



DEVERON UAS CORP.  
(FORMERLY DEVERON RESOURCES LTD.)

“INTERIM MANAGEMENT’S DISCUSSION AND ANALYSIS –  
QUARTERLY HIGHLIGHTS”

FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017

(EXPRESSED IN CANADIAN DOLLARS)

## **Introduction**

The following interim Management's Discussion & Analysis ("Interim MD&A") of Deveron UAS Corp. (formerly Deveron Resources Ltd.) ("Deveron" or the "Company") for the three and nine months ended September 30, 2017 has been prepared to provide material updates to the business operations, liquidity and capital resources of the Company since its last annual management's discussion & analysis, being the Management's Discussion & Analysis ("Annual MD&A") for the fiscal year ended December 31, 2016. This Interim MD&A does not provide a general update to the Annual MD&A, or reflect any non-material events since the date of the Annual MD&A.

This Interim MD&A has been prepared in compliance with section 2.2.1 of Form 51-102F1, in accordance with National Instrument 51-102 – Continuous Disclosure Obligations. This discussion should be read in conjunction with the Annual MD&A, audited annual financial statements of the Company for the years ended December 31, 2016, and December 31, 2015, together with the notes thereto, and unaudited condensed interim consolidated financial statements of the Company for the three and nine months ended September 30, 2017, together with the notes thereto. Results are reported in Canadian dollars, unless otherwise noted. The Company's unaudited condensed interim consolidated financial statements and the financial information contained in this Interim MD&A are prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and interpretations of the IFRS Interpretations Committee. The unaudited condensed interim consolidated financial statements have been prepared in accordance with International Standard 34, Interim Financial Reporting. Accordingly, information contained herein is presented as of November 14, 2017, unless otherwise indicated.

For the purposes of preparing this Interim MD&A, management, in conjunction with the Board of Directors (the "Board"), considers the materiality of information. Information is considered material if: (i) such information results in, or would reasonably be expected to result in, a significant change in the market price or value of Deveron common shares; (ii) there is a substantial likelihood that a reasonable investor would consider it important in making an investment decision; or (iii) it would significantly alter the total mix of information available to investors. Management, in conjunction with the Board, evaluates materiality with reference to all relevant circumstances, including potential market sensitivity.

Additional information relating to the Company is available free of charge on the System for Electronic Document Analysis and Retrieval (SEDAR) website at [www.sedar.com](http://www.sedar.com).

## **Cautionary Note Regarding Forward-Looking Statements**

This Interim MD&A contains certain forward-looking information and forward-looking statements, as defined in applicable securities laws (collectively referred to herein as "forward-looking statements"). These statements relate to future events or the Company's future performance. All statements other than statements of historical fact are forward-looking statements. Often, but not always, forward-looking statements can be identified by the use of words such as "plans", "expects", "is expected", "budget", "scheduled", "estimates", "continues", "forecasts", "projects", "predicts", "intends", "anticipates" or "believes", or variations of, or the negatives 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 actual results to differ materially from those anticipated in such forward-looking statements. The forward-looking statements in this Interim MD&A speak only as of the date of this Interim MD&A or as of the date specified in such statement. The following table outlines certain significant forward-looking statements contained in this Interim MD&A and provides the material assumptions used to develop such forward-looking statements and material risk factors that could cause actual results to differ materially from the forward-looking statements.

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<b>Forward-looking statements</b>	<b>Assumptions</b>	<b>Risk factors</b>
Development of Deveron’s new business in the deployment of Unmanned Aerial Systems (“UAS”, “UAV” or, more commonly, “drones”) sector will be positive	Financing will be available for the deployment of UAS sector	Changes in debt and equity markets; timing and availability of external financing on acceptable terms; increases in costs; and changes in environmental and other local legislation and regulation; interest rate and exchange rate fluctuations; changes in economic conditions
The Company’s ability to meet its working capital needs at the current level for the twelve-month period ending September 30, 2018  The Company expects to incur further losses in the development of its business  Should the Company not raise sufficient capital or have adequate profits (defined as revenues less expenses), it may cease to be a reporting issuer	The operating activities of the Company for the twelve-month period ending September 30, 2018, and the costs associated therewith, will be consistent with Deveron’s current expectations; debt and equity markets, exchange and interest rates and other applicable economic conditions are favourable to Deveron	Changes in debt and equity markets; timing and availability of external financing on acceptable terms; increases in costs; and changes in environmental and other local legislation and regulation; interest rate and exchange rate fluctuations; changes in economic conditions
Greencastle Resources Ltd. (“Greencastle”) will not demand payment of its loan to Deveron	Common management and Greencastle controls Deveron	The Board of Greencastle demands repayment of the loan payable
As set out in this Interim MD&A, Deveron will require approximately \$53,000 to be used to achieve its objectives and milestones	Actual costs of the various line items of the budget are consistent with the costs that management anticipates	Costs could vary from management’s expectations

Inherent in forward-looking statements are risks, uncertainties and other factors beyond Deveron’s ability to predict or control. Please also make reference to those risk factors referenced in the “Risk Factors” section below. Readers are cautioned that the above chart does not contain an exhaustive list of the factors or assumptions that may affect the forward-looking statements, and that the assumptions underlying such statements may prove to be incorrect. Actual results and developments are likely to differ, and may differ materially, from those expressed or implied by the forward-looking statements contained in this Interim MD&A.

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause Deveron’s actual results, performance or achievements to be materially different from any of its future results, performance or achievements expressed or implied by forward-looking statements. All forward-looking statements herein are qualified by this cautionary statement. Accordingly, readers should not place undue reliance on forward-looking statements. The Company undertakes no obligation to update publicly or otherwise revise any forward-looking statements whether as a result of new information or future events or otherwise, except as may be required by law. If the Company does update one or more forward-looking statements, no inference should be drawn that it will make additional updates with respect to those or other forward-looking statements, unless required by law.

## **Description of Business**

Deveron was incorporated under the laws of the Province of Ontario on March 28, 2011.

At present, Deveron is a drone data services company providing farmers with the opportunity to increase yields and reduce costs through the use of sophisticated UAS, sensors, software and analytics. The service offering is targeted at farmers, agricultural retailers and independent agronomists using drones and sensors. The Company provides a strong value proposition to farmers through reduced costs and/or increased yields by optimizing input costs such as water, fertilizer and pesticides. On July 19, 2016, Deveron's common shares started trading on the Canadian Securities Exchange ("CSE") under the symbol "DVR". The primary office is located at The Canadian Venture Building, 82 Richmond Street East, Toronto, Ontario, M5C 1P1.

## **Operational Highlights**

### **Corporate**

In December 2016, the Company tendered 100% of its shareholdings in Boreal Agrominerals Inc. ("Boreal"), by exercising their Dissent Rights, to an offer from a third party to acquire 100% of Boreal by Plan of Arrangement. The obligations of the Boreal and the purchaser (together the "Parties") to complete the arrangement are subject to the fulfillment of certain mutual conditions precedent, including: (a) the arrangement shall have been duly approved by the Boreal shareholders; (b) the court shall have approved the arrangement by granting the interim order and final order; (c) the Ministry Consent will have been received; (d) no person has filed or communicated to the Parties that they intend to file an appeal of the final order; (e) no governmental entity shall have enacted, issued, promulgated, enforced or entered any law which is then in effect and has the effect of making the arrangement illegal or otherwise preventing or prohibiting consummation of the arrangement; and (f) the arrangement agreement shall not have been terminated in accordance with its terms. There are additional obligations of the Parties to complete the arrangement. However such additional conditions may be waived in whole or in part by the Parties.

The purchaser will pay a total cash purchase price of \$0.32 per Boreal share after the payment of certain obligations of Boreal. Such amounts are to be paid in three tranches over a 12 month period, which could be extended by the purchaser to a 24 month period as follows:

- \$0.03 per share immediately after December 30, 2016 ("Effective Date") (received in January 2017);
- \$0.12 per share on or before the six-month anniversary of the Effective Date <sup>(1)</sup> (received in October 2017); and
- \$0.17 per share on or before the one-year anniversary of the Effective Date, which could be extended to the second anniversary of the Effective Date.

<sup>(1)</sup> In June 2017, the new owners of Boreal were granted an extension period of three months on the second payment by the Shareholder Representatives of Boreal. Payment #2 was due on June 30, 2017 and was extended to September 30, 2017.

The arrangement agreement calls for total cash consideration to Deveron of \$960,000.

During the year ended December 31, 2016, Deveron recorded a gain on long-term investment of \$90,000 in the consolidated statements of comprehensive loss, being the amount of consideration for the first tranche of \$0.03 per Boreal share.

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In January 2017, the Company received \$90,000 from the sale of Boreal.

During the three and nine months ended September 30, 2017, Deveron recorded a gain on long-term investment of \$360,000 in the unaudited condensed interim consolidated statements of comprehensive income (loss), being the amount of consideration for the second tranche of \$0.12 per Boreal share.

In October 2017, the Company received \$360,000 from the sale of Boreal.

On March 6, 2017, 10,500 warrants with an exercise price of \$0.20 and an expiry date of December 23, 2017 were exercised for cash proceeds of \$2,100.

During the nine months ended September 30, 2017, the share exchange agreement (the "Acquisition") to acquire the shares of 2487473 Ontario Inc. ("Eagle Scout") was amended to remove the additional consideration to issue one common share for each \$1 of gross revenue earned during the four fiscal years ending after the Acquisition ("Additional Payment Shares") up to a maximum of 1 million common shares, which resulted in a gain on debt settlement of \$240,000 recorded in the unaudited condensed interim consolidated statement of comprehensive income (loss). This amendment was made because in Q1 2017, Greencastle agreed to provide an option to purchase one million shares of the Company at \$0.30 to the Head - UAS Agriculture of the Company. In consideration of this new arrangement, the Company paid a consulting fee to Greencastle of \$175,000.

On April 21, 2017, the Company completed the first tranche of a brokered private placement of 3,739,288 units at a price of \$0.35 per unit, for aggregate gross proceeds of \$1,308,751. Each unit is comprised of one common share and one-half of one common share purchase warrant. Each warrant entitles the holder thereof to purchase one common share at an exercise price of \$0.50 per warrant for a period of 18 months after the closing of this first tranche.

As consideration for the services provided for the first tranche, the agents received a cash commission equal to in the aggregate of \$117,788 and an aggregate of 336,535 compensation warrants. Each compensation warrant entitles the holder thereof to purchase one common share at an exercise price of \$0.35 for a period of 18 months after the closing of the first tranche.

On June 2, 2017, the Company completed its second and final tranche of the brokered private placement of 2,046,356 units for gross proceeds of \$716,225. Each unit is comprised of one common share and one-half of one common share purchase warrant.

As consideration for the services provided for the second and final tranche, the agents received cash commissions equal to the aggregate of \$52,210 and an aggregate of 149,172 compensation warrants. Each compensation warrant entitles the holder thereof to purchase one common share at an exercise price of \$0.35 for a period of 18 months after the closing of the second tranche.

All securities issued in connection with the first and second tranche of the brokered private placement are subject to a hold period until four months and a day from the date of closing.

In August 2017, the Company received \$50,000 from New Gold Inc. following its acquisition of the earlier agreement between Deveron and Parlane Resource Corp. The Parlane agreement dated August 1, 2016 laid out the terms for the sale of Deveron's interest in the Nechako gold exploration Property.

On September 28, 2017, 50,000 stock options with an exercise price of \$0.25 expired unexercised.

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### **UAS Update**

On February 27, 2017, the Company announced that it completed over 500 commercial, incident free, drone flights in 2016. Also the Company is adding to its team in western Canada and will be able to provide drone data solutions throughout the 2017 grow season to customers in Alberta, Saskatchewan and Manitoba.

On March 7, 2017, the Company announced a multi-year commitment to working with Thompson Ltd. to provide leading-edge remote sensing data solutions to its growers. The contract is expected to run through 2018.

On May 3, 2017, the Company announced that it commenced flying for the 2017 agricultural season in Canada. Deveron also announced that it ordered additional drones, multispectral sensors and hired additional licensed pilots to service key agricultural communities in Canada.

On May 29, 2017, the Company announced that it was granted approval as a Compliant Operator under its SFOC for the operation of drone within visual line-of-sight, issued under the authority of the Minister, Transport Canada, pursuant to the Aeronautics Act. The certificate is valid for aerial data collection and surveying throughout Canada, and meets the highest level of approvals under Transport Canada's regulatory environment related to UAV activities.

On July 4, 2017, the Company announced that it will be flying more farm acres with drones in collaboration with FS PARTNERS ("FSP"), a division of GROWMARK, Inc. FSP is a leading agronomy service provider in Ontario with six hubs that span across the province. FSP will now offer Deveron's on-demand drone data service to its customers across Ontario.

On July 20, 2017, the Company announced that it begun working with a global leader in the crop protection industry using drones to support their production activities. The project has commenced in Ontario using the Company's growing network of standardized drones and sensors. The pilot study will run through to the completion of the 2017 grow season. The goal of the pilot study is to continue to validate the positive applications of drone data in farming. Deveron is handling all data collection, processing and logistics for the pilot study.

On August 25, 2017, the Company announced that a trial program of drone - data collection for one of Canada's largest and most progressive agricultural producers had commenced. The drone data collected by Deveron, specifically focused on higher value crops, will be used to support its customer's research opportunities in western and Atlantic Canada.

On September 25, 2017, the Company announced that Bonduelle North America Long Life has selected Deveron as their Preferred Partner for drone data collection.

The Company continues to develop a drone data network to provide on-demand, field level data to enterprises in the agricultural industry. The focus of the Company is to work with leading hardware, sensor and analytics providers to provide a scalable solution for using drones on the farm. Deveron continues to develop relationships with leading players in the agricultural space that see the value of working with a service based, standardized drone network.

### **Trends**

Deveron's operations are focused within the agriculture marketplace. UAS technology could have a significant effect on this market by allowing farmers to reduce costs and strengthen yields therefore improving profitability. Other trend factors include applicable laws and regulations, adverse weather conditions, political conditions, the hiring of qualified people and obtaining necessary services in

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jurisdictions where Deveron operates. The current trends relating to these factors could change at any time and negatively affect Deveron's operations and business.

### **Major Shareholder and Related Party Transactions**

#### **Major shareholder**

The Company is controlled by Greencastle. At September 30, 2017, Greencastle owned and/or exercised control over 8,021,005 common shares (December 31, 2016 – 9,228,005 common shares) of Deveron, representing approximately 33.94% (December 31, 2016 – 51.73%) of the issued and outstanding common shares of the Company. The remaining 66.06% (December 31, 2016 – 48.27%) of the shares are widely held, which includes various small holdings which are owned by directors of Deveron. These holdings can change at any time at the discretion of the owner.

The Company's major shareholder does not have different voting rights than other holders of the Company's common shares.

The Company is not aware of any arrangements that may at a subsequent date result in a change in control of the Company. To the knowledge of the Company, other than Greencastle, which owns or controls, directly or indirectly, approximately 33.94% (December 31, 2016 – 51.73%) of the issued and outstanding shares of the Company, the Company is not directly or indirectly owned or controlled by another corporation, by any government or by any natural or legal person severally or jointly.

#### **Related party transactions**

During the three and nine months ended September 30, 2017, the Company incurred professional fees of \$7,469 and \$22,858, respectively (three and nine months ended September 30, 2016 - \$9,679 and \$24,515, respectively) to Marrelli Support Services Inc. ("Marrelli Support"), an organization of which Carmelo Marrelli is president. Mr. Marrelli is the ("Chief Financial Officer") of Deveron. These services were incurred in the normal course of operations for general accounting and financial reporting matters. Marrelli Support also provides bookkeeping services to the Company. All services were made on terms equivalent to those that prevail with arm's length transactions. As at September 30, 2017, Marrelli Support is owed \$2,823 (December 31, 2016 - \$8,834) and this amount is included in amounts payable and other liabilities.

During the three and nine months ended September 30, 2017, the Company incurred professional fees of \$6,032 and \$12,804, respectively (three and nine months ended September 30, 2016 - \$5,551 and \$11,840, respectively) to DSA Corporate Services Inc. ("DSA"), an organization of which Mr. Marrelli is also the corporate secretary and sole director of DSA. These services were incurred in the normal course of operations for corporate secretarial matters. All services were made on terms equivalent to those that prevail with arm's length transactions. As at September 30, 2017, DSA is owed \$725 (December 31, 2016 - \$748) and this amount is included in amounts payable and other liabilities.

During the three and nine months ended September 30, 2017, the Company also incurred legal fees of \$44,343 and \$82,671, respectively (three and nine months ended September 30, 2016 - \$8,521 and \$40,726, respectively) to Irwin Lowy LLP for legal services. Chris Irwin is the controlling party of Irwin Lowy LLP and a director of Deveron. Included in the September 30, 2017 amounts payable and other liabilities is \$70,621 due to Irwin Lowy LLP (December 31, 2016 - \$28,241).

During the three and nine months ended September 30, 2017, salaries and benefits of \$27,500 and \$102,500, respectively (three and nine months ended September 30, 2016 - \$27,500 and \$82,500,

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respectively) were paid to the Chief Executive Officer (“CEO”) and director of the Company. Included in the September 30, 2017 amounts payable and other liabilities is \$5,026 due to the CEO and director of the Company (December 31, 2016 - \$2,025).

During the three and nine months ended September 30, 2017, salaries and benefits of \$7,500 (three and nine months ended September 30, 2016 - \$nil) were paid to a director of its parent company, Greencastle.

In connection with the offering completed on June 23, 2016, the following transactions occurred:

- C. Marrelli Services Limited, an entity controlled by Carmelo Marrelli, the CFO of the Company, subscribed for 25,000 units of the Company; and
- Greencastle subscribed for 875,000 units of the Company.

In connection with the second tranche completed on June 2, 2017, the following transaction occurred:

- Greencastle subscribed for 500,000 units of the Company.

Greencastle loaned Deveron \$500,000, which bears interest at prime plus 5.3% and is due on demand. As security for the loans, Deveron granted Greencastle a security interest over all assets of the Company. The carrying value of all the assets are \$2,352,494, being the value of cash, amounts receivable and other assets, property, plant and equipment, long-term investments and goodwill. Included in due to related party as at September 30, 2017 is \$500,000 due to Greencastle (December 31, 2016 - \$500,000). For the three and nine months ended September 30, 2017, interest of \$10,438 and \$30,274, respectively (three and nine months ended September 30, 2016 - \$5,923 and \$20,623, respectively) was recorded and included in interest expense in the unaudited condensed interim consolidated statements of comprehensive income (loss).

During the three and nine months ended September 30, 2017, the Company incurred rent expense of \$7,500 and \$22,500, respectively (three and nine months ended September 30, 2016 - \$15,000 and \$45,000, respectively) to Greencastle which is included in office and general in the unaudited condensed interim consolidated statements of comprehensive income (loss).

During the three and nine months ended September 30, 2017, the Company incurred consulting expense of \$nil and \$175,000, respectively (three and nine months ended September 30, 2016 - \$nil) to Greencastle which is included in consulting fees in the unaudited condensed interim consolidated statements of comprehensive income (loss). The consulting fee of \$175,000 related to Greencastle providing an option to purchase one million shares of the Company at \$0.30 to the Head - UAS Agriculture of the Company. Further to the above, the Company's fully diluted share structure was reduced by 1 million shares as Greencastle has assumed the option to purchase one million shares of the Company at \$0.30 to the Head - UAS Agriculture of the Company.

During the three and nine months ended September 30, 2017, the Company reimbursed salaries and benefits of \$nil (three and nine months ended September 30, 2016 - \$nil and \$39,000, respectively) to Greencastle which is included in salaries and benefits in the unaudited condensed interim consolidated statements of comprehensive income (loss).

### **Financial Highlights**

Deveron's net income totaled \$81,488 for the three months ended September 30, 2017, with basic and diluted income per share of \$0.00. This compares with a net loss of \$166,765 with basic and diluted loss per share of \$0.01 for the three months ended September 30, 2016. The increase of \$248,253 in net income was principally due to the following:

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- Drone income increased by \$51,715 for the three months ended September 30, 2017, compared to the three months ended September 30, 2016. The increase is attributable to the new business of the Company since the Acquisition during the year ended December 31, 2016.
- Cost of services increased by \$90,313 for the three months ended September 30, 2017, compared to the three months ended September 30, 2016. The increase is attributable to direct costs (such as salaries and benefits, travel fees, software, office and general, drone maintenance and drone data collection) incurred to generate drone income which is the new business of the Company since the Acquisition during the year ended December 31, 2016.
- Professional fees decreased by \$5,257 for the three months ended September 30, 2017, compared to the three months ended September 30, 2016. The decrease is attributable to decreased corporate activity requiring external professional support.
- Interest expense increased by \$4,372 for the three months ended September 30, 2017, compared to the three months ended September 30, 2016. The increase is attributable to the loan due to Greencastle.
- Office and general increased by \$37,786 for the three months ended September 30, 2017, compared to the three months ended September 30, 2016, and consisted of costs such as advertising and promotion, supplies, internet, rent and bank service charges.
- Shareholder relations decreased by \$14,601 for the three months ended September 30, 2017 compared to the three months ended September 30, 2016. The decrease is attributable to the change in business of the Company in the comparative period.
- Depreciation increased by \$37,761 for the three months ended September 30, 2017 compared to the three months ended September 30, 2016. The increase is attributable to depreciation recorded on computer equipment and drones acquired during the current and prior year.
- Business development increased by \$56,607 for three months ended September 30, 2017 compared to the three months ended September 30, 2016. The increase is attributable to research done by the Company which required external business development support.
- Share-based payments decreased by \$61,120 for the three months ended September 30, 2017 compared to the three months ended September 30, 2016. The decrease is due to the timing of expensing the estimated fair value of stock options granted in prior and current periods. The Company expenses its stock options in accordance with the vesting terms of the stock options granted.
- Gain on long-term investments increased by \$360,000 for the three months ended September 30, 2017 compared to the three months ended September 30, 2016. The increase is attributable to tendering of Boreal shares.

In general, the Company's increased operating expenses can be attributed to the Company's focus on developing the business of Eagle Scout as it applies to the introduction of UAS to precision agriculture.

Deveron's total assets at September 30, 2017 were \$2,352,494 (December 31, 2016 - \$1,062,079) against total liabilities of \$740,757 (December 31, 2016 - \$554,316). The increase in total assets of \$1,290,415 resulted from cash received from the sale of Boreal, cash received from the sale of the Nechako Property, net cash received from the completion of private placements in the amount of \$1,800,346, cash received from exercise of warrants in the amount of \$2,100, which was offset by

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acquisition of property, plant and equipment of \$316,242 and cash spent on operating costs. The Company does not have sufficient current assets to pay its existing liabilities of \$740,757 at September 30, 2017.

#### **Cash Flow**

At September 30, 2017, the Company had cash of \$729,146. The increase in cash of \$520,812 from the December 31, 2016 cash balance of \$208,334 was a result of cash outflow in operating activities of \$1,015,392, cash outflow in investing activity of \$316,242 and cash inflow from financing activities of \$1,802,446. Operating activities were affected by depreciation of \$105,686, gain on debt settlement of \$240,000, net income from discontinued operations of \$50,000 and net change in non-cash working capital balances of \$372,606 because of an increase in amounts receivable and other assets of \$559,047 and an increase in amounts payable and other liabilities of \$186,441. Investing activities were affected by the acquisition of property, plant and equipment of \$316,242. Financing activities were affected by proceeds from the private placements of \$2,024,976 and proceeds from the exercise of warrants of \$2,100 which was offset by share issue costs of \$224,630.

#### **Liquidity and Financial Position**

The Company expects to be financed through the completion of equity transactions such as equity offerings and the exercise of stock options and warrants. The Company completed a first and second tranche of a private placement for a total cash proceeds of \$2,024,976 during the nine months ended September 30, 2017. In addition, there were 10,500 warrants exercised for a total cash proceeds of \$2,100 during the nine months ended September 30, 2017. There is no assurance that future equity capital will be available to the Company in the amounts or at the times desired by the Company or on terms that are acceptable to it, if at all. See "Cautionary Note Regarding Forward-Looking Statements" and "Risk Factors".

As at September 30, 2017, the Company had a working capital of \$704,358 (December 31, 2016 – working capital deficit of \$189,060). The Company's continuing operations are dependent on its ability to secure equity and/or debt financing.

In the following 12-month period, the business objective of Deveron is to further establish credibility and gain market awareness of the service offering to growers in the province of Ontario and select other operating regions in North America. Deveron intends to do this by accomplishing the following business objectives:

- (a) Continue development and deployment of the UAS network to provide on demand data services to the agricultural industry across Ontario and select strategic regions in North America;
- (b) Continue provincial marketing campaign of service offering through current sales network;
- (c) Continue to work with current and future partners on data integration and feasibility studies; and
- (d) Build infrastructure for processing and storing data.

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Deveron anticipates that in order to accomplish its business objectives, it will have to meet the following milestones:

<b>Event</b>	<b>Cost</b>	<b>Spent</b>	<b>Timing</b>
Continued development of on-demand UAS data network	\$125,000	\$175,000	6 months
Additional Pilot Training	\$5,000	\$5,000	6 months
Ongoing Marketing Campaign	\$50,000	\$2,000	9 months
Data Infrastructure Investment	\$25,000	\$10,000	9 months
Product Feasibility Testing with Partners	\$60,000	\$20,000	9 months
<b>Total</b>	<b>\$265,000</b>	<b>\$212,000</b>	

Deveron may need to adjust the timeframe for meeting various business objectives and milestones depending on the availability of funds. Notwithstanding the proposed uses of available funds as discussed above, there may be circumstances where, for sound business reasons, a reallocation of funds may be necessary. It is difficult, at this time, to definitively project the total funds necessary to effect the planned activities of Deveron. For these reasons, it is considered to be in the best interests of Deveron and its shareholders to afford management a reasonable degree of flexibility as to how the funds are deployed among the uses identified above, or for other purposes, as the need arises. Further, the above uses of available funds should be considered estimates.

In addition, the Company has made a \$600,000 investment in Boreal for a 13.6% interest, to assist Boreal in pursuing its business plan of producing and selling its agromineral fertilizers and soil amendment products. The plan projected that Boreal will produce future cash flows, which can be distributed to its shareholders through dividends although this is not anticipated in the near term. As this was unlikely, the Company took an impairment charge of \$599,999 on the Boreal investment at December 31, 2015. Current management efforts are focused on selling the company and assets to a group which has the potential to sell most of the production offshore. In December 2016, the Company tendered 100% of its shareholdings in Boreal, by exercising their Dissent Rights, to an offer from a third party to acquire 100% of Boreal by Plan of Arrangement. The obligations of the Boreal and the Parties to complete the arrangement are subject to the fulfillment of certain mutual conditions precedent, including: (a) the arrangement shall have been duly approved by the Boreal shareholders; (b) the court shall have approved the arrangement by granting the interim order and final order; (c) the Ministry Consent will have been received; (d) no person has filed or communicated to the Parties that they intend to file an appeal of the final order; (e) no governmental entity shall have enacted, issued, promulgated, enforced or entered any law which is then in effect and has the effect of making the arrangement illegal or otherwise preventing or prohibiting consummation of the arrangement; and (f) the arrangement agreement shall not have been terminated in accordance with its terms. There are additional obligations of the Parties to complete the arrangement. However such additional conditions may be waived in whole or in part by the Parties. The purchaser will pay a total cash purchase price of \$0.32 per Boreal share after the payment of certain obligations of Boreal. Such amounts are to be paid in three tranches over a 12 month period, which could be extended by the purchaser to a 24 month period as follows:

- \$0.03 per share immediately after the Effective Date (received in January 2017);
- \$0.12 per share on or before the six-month anniversary of the Effective Date <sup>(1)</sup> (received in October 2017); and
- \$0.17 per share on or before the one-year anniversary of the Effective Date, which could be extended to the second anniversary of the Effective Date.

<sup>(1)</sup> In June 2017, the new owners of Boreal were granted an extension period of three months on the second payment by the Shareholder Representatives of Boreal. Payment #2 was due on June 30, 2017 and was extended to September 30, 2017.

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Based on the rate of expenditure above, the Company will have to raise equity capital in fiscal 2018 or increase profits (defined as revenues less expenses) in amounts sufficient to fund operations. The major variables are expected to be the success of the Company's drone business and its ability to continue to access capital to fund its ongoing operations.

It is expected that Greencastle will defer payment of its related party loan at the date of this Interim MD&A.

### **Outlook**

For the immediate future, the Company intends to develop the UAS business. The Company continues to monitor its spending and will amend its plans based on business opportunities that may arise in the future. See "Cautionary Note Regarding Forward-Looking Statements".

The Company will need to secure additional financing to meet its ongoing obligations; however, there is no assurance that the Company will be able to do so. See "Trends" and "Risk Factors".

### **Risk Factors**

An investment in the securities of the Company is highly speculative and involves numerous and significant risks. Such investment should be undertaken only by investors whose financial resources are sufficient to enable them to assume these risks and who have no need for immediate liquidity in their investment. Prospective investors should carefully consider the risk factors that have affected, and which in the future are reasonably expected to affect, the Company and its financial position. Please refer to the section entitled "Risk Factors" in the Company's Annual MD&A for year ended December 31, 2016, available on SEDAR at [www.sedar.com](http://www.sedar.com).

### **Disclosure of Internal Controls**

Management has established processes to provide them with sufficient knowledge to support representations that they have exercised reasonable diligence to ensure that (i) the unaudited condensed interim consolidated financial statements do not contain any untrue statement of material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it is made, as of the date of and for the periods presented by the unaudited condensed interim consolidated financial statements; and (ii) the unaudited condensed interim consolidated financial statements fairly present in all material respects the financial condition, results of operations and cash flows of the Company, as of the date of and for the periods presented.

In contrast to the certificate required for non-venture issuers under National Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings ("NI 52-109"), the Company uses the Venture Issuer Basic Certificate, which does not include representations relating to the establishment and maintenance of disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"), as defined in NI 52-109. In particular, the certifying officers filing this certificate are not making any representations relating to the establishment and maintenance of:

- i) controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
- ii) a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of unaudited condensed interim consolidated financial statements for external purposes

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in accordance with the issuer's generally accepted accounting principles (IFRS). The Company's certifying officers are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they are making in this certificate.

Investors should be aware that inherent limitations on the ability of certifying officers of a venture issuer to design and implement on a cost effective basis DC&P and ICFR as defined in NI 52-109 may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.