# GEODRILL LIMITED MANAGEMENT'S DISCUSSION AND ANALYSIS FOR THE THIRD QUARTER ENDED SEPTEMBER 30, 2017

Management's discussion and analysis ("MD&A") is a review of the operations, the liquidity and the results of operations and capital resources of Geodrill Limited ("Geodrill", the "Company" or the "Group"). The consolidated financial statements were prepared in accordance with International Financial Reporting Standards ("IFRS"). This discussion contains forward-looking information. Please see "Forward-Looking Information" for a discussion of the risks, uncertainties and assumptions relating to this MD&A.

This MD&A is a review of activities and results for the three and nine months ended September 30, 2017 as compared to the corresponding period in the previous year and should be read in conjunction with the unaudited condensed interim consolidated financial statements for the three and nine months ended September 30, 2017, and also in conjunction with the audited annual consolidated financial statements and corresponding MD&A for the year ended December 31, 2016.

This MD&A is dated November 13, 2017. Disclosure contained in this document is current to that date unless otherwise stated.

Additional information relating to Geodrill, including the Company's Annual Information Form, can be found on SEDAR at www.sedar.com.

All references to "US\$" are to United States dollars and all references to "CDN\$" are to Canadian dollars.

#### FORWARD-LOOKING INFORMATION

This MD&A contains "forward-looking information" which may include, but is not limited to, statements with respect to the future financial or operating performance of the Company, its subsidiaries, future growth, results of operations, capital needs, performance, business prospects and opportunities. Often, but not always, forward-looking information can be identified by the use of words such as "plans", "expects", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "believes" or variations (including negative variations) of such words or by the use of words or phrases that state that certain actions, events or results "may", "could ", "would ", "might" or "will " be taken, occur or be achieved.

Forward-looking information is based on certain assumptions and analyses made by the Company in light of its experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate. Forward-looking information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company and/or its subsidiaries to be materially different from any future results, performance or achievements expressed or implied by the forward-looking information contained in this MD&A. Although the Company has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in such forward-looking information, there may be other factors that may cause actions, events or results to differ from those anticipated, estimated or intended. Should one or more of these risks or uncertainties materialize or should assumptions underlying such forward-looking information prove incorrect, actual results, performance or achievements may vary materially from those expressed or implied by the forward-looking information contained in this MD&A.

Forward-looking information contained herein is made as of the date of this MD&A and the Company disclaims any obligation to update any forward-looking information, whether as a result of new information, future events or results or otherwise, except as required by law. There can be no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information.

# **Corporate Overview**

Geodrill operates a fleet of Multi-Purpose, Core, Air-Core and Grade Control drill rigs. The multi-purpose rigs can perform both reverse circulation ("RC") and diamond core ("Core") drilling and can switch from one to the other with little effort or downtime. Multi-purpose rigs provide clients with the efficiency and high productivity of RC drilling and the depth and accuracy of Core drilling without the need to have two different drill rigs on site.

The Company has also purchased a Boart Longyear LM90 underground drill rig and started underground drilling in the third quarter of 2017.

The Company's rigs and support equipment also incorporate a fleet of boosters and auxiliary compressors, which enable Geodrill to achieve high-quality sampling and operations to greater depths.

The state-of-the-art workshops and supply bases at Anwiankwanta, near Kumasi, Ghana, at Ouagadougou, Burkina Faso and at Bouake, Cote d'Ivoire provide centralized locations for repair and storage of equipment and supplies, which in turn minimizes trucking, shipping and supply costs and allows the rigs to be mobilized to drill sites with minimal delay. The Company has also leased a plot of land consisting of a warehouse, workshop and offices in Chingola, Zambia. The Company uses its Zambian facility to support its drilling activity in Zambia and as a base to expand into the African Copperbelt.

An experienced management team and workforce, a modern fleet of drill rigs and state-of-the-art workshops and supply bases have contributed to Geodrill's reputation as a results-oriented drilling company that strives to achieve greater drilling depths and provide better quality samples than its competitors in the shortest possible time, safely and in a cost-effective and environmentally conscious manner.

# **Business Strategy**

The Company competes with other drilling companies on the basis of price, accuracy, reliability and experience in the marketplace. The Company's competitors consist of both large public companies as well as small local operators.

Management believes that the Company has a number of attributes that result in competitive advantages, including:

• **Business Development**: The Company continually improves its operations including the following recent and ongoing developments:

A strengthening of the Company's geographic footprint in West Africa, as the Company has maintained its strong presence in three primary countries being Ghana, Burkina Faso and Cote d'Ivoire and is also operating in Mali and Zambia.

 A Modern Fleet of Drill Rigs and World Class Workshops: The Company has accumulated modern state-of-the-art drilling rigs, and established centrally located world class workshops to promote client satisfaction through reliable operational performance. In addition, within the workshop in Ghana, is a manufacturing facility with the capacity to produce ancillary equipment such as RC drill rods and RC wire-line drill subs in-house, reducing downtime and reliance on suppliers for these items.

- Establishing, building and maintaining long-standing relationships with customers: The Company
  has strong client relationships. Typically, a longer term client relationship of the Company originally
  commenced as a short term drill contract won under competitive bidding process, which has been
  continually renewed as the respective drilling program of the client has progressed through various
  phases.
- Support of well-established international and local vendors: The Company has maintained long standing relationships with international vendors in Australia, Europe, North America and China and has also been supported in West Africa and Zambia by local branches of these suppliers and other local suppliers.
- **Local Knowledge**: The Company's West African market knowledge, expertise and experience have enabled Geodrill to further develop the local networks required to support its operations.
- Presence in West Africa and the African Copperbelt: The Company is able to mobilize drill rigs and
  associated ancillary equipment within a few days of a request by a client. The well-resourced,
  centrally located workshops further reduce downtime, as the Company can fairly quickly reach most
  of its current customer sites.
- An Active and Experienced Management Geodrill is led by Dave Harper, President and Chief Executive Officer, Terry Burling, Chief Operating Officer, Greg Borsk, Chief Financial Officer and Greig Rodger, Executive General Manager. This group is also supported by: Stephan Rodrigue, Business Development Manager and Don Seguin, Health, Safety and Environmental ("HSE") Manager.
- A Skilled and Dedicated Workforce: A favorable compensation and benefits package, coupled with
  the Company's track record of quality hiring and commitment to frequent, relevant continuous
  training programs for both permanent and contract employees, has reduced unplanned workforce
  turnover even during robust mining cycles. This has also increased efficiency and productivity,
  ensuring the availability and continuity of a skilled labor force.
- Maintaining a high level of safety standards to protect its people and the environment: The Company's HSE Group oversees the design, implementation, monitoring and evaluation of the Company's HSE standards, which standards are generally considered to be stringent standards for drilling firms globally and are higher than what is currently required in all local markets in which Geodrill currently operates. Every aspect of Geodrill's operations is designed to meet the highest HSE standards and includes induction meetings, at least one safety meeting per work site, including non-exploration work sites, regular safety audits and detailed investigations of incidents.
- **Commitment to Excellence:** Geodrill is committed to being a company of the highest standard in every aspect of its business operations. This is the framework used by the Company to guide its personnel towards the Company's goals and to be the customer-preferred partner in providing world class drilling services in West Africa and the African Copperbelt.

# **Market Participants and Geodrill's Client Base**

The Company has maintained its strong presence in three primary countries being Ghana, Burkina Faso and Cote d'Ivoire and is also operating in Mali and Zambia. For the third quarter of 2017, Ghana accounted for 50% of the Company's revenue and Burkina Faso, Cote d'Ivoire, Mali and Zambia collectively accounted for 50% of the Company's revenue, compared to 48% for Ghana and 52% for Burkina Faso, Cote d'Ivoire and Mali collectively in the third quarter of 2016.

Management's plans include continuing to add new clients in West Africa where gold is the primary mineral and adding new clients in the African Copperbelt where copper is the primary mineral. The Company will, however, take advantage of opportunities in other minerals, including iron ore, manganese, uranium and phosphate. In addition, the proximity to countries such as Senegal, Mauritania, Liberia, Sierra Leone, Nigeria and Cameroon positions the Company favorably in its ability to service these markets as well, if it so chooses. The Company's drilling focus is still predominately on gold and is still predominately in Ghana, Burkina Faso, Cote d'Ivoire and Mali; however, the Company has also been drilling for copper in Zambia.

The signing of a drilling contract and the actual commencement of drilling do not always happen simultaneously, and in numerous situations there may be a two to three month interval between the signing of an agreement and the commencement of drilling. In addition, given the short-term nature of drilling contracts, there can be no assurance that any contract that the Company currently has will be extended or renewed on terms favorable to the Company. In the event that any of its current contracts are not extended or renewed on favorable terms, or replaced with new contracts, this could have a significant impact on the Company's operations.

For the three months ended September 30, 2017, one customer individually contributed 10% or more to the Company's revenue. That customer contributed 16%.

For the three months ended September 30, 2016, included in revenue were two customers who individually contributed 10% or more to the Company's revenue. Both customers contributed 23% each.

#### **OUTSTANDING SECURITIES AS OF NOVEMBER 13, 2017**

The Company is authorized to issue an unlimited number of Ordinary Shares. As of November 13, 2017, the Company has the following securities outstanding:

Number of Ordinary Shares 43,225,400

Number of Options 4,231,600

Fully Diluted <u>47,457,000</u>

From January 1, 2017 to November 13, 2017, a total of 1,615,000 options were issued and 292,500 options were exercised.

#### **OVERALL PERFORMANCE**

# **Revenue Per Country**

	Three m	nonths en	nded		Nine m	Nine months ended			
	Sep 30		Sep 30		Sep 30		Sep 30		
	2017		2016		2017		2016		
Location	US\$ 000s	%	US\$ 000s	%	US\$ 000s	%	US\$ 000s	%	
Ghana	10,480	50%	9,405	48%	28,140	45%	22,790	42%	
Burkina Faso and other	10,352 (1)	50%	10,300 (1)	52%	33,865 <sup>(1)</sup>	55%	31,786 <sup>(1)</sup>	58%	
	20,832	100%	19,705	100%	62,005	100%	54,576	100%	

<sup>(1)</sup> Included in Burkina Faso and other is Burkina Faso, Cote d'Ivoire, Mali and Zambia.

#### **Meters Drilled Per Country**

	Three m	Three months ended				Nine months ended			
	Sep 30	Sep 30 Sep 30 Sep		Sep 30	Sep 30				
Location	2017	%	2016	%	2017	%	2016	%	
Ghana	94,389	45%	100,647	41%	275,692	37%	246,338	33%	
Burkina Faso and other	113,384 <sup>(1)</sup>	55%	145,767 <sup>(1)</sup>	59%	460,199 <sup>(1)</sup>	63%	492,551 <sup>(1)</sup>	67%	
	207,773	100%	246,414	100%	735,891	100%	738,889	100%	

<sup>(1)</sup> Included in Burkina Faso and other is Burkina Faso, Cote d'Ivoire, Mali and Zambia.

The Company generated revenue of US\$20.8M in the third quarter of 2017, an increase of US\$1.1M or 6% when compared to US\$19.7M in the third quarter of 2016. The revenue of US\$20.8M represents the Company's second consecutive quarter of US\$20M plus revenue. The Company was able to increase its revenue in the current quarter compared to the prior year's quarter despite drilling less meters, as the increase represented a different mix of meters drilled. Meters drilled in the third quarter of 2017 totaled 207,773 which is a decrease of 16% when compared to 246,414 meters drilled in the third quarter of 2016. Although revenue increased by 6%, meters drilled decreased by 16%, highlighting that the contributing factor for the increase in revenue was the mix of meters drilled. In the third quarter of 2017, the Company drilled more Core meters than it did in the third quarter of 2016. Core meters are the most expensive meters to drill, therefore, the higher priced Core meters drilled, results in higher revenue per meter.

The gross profit for the third quarter of 2017 was US\$9.7M, being 47% of revenue compared to a gross profit of US\$7.8M, being 40% of revenue for the third quarter of 2016. The gross profit increase reflects

the increase in revenue of US\$1.1M and a decrease in cost of sales of US\$0.8M. See "Supplementary Disclosure – Non IFRS Measures" on page 17.

EBITDA (as defined herein) for the third quarter of 2017 was US\$5.0M, being 24% of revenue compared to US\$4.8M, being 24% of revenue for the third quarter of 2016. See "Supplementary Disclosure – Non-IFRS Measures" on page 17.

The EBIT (as defined herein) for the third quarter of 2017 was US\$3.4M, compared to US\$3.0M for the third quarter of 2016. See "Supplementary Disclosure - Non - IFRS Measures" on page 17.

The net income for the third quarter of 2017 was US\$2.6M or US\$0.06 per Ordinary Share (US\$0.06 per Ordinary Share fully diluted), compared to US\$1.9M for the third quarter of 2016 or US\$0.04 per Ordinary Share (US\$0.04 per Ordinary Share fully diluted).

# **SELECTED FINANCIAL INFORMATION**

	Three month	ns Ended	% Change	Nine mont	% Change	
	Sep 30	Sep 30	Sep 30	Sep 30	Sep 30	Sep 30
(in US\$ 000s)	2017	2016	2017 vs 2016	2017	2016	2017 vs 2016
Revenue	20,832	19,705	6%	62,005	54,576	14%
Cost of Sales	11,110	11,901	(7%)	35,528	32,114	11%
Cost of Sales (%)	53%	60%		57%	59%	
Gross Profit	9,722	7,804		26,477	22,462	
Gross Profit Margin (%)	47%	40%		43%	41%	
Selling, General and Administrative Expenses	6,018	4,719	28%	17,921	12,875	39%
Selling, General and Administrative Expenses (%)	29%	24%		29%	24%	
Foreign Exchange Loss	311	135		339	312	
Income from Operating Activities	3,393	2,950	15%	8,217	9,275	(11%)
Income from Operating Activities (%)	16%	15%		13%	17%	
Finance Income	1	1		1	2	
EBIT*	3,394	2,951	15%	8,218	9,277	(11%)
EBIT (%)	16%	15%		13%	17%	
Finance Costs	127	143		400	463	
Finance Costs (%)	1%	1%		1%	1%	
Income before Taxation	3,267	2,808	16%	7,818	8,814	(11%)
Income before Taxation (%)	16%	14%		13%	16%	
Income Tax expense	659	906		2,815	2,791	
Income Tax expense (%)	3%	5%		5%	5%	
Net Income	2,608	1,902	37%	5,003	6,023	(17%)
Net Income (%)	13%	10%		8%	11%	
EBITDA **	4,955	4,755	4%	13,330	15,002	(11%)
EBITDA (%)	24%	24%		21%	27%	
Meters Drilled	207,773	246,414	(16%)	735,891	738,889	(0%)
Income Per Share						
Basic	0.06	0.04		0.12	0.14	
Diluted	0.06	0.04		0.11	0.13	
Total Assets	83,294	74,191		83,294	74,191	
Total Long - Term Liabilities	982	2,912		982	2,912	
Cash Dividend Declared	NIL	NIL		NIL	NIL	

<sup>\*</sup>EBIT = Earnings before interest and taxes

<sup>\*\*</sup>EBITDA = Earning before interest, taxes, depreciation and amortization

See "Supplementary Disclosure - Non-IFRS Measures" on page 17

#### **RESULTS OF OPERATIONS**

# THREE MONTHS ENDED SEPTEMBER 30, 2017 COMPARED TO THREE MONTHS ENDED SEPTEMBER 30, 2016

#### Revenue

The Company recorded revenue of US\$20.8M for the third quarter of 2017, as compared to US\$19.7M for the third quarter of 2016, representing an increase of 6%. The increase in revenue is largely attributable to the strong demand for the Company's services and the increased rig fleet. In the third quarter of 2017, the Company drilled less meters, however, the Company had a different mix of meters drilled resulting in the increase in revenue. The total meters drilled decreased by 16% for the third quarter of 2017 compared to the third quarter of 2016. The percentage of meters drilled for the third quarter of 2017 can be broken down as to 38% RC, 25% Core, 24% grade control, 12% Air-Core and 1% water bore as compared to 57% RC, 24% grade control, 17% Core and 2% Air-Core for the third quarter of 2016. Although revenue increased by 6%, meters drilled decreased by 16%, as the contributing factor for the increase in revenue was the mix of meters drilled. In the third quarter of 2017, the Company drilled more Core meters than it did in the third quarter of 2016. Core meters are the most expensive meters to drill, therefore, the higher priced Core meters drilled, results in higher revenue per meter.

#### **Cost of Sales and Gross Profit**

The cost of sales for the third quarter of 2017 was US\$11.1M, compared to cost of sales of US\$11.9M for the third quarter of 2016, being a decrease of US\$0.8M.

The gross profit for the third quarter of 2017 was US\$9.7M, compared to a gross profit of US\$7.8M for the third quarter of 2016, being an increase of US\$1.9M. The gross profit percentage for the third quarter of 2017 was 47% compared to 40% for the third quarter of 2016.

The decrease in cost of sales for the third quarter of 2017 as compared to the third quarter of 2016 of US\$0.8M reflects the following:

- Drill rig expenses and fuel costs decreased by US\$1.6M. The reason that drill rig expenses and fuel
  costs decreased was less meters were drilled and the cost to drill certain types of meters for
  specific jobs was extremely efficient in the quarter. In addition, in the current quarter ended
  September 30, 2017, the Company was able to realize a reduction to drill rig expense as certain
  jobs ended in the wet season and certain job sites returned inventory to stores for completed
  jobs.
- Wages, employee benefits, external services, contractors and other expenses increased by US\$1.0M due to more workers being employed throughout the Company. In addition to more workers, certain promotions and pay increases for certain local staff came into effect in Q2 2017 and are fully reflected in the Q3 2017 wages and employee benefits expenses.
- Repairs and maintenance increased by US\$0.1M as more repairs were completed on the Company's drill rigs and plant and equipment.
- Depreciation expense decreased by US\$0.3M relating to a greater proportion of the Company's drill rigs and plant and equipment being fully depreciated.

# Selling, General and Administrative ("SG&A") Expenses

SG&A expenses were US\$6.0M for the third quarter of 2017, compared to US\$4.7M for the third quarter of 2016, being an increase of US\$1.3M.

The increase in SG&A expenses for the third quarter of 2017 as compared to the third quarter of 2016 of US\$1.3M reflects the following:

- Wages, employee benefits, external services, contractors and other expenses increased by US\$1.4M. The increase reflects the additional services undertaken by the Company to support the increased level of activity the Company has been experiencing. The Company believes that increasing its workforce and ensuring its workshop and stores are fully staffed and spending on health and safety, training, systems and support employees will better position the Company as it continues to grow. In addition to more workers, certain promotions and pay increases for certain local staff came into effect in Q2 2017 and are fully reflected in the Q3 2017 wages and employee benefits expenses.
- Repairs and maintenance decreased by US\$0.1M as less repairs were completed on the Company's motor vehicles.

# **Income from Operating Activities**

Income from operating activities (after cost of sales, SG&A expenses and foreign exchange gain or loss) for the third quarter of 2017 was US\$3.4M, as compared to US\$3.0M for the third quarter of 2016.

# EBITDA Margin (see "Supplementary Disclosure - Non-IFRS Measures" on page 17)

EBITDA margin for the third quarter of 2017 was 24% consistent with 24% for the third quarter of 2016. See "Supplementary Disclosure - Non - IFRS Measures" on page 17.

# EBIT Margin (see "Supplementary Disclosure - Non-IFRS Measures" on page 17)

EBIT margin for the third quarter of 2017 was 16% compared to 15% for the third quarter of 2016. See Supplementary Disclosure - "Non-IFRS Measures" on page 17.

#### Depreciation

Depreciation of property, plant and equipment for the third quarter of 2017 was US\$1.6M (US\$1.4M in cost of sales and US\$0.2M in SG&A) compared to US\$1.8M (US\$1.7M in cost of sales and US\$0.1M in SG&A) for the third quarter of 2016.

# **Income Tax Expense**

Income tax expense for the third quarter of 2017 was US\$0.7M compared to income tax expense of US\$0.9M for the third quarter of 2016. The income tax expense of US\$0.7M is comprised of current taxes. The Company pays corporate income tax in certain countries and the Company pays withholding tax on revenues in certain countries in which it provides drilling services.

#### Net Income

The net income was US\$2.6M for the third quarter of 2017, or US\$0.06 per Ordinary Share (US\$0.06 per Ordinary Share fully diluted), compared to US\$1.9M, for the third quarter of 2016, or US\$0.04 per Ordinary Share (US\$0.04 per Ordinary Share fully diluted).

# NINE MONTHS ENDED SEPTEMBER 30, 2017 COMPARED TO NINE MONTHS ENDED SEPTEMBER 30, 2016

#### Revenue

The Company recorded revenue of US\$62.0M for the nine months ended September 30, 2017, as compared to US\$54.6M for the nine months ended September 30, 2016, representing an increase of 14%. The increase in revenue is largely attributable to the strong demand for the Company's services and the increased rig fleet. The Company has made significant additions to property, plant and equipment over the last year which has resulted in more rigs being available. Since the nine months ended September 30, 2016, the Company has invested approximately US\$10.3M in property, plant and equipment and has increased its total rig fleet from 46 rigs to 58 rigs as at September 30, 2017. In the nine months ended September 30, 2017, the Company drilled approximately the same amount of meters as in the nine months ended September 30, 2016, however, the Company had a different mix of meters drilled. The percentage of meters drilled for the nine months ended September 30, 2017 can be broken down as to 41% RC, 24% grade control, 21% Core and 14% Air-Core as compared to 60% RC, 16% grade control, 15% Core and 9% Air-Core for the nine months ended September 30, 2016. Although revenue increased by 14%, meters drilled effectively remained consistent as the contributing factor for the increase in revenue was the mix of meters drilled. In the nine months ended September 30, 2017, the Company drilled more Core meters than it did in the nine months ended September 30, 2016. Core meters are the most expensive meters to drill, therefore, the higher priced Core meters drilled, results in higher revenue per meter.

# **Cost of Sales and Gross Profit**

The cost of sales for the nine months ended September 30, 2017 was US\$35.5M, compared to cost of sales of US\$32.1M for the nine months ended September 30, 2016, being an increase of US\$3.4M.

The gross profit for the nine months ended September 30, 2017 was US\$26.5M, compared to a gross profit of US\$22.5M for the nine months ended September 30, 2016, being an increase of US\$4.0M. The gross profit percentage for the nine months ended September 30, 2017 was 43% compared to 41% for the nine months ended September 30, 2016.

The increase in cost of sales for the nine months ended September 30, 2017 as compared to the nine months ended September 30, 2016 of US\$3.4M reflects the following:

- Drill rig expenses and fuel costs decreased by US\$0.3M. The reason that drill rig expenses and fuel
  costs decreased was less meters were drilled and in the most recent quarter the cost to drill
  certain types of meters for specific jobs was extremely efficient in the quarter. In addition, in the
  current quarter ended September 30, 2017, the Company was able to realize a reduction to drill
  rig expense as certain sites returned inventory to stores for completed jobs.
- Wages, employee benefits, external services, contractors and other expenses increased by US\$3.6M due to more workers being employed throughout the Company. In addition to more

workers, certain promotions and pay increases for certain local staff came into effect in Q2 2017 and are fully reflected in the Q3 2017 wages and employee benefits expenses.

- Repairs and maintenance increased by US\$0.8M as more repairs were completed on the Company's drill rigs and plant and equipment.
- Depreciation expense decreased by US\$0.7M relating to a greater proportion of the Company's drill rigs and plant and equipment being fully depreciated.

# Selling, General and Administrative ("SG&A") Expenses

SG&A expenses were US\$17.9M for the nine months ended September 30, 2017, compared to US\$12.9M for the nine months ended September 30, 2016, being an increase of US\$5.0M.

The increase in SG&A expenses for the nine months ended September 30, 2017 as compared to the nine months ended September 30, 2016 of US\$5.0M reflects the following:

- Wages, employee benefits, external services, contractors and other expenses increased by US\$4.4M. The increase reflects the additional services undertaken by the Company to support the increased level of activity the Company has been experiencing. The Company believes that increasing its workforce and ensuring its workshop and stores are fully staffed and spending on health and safety, training, systems and support employees will better position the Company as it continues to grow. In addition to more workers, certain promotions and pay increases for certain local staff came into effect in Q2 2017 and are fully reflected in the Q3 2017 wages and employee benefits expenses.
- An increase of US\$0.5M related to an increase in the allowance for doubtful accounts for a specific trade receivable.
- Depreciation expense increased by US\$0.1M as the Company has been adding motor vehicles to its fleet.

### **Income from Operating Activities**

Income from operating activities (after cost of sales, SG&A expenses and foreign exchange gain or loss) for the nine months ended September 30, 2017 was US\$8.2M, as compared to US\$9.3M for the nine months ended September 30, 2016.

# EBITDA Margin (see "Supplementary Disclosure - Non-IFRS Measures" on page 17)

EBITDA margin for the nine months ended September 30, 2017 was 21% compared to 27% for the nine months ended September 30, 2016. Included in the EBITDA margin for the nine months ended September 30, 2017, is a provision for an allowance for doubtful accounts of US\$0.5M relating to a 2016 trade receivable. Excluding the provision for an allowance for doubtful accounts, the EBITDA percentage in the nine months ended September 30, 2017 would have been 22%. See "Supplementary Disclosure - Non - IFRS Measures" on page 17.

# EBIT Margin (see "Supplementary Disclosure - Non-IFRS Measures" on page 17)

EBIT margin for the nine months ended September 30, 2017 was 13% compared to 17% for the nine months ended September 30, 2016. See Supplementary Disclosure - "Non-IFRS Measures" on page 17.

#### Depreciation

Depreciation of property, plant and equipment for the nine months ended September 30, 2017 was US\$5.1M (US\$4.6M in cost of sales and US\$0.5M in SG&A) compared to US\$5.7M (US\$5.3M in cost of sales and US\$0.4M in SG&A) for the nine months ended September 30, 2016.

# **Income Tax Expense**

Income tax expense for the nine months ended September 30, 2017 was US\$2.8M consistent with income tax expense of US\$2.8M for the nine months ended September 30, 2016. The income tax expense of US\$2.8M is comprised of current taxes. The Company pays corporate income tax in certain countries and the Company pays withholding tax on revenues in certain countries in which it provides drilling services.

#### **Net Income**

The net income was US\$5.0M for the nine months ended September 30, 2017, or US\$0.12 per Ordinary Share (US\$0.11 per Ordinary Share fully diluted), compared to US\$6.0M, for the nine months ended September 30, 2016, or US\$0.14 per Ordinary Share (US\$0.13 per Ordinary Share fully diluted).

# **SUMMARY OF QUARTERLY RESULTS**

		2017			20	16		2015
(in US\$ 000s)	<u>Sep 30</u>	<u>Jun 30</u>	<u>Mar 31</u>	<u>Dec 31</u>	<u>Sep 30</u>	<u>Jun 30</u>	<u>Mar 31</u>	<u>Dec 31</u>
Revenue	20,832	22,621	18,553	18,774	19,705	19,420	15,452	12,349
Revenue (Decrease) / Increase %	(8%)	22%	(1%)	(5%)	1%	26%	25%	21%
Gross Profit	9,722	9,540	7,216	7,018	7,803	7,767	6,600	4,086
Gross Margin (%)	47%	42%	39%	37%	40%	40%	43%	33%
Net Earnings / (Loss)	2,608	2,115	279	1,047	1,902	2,508	1,614	(567)
Per Share - Basic	0.06	0.05	0.01	0.03	0.04	0.06	0.04	(0.01)
Per Share - Diluted	0.06	0.05	0.01	0.02	0.04	0.06	0.04	(0.01)

The Company's revenue decreased on a quarter over quarter basis by US\$1.8M or 8% for the third quarter ended September 30, 2017 compared to the second quarter ended June 30, 2017. The decrease in revenue from the second quarter of 2017 is largely the result of the wet season. The wet season occurs (in some geographical areas where the Company operates, particularly in Burkina Faso) normally in the third quarter and the wet season affected the Company this year as evidenced by the fact that Ghana accounted for 50% of the revenue whereas Burkina Faso, Cote d'Ivoire, Mali and Zambia collectively only accounted for the remaining 50% of revenue. The revenue of US\$20.8M is the second consecutive quarter in which the Company was able to generate quarterly revenue in excess of US\$20M despite being impacted by the wet season. The Company has been able to earn revenue averaging approximately US\$20M over the last six quarters. The Company was also able to generate a gross profit of US\$9.7M in the third quarter of 2017. On a quarter to quarter basis, the Company's revenue increased by US\$1.1M compared to the third quarter ended September 30, 2016. The increase in revenue is largely attributable to the strong demand for the Company's services and the increased rig fleet. The Company is continuing

to see a recovery in the mineral drilling sector as evidenced by the significant amount of meters drilled. In addition, although meter pricing remains competitive in the industry, the Company is witnessing a continuation of price stability.

The Company's operations have tended to exhibit a seasonal pattern. The first and fourth quarters are affected due to shutdown of exploration activities, often for extended periods over the holiday season. The second quarter is typically affected by the Easter shutdown of exploration activities affecting some of the rigs for up to one week; however, in 2016 Easter fell in the first quarter. The wet season occurs (in some geographical areas where the Company operates, particularly in Burkina Faso) normally in the third quarter, but in the recent years the global weather pattern has become somewhat erratic. The Company was impacted by the wet season this quarter and the Company was able to take advantage of the wet season and scheduled maintenance and rebuild programs for drill rigs and equipment.

# **Effect of Exchange Rate Movements**

The Company's receipts and disbursements are denominated in US Dollars and local currencies. The Company's main exposure to exchange rate fluctuations arises from certain capital costs, wage costs and purchases denominated in other currencies.

The Company's revenue is invoiced in US Dollars and local currencies. The Company's purchases are in Australian Dollars, US Dollars, Euros, Canadian Dollars and local currencies. Other local expenses include purchases and wages which are paid in the local currency.

#### SELECTED INFORMATION FROM CONSOLIDATED STATEMENTS OF CASH FLOWS

	Three mon	ths Ended	Nine mon	ths Ended
	Sep 30	Sep 30	Sep 30	Sep 30
(in US\$ 000s)	2017	2016	2017	2016
Net cash generated from operating activities	1,401	643	6,119	7,080
Net cash used in investing activities	(2,908)	(2,115)	(8,553)	(7,107)
Net cash (used in) / provided from financing activities	(553)	(664)	665	(1,256)
Effect of movement in exchange rates on cash	(93)	(11)	238	8
Net decrease in cash	(2,153)	(2,147)	(1,531)	(1,275)

# LIQUIDITY AND CAPITAL RESOURCES

#### Liquidity

As at September 30, 2017, the Company had cash of US\$7.8M and US\$0.5M still available on the US\$2M Credit Line. As at September 30, 2017, the Company had loans payable of US\$4.8M. Subsequent to the quarter end, on October 16, 2017, the Company paid the US\$1.5M owing on the US\$2M Credit Line and on October 31, 2017, the Company entered into a new US\$2M Credit Line and a new US\$1M Credit Line. Since the Company has loans payable, the Company continues to monitor its cash and its capital spending in conjunction with the loans that need to be repaid. As at November 13, 2017, the Company has not drawn down any amount on either the US\$2M Credit Line or the US\$1M Credit Line.

#### THIRD QUARTER ENDED SEPTEMBER 30, 2017

# **Operating Activities**

In the third quarter of 2017, the Company generated cash from operating activities of US\$1.4M, as compared to generating cash from operating activities of US\$0.6M in the third quarter of 2016. The Company realized income before taxation of US\$3.3M for the third quarter of 2017; however, the changes in non-cash items and changes in working capital items reduced cash by US\$1.9M, resulting in cash generated from operations of US\$1.4M.

# **Investing Activities**

In the third quarter of 2017, the Company's investment in property, plant and equipment was US\$2.9M, as compared with the US\$2.1M in the third quarter of 2016. The Company continues to grow and believes that one of the Company's greatest attributes is its ability to maintain a modern fleet of drill rigs and related equipment. The Company understands the importance of this and has significantly invested in its property, plant and equipment. Plant and equipment additions in the third quarter of 2017 included two drill rigs, costs associated with rebuilding existing drill rigs and related equipment, new light vehicles and costs associated with completing certain sites at client premises. The Company continues to balance the need to grow and reinvest in its property, plant and equipment while ensuring there is enough cash to satisfy the debt repayments as they come due.

# **Financing Activities**

During the third quarter of 2017, the Company used cash of US\$0.6M in financing activities. The Company repaid amounts of US\$0.6M related to the quarterly principal repayment on the US\$5M Term Loan and the Equipment Loan. In the third quarter of 2016, the Company used US\$0.8M relating to the quarterly loan repayment on the prior US\$2M Term Loan and the first required loan payment on the US\$5M Term Loan and received cash of US\$0.1M from the exercise of stock options.

#### **NINE MONTHS ENDED SEPTEMBER 30, 2017**

# **Operating Activities**

In the nine months ended September 30, 2017, the Company generated cash from operating activities of US\$6.1M, as compared to generating cash from operating activities of US\$7.1M in the nine months ended September 30, 2016. The Company realized income before taxation of US\$7.8M for the nine months ended September 30, 2017; however, the changes in non-cash items and changes in working capital items reduced cash by US\$1.7M resulting in cash generated from operations of US\$6.1M.

# **Investing Activities**

In the nine months ended September 30, 2017, the Company's investment in property, plant and equipment was US\$8.6M compared to US\$7.1M in the nine months ended September 30, 2016. The Company continues to grow and believes that one of the Company's greatest attributes is its ability to maintain a modern fleet of drill rigs and related equipment. The Company understands the importance of this and has significantly invested in its property, plant and equipment. Plant and equipment additions in the nine months ended September 30, 2017, included thirteen drill rigs, costs associated with rebuilding existing drill rigs and related equipment, new light vehicles and costs associated with completing certain sites at client premises. The Company continues to balance the need to grow and reinvest in its property,

plant and equipment while ensuring there is enough cash to satisfy the debt repayments as they come due.

# **Financing Activities**

During the nine months ended September 30, 2017, the Company generated cash of US\$0.7M from financing activities. The Company increased its loans by US\$2.0M, repaid an amount of US\$1.5M related to the quarterly principal repayment on the US\$5M Term Loan and the Equipment Loan and received US\$0.2M from the exercise of stock options. In the nine months ended September 30, 2016, the Company used US\$1.3M relating to the quarterly loan repayment on the prior US\$2M Term Loan and the US\$5M Term Loan and received US\$0.1M from the exercise of stock options.

# **Contractual Obligations**

	Payments Due by						
Contractual Obligations		Sep 1 to					
in US\$	Total	Dec 31 2017	2018	2019	2020		
Operating Leases (1)	860,000	90,000	300,000	270,000	200,000		
Loans <sup>(2)</sup>	5,150,000	2,190,000	2,580,000	260,000	120,000		
Total Contractual Obligations	6,010,000	2,280,000	2,880,000	530,000	320,000		

<sup>(1)</sup> The operating leases relate to the lease payments for the two real estate properties, as fully disclosed under "Transactions with Related Parties". The annual rent payable shall be reviewed on an upward only basis every two years based on USA inflation data. In addition, the operating leases includes amounts for other operating sites

Contractual obligations will be funded in the short-term by cash as at September 30, 2017 of US\$7.8M, cash flow generated from operations, the undrawn US\$2M Credit Line and the undrawn US\$1M Credit Line.

#### **OUTLOOK**

The Company is continuing to see a recovery in the mineral drilling sector as evidenced by the increase in meters drilled and is optimistic that the recovery will continue. In addition, although meter pricing remains competitive in the industry, the Company is witnessing a continuation of price stability. The Company continues to see strong demand for its services and is continuing to invest in property, plant and equipment.

As at September 30, 2017, the Company had 58 drill rigs; of which 49 drill rigs were available for operation, eight drill rigs were in the workshop and one drill rig was in transit.

The Company has a total of 58 drill rigs as at November 13, 2017.

<sup>(2)</sup> Loans refer to the US\$5M Term Loan, the US\$2M Credit Line and the Equipment Loan, including the related interest.

The Company's drill rig fleet available for operation or planned to be available for operation is noted below:

Make - Model	· · · //· ·		Available for Operation as at Mar 31, 2017 No. of Rigs		Available for Operation as at Jun 30, 2017 No. of Rigs		Available for Operation as at Sep 30, 2017 No. of Rigs		Planned to be available for Operation as at Dec 31, 2017 No. of Rigs	
UDR - 650	Multi-Purpose	2	1x2003	2	1x2003	2	1x2003	2	1x2003	
			1x1993		1x1993		1x1993		1x1993	
UDR - KL900	Multi-Purpose	3	1x2003	3	1x2003	3	1x2003	3	1x2003	
			1×1999		1×1999		1x1999		1×1999	
			1×2007		1x2007		1×2007		1x2007	
Sandvik - DE820	Multi-Purpose	4	3×2008	4	3x2008	4	3x2008	4	3×2008	
			1x2010		1x2010		1x2010		1x2010	
Sandvik - DE810	Multi-Purpose	8	7x2012	8	7x2012	8	7x2012	8	7x2012	
			1×2010		1×2010		1x2010		1×2010	
EDM - 2000	Multi-Purpose	3	3×2011	4	3x2011	4	3x2011	4	3x2011	
					1x2017		1×2017		1x2017	
Austex - X900	Multi-Purpose	8	3x2011	9	3x2011	8	3x2011	9	3x2011	
			4×2012		5x2012		4x2012		5×2012	
			1×2016		1x2016		1x2016		1x2016	
Sandvik - DE710	Core	8	2x2011	8	2x2011	10	2x2011	10	2x2011	
			5×2010		5×2010		5x2010		5×2010	
			1×2009		1x2009		1x2009		1×2009	
							2×2007		2x2007	
Sandvik - DE740	Core					2	2x2012	5	1x2008 1x2009	
									1×2011	
									2x2012	
Austex - X300	Aircore	5	2×2011	6	2x2011	6	2x2011	6	2x2011	
	Grede Control		2×2012		2×2012		2x2012		2×2012	
			1×2010		1×2010		1x2010		1×2010	
					1x2016		1x2016		1x2016	
Austex - X350	RC Grade Control	1	1x2016	1	1x2016	1	1x2016	1	1x2016	
Boart Longyear - LM90	3.000 00					1	1x2017	1	1x2017	
Maxidrill Maxcat	Grade control	1	1x2010	1	1x2010					
Total Drill Rigs Available for Operation		43		46		49		53		

	As at	Mar 31, 2017	As at	Jun 30, 2017	As at	Sep 30, 2017	Planned	ns at Dec 31, 2017
	No. of Rigs	Type	No. of Rigs	Type	No. of Rigs	Type	No. of Rigs	Type
	28	Multi-Purpose	30	Multi-Purpose	29	Multi-Purpose	30	Multi-Purpose
Available for	8	Core Only Air core / grade	8	Core Only Air core / grade	12	Core Only Air core / grade	15	Core Only Air core / grade
Operation	5	control	6	control	6	control	6	control
	1	RC Grade Control	1	RC Grade Control	1	RC Grade Control	1	RC Grade Control
	1	Grade control	1	Grade control	1	Underground	1	Underground
TOTAL AVAILABLE FOR								
OPERATION	43		46		49		53	
In W/Shop	1	Multi-Purpose Air core / grade	2	Core Only	5	Core Only	3	Core Only
	1	control			1	Grade control	1	Grade control
					2	Multi-Purpose	1	Multi-Purpose
Total in W/Shop	2		2		8		5	
Manufacturing - in production								
Total Manufacturing								
In transit	1	Multi-Purpose	7 1	Core Only Multi-Purpose	1	Core Only		
Total in transit	1		8		1		0	
TOTAL DRILL RIGS	46		56		58		58	

Split					
Multi-Purpose	30	31	31	31	
Core Only	8	17	18	18	
Air Core / grade cont	5	5	5	5	
Grade control	1	1	1	1	
RC Grade Control	2	2	2	2	
Underground			1	1	
TOTAL	46	56	58	58	

#### **SUPPLEMENTARY DISCLOSURE - NON-IFRS MEASURES**

EBIT is defined as Earnings before Interest and Taxes and EBITDA is defined as Earnings before Interest, Taxes, Depreciation and Amortization. The definitions are used in this MD&A as measures of financial performance. The Company believes EBIT and EBITDA are useful to investors because they are frequently used by securities analysts, investors and other interested parties to evaluate companies in the same industry. However, EBIT and EBITDA are not measures recognized by IFRS and do not have standardized meanings prescribed by IFRS. EBIT and EBITDA should not be viewed in isolation and do not purport to be alternatives to net income or gross profit as indicators of operating performance or cash flows from operating activities as a measure of liquidity. EBIT and EBITDA do not have standardized meanings prescribed by IFRS and therefore they may not be comparable to similarly titled measures presented by other publicly traded companies. Also, EBIT and EBITDA should not be construed as alternatives to other financial measures determined in accordance with IFRS.

Additionally, EBIT and EBITDA are not intended to be measures of free cash flow for management's discretionary use, as they do not consider certain cash requirements such as capital expenditures, contractual commitments, interest payments, tax payments and debt service requirements.

Gross profit margin is defined as gross profit as a percentage of revenue. Gross profit margin does not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similarly titled measures presented by other publicly traded companies.

The following table is a reconciliation of Geodrill's results from operations to EBIT and EBITDA

	Three month	ns ended	Nine month	is ended
(US\$ 000s)	Sep 30, 2017	Sep 30, 2016	Sep 30, 2017	Sep 30, 2016
Income from Operating Activities	3,393	2,950	8,217	9,275
Add: Finance Income	1	1	1	2
Earnings Before Interest and Taxes (EBIT)	3,394	2,951	8,218	9,277
Add: Depreciation and Amortization	1,561	1,804	5,112	5,725
Earnings Before Interest, Taxes, Depreciation & Amortization				
(EBITDA)	4,955	4,755	13,330	15,002

#### **DISCLOSURE CONTROLS AND PROCEDURES**

The Chief Executive Officer (the "CEO") and the Chief Financial Officer (the "CFO") of the Company are responsible for establishing and maintaining disclosure controls and procedures ("DC&P") for the Company as defined under Multilateral Instrument 52-109 issued by the Canadian Securities Administrators. The CEO and the CFO have designed such DC&P, or caused them to be designed under their supervision, to provide reasonable assurance that information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in the securities legislation and include controls and procedures designed to ensure that information required to be disclosed by an issuer in its annual filings, interim filings or other reports filed or submitted under securities legislation is accumulated and communicated to the Company's management, including its certifying officers, as appropriate to allow timely decisions regarding required disclosure. As at September 30, 2017, the CEO and CFO evaluated the design and operation of the Company's DC&P. Based on that evaluation, the CEO and CFO concluded that the Company's DC&P were effective as at September 30, 2017.

#### INTERNAL CONTROL OVER FINANCIAL REPORTING

Management is responsible for establishing and maintaining adequate internal control over financial reporting to provide reasonable assurance regarding the reliability of the Company's financial reporting and the preparation of its consolidated financial statements in accordance with IFRS.

There were no changes in the Company's internal control over financial reporting during the period beginning on January 1, 2017 and ended on September 30, 2017, that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

#### **RISK FACTORS**

A complete discussion of general risks and uncertainties may be found in the Company's Annual Information Form for the fiscal year ended December 31, 2016 which can be found on the SEDAR website at <a href="https://www.sedar.com">www.sedar.com</a>, and which continue to apply to the business of the Company. The Company is not aware of any significant changes to risk factors from those disclosed at that time.

#### **FAIR VALUES OF FINANCIAL INSTRUMENTS**

As at September 30, 2017 and December 31, 2016, the Company did not hold any financial assets at fair value through profit or loss, derivatives or available-for-sale financial assets.

The carrying values of cash, trade and other receivables, trade and other payables and related party payables approximate their fair value due to the relatively short period to maturity of the instruments. The carrying value of loans payable approximates their fair value as the fixed rate loans have been acquired recently and their carrying value continues to reflect fair value.

There were no financial instruments classified as level 2 or 3 in the fair value hierarchy at September 30, 2017 and December 31, 2016.

# **Financial Instruments by Category**

	Receivables US\$	Other Financial Liabilities US\$	Carrying Amount US\$	Total Fair Value US\$
September 30, 2017				
Financial assets				
Trade and other receivables	17,026,727	-	17,026,727	17,026,727
Cash	7,798,098	-	7,798,098	7,798,098
	24,824,825	-	24,824,825	24,824,825
Financial liabilities				
Trade and other payables	-	13,318,661	13,318,661	13,318,661
Related party payables	-	923,025	923,025	923,025
Loans payable	-	4,824,595	4,824,595	4,824,595
	-	19,066,281	19,066,281	19,066,281
December 31, 2016				
Financial assets				
Trade and other receivables	13,047,916	-	13,047,916	13,047,916
Cash	9,328,786	-	9,328,786	9,328,786
	22,376,702	-	22,376,702	22,376,702
Financial liabilities				
Trade and other payables	-	9,003,131	9,003,131	9,003,131
Related party payables	-	923,025	923,025	923,025
Loans payable	-	4,350,872	4,350,872	4,350,872
	-	14,277,028	14,277,028	14,277,028

#### **RELATED PARTY TRANSACTIONS**

		Country of	Ownershi	p Interest
Related party	Relationship	Incorporation	2017	2016
Geodrill Ghana Limited	Subsidiary	Ghana	100%	100%
D.S.I. Services Limited	Subsidiary	British Virgin Islands	100%	100%
Geotool Limited	Subsidiary	British Virgin Islands	100%	100%
Geo-Forage BF SARL	Subsidiary	Burkina Faso	100%	100%
Geo-Forage Cote d'Ivoire SARL	Subsidiary	Cote d'Ivoire	100%	100%
Geodrill Cote d'Ivoire SARL	Subsidiary	Cote d'Ivoire	100%	-
Geo-Forage Mali SARL	Subsidiary	Mali	100%	100%
Geo-Forage Senegal SARL	Subsidiary	Senegal	100%	100%
Geo-Forage DRC SARL	Subsidiary	Democratic Republic of Congo	100%	100%
Geodrill Zambia Limited	Registered foreign operating entity	Zambia	100%	100%
TransTraders Limited	Related party	Isle of Man	-	-
The Harper Family Settlement	Significant shareholder	Isle of Man	-	-

# (i) Transactions with related parties

Transactions with companies within the Company have been eliminated on consolidation.

The Harper Family Settlement owns 40.6% (December 31, 2016: 40.8%) of the issued share capital of Geodrill Limited. On September 30, 2015, Geodrill Ghana Limited entered into lease agreements with The Harper Family Settlement for the Anwiankwanta property and for the Accra property, both for a five year term at rates consistent with those determined pursuant to the October 1, 2014 rent review. The material terms of the five year lease agreements include: (i) the annual rent payable shall be reviewed on an upward only basis every two years; and (ii) only Geodrill Ghana Limited can terminate the leases by giving twelve months' notice. On October 1, 2016, in conjunction with the rent review, Geodrill Ghana Limited agreed to the increase in rent for the Anwiankwanta property to US\$186,000 per annum and the increase in rent for the Accra property to US\$78,000 per annum. It was also agreed that all future rent increases will be based on USA inflation data.

On June 21, 2016, TransTraders Limited ("TTL") transferred a related party payable owing to TTL to The Harper Family Settlement. One of the directors of the trustee of The Harper Family Settlement is also a director of Geodrill Limited. On September 5, 2016, TTL was dissolved.

The Company has paid agency fees to Clearwater Fiduciary Services Limited during the period ended September 30, 2017 of US\$15,507 (Year ended December 31, 2016: US\$5,051). One of the directors of Clearwater Fiduciary Services Limited is also a director of Geodrill Limited.

Future operating lease commitments related to the properties are:

	September 30, 2017 US\$	December 31, 2016 US\$
Payable within one year	264,000	264,000
Payable between 1 and 5 years	528,000	728,000
Total	792,000	992,000

During the three and nine month period ended September 30, 2017, lease payments amounted to US\$66,000 and US\$198,000, respectively (September 30, 2016: US\$60,000 and US\$180,000, respectively).

# (ii) Key management personnel and directors' transactions

The Company's key management personnel, and persons connected with them, are also considered to be related parties for disclosure purposes. The definition of key management includes the close members of the family of key personnel and any entity over which key management exercises control. The key management personnel have been identified as directors of the Company and other management staff. Close members of family are those family members who may be expected to influence, or be influenced by that individual in their dealings with the Company.

Key management personnel and directors' compensation for the period comprised:

	Three month period ended September 30,		Nine month period ended September 30,	
	2017 US\$	2016 US\$	2017 US\$	2016 US\$
Short-term benefits	637,718	398,366	2,255,080	1,641,020
Share-based payment arrangements	97,186	-	409,185	398,414
	734,904	398,366	2,664,265	2,039,434

#### (iii) Related party balances

The related party payable outstanding as at September 30, 2017 amounts to US\$923,025 (December 31, 2016: US\$923,025). The related party payable is to The Harper Family Settlement, is unsecured, interest free and is repayable on demand at the option of the lender.

#### SIGNIFICANT ACCOUNTING POLICIES

The Company's IFRS significant accounting policies are provided in Note 2 to the audited annual consolidated financial statements for the year ended December 31, 2016 and can be found on SEDAR at www.sedar.com.

#### **NEW AND FUTURE ACCOUNTING STANDARDS**

The Company's application of new and revised IFRS are provided in Note 4 to the audited annual consolidated financial statements for the year ended December 31, 2016 and can be found on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a>. There have been no material effects on the condensed interim consolidated financial statements for the quarter ended September 30, 2017.

# **CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS**

The preparation of financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

#### (i) Estimates

# a. Depreciation of property, plant and equipment

Property, plant and equipment are often used in hostile environments and may be subject to accelerated depreciation. Management considers the reasonableness of useful lives and whether known factors reduce or extend the lives of certain assets. This is accomplished by assessing the changing business conditions, examining the level of expenditures required for additional improvements, observing the patterns of gains or losses on disposition, and considering the various components of the assets.

# b. Share-based payment transactions

The fair value of share-based payment transactions is based on certain assumptions determined by management. The main areas of estimate relate to the determination of the risk free interest rate, stock price volatility and the forfeiture rate.

# c. Net realizable value of inventory

Management reviews inventories at each reporting period to determine whether indicators exist which would lead to a downward revision in the net realizable value of the inventory. Management's estimate of net realizable value of such inventories is based primarily on sales price and current market conditions.

#### d. Allowance for doubtful accounts

Management reviews trade receivables at each reporting period to determine whether indicators exist which would lead to a downward revision in the net realizable value of the trade receivables. Management's estimate of net realizable value of such trade receivables is based primarily on the ageing of the receivables.

#### e. Income tax

Tax interpretations, regulations and legislation in the various countries in which the Company operates are subject to change and management uncertainty. Current income tax expense is based on tax currently payable or current withholding tax rates in countries in which the Company operates. In addition, deferred income tax liabilities are assessed by management at the end of the reporting period and are measured at the tax rates that are expected to be applied to the temporary differences when they reverse.

The amount recognized as accrued liabilities is the best estimate of the consideration required to settle the related liability, including any related interest charges, taking into account the risks and uncertainties surrounding the obligation. The Company assesses its liabilities at each reporting period, based upon the best information available, relevant to the tax laws and other appropriate requirements.

# (ii) Judgments

# a. Assessment of impairment of property, plant and equipment

The Company tests at each reporting period whether there are indicators of impairment with respect to its property, plant and equipment, in accordance with the accounting policy stated in Note 2g (iv). If such indicators are identified, the recoverable amounts of each cash-generating unit have been determined based on value-in-use calculations. These determinations require the use of judgment.

The Company tests impairment based on the discounted cash flows related to each cash generating unit. The value in use determination is sensitive to changes in cash flow assumptions and the discount rate applied. No impairment charge has been recognized in the periods presented.

#### b. Functional currency

The company applied judgment in determining the functional currency of the company and its subsidiaries. Functional currency was determined based on the currency that mainly influences sales prices, labor, material and other costs of providing services.

#### **Additional Information**

Additional information relating to Geodrill, including the Company's Annual Information Form can be found on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a>