



**GREENLANE RENEWABLES INC.**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**For the Three and Nine Months Ended September 30,  
2023 and 2022**

# Greenlane Renewables Inc.

## Management's Discussion and Analysis

For the three and nine months ended September 30, 2023

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## Greenlane Renewables Inc.

### Management's Discussion and Analysis

For the three and nine months ended September 30, 2023

#### INTRODUCTION

This management's discussion and analysis ("MD&A") of Greenlane Renewables Inc. ("Greenlane" or the "Company") has been prepared by management as of November 9, 2023 and should be read in conjunction with the condensed consolidated interim financial statements for the three and nine months ended September 30, 2023 and 2022, the audited consolidated financial statements for the years ended December 31, 2022 and 2021 and the related notes thereto, and the annual information form ("AIF") for the year ended December 31, 2022. All figures are expressed in Canadian dollars and all tabular amounts are in \$000s, except where otherwise indicated. The three-month periods ended September 30, 2023 and 2022 are herein referred to as "Q3". The financial statements have been prepared in Canadian dollars, in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

This MD&A refers to certain measures that are not standardized under IFRS, such as Gross Margin before amortization, Adjusted EBITDA, and Sales Order Backlog. These are specified financial measures used by Management to manage the Company and to assist the Company's shareholders to evaluate the Company's performance, but do not have standardized meaning. To facilitate a better understanding of these measures presented by the Company, qualifications, definitions and reconciliations refer to the "Alternative Performance Measures" section of this MD&A.

Certain statements contained in this MD&A are forward-looking information within the meaning of applicable Canadian securities laws relating to the Company. This information is subject to a number of risks and uncertainties, many of which are beyond the Company's control. Users of this information are cautioned that actual results may differ materially. For additional information refer to the "Risks and Uncertainties" and "Forward-looking Information" sections of this MD&A and the "Risk Factors" section of the Company's AIF.

Greenlane's common shares trade under the symbol "GRN" on the Toronto Stock Exchange ("TSX"). The head office of the Company is located at 110-3605 Gilmore Way, Burnaby, British Columbia, Canada, V5G 4X5 and the registered and records office of the Company is located at 1500-1055 West Georgia Street, Vancouver, British Columbia, Canada V6E 4N7.

Additional information relating to the Company, including the AIF, are available under Greenlane's profile on SEDAR at [www.sedarplus.ca](http://www.sedarplus.ca) and on the Company's website at [www.greenlanerenewables.com](http://www.greenlanerenewables.com). Capitalized terms used herein and not otherwise defined have their meaning ascribed to them in the Company's AIF. Information contained in or otherwise accessible through the Company's website does not form part of this MD&A.

#### SELECTED FINANCIAL HIGHLIGHTS

##### Financial Results

Effective February 1, 2022, the Company acquired the Italian company Airdep S.r.l. ("Airdep"), the financial results include the results of Airdep from that date forward.

(in \$000s, except as noted)	Three months ended September 30,			Nine months ended September 30,		
	2023	2022	% Change	2023	2022	% Change
Revenue	\$ 10,119	\$ 19,905	-49%	\$ 40,516	\$ 54,269	-25%
Gross Margin before amortization <sup>1,2</sup>	\$ 3,135	\$ 4,942	-37%	\$ 11,217	\$ 13,535	-17%
Adjusted EBITDA <sup>2</sup>	\$ (4,478)	\$ 415	-1,179%	\$ (7,744)	\$ 16	NC%
Net (loss) income and other comprehensive (loss) income	\$ (5,219)	\$ 268	-2,047%	\$ (11,676)	\$ (4,572)	-155%
Weighted average common shares outstanding	153,165,380	151,241,824	1%	152,967,702	150,613,407	2%

##### Notes:

1. Gross Margin before amortization is calculated as revenue less cost of goods sold, excluding amortization
2. Gross Margin before amortization and Adjusted EBITDA are non-IFRS measures, refer to "Alternative Performance Measures" for further information

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#### Condensed Financial Position

As at (in \$000s, except as noted)	September 30, 2023	December 31, 2022
Cash and cash equivalents	\$ 16,907	\$ 21,381
Working capital (including cash and cash equivalents)	\$ 18,415	\$ 27,243
Total assets	\$ 70,092	\$ 83,387
Total liabilities	\$ 27,307	\$ 29,904
Total shareholders' equity	\$ 42,785	\$ 53,483
Common shares outstanding	153,232,771	152,040,781

#### THIRD QUARTER HIGHLIGHTS

For the three months ended September 30, 2023, Greenlane:

- generated \$10.1 million in revenue which was 49% or \$9.8 million less than Q3 2022;
- recognized Gross Margin before amortization of \$3.1 million or 31% of revenue (Q3 2022 - \$4.9 million or 25% of revenue) and realized an Adjusted EBITDA loss of \$3.0 million (Q3 2022 - \$0.4 million income);
- subsequent to quarter end, signed a \$35.3 million (US\$26.2 million) system supply contract for a landfill to renewable natural gas ("RNG") project in Brazil; and
- reported a Sales Order Backlog of \$46.7 million (including sales announced October 5, 2023 of \$35.3 million).

#### OUTLOOK

The biogas upgrading market is anticipated to grow over time, driven by increasing demand for RNG caused primarily by a widely held desire to combat climate change by reducing greenhouse gas emissions, supported by government mandates and demand from businesses, utilities, organizations and individuals for use of RNG as a commercial vehicle transportation fuel and to replace fossil natural gas in the pipeline distribution network. As a global leader in the biogas upgrading business, Greenlane expects to benefit from this trend.

#### NATURE OF OPERATIONS

Greenlane is focused on cleaning up two of the largest and most difficult-to-decarbonize sectors of the global energy system: the natural gas grid and the commercial transportation sector. Greenlane is a leading global provider of biogas upgrading systems that create clean, low-carbon and carbon-negative RNG, suitable for injection into the natural gas grid and for direct use as a commercial vehicle fuel. The biogas upgrading systems, marketed and sold by the Company under the Greenlane Renewables brand, remove impurities and separate carbon dioxide from bio methane in the raw biogas created from the anaerobic decomposition of organic waste at landfills, wastewater treatment plants, farms, food waste streams, and other feedstock sources. To the Company's knowledge, Greenlane is the only biogas upgrading company offering and actively deploying the three most popular technologies: water wash, pressure swing adsorption ("PSA"), and membrane separation. Greenlane's business is built on over 35 years industry experience, patented and proprietary technology, with over 140 biogas upgrading systems sold into 19 countries, including for many of the largest RNG production facilities in the world, and Airdep has sold over 140 biogas desulfurization units.

**Greenlane Renewables Inc.****Management's Discussion and Analysis**

For the three and nine months ended September 30, 2023

**RESULTS OF OPERATIONS****Revenue**

<i>(in \$000s, except as noted)</i>	Three months ended September 30,			Nine months ended September 30,		
	2023	2022	% Change	2023	2022	% Change
Revenue						
System sales	\$ 8,251	\$ 18,517	-55%	\$ 34,294	\$ 49,964	-31%
Aftercare services	1,868	1,388	35%	6,222	4,305	45%
Total revenue	\$ 10,119	\$ 19,905	-49%	\$ 40,516	\$ 54,269	-25%

Revenue for the third quarter of 2023 of \$10.1 million was \$9.8 million or 49% less than Q3 2022. The decrease was driven by a \$10.3 million reduction in system sales that was partially offset by a \$0.5 million improvement in aftercare services. System sales contract revenue was primarily derived from 18 contracts (Q3 2022 - 18 contracts) recognized in accordance with the stage of completion on the projects. As a number of contracts are nearing completion, there is less revenue to be recognized as a percentage of the total contract.

On a year-to-date basis for 2023, revenue was \$40.5 million which was \$13.8 million or 25% less than the same period of 2022. The decrease was driven by a \$15.7 million reduction in system sales that was partially offset by a \$1.9 million improvement in aftercare services. System sales contract revenue was primarily derived from 21 contracts (2022 – 18 contracts) recognized in accordance with the stage of completion on the projects.

The Company is actively working on its collaborative agreement with ZEG Biogás e Energis SA (the "**Royalty Agreement**") that was announced on April 17, 2023 and expects to recognize royalty revenue and related costs associated with the Royalty Agreement in the first half of fiscal 2024.

At September 30, 2023, contracted revenue that will be recognized as work on the projects progresses, referred to as Sales Order Backlog was \$46.7 million (December 31, 2022 - \$27.7 million) which includes sales announced on October 5, 2023 of \$35.3 million. Sales Order Backlog has been adjusted for individually immaterial contractual change orders and foreign exchange movements. Refer to the "*Alternative Performance Measures – Sales Order Backlog*" section of this MD&A for additional details.

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**Cost of goods sold and gross profit**

<i>(in \$000s, except as noted)</i>	Three months ended September 30,			Nine months ended September 30,		
	2023	2022	% Change	2023	2022	% Change
Revenue						
System sales	\$ 8,251	\$ 18,517	-55%	\$ 34,294	\$ 49,964	-31%
Aftercare services	1,868	1,388	35%	6,222	4,305	45%
	10,119	19,905	-49%	40,516	54,269	-25%
Cost of goods sold (before amortization)						
System sales	6,223	13,996	-56%	26,574	38,439	-31%
Aftercare services	761	967	-21%	2,725	2,295	19%
	6,984	14,963	-53%	29,299	40,734	-28%
Gross Margin before amortization <sup>1,2</sup>						
System sales	2,028	4,521	-55%	7,720	11,525	-33%
Aftercare services	1,107	421	163%	3,497	2,010	74%
	3,135	4,942	-37%	11,217	13,535	-17%
Amortization of:						
Intangible assets	484	560	-14%	1,439	1,681	-14%
Property and equipment	43	9	378%	128	78	64%
	527	569	-7%	1,567	1,759	-11%
Gross profit	\$ 2,608	\$ 4,373	-40%	\$ 9,650	\$ 11,776	-18%

Notes:

1. Gross Margin before amortization is calculated as revenue less cost of goods sold, excluding amortization
2. Gross Margin before amortization is a non-IFRS measure, refer to "Alternative Performance Measures" for further information

The Company predominantly utilizes a capital-light, largely outsourced manufacturing model whereby it outsources the fabrication of its systems, and purchases components globally from trusted supply chain partners who meet the Company's cost, quality and delivery requirements. The only exception to this is in relation to Airdep, where the assembly and a small amount of fabrication is performed in-house.

Cost of goods sold for Q3 2023 was \$7.0 million (Q3 2022 - \$15.0 million) being a 53% decrease from the comparative period in the prior year largely driven by lower revenue. Gross Margin before amortization was 31.0% of revenue for the three months ended September 30, 2023 (Q3 2022 - 25%) which was a 620-basis point increase over the prior year period. System sales Gross Margin before amortization was relatively consistent at 24.6% of revenue (Q3 2022 - 24.4%) as compared to 21.4% for fiscal 2022. The 320-basis point improvement over fiscal 2022 was driven by improved project execution. Aftercare services Gross Margin before amortization was 59.3% of revenue (Q3 2022 - 30.3%) as compared to 49.0% for fiscal 2022. The 1,030-basis point improvement over fiscal 2022 was attributed to product mix of services provided. Amortization of intangible assets and property and equipment was \$0.5 million for the three months ended September 30, 2023 compared to \$0.6 million for the same period of 2022. Gross profit was \$2.6 million for Q3 2023 (Q3 2022 - \$4.4 million) which was a 40% decline period-over-period and is reflective of the decrease in revenue.

Cost of goods sold for the first three quarters of 2023 was \$29.3 million (2022 - \$40.1 million) which is a 28% decrease from the same period in the prior year largely driven by lower revenue. Gross Margin before amortization was 27.7% of revenue for the nine months ended September 30, 2023 (2022 - 24.9%) which was a 280-basis point increase over the prior year period. System sales Gross Margin before amortization was 22.5% of revenue (2022 - 23.1%) as compared to 21.4% for fiscal 2022. The 110-basis point increase from fiscal 2022 was driven by improved project execution and a reversal for warranty provisions that expired mostly in Q2 2023. Greenlane expects the system sales Gross Margin before amortization run-rate to decrease in the coming quarters due to the significant impact of the \$35.3 million sales order announced on October 5, 2023 which reflects the specific characteristics of this project and the business environment in Brazil. Aftercare services Gross Margin before amortization was 56.2% for the nine months ended September 30, 2023 (2022 - 46.7%) as compared to 49.0% for fiscal 2022. The 720-basis point increase over fiscal 2022 was attributed to the product mix of services provided. Amortization of intangible assets and property and equipment for the nine months ended September 30, 2023 was \$1.6 million (2022 - \$1.8 million) which was relatively consistent with the same period of the prior year. Gross profit was \$9.7 million for the first three quarters of 2023 (2022 - \$11.8 million) which is an 18% decline from the same period of the prior year.

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**Operating Expenses**

<i>(in \$000s, except as noted)</i>	Three months ended September 30,			Nine months ended September 30,		
	2023	2022	% Change	2023	2022	% Change
Amortization of office Equipment	\$ 107	\$ 137	-22%	\$ 328	\$ 368	-11%
General and administration	7,141	3,733	91%	17,243	11,044	56%
Research and development	146	123	19	620	718	-14%
Sales and marketing	326	671	-51%	1,068	1,757	-39%
Share based compensation	42	368	-89%	579	1,556	-63%
Strategic initiatives	-	71	NA	-	1,174	NA
Impairment of notes receivable	-	-	NA	1,068	-	NA
<b>Total operating expenses</b>	<b>\$ 7,762</b>	<b>\$ 5,103</b>	<b>52%</b>	<b>\$ 20,906</b>	<b>\$ 16,617</b>	<b>26%</b>

In Q3 2023, General and administration expenses were \$7.1 million (Q3 2022 - \$3.7 million), an increase of 91% over the same period in the prior year. Of this, \$3.5 million relates to salaries and benefits (Q3 2022 - \$3.0 million). The Company is investing in systems, processes and infrastructure to improve efficiencies and reduce costs. An increase in the number of employees and average compensation of the employee base driven by a regionally tight labour market were the primary contributors to the overall increase. At September 30, 2023, the Company had 146 employees and contractors (2022 – 122 employees and contractors). The increase in headcount of employees and contractors has been a result of the growth in the Company's business throughout 2021 and 2022, these employees have been, and continue to be, engaged in fulfilling the Company's contracts. While the Company has promising sales opportunities that it is pursuing, if contract awards are delayed, the Company will review its labour needs and adjust the workforce as required.

The Company incurred general and administration expenses (excluding salaries and benefits) of \$3.6 million in Q3 2023 (Q2 2022 - \$0.7 million). The increase in expenses is largely due to bad debt expenses of \$1.5 million, which includes provisions on projects for which collectability of certain amounts is no longer reasonably assured, an increase in professional fees, insurance and system implementation costs.

For the first three quarters of 2023, general and administration expenses were \$17.2 million (first three quarters of 2022 – \$11.0 million), an increase of 56% over the same period in the prior year. Of this, \$9.9 million relates to salaries and benefits (first three quarters of 2022 – \$8.4 million). Reasons for this variance are as noted above.

Research and development costs were \$0.1 million in Q3 2023 (Q3 2022 - \$0.1 million) and \$0.6 million for the first three quarters of 2023 (2022 - \$0.7 million) reflecting internal labour costs and external consultancy fees associated with ongoing initiatives to enhance the Company's product offerings.

Sales and marketing costs, which include salaries and benefits for sales personnel, as well as marketing and promotion costs for Company's branding and costs associated with attending sales conferences were \$0.3 million in Q3 2023 (Q3 2022 - \$0.7 million) and \$1.1 million year-to-date (year-to-date 2022 - \$1.8 million).

Share-based compensation is a non-cash expense associated with the issuance of stock options ("**Options**") and restricted share units ("**RSUs**") to the Company's employees and directors. As at September 30, 2023, the Company had 6.2 million Options and 3.1 million RSUs outstanding (September 30, 2022 – 7.3 million and 2.0 million, respectively). The expense for both the third quarter and nine month period compared to the prior year results from a reduction in the number of Options and RSUs eligible for amortization.

Impairment of notes receivable of \$1.1 million in Q2 of 2023 was the result of certain changes in circumstances pertaining to one of the counterparties of the notes receivable and as a result, the Company evaluated the recoverability of the respective note receivable and impaired it in its entirety.

Overall, operating expenses were \$7.8 million for Q3 2023 (Q3 2022 - \$5.1 million) and \$20.9 million for the nine month period (2023 - \$16.6 million).

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**Other Items**

<i>(in \$000s, except as noted)</i>	Three months ended September 30,			Nine months ended September 30,		
	2023	2022	% Change	2023	2022	% Change
Finance expense	\$ 15	\$ 24	-38%	\$ 50	\$ 69	-28%
Finance income	(173)	(46)	-276%	(512)	(80)	-540%
Other loss	20	-	NA	61	-	NA
Foreign exchange (gain) loss	(229)	(1,515)	85%	295	(1,314)	122%
Total other items	\$ (367)	\$ (1,537)	76%	\$ (106)	\$ (1,325)	92%

During the three months ended September 30, 2023, the Company incurred \$0.4 million (Q3 2022 - \$1.5 million) and \$0.1 million for the nine months ended September 30, 2023 (2022 - \$1.3 million) in income from other items. This primarily relates to interest earned on cash on hand as interest rates have increased over the last 12 months and the foreign exchange gain/loss which is largely due to the majority of Greenlane's contracts being denominated in United States Dollars and Euros and these respective currency's change against the Canadian Dollar.

**Income Taxes**

<i>(in \$000s, except as noted)</i>	Three months ended September 30,			Nine months ended September 30,		
	2023	2022	% Change	2023	2022	% Change
Current	\$ 212	\$ 152	39%	\$ 639	\$ 152	320%
Deferred (recovery)	30	-	NA	(22)	-	NA
Total income taxes	\$ 242	\$ 152	59%	\$ 617	\$ 152	306%

Included in Q3 2023, was a current tax provision of \$0.2 million (Q3 2022 - \$0.2 million) and a deferred tax provision of \$30,000 (Q3 2022 - \$nil) and for the first nine months of 2023, a current tax provision of \$0.6 million (2022 - \$0.2 million) offset by a deferred tax recovery of \$22,000 (2022 - \$nil). The current tax provision was driven by taxable income generated in certain jurisdictions. The effective income tax rate is significantly lower than the Company's statutory rate of 27% largely due to tax loss carry-forwards that have not been recognized for financial statement purposes and share-based compensation expense that is not deductible for tax purposes.

**Net loss and comprehensive loss**

<i>(in \$000s, except as noted)</i>	Three months ended September 30,			Nine months ended September 30,		
	2023	2022	% Change	2023	2022	% Change
Net (loss) income	\$ (5,029)	\$ 655	-868%	\$ (11,767)	\$ (3,668)	-221%
Other comprehensive loss (income)	190	387	-51%	(91)	904	-110%
Net (loss) income and comprehensive (loss) income	\$ (5,219)	\$ 268	-2,047%	\$ (11,676)	\$ (4,572)	-155%
Basic and diluted loss per share	\$ (0.03)	\$ 0.00	NA	\$ (0.08)	\$ (0.03)	-167%

In Q3 2023, the Company incurred a net loss of \$5.0 million compared to net income of \$0.7 million in Q3 2022 and a net loss of \$11.8 million for the first nine months of 2023 compared to a net loss of \$3.7 million for the first nine months of 2022. Meanwhile in Q3 2023, the Company incurred a net loss and comprehensive loss of \$5.2 million compared to a net income of \$0.3 million in Q3 2022 and a net loss and comprehensive net loss of \$11.7 million for the first nine months of 2023 compared to a net loss of \$4.6 million in the same period of 2022.



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**SUMMARY OF QUARTERLY OPERATIONS**

The following table summarizes information regarding the Company's operations on a quarterly basis for the last eight quarters.

The Company's results are not impacted by seasonality, however the operating results are significantly affected by the timing and delivery of new system sales contracts. Timing of system sales contract awards tends to be variable due to customer-related factors such as finalizing technical specifications and securing project funding, permits and RNG off-take and feedstock agreements.

Revenue and corresponding costs from executing system sales contracts are recognized using the stage of completion method. Under the stage of completion method, contract revenues and expenses are recognized by reference to the stage of completion of contract activity where the outcome of the contract can be measured reliably, otherwise revenue is recognized only to the extent of recoverable contract costs incurred. A typical system sales contract has five to eight payment milestones and a duration of nine to 18 months, and therefore quarterly operating results can fluctuate significantly as a result of the timing of contract related work.

Airdep was acquired effective February 1, 2022, the results include the Acquisition effective that date forward.

<i>(in \$000s, except as noted)</i>	Sep 30, 2023	Jun 30, 2023	Mar 31, 2023	Dec 31, 2022
Revenue	\$ 10,119	\$ 14,918	\$ 15,479	\$ 16,972
Gross Margin before amortization <sup>1,2</sup>	\$ 3,135	\$ 4,306	\$ 3,776	\$ 3,277
Operating loss	\$ (5,154)	\$ (3,410)	\$ (2,692)	\$ (3,028)
Other items	\$ (367)	\$ 716	\$ (455)	\$ (1,055)
Net loss	\$ (5,029)	\$ (4,419)	\$ (2,319)	\$ (1,837)
Basic and diluted loss per share	\$ (0.03)	\$ (0.03)	\$ (0.01)	\$ (0.01)
Adjusted EBITDA <sup>2</sup>	\$ (4,478)	\$ (1,519)	\$ (1,717)	\$ (1,984)

<i>(in \$000s, except as noted)</i>	Sep 30, 2022	Jun 30, 2022	Mar 31, 2022	Dec 31, 2021
Revenue	\$ 19,905	\$ 18,091	\$ 16,273	\$ 17,124
Gross Margin before amortization <sup>1,2</sup>	\$ 4,942	\$ 4,572	\$ 4,021	\$ 4,255
Operating loss	\$ (730)	\$ (2,653)	\$ (1,458)	\$ (1,402)
Other items	\$ (1,537)	\$ (481)	\$ 693	\$ (131)
Net income (loss)	\$ 655	\$ (2,172)	\$ (2,151)	\$ (1,195)
Basic and diluted income (loss) per share	\$ 0.00	\$ (0.01)	\$ (0.01)	\$ (0.01)
Adjusted EBITDA <sup>2</sup>	\$ 415	\$ (429)	\$ 30	\$ 274

Notes:

- Gross Margin before amortization is calculated as revenue less cost of goods sold, excluding amortization
- Gross Margin before amortization and Adjusted EBITDA are non-IFRS measures, refer to "Alternative Performance Measures" for further information

**LIQUIDITY**

Nine months ended September 30, <i>(in \$000s)</i>	2023	2022
Net cash (used in) provided by:		
Operating activities	\$ (4,005)	\$ 486
Investing activities	(189)	(10,420)
Financing activities	(274)	(241)
Net decrease in cash	\$ (4,468)	\$ (10,175)

**Operating Activities**

For the first nine months of 2023, the Company used \$4.0 million in cash from operating activities (2022 - \$0.5 million generated). Cash used in operating activities before non-cash working capital items was \$7.9 million (2022 - \$56,000) driven by the operating loss incurred during

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2023. Timing of project milestone payments on upgrader projects resulted in a non-cash working capital inflow of \$3.9 million (2022 - \$0.5 million).

#### Investing Activities

Net cash used in investing activities was \$0.2 million in the first six months of 2023. Cash used included:

- \$0.1 million invested in the Company's Deployment of Development Capital ("DoDC") Program; and
- \$0.1 million for the purchase of property and equipment.

#### Financing Activities

Net cash used financing activities was \$0.3 million, related to the repayment of lease liabilities.

#### Contractual Obligations

The table below summarizes the future undiscounted contractual cash flow requirements as at September 30, 2023 for the Company's financial liabilities:

<i>(in \$000s)</i>	Carrying amount	Contractual cash flow	Less than 12 months	1 - 2 years	2 - 3 years	Thereafter
Accounts payable and accrued liabilities	\$ 18,309	\$ 18,309	\$ 18,309	\$ -	\$ -	\$ -
Lease liability	1,972	2,441	325	722	736	659
Warranty liability	1,298	1,298	1,098	200	-	-
Deferred consideration - contingent earn-out	1,626	1,745	-	1,745	-	-
<b>Total contractual cash flow</b>	<b>\$ 23,205</b>	<b>\$ 23,793</b>	<b>\$ 19,732</b>	<b>\$ 2,667</b>	<b>\$ 736</b>	<b>\$ 659</b>

The Company intends to fund these contractual obligations predominately through collection of outstanding receivables, realization of contract assets and cash on hand.

In 2022, the Company committed to making two investments for an aggregate value of \$2.1 million (US\$1.5 million) under its DoDC Program to companies focused on developing RNG projects.

During the second quarter, the Company took control of one of the projects in the DoDC Program as a result of unforeseen circumstances and associated delays. Initially under its note receivable, the Company had the opportunity to receive a return on its invested funds and to convert the note into a minority equity interest in that renewable natural gas project. As a result, the Company is advancing the opportunity and accordingly the note was provided for in full and cancelled.

As of September 30, 2023, the Company has advanced the full commitment of \$0.7 million (US\$0.5 million) in the remaining project and therefore, there are no further funding commitments.

#### CONTINGENT LIABILITIES

As part of normal ongoing operations, it is possible that the Company could become involved in litigation and claims from time to time. Management is not presently aware of any litigation or claims where likelihood and quantum of liability can be reasonably estimated and which would materially affect the financial position or financial performance of the Company.

#### CAPITAL RESOURCES

At September 30, 2023, Greenlane had cash and cash equivalents of \$16.9 million (December 31, 2022 - \$21.4 million) and working capital (including cash and cash equivalents) of \$18.4 million (December 31, 2022 - \$27.2 million). Management believes that current cash on hand and working capital levels are sufficient to support current operating activities and the Company will adjust general and administration activities to right-size with contract awards as required.

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**Lease Liabilities**

The Company has lease liabilities in relation to its head office lease in Burnaby, British Columbia, Canada and operations offices in Sheffield, United Kingdom and Vicenza, Italy, and vehicle leases in the United Kingdom. The following table outlines changes in the Company's lease liabilities:

As at (in \$000s)	September 30, 2023	December 31, 2022
Balance, beginning of the year	\$ 1,235	\$ 459
Additional leases	1,008	28
Acquisitions	-	1,051
Lease payments	(311)	(387)
Finance fees	49	78
Foreign exchange adjustment	(9)	6
Balance, end of the year	1,972	1,235
Current portion	(236)	(268)
Non-current portion of lease liabilities	\$ 1,736	\$ 967

**Debt**

At September 30, 2023, the Company had no debt other than payables resulting from normal course operations and off balance sheet arrangements noted below.

**Off Balance Sheet Financing Arrangements**

The Company has a \$26.5 million standby letter of credit facility (the "Facility") that affords the Company the ability to issue standby letters of credit to its customers for system supply contracts that have advance payment and performance security requirements. At September 30, 2023, the Company had issued \$10.5 million in standby letters of credit under the Facility and anticipates issuing up to a maximum of \$23.9 million to meet current contractual obligations.

The Company also has \$7.2 million in advance payment bonds and performance bonds outstanding. The Company was required to provide a cash deposit of \$1.6 million, classified as restricted cash, to partially secure the advance payment bonds.

Upon demand of any standby letter of credit, advance payment bond or performance bond, the Company would be required to compensate the counterparty for any losses and expenses incurred, as applicable.

**EQUITY**

Equity decreased \$9.2 million to \$44.3 million at September 30, 2023. The decrease was mainly attributable to the net loss and comprehensive loss incurred in the period.

**Securities data**

The Company had the following common shares, Options and RSUs outstanding:

	November 9, 2023	September 30, 2023
Common shares <sup>1</sup>	153,232,771	153,232,771
Stock options <sup>2</sup>	6,199,418	6,199,418
Restricted share units <sup>3,4</sup>	3,140,439	3,140,439

**Notes:**

- As of November 9, 2023, on a fully-diluted basis the Company has 162,572,628 common shares outstanding (September 30, 2023 – 162,572,628)
- As of November 9, 2023, 4,419,721 Options are exercisable (September 30, 2023 – 4,419,721)
- As of November 9, 2023, 1,187,615 RSUs are exercisable (September 30, 2023 – 1,187,615)
- As of November 9, 2023, 165,955 unvested RSUs are only exercisable for cash once vested (September 30, 2023 – 165,955)

## Greenlane Renewables Inc.

### Management's Discussion and Analysis

For the three and nine months ended September 30, 2023

#### Update on Use of Proceeds from Equity Offerings

As previously disclosed, the Company completed two common share offerings on January 27, 2021 and February 19, 2020 which generated net proceeds of \$24.5 million and \$10.4 million, respectively. The Prospectus (non-pricing) Supplements, dated January 21, 2021 and February 12, 2020 outlined the original planned spend. The Company has spent all of the net proceeds of the February 19, 2020 offering as previously disclosed, with the exception of \$3.4 million originally planned for investment in the Company's former 'develop, build, own and operate' business model (subsequently designated for the Company's DoDC Program). Greenlane has evaluated its DoDC program in the context of the rapidly evolving RNG market and its strategic growth plan. As of August 14, 2023, the Company reallocated the remaining unspent funds of \$9.7 million, including \$6.3 million from the January 27, 2021 offering, from the DoDC Program to general corporate purposes and working capital. This shift better positions the Company to leverage its product and execution expertise over repeatable, high volume / high value opportunities globally.

A summary of the actual use of proceeds against the disclosed anticipated uses of the January 27, 2021 offering and the residual \$3.4 million from the February 19, 2020 offering reallocated to general corporate purposes and working capital is set forth in the table below:

Use of proceeds (in \$000s)	Planned spend	Spent to Sep 30, 2023
Development of and investment in new RNG projects - DoDC Program	\$ 1,740	\$ 1,740
Reallocation of planned spend from the February 19, 2020 offering – general corporate purposes and working capital	3,437	3,437
Reallocation of planned spend from the January 27, 2021 offering – general corporate purposes and working capital	6,260	6,260
Strategic growth initiatives	8,000	8,000
General corporate purposes and working capital	8,500	8,500
Total	\$ 27,937	\$ 27,937

The Company used all of the \$8.5 million planned for strategic growth initiatives to acquire Airdep on February 1, 2022. The Company intends to fund any future earn-out payment from free cash or, at the Company's option, from the issuance of common shares.

#### FINANCIAL INSTRUMENTS AND RELATED RISKS

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument to another entity. Upon initial recognition, all financial instruments, including derivatives, are recognized in the statement of financial position at fair value. The Company's financial instruments are:

Financial Instrument	Subsequent Measurement Method
Cash and cash equivalents and restricted cash	Amortized cost
Accounts receivable	Amortized cost
Accounts payable and accrued liabilities	Amortized cost
Notes receivable and deferred consideration - contingent earn-out	Fair value through profit and loss

Each reporting period, the Company assesses whether there are any impaired financial assets. An impairment loss, other than temporary, is included in net earnings.

#### Fair Value

##### Financial assets

Due to the relatively short-term nature of cash and cash equivalents; restricted cash; accounts receivable; and notes receivable, the Company has determined that the carrying amounts approximate fair value.

## Greenlane Renewables Inc.

### Management's Discussion and Analysis

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#### Financial liabilities

Due to the relatively short-term nature of accounts payable and accrued liabilities the Company has determined that the carrying amounts approximate fair value.

#### Deferred consideration - contingent earn-out

The liability recognized in connection with the deferred consideration - contingent earn-out has been estimated based on a probability weighted range of the fiscal 2025 payout scenarios from €0.9 million to €2.5 million derived by the estimated future financial performance of Airdep using a discount rate of 0.5%.

#### Credit Risk

Financial instruments that potentially subject the Company to a concentration of credit risk consist primarily of cash and cash equivalents, accounts receivable, and notes receivable. The Company limits its exposure to credit loss by placing its cash and cash equivalents with high credit quality financial institutions, and through the performance of credit checks for all new customers.

#### Foreign Exchange Rate Risk

The Company is exposed to financial risk related to fluctuations of foreign exchange rates. Foreign currency risk relates to the portion of the Company's business transactions and balances denominated in currencies other than the Canadian Dollar, primarily the United States Dollar ("USD"), Great Britian Pound ("GBP") and Euros. The Company believes that its results of operations, financial position and cash flows could be affected by a sudden change in foreign exchange rates but would not impair or enhance its ability to pay its foreign currency obligations. The Company manages foreign exchange risk by maintaining USD, GBP and Euros cash on hand to fund its anticipated short-term foreign currency expenditures.

Foreign exchange risk arises from fluctuations in the future cash flows of a financial instrument because of changes in foreign exchange rates. The Company is exposed to foreign exchange rate risk on its foreign currency denominated cash and cash equivalents, accounts receivable, and accounts payable and accrued liabilities.

A substantial amount of the Company's sales and purchases are transacted in foreign currencies. The exposure to foreign exchange rates varies throughout the year depending on the volume and timing of transactions in foreign currencies.

#### Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. At September 30, 2023 the Company had no variable rate interest bearing financial liabilities or assets.

#### Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company currently settles its financial obligations out of cash. The Company's ability to do this relies on the Company maintaining sufficient cash in excess of anticipated needs. Greenlane's ongoing liquidity is impacted by various external events and conditions.

#### RELATED PARTY TRANSACTIONS

Key management includes Directors, the Executive Vice Chair, the Chief Executive Officer ("CEO"), the Chief Financial Officer ("CFO") and the Chief Operating Officer ("COO"), who have the authority and responsibility for the planning, directing, and controlling the activities of the Company. The remuneration paid and payable to these key management personnel is outlined below:

<i>(in \$000s, except as noted)</i>	Three months ended September 30,		Nine months ended September 30,	
	2023	2022	2023	2022
Non-executive directors' fees	\$ 204	\$ 102	\$ 546	\$ 308
Salaries and short-term benefits	299	309	806	1,145
Equity-based compensation	82	147	249	444
	\$ 585	\$ 557	\$ 1,601	\$ 1,897

## **PROPOSED TRANSACTIONS**

Management is regularly having discussions and is working with various third parties regarding potential corporate transactions. As of the date of this MD&A, the Company has not entered into any corporate transaction agreement or binding letter of intent and there is no assurance that any agreement will be entered into in the future or that any corporate transaction will be considered or completed.

## **CRITICAL ACCOUNTING POLICIES AND MANAGEMENT ESTIMATES**

This MD&A of the Company's financial condition, results of operations and cash flows is based on the financial statements which are prepared in accordance with IFRS. The preparation of the condensed consolidated interim financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the carrying amounts of assets, liabilities, revenues and expenses and disclosures of contingent assets and liabilities. Actual results may differ from these estimates and the differences could be material. Estimates, judgments and assumptions are reviewed on a continuous basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected. Key areas of estimation where management has made difficult, complex or subjective assumptions, often as a result of matters inherently uncertain, are summarized in the consolidated financial statements for the year ended December 31, 2022 and there have been no changes since December 31, 2022.

## **DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROL OVER FINANCIAL REPORTING**

In accordance with National Instrument 52-109 – Certification of Disclosure in Issuers' Annual and Interim Filings, management is responsible for establishing and maintaining adequate disclosure controls and procedures ("DCP") and internal controls over financial reporting ("ICFR"). The Company's CEO and CFO have designed or caused to be designed under their supervision, the DCP that provide reasonable assurance that (i) material information relating to the Company is made known to the Company's CEO and CFO by others, and (ii) information required to be disclosed by the Company in its filings under securities legislation is recorded, processed, summarized and reported within the time periods specified under applicable securities legislation. The CEO and the CFO have also designed or caused to be designed under their supervision the ICFR to provide reasonable assurance regarding the reliability of the Company's financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

During the period from January 1, 2023 to September 30, 2023, there was no change to the ICFR that has materially affected, or is reasonably likely to materially affect, the Company's ICFR with the exception that the financial reporting of Airdep has now been formally incorporated into the Company's ICFR.

## **RISKS AND UNCERTAINTIES**

Greenlane's business is subject to a number of risks and uncertainties. Greenlane has identified significant risks in its most recent AIF under the heading "Risk Factors". Greenlane's AIF is available under the Company's profile at [www.sedarplus.ca](http://www.sedarplus.ca). Additional risks and uncertainties not currently known to Greenlane or that Greenlane currently deems immaterial may also adversely impact Greenlane's business, financial condition, results of operations or cash flow, and such impact may be material. Any of the matters highlighted in these risk factors could have a material adverse effect on Greenlane's business, financial condition, results of operations or cash flow. An investment in, and the operations of Greenlane are subject to a number of risks and uncertainties in the normal course of business. Management invests significant time to understand these risks and uncertainties. These risks range from macro-economic factors to industry-specific risks, many of which are largely beyond the Company's control.

## **CHANGES IN ACCOUNTING POLICIES**

The Company's significant accounting policies are those that affect its financial statements and are summarized in Note 3 of the consolidated financial statements for the year ended December 31, 2022. There have been no changes of accounting policies during the current year, and no changes are expected to be adopted in the current year with the exception of adding a revenue recognition policy for royalties earned and associated costs incurred.

There are a number of accounting standard amendments issued by the IASB which the Company has not yet adopted. None of the future amendments are expected to have a significant impact on the Company's accounting policies on adoption.

## **ALTERNATIVE PERFORMANCE MEASURES**

### **Specified financial measures**

Management evaluates the Company's performance using a variety of measures, including Gross Margin before amortization, Adjusted EBITDA and Sales Order Backlog. The specified financial measures, including non-IFRS measures and supplementary financial measures should

## Greenlane Renewables Inc.

### Management's Discussion and Analysis

For the three and nine months ended September 30, 2023

not be considered as an alternative to or more meaningful than revenue or net loss. These measures do not have a standardized meaning prescribed by IFRS and therefore they may not be comparable to similarly titled measures presented by other publicly traded companies and should not be construed as an alternative to other financial measures determined in accordance with IFRS. The Company believes these specified financial measures provide useful information to both management and investors in measuring the financial performance and financial condition of the Company. Management uses these specified financial measures to exclude the impact of certain expenses and income that must be recognized under IFRS when analyzing consolidated underlying operating performance, as the excluded items are not necessarily reflective of the Company's underlying operating performance and make comparisons of underlying financial performance between periods difficult. From time to time, the Company may exclude additional items if it believes doing so would result in a more effective analysis of underlying operating performance. The exclusion of certain items does not imply that they are non-recurring.

#### Gross Margin before amortization

Gross Margin before amortization is a non-IFRS measure and is defined by the Company as gross profit before amortization of intangible assets and property and equipment.

#### Adjusted EBITDA

Adjusted EBITDA is a non-IFRS measure and is defined by the Company as earnings before interest, taxes, foreign exchange, depreciation and amortization, as well as adjustments for other income (expense), value assigned to Options and RSUs granted, strategic initiatives, transaction costs and non-recurring items.

The following tables reconciles net loss and comprehensive loss to Adjusted EBITDA:

<i>(in \$000s, except as noted)</i>	Three months ended September 30,		Nine months ended September 30,	
	2023	2022	2023	2022
Net (loss) income and comprehensive (loss) income	\$ (5,219)	\$ 268	\$ (11,676)	\$ (4,572)
Add (deduct)				
Exchange differences on translating foreign operations	190	387	(91)	904
Provision for income taxes	242	152	617	152
Foreign exchange loss (gain)	(229)	(1,515)	295	(1,314)
Other loss	20	-	61	-
Finance income	(173)	(46)	(512)	(80)
Finance expense	15	24	50	69
Impairment of notes receivable	-	-	1,068	-
Strategic initiatives	-	71	-	1,174
Share based compensation	42	368	579	1,556
Amortization of:				
Office equipment	107	137	328	368
Property and equipment	43	9	128	78
Intangible assets	484	560	1,439	1,681
Adjusted EBITDA	\$ (4,478)	\$ 415	\$ (7,714)	\$ 16

#### Sales Order Backlog

The Company provides regular updates on its biogas upgrader system sales opportunities that successfully convert into contractual agreements in its reported sales order backlog ("**Sales Order Backlog**"). Sales Order Backlog is a supplementary financial measure that refers to the balance of unrecognized revenue from contracted biogas upgrader system supply projects. The Company's Sales Order Backlog is a snapshot in time which varies from period-to-period. The Sales Order Backlog increases by the value of new biogas upgrader system sales contracts and is drawn down over time as these projects progress towards completion with amounts recognized in revenue (by reference to the stage of completion of each contract). A typical biogas upgrading system sales contract has six stages of completion and a duration of nine to 18 months, and therefore annual and quarterly operating results will fluctuate as a result of the timing of contract related work. Sales Order Backlog does not include: (i) Airdep's component revenue, included in system sales, given the smaller individual contract value and shorter duration; (ii) aftercare services revenue due to the smaller individual contract value and variable nature; or (iii) the Royalty Agreement due to the inherent variable nature of the agreement.

#### FORWARD-LOOKING INFORMATION

This MD&A contains forward-looking statements, including statements regarding the future success of the Greenlane business, technology and market opportunities. All statements that are not historical in nature contain forward-looking information. Forward-looking statements typically contain words such as "believes", "expects", "anticipates", "plans", "continues", "could", "indicates", "intends", "would" or the negative of these terms, or other similar words, expressions and grammatical variations thereof, or statements that certain events or conditions "may" or "will" happen or that current events or conditions will continue or be repeated, although not all forward-looking statements contain these identifying words. Examples of such statements include, but are not limited to, statements concerning: the biogas upgrading market is anticipated to grow; the Company expects to recognize royalty revenue and relates costs associated with the Royalty Agreement with ZEG Biogás e Energis SA in the first half of fiscal 2024; the Company is investing in systems, processes and infrastructure to improve efficiencies and reduce costs and accelerating systematic process enhancements to position the business to scale; the Company is pursuing promising sales opportunities and if contract awards are delayed, the Company will adjust its work force as required; the Company may satisfy any future earn out payment in connection with the Airdep acquisition from free cash or the issuance of common shares; the expected progress for the fulfilment of contracts for biogas upgrading systems and the timing of revenue recognition; management's belief that current cash on hand and working capital levels are sufficient to support current operating activities; the Company's estimates respecting deferred compensation; trends in, and the development of, the Company's target markets including regulatory policies and legislation; the Company's market opportunities; the benefits of the Company's products; expectations regarding competitors; and the expected impact of the described risks and uncertainties.

These statements are neither promises nor guarantees but involve known and unknown risks and uncertainties that may cause the Company's actual results, level of activity or performance to be materially different from any future results, levels of activity or performance expressed in or implied by these forward-looking statements. These risks include, generally, risks related to revenue growth, operating results, industry and products, technology, competition, regulatory policies, the availability of skilled personnel, the ability of the Company to convert opportunities into committed contracts; systematic process enhancements and their expected benefits; the ability of the Company to realize its objectives of its deployment of development capital program, the economy and other factors. Although the forward-looking statements contained herein are based upon what management believes to be current and reasonable assumptions, the Company cannot assure readers that actual results will be consistent with these forward-looking statements. Examples of such assumptions include but are not limited to: risks relating to the collaboration with ZEG Biogás not resulting in royalty revenue in the timing anticipated, or the volume production of units or other ancillary benefits to Greenlane as anticipated; assumed benefits of systematic process enhancements; expected timing and value of contract awards; Greenlane may face impediments in delivering and advancing projects to be able to timely realize revenue; trends in certain market segments and the economic climate generally; regulatory developments in the industry; the pace and outcome of technological development; and the financial stability and expected actions of competitors, customers and suppliers. The forward-looking statements contained herein are made as of the date of this MD&A and are expressly qualified in their entirety by this cautionary statement and the Risks and Uncertainties in this MD&A and other referenced public disclosure. Except to the extent required by law, the Company undertakes no obligation to publicly update or revise any forward-looking statements contained herein.