to extend the secured, interest bearing loans of \$419,100 as follows: \$211,500 of the loans which were to mature in April 2020 now matured in October 2020, and \$72,600 of the loans which were to mature in June 2020 will now mature on December 13, 2020, other than notes settled as part of the above referenced convertible note and equity financings. The remaining \$135,000 of the loans which were to mature in April 2020 matured on July 3, 2020. Of this amount \$75,000 was repaid and \$60,000 was converted into equity units as detailed above. No other changes were made to the terms of these loans. The interest-bearing loans were originally issued in December 2019 to certain arm's-length and non-arm's-length lenders and bear interest at a rate of 12 per cent per annum with interest due at maturity. The lenders received 2,127,738 warrants with each warrant being exercisable for a period of 12 months at an exercise price of \$0.065 per share, some of which have now been exercised. The promissory notes are secured by shares of Xebra Brands Ltd. currently owned by Organto. We did not pay any finders' fees or commissions associated with this bridge loan financing and there is no penalty for early repayment.

In April 2020 we entered into an agreement to extend the unsecured, interest bearing loans of \$558,199 through March 15, 2021. In June 2020 the maturity date was further extended to October 1, 2021. These loans now carry an annual interest rate of 12% and are subject to monthly principal and interest payments in the amount of \$12,500 commencing the first month following the completion of the Company's convertible note financing. These loans are subject to additional lump sum payments based on funds raised via equity financings, warrant exercises and proceeds from funds raised from the disposition of the Company's investment securities.

In February 2020, we issued 2,135,764 warrants in connection with the \$419,100 of secured interest-bearing loans issued in late 2019. These warrants are exercisable for a period of 12 months at an exercise price of \$0.065 per share. The interest-bearing loans were originally issued in December 2019 to certain arm's-length and non-arm's-length lenders and bear interest at a rate of 12 per cent per annum with interest due at maturity. The promissory notes are secured by shares of Xebra Brands Ltd. currently owned by Organto. We did not pay any finders' fees or commissions associated with this bridge loan financing and there is no penalty for early repayment. The fair value of these warrants was insignificant.

In December 2019 we completed the sale of our shares of Medicannabis and related intellectual property ("IP") upon receipt of shareholder approval and TSXV acceptance. We originally entered into a Share Purchase Agreement in June 2019 to sell our shares of Medicannabis and IP consisting of licenses and seed and cultivar rights to Xebra Brands Ltd. ("Xebra") for a combination of shares of Xebra, cash and forgiveness of debt. Xebra is an emerging, privately held Canadian cannabis company developing high-margin cannabis-based consumer products, with a major focus on cannabis-infused beverages and health and wellness products. Under the terms of the agreement, the Company, together with the former shareholders and certain advisers of Medicannabis received a total of 10 million common shares of Xebra, with the Company receiving 7,124,630 common shares and the former shareholders and advisers of Medicannabis receiving 2,875,370 common shares. Upon receipt of these Xebra shares in December 2019, the former shareholders and advisers of Medicannabis returned the 7,461,538 common shares of the Company previously issued as part of the acquisition of Medicannabis and these shares were cancelled. We received cash proceeds of \$321,077 in July 2019. In addition to the

cash proceeds, promissory notes of \$600,000 due by the Company to Xebra were forgiven and Xebra assumed all outstanding debts and obligations of Medicannabis. The Company has also been granted a right of first refusal (“ROFR”) to distribute Xebra's cannabis products throughout Europe. No value has been attributed to the ROFR given the uncertainty of when or if the Company can begin profitably distributing Xebra products in Europe.

In November 2019 we completed shares-for-debt transactions and issued 2,027,579 common shares of the Company at prices ranging from \$0.05 to \$0.065 per share to settle debt in the amount of \$123,548. Of this debt, \$12,500 was for management fees to an employee incurred during the period June 2018 to May 2019. The balance of \$111,048 was for products and services provided to the Company in 2018. The shares issued under these shares-for-debt settlements have hold periods ending between April 2020 and December 2020.

In July 2019 we announced that Alejandro Maldonado, an agricultural veteran in Mexico had agreed to join the Organto Board of Directors, and this appointment was subsequently confirmed in December 2019. Jeff Klenda, a member of the Board of Directors stepped down on the same date. Mr. Alejandro Maldonado is President and Chairman of Alpasa Farms, a strategic supply partner of Organto, and one of the largest exporters of blueberries, blackberries and figs from Mexico. Alpasa is also a strategic investor in Organto. He is the President of the Berry Growers Association of Mexico and his family has deep roots in the Mexican avocado industry, being one of the largest producers of avocados from the Michoacán region of Mexico. He is a current delegate for the Association of Producers and Packers of Avocado in Mexico (APEAM), a private, non-profit association made up of avocado exporters and packers; and the only cooperative recognized by the USDA and SAGARPA. Mr. Maldonado's appointment became effective in December 2019.

In April 2019 we entered into an agreement to extend short-term loans payable in the amount of \$647,408. Under the terms of the extension all outstanding amounts were extended one-year from the date of the initial loan and will be payable on the expiry date. Commencing May 15, 2019 and each month thereafter, the Company agreed to make equal monthly payments of \$8,632 reflecting principal and interest and will make lump sum payments based on funds raised via equity financings, warrant exercises and proceeds from potential funds raised in relation to the Company's medicinal cannabis assets. Should the Company exit cannabis operations any outstanding amounts under these short-term loans will be immediately due and payable.

In March 2019 we entered into an agreement to sell our processing plant and related assets, including land, buildings and processing equipment, in Guatemala, to Organizacion de Marcadeo SA (Omega), a company controlled by Arturo Bickford and Jorge Guzman Efrain. Under the terms of the agreement Omega acquired the assets in an arm's-length transaction on an as-is basis for consideration of \$935,450. Consideration was paid through the discharge of certain loans from Omega and related parties to the Company in the amount of \$428,782 (US\$314,647), agreement to cancel 5,873,257 common shares of the Company, and the assumption of an interest-free note payable from Omega in the amount of \$67,174 (US\$56,628), due on the second anniversary of the closing date and secured by a lien on the assets. At March 31, 2019 the fair value of the shares to be cancelled was determined to be \$440,494 and the fair value of the interest-free note payable was determined to be \$66,174. Shareholder approval was received for this transaction and the Company is currently working to finalize cancellation of the common shares.

In January 2019, the Company established a revolving credit facility with a Mexican bank for up to US\$500,000. Interest was payable monthly at 12% on any funds advanced. A one-time fee of US\$5,000 was paid to establish this facility. A director of the Company provided a guarantee for this revolving credit facility which was settled as part of the June 2020 convertible note financing.

Operations

As our strategy has evolved, we have repositioned our organic foods platform shifting from an asset heavy, single revenue stream business model, to an asset light, multi-stream business model. We believe we have made important progress in this regard, exiting Company-owned growing operations, selling our processing facilities in Guatemala and exiting Company operated packaging operations in the Netherlands, all in favor of strategic sourcing arrangements with grower partners in Europe, North and South America and Africa and others and third party processing and packaging arrangements with globally positioned strategic partners. We have also streamlined our cost base and expanded our product offering from high-value organic vegetables including organic green beans, sugar snaps and snow peas to other value-added organic vegetables and fruits including asparagus, avocado, blueberries, ginger, mango and other products. We continue to pursue new strategic supply sources around the globe as we work to complete year-round supply of our core product offerings and also bring new complimentary products to our existing portfolio.

With the repositioning essentially completed late in the first half of 2019, commercial operations ramped up in the second half with third and fourth quarter revenues and gross profits both quarterly records for the Company. All revenues were realized in European markets with sales of asparagus, avocado, mango and others to customers in the Netherlands, Belgium, United Kingdom, Germany,

France, Spain, Russia, Sweden, Norway and Denmark with supply from North and South America, Africa and Europe. And this momentum has continued in 2020.

In the first quarter of 2020 we realized revenues of \$1,609,820, a first quarter revenue record for the Company and an increase of approximately 1,200% versus the same quarter in the prior year. In the second quarter of 2020 we realized revenues of \$2,163,955, a quarterly revenue record for the Company and an increase of approximately 3,300% versus the same quarter in the prior year. And in the third quarter we realized revenues of \$2,737,081, representing the largest quarterly revenues in the Company's history and an increase of approximately 30% versus the same quarter in the prior year. We have announced that we expect to exit fiscal 2020 with a revenue run rate of \$20 million and cash-flow breakeven run rate as well. n.

In November 2018 we completed the acquisition of 100 per cent of the outstanding shares of Medicannabis SAS, a privately held Colombian medicinal cannabis company that was a late-stage applicant for licences to enable it to cultivate and process cannabis in Colombia. Shareholder approval for this transaction was received. We allocated the purchase price of \$25,051 to the license applications.

In April 2019 we received final acceptance of the TSX Venture Exchange and issued 7,000,000 common shares ("Acquisition Shares") to the original shareholders of Medicannabis as part of the terms of the acquisition agreement which required these shares be issued upon receipt of a cannabis cultivation license that was received in January 2019. In addition, the Company issued 461,538 common shares ("Finder's Shares") as a finder's fee in accordance with the policies of the TSX Venture Exchange. The Acquisition Shares and Finder's Shares were subject to a four month hold period under applicable securities regulations which expired on August 8, 2019 and are also subject to contractual release limitations over a three-year period. A value of \$1,193,846 was initially attributed to the shares issued and this amount was included in licenses on our balance sheet.

In June 2019 we entered into a share purchase agreement to sell our shares of Medicannabis and related intellectual property ("IP") consisting of licenses and seed and cultivar rights to Xebra Brands Ltd. ("Xebra") for a combination of shares of Xebra, cash and forgiveness of debt. Xebra is an emerging, privately held Canadian cannabis company developing high-margin cannabis-based consumer products, with a major focus on cannabis-infused beverages and health and wellness products. Under the terms of the agreement, the Company, together with the former shareholders and certain advisers of Medicannabis received a total of 10,000,000 common shares of Xebra, with the Company receiving 7,124,630 common shares and the former shareholders and advisers of Medicannabis receiving 2,875,370 common shares. Upon receipt of these Xebra shares the former shareholders and advisers of Medicannabis returned the 7,461,538 common shares of the Company previously issued as part of the acquisition of Medicannabis and these shares were cancelled. We received cash proceeds of \$321,077 in July 2019. In addition to the cash proceeds, promissory notes of \$600,000 due by the Company to Xebra were forgiven and Xebra assumed all outstanding debts and obligations of Medicannabis. The Company has also been granted a right of first refusal ("ROFR") to distribute Xebra's cannabis products throughout Europe. No value has been attributed to the ROFR given the uncertainty of when or if the Company can begin profitably distributing Xebra products in Europe. In October 2019 we received TSXV acceptance and shareholder approval for this transaction and in December 2019 we completed the necessary documentation and concluded the sale.

FINANCIAL RESULTS

For the purposes of the information presented, the "Company" is defined as the consolidated entity.

Critical Accounting Estimates

The preparation of financial statements in accordance with IFRS is the responsibility of management and requires management to make estimates and assumptions which affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Our management reviews these estimates and underlying assumptions on an ongoing basis, based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to estimates are adjusted for prospectively in the period in which the estimates are revised.

Estimates and assumptions where there is risk of material adjustments to assets and liabilities in future accounting periods include estimates of useful lives of depreciated and amortized assets, the valuation of inventory which includes estimates with regards to the allocation of overhead and determining the net realizable value, assumptions used in determination of the fair value of share-based payments, the recoverability and measurement of deferred tax assets, and the allocation of the purchase price associated with the acquisition of a business.

The preparation of financial statements in accordance with IFRS requires us to make judgments, apart from those involving estimates, in applying accounting policies. The most significant judgments in preparing our financial statements include the assumption that we will continue as a going concern, classification of expenditures and the classification of financial instruments.

Changes in Accounting Policies and Standards

A number of new standards, and amendments to standards and interpretations, have been applied or considered in preparing these consolidated financial statements while other standards will come into effect in the future. Those that may be applicable to us are as follows:

(a) IFRS 16 – *Leases* (“IFRS 16”)

IFRS 16 replaces IAS 17 “Leases” and the related interpretative guidance. IFRS 16 applies a control model to the identification of leases, distinguishing between a lease and a service contract on the basis of whether the customer controls the asset being leased. For those assets determined to meet the definition of a lease, IFRS 16 introduces significant changes to the accounting by lessees, introducing a single, on-balance sheet accounting model that is similar to current finance lease accounting, with limited exceptions for short-term leases or leases of low value assets. Lessor accounting is not substantially changed. The standard is effective for annual periods beginning on or after January 1, 2019. The Company does not have any agreements that meet the definition of a lease and the application of IFRS 16 has not had a material impact on the Company’s financial statements.

(b) Other

Other accounting standards or amendments to existing accounting standards that have been issued but have future effective dates are either not applicable or are not expected to have a significant impact on the Company’s financial statements.

Selected Quarterly Information

	Q3 2020 (\$)	Q2 2020 (\$)	Q1 2020 (\$)	Q4 2019 (\$)	Q3 2019 (\$)	Q2 2019 (\$)	Q1 2019 (\$)	Q4 2018 (\$)
Sales	2,737,081	2,163,955	1,609,820	1,583,616	1,935,094	62,458	130,999	1,068,275
Gross profit (loss)	285,951	232,504	160,477	69,627	173,660	8,265	(31,131)	(325,714)
Income (loss) from continuing operations	(509,967)	(355,724)	(643,698)	(944,223)	(438,378)	(556,381)	(608,116)	(1,899,030)
Income (loss) from discontinued operations	-	-	-	1,424,926	-	1,300,355	(167,772)	(235,557)
Net income (loss)	(509,967)	(355,724)	(643,698)	480,703	(438,378)	743,974	(775,888)	(2,134,587)
Income (loss) per share:								
Basic and diluted – continuing operations	(0.00)	(0.00)	(0.00)	(0.01)	(0.00)	0.00	(0.00)	(0.01)
Basic and diluted – discontinued operations	-	-	-	0.01	(0.00)	0.01	(0.00)	(0.00)
Comprehensive income (loss)	(535,933)	(522,152)	(676,488)	471,223	(374,325)	770,953	(762,447)	(2,045,515)

	Sep 30, 2020 (\$)	Jun 30, 2020 (\$)	Mar 31, 2020 (\$)	Dec 31, 2019 (\$)	Sep 30, 2019 (\$)	Jun 30, 2019 (\$)	Mar 31, 2019 (\$)	Dec 31, 2018 (\$)
Cash	884,227	1,577,017	54,565	78,904	48,444	53,025	189,020	33,249
Total assets	4,486,711	4,468,718	2,727,982	2,517,310	2,182,522	2,526,456	3,341,850	2,880,218
Total non-current financial liabilities	2,015,600	2,007,500	-	-	-	-	-	-

Review of Financial Results – Third Quarter

We realized a net loss of \$509,967 during the third quarter, compared to a net loss of \$438,378 during the same period in the prior year. Increased revenues, gross profit and the foreign exchange gains in the current year were offset by increases in management fees and labour costs, interest expense and non-cash stock-based compensation and financing costs.

Product revenues for the three months ended September 30, 2020 were \$2,737,081 as compared to \$1,935,094 during the same period in the prior year, an increase of over 30% and are a quarterly revenue record for the Company. Sales of vegetable and fruit products, including fresh organic asparagus, avocado, ginger, mango and others, continued to grow and were sold to a variety of customers throughout Europe.

We realized a quarterly gross profit of \$285,951 or approximately 10.5% of revenues in the third quarter of 2020 which was also a quarterly record for the Company, as compared to a gross profit of \$173,660 during the same quarter of the prior year.

Selling, general and administration expenses of \$163,250 this quarter were lower than the \$193,888 from the same quarter of the prior year with the largest decreases coming from reduced professional fees and amortization. These decreases were offset by a bad expense of \$30,538.

Management fees in the current quarter were \$175,180 as compared to \$125,810 in the same quarter of the prior year. Management fees have increased in-line with the growth in commercial activities.

Labour costs and benefits during the third quarter were \$285,025, a significant increase versus the same quarter of the prior year but well within expectations given the increased volume of commercial activity. Labour costs decreased over the last two years as staffing levels were scaled back as the business was repositioned. With commercial activities now quickly ramping up, operating personnel are being added to support this growth as well as develop new products and revenue opportunities.

During the third quarter we recognized cost of \$93,600 related to the development of our retail branded product offering and on-line go-to-market capabilities. While the benefits of these activities have yet to translate into top and bottom-line contribution, we believe these are prudent investments for the future of the Company,

We recognized \$97,691 in stock-based compensation in the third quarter of 2020 compared to \$55,895 in the same quarter of 2019. Stock based compensation is calculated using the Black-Scholes option pricing model which requires the input of highly subjective assumptions including expected price volatility. Changes in the subjective input assumptions can materially affect the fair value estimate, and therefore does not necessarily provide a reliable single measure of the fair value of the Company's stock options granted and/or vested during the period. Stock based compensation in the third quarter of 2020 was based on fair values of \$0.06 - \$0.08 per share for the 2,650,000 options granted in the third quarter of 2020, \$0.01 - \$0.05 per share for the 1,030,000 options granted in the second quarter of 2020, \$0.05 per share for the 5,325,000 options granted in December 2019, \$0.04 per share for the 150,000 options granted in June 2019, and \$0.06 per share for the 600,000 options granted in June 2018.

Net interest and accretion expense during the current quarter was \$91,765 as compared to \$31,844 for the same quarter of the prior year. Interest in the third quarter of 2020 consists of interest on our bank loan, interest-bearing short-term loans and convertible debentures, plus factoring costs. The addition of the convertible debentures in 2020, together with higher factoring costs resulting from increased commercial activity, led to the higher expense in 2020. See "Liquidity and Capital Resources" for further information.

We recognized \$70,500 in financing costs in the third quarter arising from the warrants that were issued to the lenders who provided the unsecured, interest-bearing loans in 2018. As part of the agreement to extend the maturity dates of the loans to October 2021, the Company agreed to issue 1,500,000 warrants. These warrants were issued in July 2020 and have a total fair value of \$70,500 which was expensed as a non-cash financing cost in the current quarter. The fair value was calculated using the Black-Scholes Option Pricing Model with the following inputs: expected price volatility of 122%, risk free interest rate of 0.24%, expected life of 1.5 years and no dividend yield.

Foreign exchange gains and losses arise from transactions incurred in currencies other than the functional currency of the Company and its subsidiaries. We realized a foreign exchange gain of \$78,867 this quarter as compared to a loss of \$57,583 during the same quarter last year. Foreign exchange rates have experienced large fluctuations since March 2020 as part of the market turmoil caused by the global coronavirus pandemic, particularly the Canadian dollar and the Mexican peso versus the US dollar. Our bank loan and certain of our short-term loans are denominated in US dollars which exposes us to currency fluctuations. We recognized a foreign exchange loss of 158,726 in the first quarter of 2020 and both the Canadian dollar and Mexican peso have since recovered resulting in a gain.

We recognized other income of \$3,891 in the third quarter compared to a loss of \$6,131 in the same quarter of the prior year. Other income of \$14,906 from the partial settlement of certain of our insurance claims receivable was offset by a loss of \$11,015 from the write off of certain prepaid expenses and advances.

We realized a gain of \$4,735 in the third quarter from the settlement of certain accounts payable compared to a gain of \$6,000 in the same quarter of the prior year.

Review of Financial Results – Year to date

We realized a net loss of \$1,509,389 during the nine months ended September 30, 2020, compared to a net loss of \$470,292 during the same period in the prior year. The smaller loss in the prior year was due to a one time gain we realized on the sale of our Colombian subsidiary. Excluding this gain, the Company would have realized a net loss of \$1,602,875. The improved operating results in 2020 were primarily due to increased revenues and gross profit, though these were offset by increases in operating and interest costs and increased non-cash financing and stock-based compensation costs.

Product revenues for the nine months ended September 30, 2020 were \$6,510,856 as compared to \$2,128,551 during the same period in the prior year, an increase of approximately 67%. We realized gross profit of \$678,932 or approximately 10.4% of revenues in the first nine months of 2020 as compared to \$150,794 or approximately 7.1% of revenues during the same period in the prior year. This is indicative of the solid progress made as the Company's operating model has been repositioned to an asset light business model and revenue streams and supply sources expanded in hand with a rationalized cost base.

Selling, general and administration expenses of \$538,566 for the first nine months of 2020 were lower than the \$603,008 for the same period of the prior year as we have focused on cost control with the largest decreases coming from professional fees, amortization and maintenance costs. These decreases were offset by a bad expense of \$30,538 in the third quarter of 2020.

Management fees for the first nine months of 2020 of \$482,070 were similar to the \$463,883 recorded in the same period of the prior year.

Year to date labour costs and benefits were \$704,660 up substantially from the \$345,278 for the same period last year but within expectations given the increased volume of commercial activity in the Company. While higher than the previous year, labour costs have decreased over the last two years as overall staffing levels were scaled back as the business was repositioned. With commercial activities now quickly ramping up, operating personnel are being added to support this growth as well as develop new products and revenue opportunities.

Year to date we have realized costs of \$93,600 related to the development of our retail branded product offering and on-line go-to-market capabilities. While the benefits of these activities have yet to translate into top and bottom-line contribution, we believe these are prudent investments for the future of the Company,

We recognized \$226,696 in stock-based compensation for the first nine months of 2020 compared to \$210,890 for the same period of 2019. Stock based compensation is calculated using the Black-Scholes option pricing model which requires the input of highly subjective assumptions including expected price volatility. Changes in the subjective input assumptions can materially affect the fair value estimate, and therefore does not necessarily provide a reliable single measure of the fair value of the Company's stock options granted and/or vested during the period. Stock based compensation in 2020 was based on fair values of \$0.01 - \$0.08 per share for the 3,680,000 options granted in 2020, \$0.04 - \$0.05 per share for the 5,475,000 options granted in 2019 and \$0.06 per share for the 6,350,000 options granted in 2018.

Net interest and accretion expense for the nine months ended September 30, 2020 was \$233,129 as compared to \$97,825 for the same period of the prior year. Interest in 2020 consists of interest on our bank loan, interest-bearing short-term loans and convertible debentures, plus factoring costs. The addition of the convertible debentures in 2020, together with higher factoring costs resulting from increased commercial activity, led to the higher expense in 2020. See "Liquidity and Capital Resources" for further information.

We recognized \$97,396 in financing costs for the nine months ended September 30, 2020 which was made up of \$26,896 from our convertible debenture financing in the second quarter and \$70,500 from the issuance of warrants to lenders of the secured, interest-bearing loans. The fair value of the warrants was calculated using the Black-Scholes Option Pricing Model with the following inputs: expected price volatility of 122%, risk free interest rate of 0.24%, expected life of 1.5 years and no dividend yield. Convertible

debenture financing costs consist of finders' fees of \$22,430 and \$4,466 for the fair value of the 223,300 broker warrants that were issued. The fair value of the broker warrants was calculated using the Black-Scholes Option Pricing Model with the following inputs: expected price volatility of 122%, risk free interest rate of 0.44%, expected life of 2 years and no dividend yield. There were no financing costs in the same period of the prior year.

Foreign exchange gains and losses arise from transactions incurred in currencies other than the functional currency of the Company and its subsidiaries. For the first nine months of 2020 we realized a foreign exchange gain of \$76,994 compared to a loss of \$47,721 during the same period last year. Foreign exchange rates have experienced large fluctuations since March 2020 as part of the market turmoil caused by the global coronavirus pandemic, particularly the Canadian dollar and the Mexican peso versus the US dollar.

We recognized other income of \$12,467 for the nine months ended September 30, 2020 as compared to a loss of \$6,131 in the same period of 2019. Other income of \$23,482 from the partial settlement of certain of our insurance claims receivable and the sale of an unused subsidiary in Europe was offset by a loss of \$11,015 from the write off of certain prepaid expenses and advances.

We realized a gain of \$4,735 from the settlement of certain accounts payable in the nine months ended September 30, 2020 as compared to a gain of \$21,067 in the same period of 2019.

Liquidity and Capital Resources

At September 30, 2020, we had cash of \$884,227 and a working capital deficiency of \$1,873,998 compared to \$54,565 and \$4,027,352 respectively, at December 31, 2019.

During the year ended December 31, 2018 we received \$818,740 in bridge loans from insiders and certain shareholders. Interest rates ranged from 0% to 8% with interest paid in equal monthly payments totalling \$5,000 per month on all interest-bearing loans. Two of these loans were settled in March 2019 when the Company sold its processing plant in Guatemala. Under the terms of the sale agreement, part of the consideration paid was the discharge of the loans from Omega with maturity dates of March 27, 2019 and April 5, 2019. All loans were unsecured and had a term of one year.

In April 2019 we entered into an agreement to extend the remaining bridge loans. Under the terms of the extension all outstanding amounts were extended one-year from the date of the initial loan and were payable on the new expiry date. Commencing May 15, 2019 and each month thereafter, we made equal monthly payments of \$8,632 consisting of principal and interest and were to make lump sum payments based on funds raised via equity financings, warrant exercises and proceeds from potential funds raised in relation to our medicinal cannabis assets. Should we completely exit our cannabis investment any outstanding amounts due under these short-term loans will be immediately due and payable. In April 2020 we entered into an agreement to further extend the unsecured, interest bearing loans through March 15, 2021. In June 2020 the maturity date was further extended to October 1, 2021. These loans now carry an annual interest rate of 12% and are subject to monthly principal and interest payments in the amount of \$12,500 commencing in July 2020. These loans are subject to additional lump sum payments based on funds raised via equity financings, warrant exercises and proceeds from funds raised from the disposition of our investment securities. In July 2020, we granted 1,500,000 warrants to the lender for an initial period of 18 months with an exercise price of \$0.065 per share. Under the terms of TSXV policy 5.1, the term of the warrants is subject to reduction as the underlying loans are repaid. Upon issuing the warrants, we recorded financing costs of \$70,500 with that amount being the fair value of the warrants. One loan payment of \$8,632 was made in the first quarter of 2020 and principal payments of \$130,151 were made in the second quarter. Loan payments of \$37,500 were made in the third quarter. As a result of these loan payments, the term for 382,900 of the warrants was reduced with their new expiry date being July 2021. The term for the balance of 1,117,100 warrants remained unchanged with an expiry date of January 2022.

In October 2020 the lenders of the remaining bridge loans exercised the 1,500,000 warrants and 1,500,000 common shares were issued. We agreed to apply the proceeds due to the Company on the exercise of the warrants towards the principal amount of the loans and the outstanding balance was reduced by \$97,500.

During 2018 and 2019 we received \$273,285 in short term loans from a number of parties including officers and directors, some of which are denominated and repayable in US dollars and Euros. These loans have no fixed terms of repayment. During 2019 we repaid \$94,085 of the interest free loans. In the first and second quarters of 2020 an additional \$349,920 and \$100,000 in cash was received of which \$383,513 was repaid and in the second quarter of 2020, accounts payable of \$72,603 was converted into a loan.

During 2019 we received \$419,100 in short term loans from a number of parties including officers and directors. These loans are secured by a portion of our investment securities and bear interest at an annual rate 12% for a term of six months. In February 2020

we issued 2,135,764 warrants in connection with these secured interest-bearing loans. These warrants are exercisable for a period of 12 months at an exercise price of \$0.065 per share. In April 2020 we entered into agreements to extend these loans as follows: \$211,500 of the loans which were to mature in April 2020 now matured in October 2020 and \$72,600 of the loans which were to mature in June 2020 will now mature on December 13, 2020. The remaining \$135,000 of the loans which were to mature in April 2020 will now mature on July 3, 2020. No other changes were made to the terms of these loans. In June 2020 the Company settled \$60,000 of the loans which were to mature in July 2020 as part of the June 2020 private placement and 1,200,000 common shares and 600,000 warrants were issued. The \$75,000 that was due July 3, 2020 was paid along with \$11,826 of accrued interest. In October 2020 a further \$135,000 of these loans were repaid together with \$16,226 in accrued interest. Concurrent with the repayment of these loans, the lenders exercised their warrants and 704,872 common shares were issued. The lenders agreed to offset the amount due to the Company on the exercise of the warrants against the principal and interest being paid.

In May and June 2020, we issued convertible debentures totalling \$2,075,300. These convertible debentures are for a period of two years, carry an annual interest rate of 10% and 12%, and are convertible into common shares of Organto at a price of \$0.05 per share for the first year and \$0.10 per share for the second year. If, after four months from the date of issuance of the convertible debentures, the closing price of Organto's common shares as traded on the TSXV is equal to or greater than \$0.15 for 10 consecutive trading days or more, Organto may, in its sole discretion, accelerate conversion of the convertible debentures. There is no prepayment penalty.

Organto paid a finder's fee of \$22,330 in cash and issued 223,300 broker warrants in connection with these convertible debentures. The broker warrants are for a term of two years with an exercise price of \$0.10 per share.

\$677,500 of these convertible debentures were issued to settle the US\$500,000 Mexican bank loan and bear interest at 12%. \$74,550 of these convertible debentures were issued to settle \$73,500 of the secured interest-bearing loans and associated accrued interest. \$326,750 of these convertible debentures were issued to settle \$242,150 of unsecured non-interest-bearing loans and \$84,600 of accounts payable. Interest on \$1,355,000 of the convertible debentures is being paid monthly. Interest on the balance of the convertible debentures is being accrued and will be paid annually or on their conversion.

In October 2020, \$762,100 of the convertible debentures were converted and 15,242,000 common shares issued and in November 2020, \$456,050 of the convertible debentures were converted and 9,121,000 common shares were issued.

We issued 14,000,000 units for proceeds of \$700,000 in May 2020 and 16,077,900 units for proceeds of \$803,895 in June 2020. Each unit consists of one common share and one-half common share purchase warrant. Each full warrant entitles the holder thereof to acquire one common share at a price per warrant share of \$0.10 until May 2022 and June 2022. If, at any time after four months from the date of issue, the closing price of Organto's common shares as traded on the TSXV is equal to or greater than \$0.15 for 10 consecutive trading days or more, Organto may, in its sole discretion, accelerate conversion of the warrants.

We signed promissory notes payable to Xebra for cash proceeds of \$114,000 in the first quarter of 2019. In the second quarter of 2019, the Company signed promissory notes payable to Xebra totalling \$486,000 in exchange for cash proceeds of \$396,731 and for Xebra making payments of \$13,150 directly to suppliers on behalf of Organto. These notes were non-interest bearing and due on demand anytime after May 7, 2019. Immediately prior to the sale of its subsidiary Medicannabis, \$55,000 of the short-term loans from the directors noted above and \$21,119 of expense reimbursements due to these directors were assumed by Xebra and then included in the \$600,000 of promissory notes forgiven by Xebra.

In January 2019 we established a revolving line of credit with a Mexican bank for up to US\$500,000. Interest was payable monthly at 12% on funds borrowed and we paid a one-time fee of US\$5,000 to establish this facility. Borrowed funds were required to be repaid within 180 days after which they could then be re-borrowed. During the first quarter of 2020 we borrowed US\$1,000,000 and repaid US\$500,000 under this facility. In the second quarter of 2020 we settled the bank loan by issuing \$677,500 of convertible debentures.

Cash used in operating activities for the first nine months of 2020 was \$1,276,305, all in continuing operations. Cash used in operating activities for the same period in 2019 was \$1,533,835 of which \$1,164,259 was used in continuing operations and \$369,576 was used in discontinued operations. Cash used in operations consists of cash used to fund the loss for the period and the impact of non-cash items and changes in non-cash working capital.

At September 30, 2020, we had current liabilities of \$4,140,813 (December 2018 - \$4,538,768). Settlement of the bank loan and conversion of certain of the short-term loans into convertible debentures has reduced current liabilities this quarter. Offsetting this reduction was an increase in accounts payable due to increased commercial activity.

In October 2020 we completed shares-for-debt transactions and issued 990,795 common shares of the Company at prices ranging from \$0.05 to \$0.10 per share to settle debt in the amount of \$84,080. Of this debt, \$15,000 was for management fees to an employee

incurred during the period November 2019 to April 2020. The balance of \$69,080 was for products and services provided to the company in 2018. The shares issued under these shares-for-debt settlements have hold periods ending between February 2021 and October 2021.

We are reliant upon equity and/or debt financings to fund operations until such time as revenues and gross profit are sufficient to sustain operations.

Financial instruments

The fair value of our financial instruments, financial statement classification and associated risks are presented in the following table.

Financial instrument	Basis of measurement	Associated risks	Fair value at September 30, 2020 (\$)
Cash	Fair value through profit or loss	Credit, currency and concentration	884,227
Accounts receivable	Amortized cost	Credit, currency and concentration	954,646
Loan receivable	Amortized cost	Credit and currency	72,839
Investment securities	Fair value through profit or loss	Other price	2,137,389
Accounts payable	Amortized cost	Currency	(3,412,302)
Loan due to Omega S.A.	Amortized cost	Currency	(24,588)
Short-term loans payable	Amortized cost	n/a	(703,923)
Convertible debentures	Fair value through profit or loss	n/a	(2,015,600)
			(4,244,701)

The fair value of our financial instruments including cash, accounts receivables, loan receivable, accounts payable, loan due to Omega and short-term loans payable approximates their carrying value due to the immediate or short-term maturity of these financial instruments. The fair value of the Company's investment securities, which are not publicly traded, was estimated using the price of recent or in-progress funding involving significant financing from external investors. The fair value of our convertible debentures is based on the effective rate method with the residual balance allocated to the conversion component in equity.

IFRS 7, *Financial Instruments: Disclosure* establishes a fair value hierarchy that prioritizes the input to valuation techniques used to measure fair value as follows:

- Level 1 – quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2 – inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and
- Level 3 – inputs for the asset or liability that are not based on observable market data (unobservable inputs).

Our financial instruments are exposed to certain financial risks. The risk exposures and the impact on our financial instruments at September 30, 2020 are summarized below. The Board of Directors reviews with management the principal risks affecting the Company and the systems that have been put in place to manage these risks.

(a) Credit risk

Credit risk is the risk that the Company will incur a loss due to a customer or third party failing to discharge their obligation due to the Company.

The credit risk exposure on cash is limited to their carrying amounts at the date of the statement of financial position. Cash is held as cash deposits with creditworthy banks in Canada, Europe, Guatemala, Mexico and Argentina. The risk is assessed as low.

The credit risk exposure on receivables is limited to their carrying amounts at the date of the statement of financial position. Trade receivables are mainly from customers in Europe. The risk is assessed as moderate. Other receivables are primarily comprised of VAT credits with a low risk assessment.

(b) Liquidity risk

Liquidity risk arises from the Company's general and capital financing needs. We manage liquidity risk by attempting to maintain sufficient cash balances. Liquidity requirements are managed based on expected cash flows to ensure that there is sufficient capital in order to meet short term obligations. At September 30, 2020, we had a working capital deficiency of \$1,873,998 (December 31, 2019 – \$4,027,352). Liquidity risk is assessed as high.

To date, the Company has been able to address any shortfalls in meeting our short-term financial demands by turning to equity and debt markets to raise the funding necessary continue operations. We will have to continue to raise funds on these markets until the Company is able to realize consistent profitable operating results.

(c) Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer or by factors affecting all similar financial instruments traded in the market.

Our investment securities are exposed to other price risk. The Company's investment in Xebra does not currently have a quoted market price in an active market and is valued at recent private financing price levels. Xebra is planning a public listing when market conditions prevail. The Company manages this risk by keeping in close contact with Xebra and receives regular updates on their operations.

Sensitivity Analysis

A 1% change in interest rates does not have a material effect on our profit or loss and equity.

As our functional currency is the Canadian Dollar, where foreign currency transactions such as the US Dollar, European Euro, Argentine Peso, Mexican Peso and Guatemalan Quetzal are converted into Canadian Dollars, changes in exchange rates between these currencies may have an effect on our profit or loss and equity. A +/- 10% change in the exchange rate between those currencies and the Canadian Dollar can affect net income by approximately \$150,000.

Capital Management

When managing capital our objective is to ensure an optimal capital structure is maintained to reduce overall cost of capital and allowing flexibility to respond to changes in working capital requirements.

In the management of capital, we include the components of shareholders' equity as well as cash and receivables.

We manage the capital structure and make adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, we may attempt to issue new shares, acquire or dispose of assets or adjust the amount of cash and investments.

In order to facilitate the management of our capital requirements, we monitor working capital and cash flows regularly. There have been no changes to our capital management policies and procedures since the end of the most recent fiscal year.

Related Party Transactions

The following related party transactions were made in the normal course of operations:

- (a) Directors and key management personnel compensation:

	Three months ended		Nine months ended	
	September 30		September 30	
	2020	2019	2020	2019
	(\$)	(\$)	(\$)	(\$)
Salaries, consulting and management fees	156,503	105,963	422,820	386,566
Short-term employee benefits	-	4,962	-	14,828
Stock based compensation	45,786	29,287	151,677	118,769
	202,289	140,212	574,497	520,163

Key management personnel were not paid post-employment benefits, termination benefits or other long-term benefits during the periods ended September 30, 2020 and 2019.

- (b) Transactions with related parties:

	Three months ended		Nine months ended	
	September 30		September 30	
	2020	2019	2020	2019
	(\$)	(\$)	(\$)	(\$)
Management and administrative services from companies with common directors or officers	138,507	62,338	395,128	191,875
Product sales to a company with a common officer	78,502	220,019	119,471	220,019
	217,009	282,357	514,599	411,894

- (c) Outstanding balances included in accounts payable arising from purchases of services:

	September 30,	December 31,
	2020	2019
	(\$)	(\$)
Salaries, consulting and management fees	599,206	502,237
Administration services	149,114	114,108
Expense reimbursements	13,077	76,473
Product purchases	-	2,753
Balance, end of period	761,397	696,571

- (d) Outstanding balances included in accounts receivable arising from sale of products:

	September 30,	December 31,
	2020	2019
	(\$)	(\$)
Sales of product	4,861	46,139
Balance, end of period	4,861	46,139

(e) Loans from directors and key management personnel:

	(\$)
Balance at January 1, 2019	107,648
Loans received	394,737
Loans repaid	(160,107)
Foreign exchange	6,549
Balance at December 31, 2019	348,827
Loans received	346,922
Loans repaid	(280,515)
Loans settled with convertible debentures	(243,604)
Foreign exchange	25,413
Balance at September 30, 2020	197,043

Commitments

At September 30, 2020 the Company had entered into agreements with service providers which call for minimum payments as follows:

	Within 1 year	Between	After 5 years	Total
	(\$)	1 and 5 years	(\$)	(\$)
		(\$)	(\$)	
Management fees	141,003	-	-	141,003
Administration fees	2,350	-	-	2,350
	143,353	-	-	143,353

OFF-BALANCE SHEET ARRANGEMENTS

During the nine months ended September 30, 2020 and up to the date of this report, the Company had no off-balance sheet transactions.

PROPOSED TRANSACTIONS

While the Company is continually reviewing potential opportunities that could enhance shareholder value, there are no proposed transactions that would affect the financial condition, results of operations and cash flows of the Company to report at this time.

RISKS AND UNCERTAINTIES

Risk factors

Our business, operations and financial condition are subject to various risks and uncertainties. Prior to making an investment decision, investors should consider the risks and uncertainties set out below and those described elsewhere in this document, which are in addition to the usual risks associated with an investment in a business engaged in the global production and distribution of organic produce. We believe the risks set out below to be the most significant to potential investors, but do not represent all of the risks associated with an investment in securities of our Company. If any of the identified risks materialize or other additional risks and uncertainties of which we are currently unaware materialize, our assets, liabilities, financial condition, results of operations (including future results of operations), business and business prospects are likely to be materially and adversely affected. These risk factors should be read in conjunction with other information in this report and in other documents that we file from time to time.

Risks Related to Our Business

We have a limited operating history and may incur further losses until our operating platform achieves scale.

Agricola began carrying on business in 2014 and since that time we have built out our operating platform and generated approximately \$16.1 million in revenues and operating losses of approximately \$22.7 million. We are subject to many of the risks common to early-stage enterprises, including costs associated with building out an operating platform prior to volumes coming to scale, undercapitalization, cash shortages, and limitations with respect to personnel, financial, and other resources. There is no assurance that we will be successful in establishing a customer base, that consumers will purchase our products, or that we will begin generating revenues sufficient to cover our operating costs. Our ability to achieve a return on shareholders' investment and the likelihood of its success must be considered in light of the company's early stage of operations.

There is risk in our ability to continue as a going concern due to losses incurred as we build out our operating platform combined with risk in our negative working capital position and our accumulated deficit, all of which could impact our ability to continue operations.

Our independent auditors have added an explanatory paragraph to their audit opinion issued in connection with our financial statements for the years ended December 31, 2019, 2018, 2017, 2016 and 2015 with respect to our ability to continue as a going concern. As discussed in Note 1 to our financial statements for the current year, we have generated operating losses since inception, cash resources are currently insufficient to meet planned business objectives, and thus additional financing will be required to realize the carrying value of our assets and continue operations, which together raises doubt about our ability to continue as a going concern.

We may not be able to secure financing required to meet future capital needs to continue operations.

We will require additional capital to fulfill our contractual obligations and continue development of our product offerings and global operating platform, through either equity or debt financing. Due to business specific or general economic conditions, we may be unable to secure debt or equity financing on terms acceptable to the Company, or at all, at the time when we need such funding. Our inability to raise additional funds on a timely basis would make it difficult to achieve our business objectives and would have a negative impact on our business, financial condition and results of operations.

Additional financing may dilute common shareholders or place restrictions on our operations.

If we raise funds by issuing additional equity or convertible debt securities, the ownership percentages of existing stockholders would be reduced, and the securities that we issue may have rights, preferences or privileges senior to those of the holders of our common stock or may be issued at a discount to the market price of our common stock which would result in dilution to our existing stockholders. If we raise additional funds by issuing debt, the Company may be subject to debt covenants, which could place limitations on our operations including our ability to declare and pay dividends.

We operate in a competitive global food industry and the actions of competitors could impact revenues and profitability.

The agricultural produce industry is intensely competitive in all of its phases. We compete with other companies, some of whom have greater financial resources, larger facilities, more capacity, higher staffing levels, greater economies of scale, pricing advantages, longer operating histories and more established market presences. We may have little or no control over some or all of these competitive factors. If we are unable to effectively respond to these competitive factors, or if the competition in our product markets results in price reductions or decreased demand for our products, our business, results of operations and financial condition may be materially impacted.

We are focusing our business on the production, processing, packing, distribution and marketing of value-added and branded organic produce grown in strategic geographies that will provide us with year-round supply capabilities. As a result of changing consumer preferences and awareness, we believe there is increased demand for organic produce over conventional produce which we believe will be positive for us. Even so, we expect to face competition from new entrants to the organic produce market wanting to participate in this growing category. Our ability to remain competitive will depend to a great extent on our ability to grow our customer base, build our brand, maintain competitive pricing levels, attract strategic third-party growers to cost-effectively supply our operations, manage transportation and delivery logistics, and effectively market our products to our customers. There can be no assurance that we will have sufficient resources to compete successfully with our current or future competitors in these areas, which could have a material adverse effect on our business plan and results of operations.

We must attract and retain key personnel and professionals to achieve our business objectives.

Our success will be largely dependent upon the performance of our management, key employees and professionals. We must compete with other companies both within and outside the food industry to recruit and retain competent employees and contract resources. If we cannot attract and maintain qualified resources to meet our business needs, this could have a material adverse effect on our business. In addition, the Company does not have key man insurance policies and therefore there is a risk that the death or departure of any existing member of management or any key employee or professional could also have a material adverse effect on the Company.

Our customers generally are not obligated to continue purchasing products from us.

Many of our customers buy from us under purchase orders, and we generally do not have long-term agreements with or commitments from these customers for the purchase of our products. We cannot provide assurance that our customers will maintain or increase their sales volumes or orders for the products supplied by us or that we will be able to maintain or add to our existing customer base. Decreases in our customers' sales volumes or orders for products supplied by us may have a material adverse effect on our business, financial condition or results of operations.

Consumer food preferences are difficult to predict and may change.

Our success depends, in part, on our ability and our customers' ability to offer products that anticipate the tastes and dietary habits of consumers and appeal to their preferences on a timely and affordable basis. A significant shift in consumer demand away from our products or a failure to maintain our current market position, could reduce our sales and harm our business. Consumer trends change based on a number of factors, including nutritional values, a change in consumer preferences or general economic conditions. Additionally, there is a growing focus among some consumers to buy local food products in an attempt to reduce the carbon footprint associated with transporting food products from longer distances, which could result in a decrease in the demand for food products that we import from remote growing regions and processing locations. Further, failures by us or our competitors to deliver quality products could erode consumer trust in the organic certification of foods. These changes could lead to, among other things, reduced demand and price decreases, which could have a material adverse effect on our business, financial condition or results of operations.

If we do not manage our supply chain effectively, our operating results may be adversely affected.

Our supply chain is complex and subject to a number of risks. We do not directly operate our own growing and processing operations but instead rely on a number of third-party suppliers for the growing, processing, packaging and delivery of certain of our products. Our inability to effectively manage our supply chain could cause our operating costs to rise and our margins to fall. In addition, potential adverse weather conditions and natural disasters add another layer of risk to our supply chain. We must continuously monitor our inventory and product mix against forecasted demand or risk having inadequate supplies to meet customer demand as well as having too much inventory that could reach its expiration date. If we are unable to manage our supply chain efficiently and ensure that our products are available to meet customer demand, our operating costs could increase and our margins could fall.

Our international operations expose us to additional risks inherent with the countries where we are doing business.

We operate in various foreign jurisdictions around the world. These international operations expose us to risks inherent in doing business abroad including exposure to local economic conditions, foreign exchange rate fluctuations and currency controls, investment restrictions or requirements, export and import restrictions, compliance with anti-corruption and anti-bribery laws, compliance with export controls and economic sanctions laws, and unforeseen events such as natural disasters, terrorism or political and civil unrest. As we continue to expand our business globally, we may have difficulty anticipating and effectively managing these and other risks, thus materially impacting our business, financial condition and results of operations.

Information technology failures could disrupt our operations and negatively impact our business.

In the normal course of business, we rely on information technology systems to process, transmit, and store electronic information that is critical for our business and the operations of our supply chain partners. Information technology systems are also integral to the reporting of our results of operations. Furthermore, a significant portion of the communications between, and storage of personal data of, our personnel, customers, consumers and suppliers depend on information technology. Our information technology systems may be vulnerable to a variety of interruptions beyond our control, including, but not limited to, natural disasters, terrorist attacks, telecommunications failures, computer viruses, hackers, and other security issues. These events could compromise our confidential

information, impede or interrupt our business operations, and may result in other negative consequences, including remediation costs, loss of revenue, litigation and reputational damage.

Our business is subject to numerous environmental and food safety regulations and policies.

Our operations are subject to environmental and food safety regulations and policies in the areas where we operate. Changes in any government laws or regulations applicable to our operations could increase our compliance costs, negatively affect our ability to sell certain products or otherwise adversely affect our results of operations. While we believe we are in compliance with all laws and regulations applicable to our operations, we cannot be assured that we have been, or will at all times be, in compliance with all environmental and food safety requirements, or that we will not incur material costs or liabilities in connection with these requirements. Our failure to comply with any laws, regulations or policies applicable to our business could lead to penalties, loss of our ability to sell certain of our products, possible product recalls and others, any of which could have a material impact on our business, financial condition and results of operations.

The COVID-19 pandemic has significantly impacted worldwide economic conditions and could have a material effect on our business and resulting financial condition.

Our business and financial results may be negatively impacted by the 2019 novel coronavirus (COVID-19) pandemic, including causing significant volatility in customer demand for our products, changes in consumer behavior and preference, disruptions in our global supply chain operations, disruptions to our business expansion plans, limitations on our employee and service provider's ability to work and travel, significant changes in the economic conditions in markets in which we operate and related currency and commodity volatility, and pressure on our liquidity. Despite our efforts to manage these impacts, they also depend on factors beyond our knowledge or control, including the duration and severity of the COVID-19 pandemic and actions taken to control its spread and mitigate its public health effects. As a result, we cannot reasonably estimate the full impact of the COVID-19 pandemic on our business and financial results, but the impact could be material and last for an extended period of time.

We may not be able to effectively manage our growth and integrate acquired companies.

We expect our business to grow rapidly via internal growth, and from time to time we may pursue acquisition opportunities that are consistent with our overall growth strategy. Our ability to effectively manage our growth and integrate acquisitions, including our ability to realize potentially available marketing opportunities and cost savings in a timely and efficient manner, will have a direct impact on our future results. We may encounter problems in connection with our growth and integration of any new businesses, such as challenges relating to the following: integration of an acquired company's products into our product mix; the amount of cost savings that may be realized as a result of integrating an acquired product or business; integrating acquired operations that have management teams and company cultures that differ from our own; compatibility of financial control and information systems; and others. If we experience any of these problems in the integration of acquisitions, they could have a material and adverse effect on our business, financial condition or results of operations.

Our investment in a cannabis business indirectly exposes us to risks associated with laws and regulations governing cannabis, which are still developing in many parts of the world, and could have an impact on our plans to realize a return on our investment.

Our investment exposure in the cannabis industry is governed by laws and regulations specific to various countries around the world. Many of these laws and regulations are still being developed, and dependent on the outcome of these, our ability to realize a profitable return could be impacted.

Risks Related to Ownership of Our Securities

Our stock price may be volatile, which may impact returns to our shareholders.

From time to time stock markets experience extreme price and volume fluctuations, which, when combined with general economic and political conditions, could adversely affect the market price for our securities. In addition, the trading price of our common stock may be volatile and could fluctuate widely in response to many factors, including the following, some of which are beyond our control:

- variations in our operating results;
- changes in expectations of our future financial performance, including financial estimates by securities analysts and investors;
- changes in operating and stock price performance of other companies in our industry;
- additions or departures of key personnel; and
- future sales of our common stock.

Our common shares are thinly traded and our shareholders may be unable to sell at or near ask prices, or at all.

We cannot predict the extent to which an active public market for trading our common stock will be sustained. Our shares have historically been thinly-traded meaning that the number of persons interested in purchasing our common shares at or near bid prices at a certain given time may have been relatively small or non-existent.

This situation is attributable to a number of factors, including the fact that we are a smaller company in its development phase which is relatively unknown to stock analysts, stock brokers, institutional investors and others in the investment community who generate or influence sales volume. Even if our Company came to the attention of such persons, those persons may be reluctant to follow, purchase, or recommend the purchase of shares of an unproven company such as ours until such time as we become more seasoned and viable. As a consequence, there may be periods of several days or more when trading activity in our shares is minimal or non-existent, as compared to a seasoned issuer which has a large and steady volume of trading activity that will generally support continuous trades without an adverse effect on share price. We cannot be assured that a broader or more active public trading market for our common stock will develop or be sustained, or that current trading levels will be sustained.

We do not anticipate paying any cash dividends to our common shareholders and as a result, shareholders may only realize a return when their shares are sold.

We presently do not anticipate that we will pay dividends on any of our common stock in the foreseeable future. If payment of dividends does occur at some point in the future, it would be contingent upon our revenues, earnings and cash flow, if any, capital requirements, and general financial condition. The payment of any common stock dividends will be at the discretion of our Board of Directors. We presently intend to retain all earnings to implement our business plan; accordingly, we do not anticipate the declaration of any dividends for common stock in the foreseeable future.

Our business is subject to changing regulations related to corporate governance and public disclosure that may increase both our costs and the risk of noncompliance.

Because our common stock is publicly traded, we are subject to certain rules and regulations of federal, provincial and financial market exchange entities charged with the protection of investors and the oversight of companies whose securities are publicly traded. These entities have issued requirements and regulations and continue to develop additional regulations and requirements in response to public concerns. Our efforts to comply with these regulations have resulted in, and are likely to continue resulting in, increasing general and administrative expenses. Because new and modified laws, regulations and standards are subject to varying interpretations in many cases due to their lack of specificity, their application in practice may evolve over time as new guidance is provided by regulatory and governing bodies. This evolution may result in continuing uncertainty regarding compliance matters and additional costs necessitated by ongoing revisions to our disclosure and governance practices.

DISCLOSURE AND INTERNAL CONTROLS

Disclosure controls and procedures have been established to provide reasonable assurance that material information relating to the Company is made known to management, particularly during the period in which annual filings are being prepared. Furthermore, internal controls over financial reporting have been established to ensure that the Company's assets are safeguarded and to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS.

The Company has worked to enhance our disclosure controls and procedures through the implementation of the *Internal Control – Integrated Framework (2013 Framework)* control framework, issued by the Committee of Sponsoring Organizations of the Treadway Commission, and the *Control Objectives for Information and Related Technology 5.0* framework Issued by the Information Systems Audit and Control Association for the management and governance of information technology.

Management regularly evaluates the effectiveness of the Company's internal controls and as of September 30, 2020 have concluded that these controls and procedures are effective in providing reasonable assurance that material information relating to the Company is made known to them by others within the Company in a timely manner.

ADDITIONAL INFORMATION

Additional information relating to the Company is available on SEDAR at www.sedar.com.

CORPORATE INFORMATION

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Directors:	Steve Bromley (Chair) Claudio Schreier (Chair, Audit Committee) Javier Reyes Robert Giustra Peter Gianulis Alejandro Maldonado Joost Verrest
Officers:	Steve Bromley, Co-Chief Executive Officer & President Rients van der Wal, Co-Chief Executive Officer & CEO Organto Europe BV Ralf Langner, Chief Financial Officer & Corporate Secretary Peter Thibaudier, Chief Financial Officer – Organto Europe BV
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