



Green Impact Partners

MANAGEMENT'S DISCUSSION AND ANALYSIS
For the Three Months Ended March 31, 2022 and 2021

May 12, 2022



MANAGEMENT DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("MD&A") for the three months ended March 31, 2022 and 2021 is prepared as of May 12, 2022 and provides information concerning the financial condition and results of operations of Green Impact Partners Inc. ("GIP" or the "Company"). This MD&A should be read in conjunction with the Company's condensed consolidated interim financial statements as at and for the three months ended March 31, 2022 and 2021 and the consolidated financial statements as at and for the years ended December 31, 2021 and 2020, which have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). These consolidated financial statements and additional information relating to GIP are available on SEDAR at www.sedar.com. The comparative figures represent the results from operations of the Clean Energy Assets as defined and described in Note 2 of the Company's consolidated financial statements as at and for the years ended December 31, 2021 and 2020. The Company's shares are listed for trading on the TSX Venture Exchange under the symbol "GIP".

Unless otherwise indicated, all dollar amounts presented herein are in thousands of Canadian dollars.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION

This MD&A contains "forward-looking statements" and "forward-looking information" (collectively referred to herein as "forward-looking statements") within the meaning of applicable securities legislation. Certain information and statements contained in this MD&A constitute forward-looking information, including the Company's plans, prospects and opportunities, expectations regarding revenue and EBITDA, the anticipated production and performance in relation to the Company's projects, the expected timing of project construction and costs associated therewith, the anticipated costs associated with capital spending, expectations concerning the nature and timing of growth, expectations respecting competitive position, anticipated supply and demand for the Company's products and services, expectations concerning the financing of future business activities, the negotiation of contracts, the expected benefits of entering into financial hedging contracts, anticipated acquisitions and divestitures, the anticipated carbon impacts associated with the Company's projects and statements as to future economic and operating conditions. Readers should review the cautionary statement respecting forward-looking information that appears below.

The information and statements contained in this MD&A that are not historical facts are forward-looking statements. Forward-looking statements (often, but not always, identified by the use of words such as "seek", "plan", "continue", "estimate", "project", "predict", "potential", "targeting", "intend", "could", "might", "should", "believe", "expect", "may", "anticipate" or "will" and similar expressions) may include plans, expectations, opinions, or guidance that are not statements of fact. Forward-looking statements are based upon the opinions, expectations and estimates of management as at the date the statements are made and are subject to a variety of risks and uncertainties and other factors that could cause actual events or outcomes to differ materially from those anticipated or implied by such forward-looking statements.

These factors are set forth under "Risks and Uncertainties" in the annual MD&A for the year ended December 31, 2021, which can be found on the SEDAR website at www.sedar.com.

Forward-looking information concerning the nature and timing of growth is based on the current budget of the Company (which is subject to change), factors that affected the historical growth of the Company, including sources of historic growth opportunities, in addition to our ability to successfully complete our projects and negotiate contracts and expectations relating to future economic, regulatory and operating



conditions. Forward-looking information concerning the current and future competitive position of the Company's business and partnership relationships is based upon the current competitive environment in which the Company operates, management expectations relating to future economic and operating conditions, current and announced build programs, and the expansion plans of other organizations. Forward-looking information concerning the financing of future business activities is based upon the financing sources on which the Company and its predecessors have historically relied, prospectus for obtaining potentially new financing sources, and expectations relating to future economic and operating conditions, including interest rates, supply chains, global supply and demand, energy and commodity prices. Forward-looking information concerning future economic and operating conditions is based upon historical economic and operating conditions, as well as opinions of third-party analysts respecting anticipated economic and operating conditions. Although management of the Company believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to have been correct. Accordingly, readers should not place undue reliance upon any of the forward-looking information set out in this MD&A. All the forward-looking statements of the Company contained in this MD&A are expressly qualified, in their entirety, by this cautionary statement. Except as required by law, the Company disclaims any intention or obligation to update or revise any forward-looking information or statements, whether as a result of new information, future events or otherwise.

BUSINESS OVERVIEW

Our Business

GIP is a clean energy company publicly traded on the TSX Venture Exchange. GIP's purpose is to create a sustainable and inclusive planet by developing clean energy, with a near-term focus on renewable natural gas ("RNG") projects. GIP acquires, develops, and builds RNG projects with the intention of building, owning and operating a portfolio of RNG facilities, and participates in a wide range of zero-carbon opportunities during any stage of the project lifecycle – from idea generation through to operations. GIP has a growing portfolio of RNG projects under development, representing over \$2 billion in anticipated capital expenditures over the next three years. GIP is well positioned to be a leading producer of decarbonizing energy in North America. In addition to its core focus, GIP has a current portfolio of seven water and solids treatment and recycling facilities in Canada and a solids recycling business in the United States ("Water and Solids Treatment and Recycling").

The Company reports operating results for the following reportable segments:

- **Water and Industrial** – The Water and Industrial segment is currently comprised of operational and cash flowing assets that include Water and Solids Treatment and Recycling facilities in Canada and the United States. These facilities provide services to safely recycle and/or dispose of water and solids waste from third party operations as well optimizing and marketing the associated by-products.
- **Energy Production** – The Energy Production segment includes both under construction development and pre-development clean energy projects located in Canada and the United States. The current portfolio of projects within this operating segment includes RNG, biofuel and hydrogen distribution. The clean energy projects within the Energy Production segment are not yet operational and as such, have no associated revenue.



Operations

The Water and Solids Treatment and Recycling facilities operate under a fee-for-service basis. Each of these facilities provides water and waste treatment and recycling services to multiple customers, including a mix of municipalities, governments, utilities, infrastructure, industrial, mining and energy companies in North America, depending upon the activities within the geographic region. The services are provided through area dedication agreements and state contracts, rather than volume-based commitments. Revenue and gross margin are also derived through optimizing and selling by-products associated with the waste products that are processed by the Company's facilities. For 2022, the Water and Solids Treatment and Recycling facilities are anticipated to generate approximately \$12.0 million in gross margin.

Project Construction and Development Updates

GreenGas Colorado

The RNG project located in Weld County, Colorado in the United States (the "GreenGas Colorado Project") commenced construction in the summer of 2021 and is progressing on schedule. The GreenGas Colorado Project is being constructed on two farms in close proximity. The Company has feedstock agreements in place securing the long-term supply of organic waste. As a result of improved design and corresponding increases in the expected quantity of gas, the GreenGas Colorado Project is now expected to generate greater than 360,000 million British thermal units ("MMBtu") per annum of RNG.

The GreenGas Colorado Project is anticipated to produce gas at full capacity in early 2023. Once operating at full production, the GreenGas Colorado Project is anticipated to generate approximately \$24 million per annum in EBITDA¹.

The Company has in place a fixed-price Engineering, Procurement and Construction ("EPC") contract for the GreenGas Colorado Project. As at March 31, 2022, \$39.6 million has been invested by GIP in the construction of this facility. All ground works are nearly complete including foundations, piping and wires, with treatment tank construction more than 50% complete. The total capital cost, including soft costs and fees associated with debt financing, is approximately \$92.0 million. In December 2021, the GreenGas Colorado Project closed its non-recourse project debt financing for \$48.2 million (USD\$38 million). The debt facility includes both a construction and post-construction term loan facility. The construction facility bears interest at prime + 2.75%. The term loan facility amortizes fully over six years and bears interest at prime + 1.00%. Subsequent to quarter end, the Company entered into a fixed-rate interest rate swap to fix the floating interest rate during the six-year term loan at 7.35%.

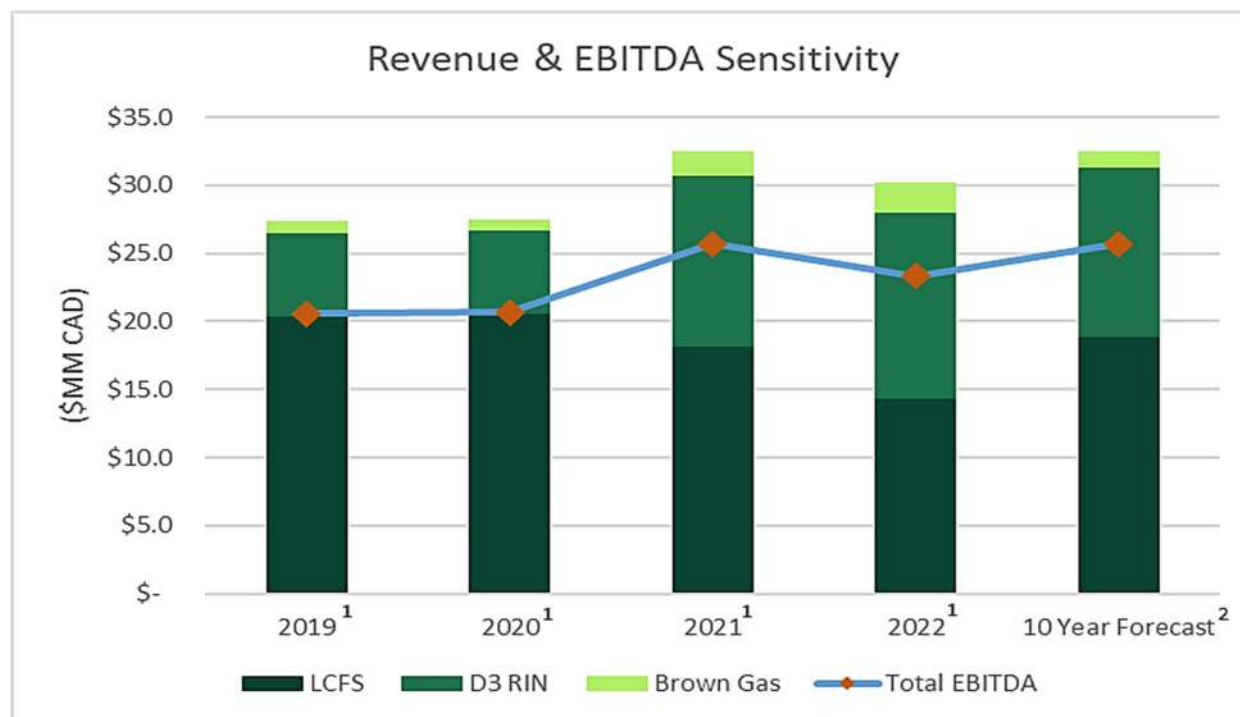
The GreenGas Colorado Project has executed a 10-year offtake agreement with an A- rated counterparty to sell 100% of its RNG generation. The offtake agreement secures delivery of the GreenGas Colorado Project's RNG into the California Low Carbon Fuel Standard ("LCFS") and Renewable Identification Number ("RIN") markets. The Company's production and associated revenue is based on merchant pricing in these markets, less certain charges under the offtake agreement, including transportation. LCFS and RIN market pricing is a key risk for the GreenGas Colorado Project. GIP's estimates for LCFS, RIN and brown gas pricing are partially based on an independent third-party price forecast, as well as recent historical prices.

The graph below illustrates the revenue and EBITDA¹ that GIP would have realized for this project based on the expected generation capacity using the actual market pricing over the historical period, adjusted for charges under the offtake agreement, including transportation, as well as a comparison of this historical

¹ This is a non-IFRS financial measure. See the "Summary of Non-IFRS Measures" section.



data to the Company's estimates for its first ten years of operations based on an independent third-party price forecast:



¹ The 2019, 2020 and 2021 periods demonstrate the revenue and EBITDA that the GreenGas Colorado Project would have received based on the Company's estimated RNG production and the annual historical average pricing for LCFS, RIN and brown gas. The 2022 period demonstrates the same based on the actual Q1 2022 historical average pricing extrapolated for the full year.

² The 10 Year Forecast represents the Company's average forecasted revenue and EBITDA for the GreenGas Colorado Project based on the Company's estimated RNG production of 360,000 MMBtu per annum and the estimated price anticipated to be received for the LCFS, RIN and brown gas per an independent third-party price forecast, net of transportation and other offtake charges. The chart is the Canadian dollar ("CAD") equivalent based on an average United States dollar to CAD exchange rate of 1.20.

Iowa RNG Project

During the quarter, the Company executed definitive agreements for a partnership in a dairy RNG project located in Iowa (the "Iowa RNG Project"). The Iowa RNG Project has secured long-term feedstock agreements with two dairies located in close proximity and is expected to generate approximately 280,000 MMBtu per annum of RNG. GIP is working with its partners to advance the final engineering and design and capital budget, as well as securing material permits, approvals, and financing. The Iowa RNG Project is similar in scope to the GreenGas Colorado Project and is anticipated to deliver its RNG into the California LCFS and RIN markets.

Later this year GIP anticipates an expansion to the Iowa RNG Project to include two additional sites, which will nearly double the size of the project. The Company expects to provide a further project update in the second quarter of 2022, including final size, capital costs and construction timeline. Subject to the receipt of material permits and approvals, and securing the necessary financing to commence construction, construction is anticipated to start in the second half of 2022 with RNG production commencing in late 2023.



Southern Alberta Farm RNG

In 2021, the Company signed feedstock agreements for a farm based RNG project located in southern Alberta. The project build cost is expected to be approximately \$200 million with the project expected to produce up to 810,000 MMBtu per annum of RNG. Subject to the receipt of material permits and approvals, finalizing engineering and design, and securing the necessary financing to commence construction, construction is anticipated to commence in late 2022 with RNG production commencing in late 2023.

Future Energy Park

In 2021, the Company entered into a partnership to develop a large-scale bio-fuel facility in Calgary, Alberta (“Future Energy Park”, formerly known as the “Wheatland Development Project”). Future Energy Park, once operational, is expected to have a lower carbon impact than all traditional renewable energy projects (wind, solar or hydro energy source) and will be the largest, negative carbon intensity RNG project in North America, producing approximately 3.5 million MMBtu per annum of RNG. Additionally, it is expected to produce annually over 300 million litres of cellulosic equivalent ethanol and 1.5 million tonnes of carbon offset credits.

Future Energy Park is projected to utilize approximately 800,000 tonnes of non-food grade wheat per annum that will be processed through a bioethanol fermentation process to generate ethanol. The by-product from the fermentation process will then be converted to RNG through an anaerobic digestion process. In addition, to support the facility’s power, steam and hot water requirements, Future Energy Park will also include a high efficiency combined heat and power facility that will be fuelled by a portion of Future Energy Park’s RNG. The excess power will be sold into the market. Carbon offset credits are generated throughout the entire facility process, in addition to other by-products including fertilizer, nitrogen and CO₂.

The Company has identified the prospective suppliers for Future Energy Park and is currently working on finalizing commercial agreements, including a fixed-price EPC contract, feedstock arrangements, and offtake agreements. The Company intends to enter into long-term fixed-price offtake agreements for the majority of the RNG and carbon offset credits produced by Future Energy Park. The ethanol will be sold on a merchant basis under guaranteed delivery offtake agreements. Future Energy Park has an existing binding offtake agreement for approximately 50% of the expected ethanol production and anticipates entering into a similar agreement for the remaining ethanol production. The Company anticipates entering into rolling financial hedges to mitigate market risk on both feedstock input costs and ethanol sales.

The preliminary estimated capital costs are approximately \$900 million. The Company intends to finance the project through a combination of equity and non-recourse project debt financing. GIP is currently exploring strategic options to raise the equity for Future Energy Park, which may include divestiture of a minority interest in the project. As at March 31, 2022, GIP has invested \$18.3 million in the development of Future Energy Park (including liabilities assumed from a project partner).

The Company is currently progressing the commercial agreements, financing, and permits and approvals required to proceed to construction. Construction is anticipated to commence in early 2023, subject to receipt of material permits and approvals, and securing the necessary financing to commence construction. With a construction period of approximately two years, commercial operations are anticipated in 2025. Once built, Future Energy Park is expected to generate approximately \$230 million in annual EBITDA².

New Zealand Green Hydrogen

In the prior year, the Company closed on a \$2.8 million investment in a New Zealand-based energy company (“NZCo”) focused on developing a green hydrogen refuelling network across New Zealand servicing commercial and heavy transport customers. GIP’s investment, along with other partners, supports the construction of the first phase, which includes four hydrogen refuelling stations. The first phase is fully

² This is a non-IFRS financial measure. See the “Summary of Non-IFRS Measures” section.



financed and construction is progressing well with the project on time and on budget. The first phase is expected to be operational in late 2022. GIP currently holds a 12% interest, with an option to increase its interest to 18% by investing an additional \$3.9 million in capital. The investment also includes an additional opportunity to increase the Company's investment at a later date. As green hydrogen markets evolve in North America and globally, this initial investment is anticipated to result in additional opportunities to partner with NZCo on green hydrogen and other biofuel opportunities worldwide. Green hydrogen is produced from renewable energy sources, is carbon free, and aligns with GIP's strategic purpose.

Additional Growth Opportunities

Including the opportunities identified above, the Company has identified multiple projects representing over \$2 billion in clean energy initiatives in the development pipeline at various stages of development. In accordance with its strategy, management is focused in the near-term on the advancement of these projects and the growth and advancement to final investment decision on a number of other projects in its RNG pipeline. GIP has engaged J.P. Morgan and RBC Capital Markets as lead financial advisors to help accelerate the completion of its near-term RNG portfolio, including the Iowa RNG Project and Future Energy Park. Opportunities may include a strategic investment in any or all of the GreenGas Colorado Project, the Iowa RNG Project or Future Energy Park. A transaction is expected to provide the capital to complete these projects and advance the development of the Company's remaining portfolio, while still maintaining majority control and significant long-term cash flow accretion for GIP's shareholders.

SUMMARY OF NON-IFRS MEASURES

This MD&A contains certain financial measures that do not have any standardized meaning prescribed by IFRS. Therefore, these financial measures may not be comparable to similar measures presented by other issuers. Investors are cautioned these measures should not be construed as an alternative to net and comprehensive income or to cash from (used in) operating, investing, and financing activities determined in accordance with IFRS, as indicators of our performance. We use non-IFRS measures, including EBITDA and Adjusted EBITDA, to assist investors in determining our ability to generate income and cash provided by operating activities and to provide additional information on how these cash resources are used.

EBITDA is defined as earnings before interest, taxes, depreciation, and amortization. EBITDA is a non-IFRS measure, calculated by adding back the impacts of income tax, finance costs, depreciation and amortization to net income (loss) for the period. Net income (loss) is the most directly comparable IFRS financial measure. EBITDA does not have a standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures provided by other issuers. Management believes EBITDA is an important performance metric that measures normalized recurring cash flows before changes in non-cash working capital.

Adjusted EBITDA is defined as EBITDA adjusted for certain non-operating, non-recurring and non-cash items. Adjusted EBITDA is used by management to evaluate the earnings and performance of the Company before consideration of capital, financing and tax structures. Net income (loss) is the most directly comparable IFRS financial measure. Adjusted EBITDA does not have a standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures provided by other issuers. Prior period Adjusted EBITDA has been calculated and presented in accordance with the current period calculation and presentation.



FINANCIAL HIGHLIGHTS

(\$000) As at and for the three months ended	March 31, 2022	March 31, 2021	\$ Change
Revenue	44,787	27,788	16,999
Gross margin	2,374	1,997	377
Loss from operations	(99)	236	(335)
Net loss	(529)	(181)	(348)
Comprehensive loss	(975)	(181)	(794)
Funds from (used in) operations	1,195	1,306	(111)
Cash from (used in) operations	4,975	(1)	4,946
Purchase of property, plant and equipment	(13,643)	(85)	(13,558)
Total assets	191,172	80,686	110,486
Total liabilities	66,581	54,981	11,600

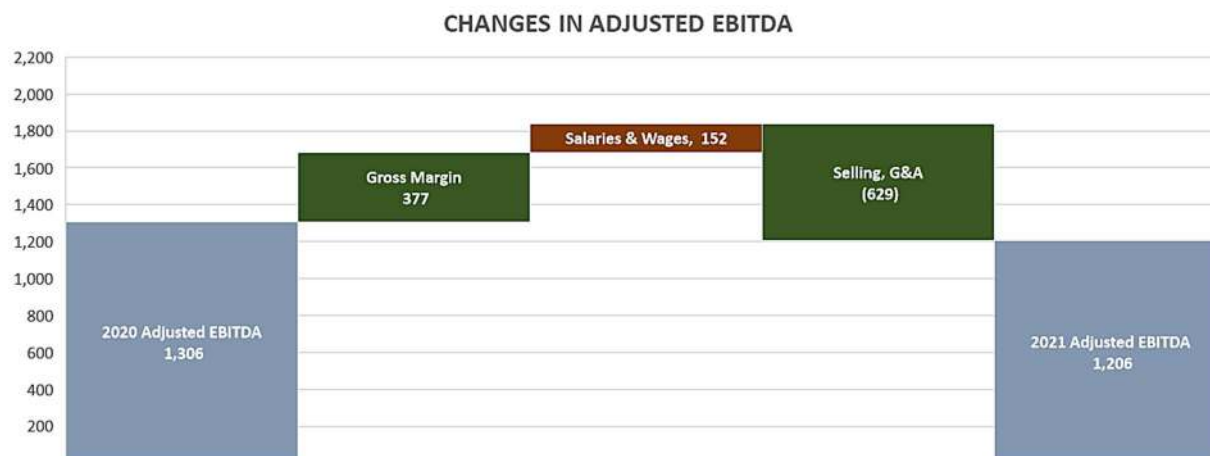
RESULTS OF OPERATIONS

(\$000) For the three months ended	March 31, 2022	March 31, 2021	\$ Change
Revenue	44,787	27,788	16,999
Gross margin	2,374	1,997	377
Depreciation and amortization	1,305	1,070	235
Salaries and wages	416	568	(152)
Selling, general and administration	752	123	629
Finance costs	121	517	(396)
Share-based compensation	386	-	386
Current income tax expense/(recovery)	11	-	11
Deferred income tax expense/(recovery)	(88)	(100)	12
Net loss	(529)	(181)	(348)
Comprehensive loss	(975)	(181)	(794)

NON-IFRS MEASURES

(\$000) For the three months ended	March 31, 2022	March 31, 2021	\$ Change
Net loss	(529)	(181)	(348)
Income tax recovery	(77)	(100)	23
Depreciation and amortization	1,305	1,070	235
Finance costs	121	517	(396)
EBITDA³	820	1,306	(486)
Share-based compensation	386	-	386
Adjusted EBITDA³	1,206	1,306	(100)

³ This is a non-IFRS financial measure. See the "Summary of Non-IFRS Measures" section.



Gross Margin

Gross margin increased by \$0.4 million for the three months ended March 31, 2022 over the same period in 2021. The increase in gross margin was a result of a combination of offsetting factors:

- Despite a \$15 million increase in revenue realized in the existing Canadian Water and Solids Treatment and Recycling business, the gross margins dropped from 7.2% for the three months ended March 31, 2021 to 5.3% for the same period in 2022. This increase in revenue corresponded with an increase in commodity prices for the optimized by-products sold, however that positive increase was more than offset by an increase of the input costs for the products used to blend with the final sales product, which negatively impacted gross margins. Subsequent to quarter end, the Company increased pricing for services at the majority of its facilities as well as entered into fixed price forward contracts for certain inputs. This is expected to result in improved results for the remainder of 2022.
- An incremental \$2 million of revenue was added with the acquisition of the US portion of the Water and Solids Treatment and Recycling business, which contributed \$0.3 million in gross margin or 13% for the three months ended March 31, 2022.

Salaries and Wages and Selling, General and Administration

Salaries and wages and selling, general and administrative expenses include the following items: salaries and wages, rental costs, vehicle costs, insurance expenses, office costs, advertising and promotion, and professional and consulting fees.

Combined salaries and wages and selling, general and administrative expenses for the three months ended March 31, 2022, were up by approximately \$0.5 million from the same period in 2021. Consistent with previous quarters, this increase was a direct result of GIP increasing its development team and running as a new stand-alone company, which compares to being a subsidiary of the divesting company for the same period in 2021. Consequently, the three months ended March 31, 2022 included additional costs associated with the new GIP executive and management staff, information technology, legal, insurance and consulting fees. For the remainder of 2022, Salaries and Wages and Selling, General and Administrative expenses are expected to average approximately \$1.5 million per quarter.



Share-based Compensation

Share-based compensation is a new expense item in 2022 as the first share-based awards (Share Units and Stock Options) were granted to staff and directors in December 2021. The first quarter of 2022 was the first full quarter of recognition of share-based compensation. Management expects share-based compensation to increase in future periods as additional instruments are granted to new and existing staff. The remaining fair value to be recognized over the life of the instruments currently outstanding at March 31, 2022 is \$2.4 million.

Depreciation and Amortization

Depreciation and amortization for the three months ended March 31, 2022, was up \$0.2 million from the same period in 2021. The majority of this increase related to the incremental depreciation related to the property, plant and equipment acquired as part of the acquisition of the US portion of the Water and Solids Treatment and Recycling business in May 2021 and the amortization of intangible assets recognized as part of the same transaction.

Finance Costs

Finance costs for the three months ended March 31, 2022, were comprised of a combination of interest on long-term debt, accretion expense on the asset retirement obligation liability and the amortization of deferred financing costs. The reduction of \$0.4 million in finance costs from the three months ended March 31, 2021 was a result of the divesting company of the Water and Solids Treatment and Recycling assets assuming \$25.9 million of debt upon close of the transaction on May 27, 2021. This long-term debt was outstanding and accruing interest for the entirety of the three months ended March 31, 2021.

SUMMARY OF QUARTERLY RESULTS

(\$000)	Mar 31, 2022	Dec 31, 2021	Sep 30, 2021	Jun 30, 2021
Revenue	44,787	38,723	35,395	27,066
Adjusted EBITDA ⁴	1,206	1,418	628	198
Net income (loss)	(529)	2,965	(602)	(2,824)
<i>Net income (loss) per share-Basic</i>	<i>(0.03)</i>	<i>0.15</i>	<i>(0.03)</i>	<i>(0.20)</i>
<i>Net income (loss) per share-Diluted</i>	<i>(0.03)</i>	<i>0.15</i>	<i>(0.03)</i>	<i>(0.20)</i>

	Mar 31, 2021	Dec 31, 2020	Sept 30, 2020	Jun 30, 2020
Revenue	27,788	23,912	23,720	11,542
Adjusted EBITDA ⁴	1,306	1,379	826	614
Net (loss) income	(181)	(102)	(593)	(777)
<i>Net income (loss) per share-Basic</i>	<i>(0.01)</i>	<i>(0.01)</i>	<i>(0.06)</i>	<i>(0.08)</i>
<i>Net income (loss) per share-Diluted</i>	<i>(0.01)</i>	<i>(0.01)</i>	<i>(0.06)</i>	<i>(0.08)</i>

LIQUIDITY AND CAPITAL RESOURCES

The Company expects to generate sufficient cash flows from operations, in the short term and long term, to meet all organic growth initiatives and maintenance capital expenditures in connection with the Water and Solids Treatment and Recycling facilities. Due to the Company's focus on maintaining efficient operations, the Company expects to generate free cash flow from operations, net of maintenance capital expenditures, on an annual basis.

⁴ This is a non-IFRS financial measure. See the "Summary of Non-IFRS Measures" section.



The Company intends to fund the remaining capital required for the GreenGas Colorado Project with existing cash on hand, free cash generated by existing operations, its corporate revolver, and additional capital in the form of non-recourse project level debt financing. At this time the Company does not anticipate the need to raise additional public equity proceeds to fund any of the near-term projects. However, to accelerate the development of its portfolio of over \$2 billion in clean energy initiatives, the Company is exploring funding alternatives and may enter into strategic partnerships or divest of minority interests of certain assets in its portfolio.

Liquidity risk is the risk that the Company will not be able to meet its obligations associated with financial liabilities. The Company's cash needs are met with cash generated by operations and financing provided by short-term borrowings and long-term debt. The Company considers its current level of working capital, including undrawn available credit facilities, to be sufficient to meet its needs. GIP was in compliance with all debt covenants for the quarter ended March 31, 2022.

The Company manages its liquidity risk through the management of its capital structure and working capital, monitoring, and reviewing actual and forecasted cash flows to ensure available cash resources to meet the Company's liquidity needs. The Company's cash and cash equivalents, cash flow from operating activities are expected to be greater than anticipated near-term capital expenditures and the contractual maturities of the Company's financial liabilities.

(\$000) For the three months ended	March 31, 2022	March 31, 2021	\$ Change
Cash from (used in) operating activities	4,945	(1)	4,946
Cash from (used in) investing activities	(13,643)	(85)	(13,558)
Cash from (used in) financing activities	5,620	27	5,593
Impact of foreign currency translation on cash	17	-	17
Increase (decrease) in cash and cash equivalents	(3,061)	(59)	(3,002)

Operating Activities

Cash from operating activities for the three months ended March 31, 2022 increased by \$4.9 million from the three months ended March 31, 2021. Much of the improvement in cash from operating activities resulted from positive changes in working capital in the first quarter of 2022.

Investing Activities

Cash used in investing activities for three months ended March 31, 2022 increased by \$13.6 million over the corresponding period in 2021. The additional use of cash resulted mainly from spending on the GreenGas Colorado Project (\$10.5 million), Future Energy Park (\$2.6 million), other early stage RNG projects (\$0.3 million), and minor spending related to the Water and Solids Treatment and Recycling facilities (\$0.2 million). Capital additions were significantly lower for the three months ended March 31, 2021, due to the fact that the Company has not yet initiated construction on the RNG projects that are now in development.

Financing Activities

Cash from financing activities for the three months ended March 31, 2022 increased by \$5.6 million from the three months ended March 31, 2021. This increase was primarily a result of the utilization of \$8.2 million



from the Company's corporate revolver during the quarter, which was offset by \$2.6 million in purchases of the Company's shares for the purposes of the employee Share Unit Plan.

(\$000)	March 31, 2022	December 31, 2021	\$ Change
Current assets	26,498	23,560	2,938
Current liabilities ¹	40,276	21,252	19,024
Working capital surplus (deficit)	(13,778)	2,308	(16,086)

¹The working capital above includes the current and demand portions of long-term debt of approximately \$0.3 million at March 31, 2022 (\$0.2 million at December 31, 2021).

The following are undiscounted contractual maturities of financial liabilities, including estimated interest:

As at March 31, 2022	Total	< 1 Year	1-3 Years	4-5 Years	After 5 Years
Accounts payable and accrued liabilities	31,480	31,480	-	-	-
Other current liabilities	8,975	8,975	-	-	-
Long-term debt	9,224	130	9,094	-	-
Other long-term liabilities	2,143	-	2,143	-	-
Lease obligations	375	168	207	-	-
Total financial liabilities	52,197	40,753	11,444	-	-

Capital Management and Resources

The Company's objectives when managing capital are to: (i) ensure the Company has the financial capacity to execute on its strategy to increase market share through organic growth or strategic acquisitions; (ii) maintain financial flexibility in order to meet its financial commitments and maintain the confidence of shareholders, creditors and the market; and (iii) optimize the use of capital to provide an appropriate return on investment to shareholders.

The Company's overall capital management strategy remained unchanged in the first quarter of 2022. The Company has established criteria for sound financial management and manages the capital structure based on current economic conditions, risk characteristics of underlying assets and planned capital and liquidity requirements. Total capitalization is maintained or adjusted by drawing on existing credit facilities, issuing new debt and through the disposal of underperforming assets, when required. Management considers the Company's current assets less current liabilities, long-term debt and shareholders' equity as the components of capital to be managed.

	March 31, 2022	December 31, 2021
Current assets	26,498	23,560
Current liabilities	(40,276)	(21,252)
Long-term debt	8,789	136
Other long-term liabilities	1,810	9,288
Shareholders' equity	111,780	114,944
	108,601	126,676

FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

The Company's revenues come from a diverse customer base, which includes municipalities, governments, utilities, infrastructure, industrial, energy and mining industries in North America. The Company believes



there is no unusual exposure associated with the collection of accounts receivable outside of the normal risk associated with contract audits and normal trade terms. The Company performs regular credit assessments of its customers and provides allowances for potentially uncollectible accounts receivable.

The Company is primarily exposed to credit risk from customers. The maximum exposure to credit risk is equal to the carrying value of the accounts receivable and note receivable. The Company's trade receivables are with customers in the industrial sector and are subject to industry credit risk. To reduce credit risk, the Company reviews a new customer's credit history before extending credit and conducts regular reviews of its existing customers' credit performance.

Additionally, the Company continuously reviews individual customer trade receivables taking into consideration payment history and aging of the trade receivables to monitor collectability. In accordance with IFRS 9 – Financial Instruments, the Company reviews impairment of its trade and accrued receivables at each reporting period and its allowance for expected future credit losses. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends, and other information. Monitoring procedures are in place to ensure that follow up action is taken to recover overdue amounts. The Company reviews receivables on a regular basis to ensure that an adequate loss allowance is made. Provisions recorded by the Company are reviewed regularly to determine if any balances should be written off. The allowance for doubtful accounts could materially change as a result of fluctuations in the financial position of the Company's customers. The Company completes a detailed review of its historical credit losses as part of its impairment assessment.

OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements in the current or prior periods.

RELATED PARTY TRANSACTIONS

On May 27, 2021, the Company completed a business combination with Wolverine Energy and Infrastructure Inc. ("Wolverine"), pursuant to which the Company acquired the clean energy assets of Wolverine through a reverse take-over (the "Transaction"). The Chief Executive Officer of the Company is the Executive Chairman of Wolverine and owns approximately 49% of the issued and outstanding shares of Wolverine. Wolverine, as a result of the Transaction, owns approximately 25% of the issued and outstanding common shares of GIP and is therefore considered to be a related party of the Company. Consequently, the Transaction with Wolverine, as described in Note 1 to the consolidated annual financial statements, was a related party transaction. In addition to the Transaction, Wolverine provided certain transitional services to GIP including personnel, systems and software. The transaction services agreement's term ended on December 31, 2021. At March 31, 2022, the total net amount owed to GIP from Wolverine amounted to \$0.4 million. This was fully settled subsequent to quarter end.

CRITICAL ACCOUNTING ESTIMATES

In the preparation of the Company's annual financial statements, management has made judgments, estimates and assumptions that affect the recorded amounts of revenues, expenses, assets, liabilities and the disclosure of commitments, contingencies and guarantees. Estimates and judgments used are based on management's experience and the assumptions used are believed to be reasonable given the circumstances that exist at the time the financial statements are prepared. Actual results could differ from these estimates. The most significant estimates and judgments used in the preparation of the Company's consolidated financial statements have been set out in Note 5 of the annual consolidated financial statements.



OUTSTANDING SHARE DATA

On May 12, 2022, the Company had the following common shares, stock options and share units outstanding:

Common shares	20,300,005
Stock options (vested and unvested)	431,698
Share units	371,237
	21,102,940

Refer to Note 15 and 17 of the Company's annual consolidated financial statements for additional detail on the authorized, issued and outstanding share capital of the Company.