

Canada Jetlines Ltd.
Management Discussion & Analysis
For the Nine Month Period Ended September 30, 2019
Date Prepared: November 13, 2019

GENERAL

This Management Discussion & Analysis (“MD&A”) is intended to supplement and complement the condensed interim consolidated financial statements and accompanying notes of Canada Jetlines Ltd. (the “Company” or “Jetlines”) for the nine month period ended September 30, 2019. The information provided herein should be read in conjunction with the Company’s audited consolidated financial statements for the year ended December 31, 2018 and the accompanying notes thereto.

All dollar figures presented are expressed in Canadian dollars unless otherwise noted. Financial statements and summary information derived therefrom are prepared in accordance with International Accounting Standards (“IAS”) 34, *Interim Financial Reporting*.

Management is responsible for the preparation and integrity of the financial statements and MD&A, including the maintenance of appropriate information systems, procedures and internal controls and to ensure that information used internally or disclosed externally, including the financial statements and MD&A, is complete and reliable. The Company’s Board of Directors follows recommended corporate governance guidelines for public companies to ensure transparency and accountability to shareholders. The Board’s audit committee meets with management quarterly to review the financial statements including the MD&A and to discuss other financial, operating and internal control matters.

The reader is encouraged to review the Company’s statutory filings on www.sedar.com.

FORWARD LOOKING STATEMENTS

This MD&A contains forward-looking statements and forward-looking information (collectively, “forward-looking statements”) within the meaning of applicable securities laws. These forward-looking statements relate to future events or the future performance of the Company. All statements other than statements of historical fact may be forward-looking statements. In some cases, forward-looking statements can be identified by terminology such as “may”, “will”, “should”, “expect”, “plan”, “anticipate”, “believe”, “estimate”, “predict”, “potential”, “continue”, or the negative of these terms or other comparable terminology. These forward-looking statements are only predictions. Actual events or results may differ materially. In addition, this MD&A may contain forward-looking statements attributed to third party industry sources. Undue reliance should not be placed on these forward-looking statements, as there can be no assurance that the plans, intentions or expectations upon which they are based will occur. By their nature, forward-looking statements involve numerous assumptions and known and unknown risks and uncertainties, both general and specific, which contribute to the possibility that the predictions, forecasts, projections and other forward-looking statements will not occur. Forward-looking statements in this MD&A speak only as of the date of this MD&A.

Forward-looking statements in this MD&A include, but are not limited to, statements with respect to: expectations as to future operations of the Company; the Company’s anticipated financial performance; future development and growth prospects; expected operating costs, general and administrative costs, costs of services and other costs and expenses; expected revenues; ability to meet current and future obligations; ability to obtain aircraft, equipment, services and supplies in a timely manner; ability to obtain financing on acceptable terms or at all; the Company’s business model and strategy; the anticipated increase in the size of the airline passenger market in Canada; the ability of the Company to operate at lower costs than competitors; the ability of the Company to offer airfares at a lower price than competitors; and timelines for the Company to achieve key milestones in its development process including the commencement of ticket sales and launch of airline operations.

Although the Company believes that the expectations reflected in the forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. The Company cannot guarantee future results, levels of activity, performance or achievements. Neither the Company nor any other person assumes responsibility for the outcome of the forward-looking statements.

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Many of the risks and other factors are beyond the control of the Company, which could cause results to differ materially from those expressed in the forward-looking statements contained in this MD&A. The risks and other factors include, but are not limited to: failure of the Company to operate and grow the airline business effectively; the availability of financial resources to fund the Company's expenditures; competition for, among other things, capital reserves and skilled personnel; protection of intellectual property; the impact of competition and the competitive response to the Company's business strategy; third party performance of obligations under contractual arrangements; prevailing regulatory, tax and other applicable laws and regulations; stock market volatility and market valuations; uncertainty in global financial markets; the successful negotiation of the sale and leaseback of aircrafts; the completion of the financing necessary to commence airline operations; and the other factors described under the heading "Risk Factors" in this MD&A.

These factors should not be considered exhaustive. With respect to forward-looking statements contained in this MD&A, the Company has made assumptions regarding, among other things: the impact of increasing competition; conditions in general economic and financial markets; current technology; cash flow; future exchange rates; timing and amount of capital expenditures; effects of regulation by governmental agencies; future operating costs; and the Company's ability to obtain financing on acceptable terms. Readers are cautioned that the foregoing list of factors is not exhaustive and that additional information on these and other factors that could affect the Company's operations or financial results is discussed in this MD&A. The above summary of assumptions and risks related to forward-looking statements is included in this MD&A in order to provide readers with a more complete perspective on the future operations of the Company. Readers are cautioned that this information may not be appropriate for other purposes.

The forward-looking statements contained in this MD&A are expressly qualified by this cautionary statement. The Company is not under any duty to update or revise any of the forward-looking statements except as expressly required by applicable securities laws.

DESCRIPTION OF BUSINESS

The Company was incorporated under the laws of British Columbia and continued as a Federal corporation pursuant to the *Canada Business Corporations Act* effective February 28, 2017. The Company's principal business activity is the start-up of an ultra-low cost carrier ("ULCC") scheduled airline service. The Company's shares trade on the TSX Venture Exchange (the "Exchange") under the symbol "JET" and the OTC Market Group's OTCQB Marketplace under the symbol "JETMF".

The Company is currently in the pre-operating stage and its business plan is to launch an airline in Canada that applies ULCC operating principles. Its vision is to be Canada's ultra-low fare carrier of choice, with a mission of providing Canadians with the best value in air travel while focusing on safety and reliability.

OUTLOOK

On October 28, 2019, the Company announced that it had not satisfied the financing condition to secure \$40 million in additional financing. As a result, SmartLynx Airlines SIA ("SmartLynx") and InHarv ULCC Growth Fund ("InHarv") exercised their rights to terminate their investment commitments. The Company's previously announced launch date of December 17, 2019 will be postponed and the Company will not pay additional deposits and will therefore not receive their first two Airbus 320 it had planned to receive in November 2019. No further launch date will be announced until funding is secured.

In order to conserve cash, the Company reduced its workforce to a core team lead by the Executive Chairman who will continue meeting with investors with the objective to secure financing. The Company intends to rehire employees once sufficient funding has been secured. The Company will also be evaluating strategic alternatives to generate value for the Company.

Most contracts signed for airline systems have been put on hold or terminated, with the intention to re-start them or enter into new agreements once financing is secured and the airline is ready to launch. Similarly, all the manuals that have been submitted to Transport Canada in order to obtain the Airline Operators Certificate will be kept and updated as required.

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REVIEW OF CONSOLIDATED FINANCIAL RESULTS

Loss from Continuing Operations

For the nine month period ended September 30, 2019, the Company reported a loss from continuing operations in the amount of \$6,428,782 or \$0.08 per share compared to a loss from continuing operations of \$3,869,149 or \$0.06 per share for the same period of the prior year. The increase in loss from continuing operations in the amount of \$2,559,633 is explained by increased corporate, marketing and operational activities detailed below.

During the nine month period ended September 30, 2019, the Company incurred aircraft launch, licensing and route network related costs in the amount of \$2,264,458 in connection with advancing the AOC and licensing processes, inspecting aircraft, negotiating and executing airline agreements, recruiting and training, procuring and implementing IT systems, advancing financing efforts, and communicating with key stakeholders. During the nine month period ended September 30, 2018, the Company incurred costs in the amount of \$714,273 as it commenced the AOC and licensing processes and initial inspection and due diligence of aircraft available for lease.

During the nine month period ended September 30, 2019, the Company incurred marketing and investor relations expenses in the amount of \$667,025 (2018 - \$447,049) which includes ongoing investor outreach, marketing through social media and other channels, merchandising, research coverage, business development and overall public relations. The increase in marketing and investor relations for the nine month period ended September 30, 2019 in the amount of \$219,976 compared to the same period of the prior year is attributable to the engagement of a marketing agency of record, the rollout of a marketing and branding plan for fiscal 2019, and a campaign to protest the airline duopoly in Canada.

During the nine month period ended September 30, 2019, the Company incurred office and administration expenses in the amount of \$185,110 (2018 - \$158,125) to support ongoing corporate activities and operational initiatives. The increase in office and administration expenses in the amount of \$26,985 was driven by increased overall activities and personnel.

Professional fees for the nine month period ended September 30, 2019 totaled \$1,061,661 (2018 - \$1,023,869) and related to accounting, audit, consulting and legal fees. The increase in professional fees in the amount of \$37,792 is explained by increased corporate activities with respect to the Company's strategic objectives.

During the nine month periods ended September 30, 2019 and 2018, the Company incurred regulatory costs in the amounts of \$320,867 and \$331,674, respectively, which include transfer agent, listing and filing fees, the cost of Board and shareholder meetings and directors' fees to non-management board members.

The Company incurred salaries and benefits in the amount of \$1,021,972 for the nine month period ended September 30, 2019 compared to \$708,189 for the same period of the prior year. The increase in salaries and benefits in the amount of \$313,783 is primarily explained by retention bonuses paid to a former executive of the Company during the nine month period ended September 30, 2019. Refer to "Related Party Transactions" for additional detail of executive compensation. Salaries and benefits reflect senior management and executive leadership personnel. Operational and commercial personnel are included in aircraft, licensing and route network expenses and marketing, respectively.

The Company recorded share-based payments expense for the nine month period ended September 30, 2019 in the amount of \$730,903 (2018 - \$364,715) which reflects the fair value of equity-settled awards recognized over the respective vesting periods, including stock options and restricted share units.

During the nine month periods ended September 30, 2019 and 2018, the Company incurred travel expenses in the amounts of \$34,226 and \$81,092, respectively, with respect to executive and directors' meetings and recruitment initiatives, including relocation of personnel.

Finance income for the nine month period ended September 30, 2019 in the amount of \$30,445 (2018 - \$64,678) relates to interest income earned on excess cash on hand and is a function of average cash and cash equivalent balances during the period.

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The Company recorded a foreign exchange loss for the nine month period ended September 30, 2019 in the amount of \$98,306 (2018 – \$5,756) with respect to transactions and balances denominated in US dollars and the impact of fluctuations in the exchange rate, specifically the balance of US dollar denominated security deposits paid with respect to aircraft. Refer to “Statement of Financial Position Information” and “Commitments” for additional detail of security deposits on aircraft.

During the nine month period ended September 30, 2019, the Company recorded a loss on investment in the amount of \$64,000 (2018 - \$Nil) with respect to common shares held of Voleo Trading Systems Inc. (“Voleo”) and the decrease in Voleo’s share price during the period. Refer to “Statement of Financial Position Information” for additional discussion of the Company’s investment in Voleo.

During the nine month period ended September 30, 2018, the Company recorded an impairment of aircraft security deposits in the amount of \$97,087 (US\$75,000) as a result of terminating a purchase agreement with The Boeing Company. Refer to “Commitments” for additional detail of security deposits on aircraft.

Discontinued Operations

The Company was previously in the business of acquiring, exploring and evaluating mineral resource properties. During the nine month period ended September 30, 2019, the Company disposed of its remaining exploration and evaluation assets.

During the nine month period ended September 30, 2019, the Company recorded a gain from discontinued operations in the amount of \$4,132. The estimate of future reclamation costs was revised to \$Nil and the change in estimate in the amount of \$20,807 was included in the gain from discontinued operations. This gain was partially offset by maintenance costs, including mineral leases and claims and insurance, incurred prior to disposal in the amount of \$16,675.

During the nine month period ended September 30, 2018, the Company recorded a loss from discontinued operations in the amount of \$18,860 with respect to maintenance costs incurred on the mineral resource properties.

SUMMARY OF QUARTERLY RESULTS

The following table summarizes the Company’s financial operations for the last eight quarters. For more detailed information, please refer to the consolidated financial statements.

	Q3 September 30, 2019 (\$)	Q2 June 30, 2019 (\$)	Q1 March 31, 2019 (\$)	Q4 December 31, 2018 (\$)
Description				
Loss from continuing operations	(1,811,392)	(2,542,973)	(2,074,417)	(1,817,245)
Loss and comprehensive loss	(1,811,392)	(2,542,973)	(2,070,285)	(1,824,835)
Loss per share	(0.02)	(0.03)	(0.03)	(0.02)
	Q3 September 30, 2018 (\$)	Q2 June 30, 2018 (\$)	Q1 March 31, 2018 (\$)	Q4 December 31, 2017 (\$)
Description				
Loss from continuing operations	(1,388,613)	(1,531,499)	(949,037)	(849,141)
Loss and comprehensive loss	(1,396,447)	(1,534,652)	(956,910)	(811,835)
Loss per share	(0.02)	(0.02)	(0.02)	(0.01)

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Historical quarterly results of operations and loss per share data do not necessarily reflect any recurring expenditure patterns or predictable trends except that the Company's loss from continuing operations and comprehensive loss have been generally increasing due to increased activities related to the buildout of the airline and the advancement of the Company's strategic objectives. During the three month period ended September 30, 2019, loss from continuing operations and comprehensive loss decreased slightly compared to the previous quarter as the Company reduced certain discretionary spending while it focused on securing financing.

THIRD QUARTER

Loss from Continuing Operations

For the three month period ended September 30, 2019, the Company reported a loss from continuing operations in the amount of \$1,811,392 or \$0.02 per share, compared to a loss from continuing operations of \$1,388,613 or \$0.02 per share for the same period of the prior year. The increase in loss from continuing operations in the amount of \$422,779 is explained below.

During the three month period ended September 30, 2019, the Company incurred aircraft launch, licensing and route network related costs in the amount of \$616,267 in connection with advancing the AOC and licensing processes, negotiating and executing airline agreements, procuring and implementing IT systems, advancing financing efforts, and communicating with key stakeholders. During the three month period ended September 30, 2018, the Company incurred costs in the amount of \$193,063 as it commenced the AOC and licensing processes and initial inspection and due diligence of aircraft available for lease.

During the three month period ended September 30, 2019, the Company incurred marketing and investor relations expenses in the amount of \$136,682 (2018 - \$148,587) which includes ongoing investor outreach, marketing through social media and other channels, merchandising, research coverage, business development and overall public relations. The decrease in marketing and investor relations expenses for the three month period ended September 30, 2019 in the amount of \$11,905 compared to the same period of the prior year is attributable to reductions in discretionary expenses.

During the three month period ended September 30, 2019, the Company incurred office and administration expenses in the amount of \$48,323 (2018 - \$63,055) to support ongoing corporate activities and operational initiatives. The decrease in office and administration expenses in the amount of \$14,732 is attributable to reductions in discretionary expenses.

The Company incurred professional fees for the three month periods ended September 30, 2019 and 2018 in the amounts of \$236,932 and \$314,616, respectively, which relate to ongoing accounting, audit, consulting and legal fees with respect to the Company's strategic objectives.

During the three month periods ended September 30, 2019 and 2018, the Company incurred regulatory costs in the amounts of \$85,951 and \$102,386, respectively, which include transfer agent, listing and filing fees, the cost of Board and shareholder meetings and directors' fees to non-management board members.

The Company incurred salaries and benefits in the amount of \$315,272 for the three month period ended September 30, 2019 compared to \$269,161 for the same period of the prior year. The increase in salaries and benefits in the amount of \$46,111 is explained by retention bonuses paid to a former executive during the three month period ended September 30, 2019 which was partially offset by organizational changes in the period. Refer to "Related Party Transactions" for additional detail of executive compensation. Salaries and benefits reflect senior management and executive leadership personnel. Operational and commercial personnel are included in aircraft, licensing and route network expenses and marketing, respectively.

The Company recorded share-based payments expense for the three month period ended September 30, 2019 in the amount of \$277,080 (2018 - \$131,357) which reflects the fair value of equity-settled awards recognized over the respective vesting periods, including stock options and restricted share units.

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During the three month periods ended September 30, 2019 and 2018, the Company incurred travel expenses in the amounts of \$6,098 and \$44,992, respectively, with respect to executive and directors' meetings. During the three month period ended September 30, 2018, the increased travel expenses are explained by recruitment and relocation of personnel.

Finance income for the three month period ended September 30, 2019 in the amount of \$5,459 (2018 - \$17,235) relates to interest income earned on excess cash on hand and is a function of average cash and cash equivalent balances during the period.

The Company recorded a foreign exchange gain for the three month period ended September 30, 2019 in the amount of \$37,065 (2018 – loss of \$40,677) with respect to transactions and balances denominated in US dollars and the impact of fluctuations in the exchange rate, specifically the balance of US dollar denominated security deposits paid with respect to aircraft. Refer to “Statement of Financial Position Information” and “Commitments” for additional detail of security deposits on aircraft.

During the three month period ended September 30, 2019, the Company recorded a loss on investment in the amount of \$127,500 (2018 - \$Nil) with respect to common shares held of Voleo and the decrease in Voleo's share price during the period. Refer to “Statement of Financial Position Information” for additional discussion of the Company's investment in Voleo.

During the three month period ended September 30, 2018, the Company recorded an impairment of aircraft security deposits in the amount of \$97,087 (US\$75,000) as a result of terminating a purchase agreement with The Boeing Company. Refer to “Commitments” for additional detail of security deposits on aircraft.

Discontinued Operations

The Company was previously in the business of acquiring, exploring and evaluating mineral resource properties up to March 30, 2019. The Company had no discontinued operations during the three month period ended September 30, 2019.

During the three month period ended September 30, 2018, the Company recorded a loss from discontinued operations in the amount of \$7,834 with respect to maintenance costs incurred on the mineral resource properties.

LIQUIDITY AND CAPITAL RESOURCES

As at September 30, 2019, the Company had cash and cash equivalents in the amount of \$518,379 (December 31, 2018 - \$1,220,555) and a working capital deficit in the amount of \$179,859 (December 31, 2018 – working capital of \$979,811). The decrease in working capital in the amount of \$1,159,670 is explained by operating activities and deposits paid on aircrafts, net of proceeds received from the issuance of shares during the nine month period ended September 30, 2019.

At present, the Company has no current operating income or cash flows. Without additional financing, the Company will be unable to fund general and administrative expenses and working capital requirements for the next 12 months. In addition, the Company does not have the required financing to meet domestic licensing financial capability requirements, to complete the build-out of the airline and to secure aircraft. The Company is evaluating financing its future requirements through a combination of debt, equity and/or other facilities. There is no assurance that the Company will be able to obtain such financings or obtain them on favorable terms. See “Risk Factors”.

The Company's cash and cash equivalents and restricted cash are held in Schedule 1 Canadian financial institutions in highly liquid accounts and interest bearing investments. No amounts have been or are invested in asset-backed commercial paper.

To date, the Company's operations have been almost entirely financed from equity financings. The Company will continue to identify financing opportunities in order to provide additional financial flexibility. While the Company has been successful raising the necessary funds in the past, there can be no assurance it can do so in the future.

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Cash Flows

The Company's cash flows for the nine month periods ended September 30, 2019 and 2018 are summarized in the table below.

	September 30, 2019	September 30, 2018
Cash used in operating activities	\$ (4,818,581)	\$ (3,263,691)
Cash used in investing activities	(523,544)	(2,869,198)
Cash provided by financing activities	4,639,949	6,054,206
Change in cash and cash equivalents during the period	(702,176)	(78,683)
Cash and cash equivalents, beginning of the period	1,220,555	2,981,046
Cash and cash equivalents, end of the period	\$ 518,379	\$ 2,902,363

Operating Activities

Cash used in operating activities adjusts loss for the period for non-cash items including, but not limited to, depreciation, share-based payments, and unrealized gains and losses. Cash used in operating activities also reflects changes in working capital items, such as restricted cash, amounts receivable, prepaid expenses and amounts payable, which fluctuate in a manner that does not necessarily reflect predictable patterns for the overall use of cash, the generation of which depends almost entirely on sources of external financing to fund operations.

Refer to "Review of Consolidated Financial Results" for further details with respect to operating activities for the nine month periods ended September 30, 2019 and 2018.

Investing Activities

During the nine month period ended September 30, 2019, the Company paid aircraft security deposits in the amount of \$506,329 (US\$380,000) and purchased equipment in the amount of \$17,215.

During the nine month period ended September 30, 2018, the Company paid aircraft security deposits in the amount of \$2,864,527 (US\$2,215,000) and purchased equipment in the amount of \$4,671.

Financing Activities

Financing activities for the nine month period ended September 30, 2019 consist of gross proceeds received of \$4,650,567 (2018 - \$6,084,747) pursuant to the exercise of stock options and warrants, net of share issue costs paid of \$10,618 (2018 - \$30,541).

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STATEMENT OF FINANCIAL POSITION INFORMATION

	As at September 30, 2019	As at December 31, 2018
Cash and cash equivalents	\$ 518,379	\$ 1,220,555
Restricted cash	-	500,000
Receivables	103,565	215,166
Investment in Voleo	136,000	200,000
Prepaid expenses	360,056	144,917
Spare parts inventory	137,252	-
Deposits	3,503,523	3,224,974
Equipment	30,399	23,883
Total Assets	\$ 4,789,174	\$ 5,529,495
Accounts payable and accrued liabilities	\$ 1,283,444	\$ 858,798
Due to related parties	151,667	242,029
Future reclamation provision	-	20,807
Share capital	26,329,023	21,370,708
Reserves	2,293,601	1,881,064
Deficit	(25,268,561)	(18,843,911)
Total Liabilities and Equity	\$ 4,789,174	\$ 5,529,495

Assets

Cash and cash equivalents decreased by \$702,176 during the nine month period ended September 30, 2019 as a result of operating costs incurred and aircraft deposits paid, net of proceeds received from the issuance of shares. Cash flows are detailed in “Liquidity and Capital Resources”. Operating activities are detailed in “Review of Consolidated Financial Results”.

As at September 30, 2019, the balance of restricted cash includes \$Nil (December 31, 2018 - \$500,000) pursuant to an employment agreement between the Company and its former Chief Executive Officer, Javier Suarez (the “Former CEO”). During the nine month period ended September 30, 2019, the Former CEO’s employment agreement was further amended and the Company paid \$350,000 to the Former CEO with respect to retention bonuses in accordance with the amended employment agreement. The balance of funds held in trust in the amount of \$150,000 was returned to the Company and included in unrestricted cash and cash equivalents.

Receivables decreased by \$111,601 during the nine month period ended September 30 2019 which relates to Goods and Services Tax (“GST”) input tax credits received and interest income received, net of GST paid.

As at September 30, 2019, the Company holds common shares of Voleo with a fair value of \$136,000 (December 31, 2018 - \$200,000). During the nine month period ended September 30, 2019, the Company recorded an unrealized loss on the investment in the amount of \$64,000.

As at September 30, 2019, prepaid expenses increased by \$215,139 compared to the balance as at December 31, 2018 which is primarily explained by deposits paid in advance of airline operations, including engineering and maintenance, software licenses, and data subscriptions, as well as deferred transaction costs.

During the nine month period ended September 30, 2019, deposits in the amount of \$137,252 were transferred to spare parts inventory. No amounts were recognized as an expense with respect to spare parts inventory; and the Company did not recognize any impairment losses or reversals thereof during the periods presented.

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The balance of the non-current deposits as at September 30, 2019 consists of aircraft security deposits in the amount of \$3,403,523 (December 31, 2018 - \$2,987,722), a deposit on spare parts in the amount of \$Nil (December 31, 2018 - \$137,252), and a related party security deposit in the amount of \$100,000 (December 31, 2018 - \$100,000). The increase in deposits during the nine month period ended September 30, 2019 in the amount of \$278,549 is explained by additional deposits paid in the amount of \$506,329, net of the impact of foreign exchange in the amount of \$90,528 and the transfer to spare parts inventory in the amount of \$137,252. Refer to “Commitments” and “Related Party Transactions” for additional detail on aircraft security deposits and the related party security deposit, respectively.

As at September 30, 2019, the Company’s equipment had a net book value of \$30,399 (December 31, 2018 - \$23,883). During the nine month period ended September 30, 2019, the Company purchased additional equipment in the amount of \$17,215 and recorded depreciation expense in the amount of \$10,699 for a net increase in the amount of \$6,516 to equipment.

Liabilities

During the nine month period ended September 30, 2019, accounts payable and accrued liabilities increased by \$424,646 which is explained by increased corporate, operational and commercial activities and the timing of payments to third parties.

As at September 30, 2019, the balance due to related parties in the amount of \$151,667 (December 31, 2018 - \$242,029) relates to services rendered to or expenses incurred on behalf of the Company which were unpaid at period-end. For further details with respect to related party balances and transactions, refer to “Related Party Transactions”.

As at September 30, 2019, the balance of the future reclamation provision was \$Nil (December 31, 2018 - \$20,807). During the nine month period ended September 30, 2019, the estimate of future reclamation costs was revised to \$Nil and the change in estimate in the amount of \$20,807 was included in the gain from discontinued operations in the condensed interim consolidated statements of loss and comprehensive loss. Refer to “Review of Consolidated Financial Results”.

Equity

Share capital increased by \$4,958,315 during the nine month period ended September 30, 2019 and is explained by proceeds received from share issuances (\$4,650,567) and fair value adjustments for stock options and warrants exercised (\$321,393), net of share issue costs paid (\$10,618) and the fair value of additional agent share purchase warrants issued (\$3,027). Equity transactions are further detailed in “Share Capital”.

Reserves increased by \$412,537 during the nine month period ended September 30, 2019 and is explained by share-based payments related to stock options and restricted share units (\$730,903) and the fair value of additional agent share purchase warrants issued (\$3,027), net of the fair value adjustments for stock options and warrants exercised (\$321,393).

Deficit increased by the loss for the nine month period ended September 30, 2019 in the amount of \$6,424,650.

SHARE CAPITAL

The Company’s authorized capital consists of unlimited number of common voting shares without par value and an unlimited number of variable voting shares without par value (collectively, the “Voting Shares”). The common voting shares and variable voting shares rank equally as to dividends on a share-for-share basis, and all dividends declared in any fiscal year shall be declared in equal or equivalent amounts per share on all Voting Shares then outstanding, without preference or distinction.

Common Voting Shares

A common voting share carries one vote per common voting share.

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Variable Voting Shares

Under the Company's Articles, the variable voting shares carry one vote per variable voting share held, subject to an automatic reduction of the voting rights attached to variable voting shares in the event any of the applicable limits are exceeded. In such event, the votes attributable to variable voting shares will be affected as follows:

- first, if required, a reduction of the voting rights of any single non-Canadian owner (inclusive of any single non-Canadian owner authorized to provide air service) carrying more than 25 per cent of the votes (the "Stage 1 Reduction") to ensure that such non-Canadian owners never carry more than 25 per cent of the votes that holders of voting shares cast at any meeting of shareholders;
- second, if required and after giving effect to the Stage 1 Reduction, a further proportional reduction of the voting rights of all non-Canadian owners authorized to provide an air service to ensure that such non-Canadian owners authorized to provide an air service (the "Stage 2 Reduction"), in the aggregate, never carry more than 25 per cent of the votes that holders of voting shares cast at any meeting of shareholders;
- third, if required and after giving effect to the Stage 1 Reduction and the Stage 2 Reduction if any, a proportional reduction of the voting rights for all non-Canadian owners as a class (the "Stage 3 Reduction") to ensure that non-Canadians never carry, in aggregate, more than 49 per cent of the votes that owners of voting shares cast at any meeting of shareholders.

The Company has securities outstanding as follows:

Security Description	As at September 30, 2019
Common voting shares – issued and outstanding	70,935,637
Variable voting shares – issued and outstanding	13,624,795
Voting Shares issuable on vesting of restricted share units	3,400,000
Voting Shares issuable on exercise of stock options	5,420,000
Voting Shares – fully diluted	93,380,432

Share Issuances

During the nine month period ended September 30, 2019:

- The Company issued 1,026,250 shares for gross proceeds of \$279,750 pursuant to the exercise of 1,026,250 stock options. The fair value of the stock options in the amount of \$101,469 was credited to share capital.
- The Company issued 9,585,571 shares for gross proceeds of \$4,370,817 pursuant to the exercise of 9,585,571 share purchase warrants. The fair value of the share purchase warrants in the amount of \$219,924 was credited to share capital.
- The Company incurred share issue costs in the amount of \$10,618 in connection with the issuance of shares.

Subscription Receipts

During the year ended December 31, 2018, the Company closed a private placement with SmartLynx pursuant to which the Company sold 22,727,272 subscription receipts (each a "Subscription Receipt") at a price of \$0.33 per Subscription Receipt for gross proceeds of \$7,500,000 (the "Offering"). The gross proceeds were held in trust by an escrow agent. During the nine month period ended September 30, 2019, the Company and SmartLynx restructured the Offering, and as a result the gross proceeds were returned to SmartLynx from escrow in addition to a fee in the amount of US\$250,000 paid by the Company.

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RELATED PARTY TRANSACTIONS

Related parties and related party transactions impacting the accompanying condensed interim consolidated financial statements are summarized below and include transactions with the following individuals or entities:

Key Management Personnel

Key management personnel include those persons having authority and responsibility for planning, directing and controlling the activities of the Company as a whole. The Company has determined that key management personnel consists of members of the Company's Board of Directors, corporate officers, including the Company's Chief Executive Officer, Chief Financial Officer, and Vice Presidents.

Remuneration attributed to key management personnel for the nine month periods ended September 30, 2019 and 2018 is summarized as follows:

	Nine month period ended September 30, 2019		Nine month period ended September 30, 2018	
Short-term benefits ⁽¹⁾	\$	1,644,871	\$	1,144,633
Share-based payments		667,428		271,152
	\$	2,312,299	\$	1,415,785

⁽¹⁾ Short-term benefits include base salaries and directors' fees, pursuant to contractual employment or consultancy arrangements, management and consulting fees.

Other Related Party Transactions and Balances

King & Bay West Management Corp. ("King & Bay West") is an entity that is owned by Mark Morabito, the Executive Chair of the Company. King & Bay West employs or retains certain directors, officers and consultants of the Company and provides administrative, management, finance, legal, regulatory, business development and corporate communications services to the Company. These services are provided to the Company on an as-needed basis and are billed based on the cost or value of the services provided to the Company. The fees are consistent with what King & Bay West charges its arm's length clients for similar services. The amount set out in the table below represents amounts paid or accrued to King & Bay West for the services of King & Bay West personnel and for overhead and third party costs incurred by King & Bay West on behalf of the Company.

Transactions entered into with related parties other than key management personnel during the nine month periods ended September 30, 2019 and 2018 include the following:

	Nine month period ended September 30, 2019		Nine month period ended September 30, 2018	
King & Bay West	\$	701,398	\$	638,710

As at September 30, 2019 and December 31, 2018, King & Bay West holds a security deposit in accordance with the management services agreement between King & Bay West and the Company (the "Management Services Agreement") in the amount of \$100,000. Upon termination of the Management Services Agreement, the security deposit will be applied to the final invoice rendered by King & Bay West to the Company.

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As at September 30, 2019, the balance of restricted cash includes \$Nil (December 31, 2018 - \$500,000) pursuant to an employment agreement between the Company and Javier Suarez, the former Chief Executive Officer of the Company. During the nine month period ended September 30, 2019, the Former CEO's employment agreement was further amended and the Company paid \$350,000 to the Former CEO with respect to retention bonuses in accordance with the amended employment agreement. The balance of funds held in trust in the amount of \$150,000 was returned to the Company and included in unrestricted cash and cash equivalents.

As at September 30, 2019, amounts due to related parties include the following:

- MJM Consulting Corp., an entity owned by Mark Morabito, Executive Chair of the Company - \$2,168 (December 31, 2018 - \$8,737) in relation to expenses incurred on behalf of the Company.
- King & Bay West - \$60,364 (December 31, 2018 - \$225,572) in relation to the services described above.
- Javier Suarez, former Chief Executive Officer of the Company - \$Nil (December 31, 2018 - \$4,088) in relation to expenses incurred on behalf of the Company.
- Protop Limited or Adsajama Consultancy Ltd., entities owned by Alan Bird, Director of the Company - \$6,622 (December 31, 2018 - \$3,559) in relation to consulting and advisory services provided to the Company.
- Philip Larsen, former Vice President of Maintenance of the Company - \$84 (December 31, 2018 - \$73) in relation to expenses incurred on behalf of the Company.
- Current and former directors of the Company - \$82,429 (December 31, 2018 - \$Nil) in relation to accrued director fees.

The amounts due to related parties are unsecured, non-interest bearing and have no stated terms of repayment.

Transactions with related parties, are described above, were for services rendered to the Company in the normal course of operations, and were measured based on the consideration established and agreed to by the related parties. All services were made on terms equivalent to those that prevail with arm's length transactions.

GOING CONCERN

The accompanying condensed interim consolidated financial statements of the Company have been prepared using International Financial Reporting Standards ("IFRS") on a going concern basis which assumes that the Company will be able to realize its assets and discharge its liabilities in the normal course of business for the foreseeable future. The continuing operations of the Company are dependent upon the Company's ability to continue to raise adequate financing and to commence profitable operations in the future. The Company is evaluating financing its future requirements through a combination of debt, equity and/or other facilities. There is no assurance that the Company will be able to obtain such financings or obtain them on favorable terms.

As at September 30, 2019, the Company had a working capital deficit of \$179,859 and a deficit of \$25,268,561. At present, the Company has no current operating income or cash flows. Without additional financing, the Company will be unable to fund general and administrative expenses and working capital requirements for the next 12 months. In addition, the Company does not have the required financing to meet domestic licensing financial capability requirements, to complete the build-out of the airline and to secure aircraft. These material uncertainties may cast significant doubt upon the Company's ability to continue as a going concern.

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CRITICAL ACCOUNTING ESTIMATES

The preparation of the accompanying condensed interim consolidated financial statements requires management to make certain estimates, judgments and assumptions that affect the reported amounts of assets and liabilities at the date of the condensed interim consolidated financial statements and reported amounts of expenses during the reporting period. Actual outcomes could differ from these estimates. The accompanying condensed interim consolidated financial statements include estimates which, by their nature, are uncertain. The impacts of such estimates are pervasive throughout the condensed interim consolidated financial statements, and may require accounting adjustments based on future occurrences. Revisions to accounting estimates are recognized in the period in which the estimate is revised and future periods if the revision affects both current and future periods. These estimates are based on historical experience, current and future economic conditions and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Critical Judgments

Critical accounting judgments are accounting policies that have been identified as being complex or involving subjective judgments or assessments.

Going Concern

The preparation of the accompanying condensed interim consolidated financial statements requires management to make judgments regarding the going concern of the Company, as discussed in Note 1 of the condensed interim consolidated financial statements.

Functional Currency

The functional currency is the currency of the primary economic environment in which an entity operates, and has been determined for each entity within the Company. The functional currency for the Company and its subsidiaries has been determined to be the Canadian dollar.

Key Sources of Estimation Uncertainty

Significant assumptions about the future and other sources of estimation uncertainty that management has made at the end of the reporting period, that could result in a material adjustment to the carrying amounts of assets and liabilities, in the event that actual results differ from assumptions made, relate to, but are not limited to the following:

Share-based Payments

Estimating fair value for granted stock options and compensatory warrants requires determining the most appropriate valuation model which is dependent on the terms and conditions of the grant. This estimate also requires determining the most appropriate inputs to the valuation model including the expected life of the option or warrant, volatility, dividend yield, and rate of forfeitures and making assumptions about them.

Estimating fair value for granted restricted share units requires estimating the number or awards likely to vest on grant and at each reporting date up to the vesting date. The estimated forfeiture rate is adjusted for actual forfeitures in the period.

Deferred Tax Assets and Liabilities

The estimation of income taxes includes evaluating the recoverability of deferred tax assets and liabilities based on an assessment of the Company's ability to utilize the underlying future tax deductions against future taxable income prior to expiry of those deductions. Management assesses whether it is probable that some or all of the deferred income tax assets and liabilities will not be realized. The ultimate realization of deferred tax assets and liabilities is dependent upon the generation of future taxable income. To the extent that management's assessment of the Company's ability to utilize future tax deductions changes, the Company would be required to recognize more or fewer deferred tax assets or liabilities, and deferred income tax provisions or recoveries could be affected.

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Future Reclamation Provision

The Company assesses its provision for reclamation related to its historical exploration and evaluation activities at each reporting period or when new material information becomes available. Accounting for reclamation obligations requires management to make estimates of the future costs that will be incurred to complete the reclamation to comply with existing laws and regulations. Actual future costs that will be incurred may differ from those amounts estimated as a result of changes to environmental laws and regulations, timing of future cash flows, changes to future costs, technical advances, and other factors. In addition, the actual work required may prove to be more extensive than estimated because of unexpected geological or other technical factors. The measurement of the present value of the future obligation is dependent on the selection of a suitable discount rate and the estimate of future cash outflows. Changes to either of these estimates may materially affect the present value calculation of the obligation.

ACCOUNTING POLICIES

The accounting policies followed by the Company are set out in Note 3 to the audited consolidated financial statements for the year ended December 31, 2018 and have been consistently followed in the preparation of the accompanying condensed interim consolidated financial statements, except as outlined below.

Leases

Effective January 1, 2019, the Company adopted IFRS 16, *Leases* ("IFRS 16") which replaces IAS 17, *Leases* ("IAS 17") and its associated interpretative guidance. IFRS 16 introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases but can elect to exclude those with a term of less than 12 months, or those where the underlying asset is of low value. A lessee is required to recognize a right of use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. IFRS 16 substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have also been impacted, including the definition of a lease. Transitional provisions have been provided.

No transitional adjustment was required upon adoption of IFRS 16 on January 1, 2019. Refer to the accompanying condensed interim consolidated financial statements for additional disclosure with respect to IFRS 16.

Spare parts inventory

Inventories of spare parts are measured at cost being determined using a specific identification basis, net of related obsolescence provision, as applicable.

FINANCIAL INSTRUMENTS

The Company's financial instruments are exposed to certain financial risks, as detailed below.

Credit risk

Credit risk is the risk of an unexpected loss if a customer or third party to a financial instrument fails to meet its contractual obligations.

The Company is subject to credit risk on its cash and cash equivalents, receivables and deposits. The Company limits its exposure to credit loss by placing its cash and cash equivalents with major financial institutions. The Company has no investments in asset-backed commercial paper. The Company's receivables consist mainly of Goods and Services Tax receivable due from the Government of Canada. The Company's deposits are primarily held by AerCap, a global leader in aircraft leasing and aviation finance. The Company does not believe it is exposed to significant credit risk.

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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 manages liquidity risk through its capital management. See “Outlook”, “Going Concern” and “Liquidity and Capital Resources” sections for further details.

Market Risk

Market risk is the risk of loss that may arise from changes in market factors such as interest rates and foreign exchange rates.

(a) 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.

The risk that the Company will realize a loss as a result of a decline in the fair value of any short-term investments included in cash and cash equivalents and restricted cash is minimal because these investments generally have a fixed yield rate.

(b) Currency risk

At present the Company’s expenditures are predominantly in Canadian dollars. Future equity raised may be in either Canadian or US dollars. At this time, the Company does not have any currency hedges in place for fluctuations in the exchange rate between the Canadian dollar and the US dollar. As at September 30, 2019, a 10% change in the Canadian dollar versus the US dollar would give rise to a gain/loss of approximately \$300,000 based on US dollar denominated monetary assets and liabilities.

(c) Price risk

The Company is exposed to price risk with respect to its investment in Voleo. The Company closely monitors those prices to determine the appropriate course of action to be taken by the Company. There can be no assurance that the Company can exit its position, if required, resulting in proceeds approximating the carrying value of these securities.

RISK FACTORS

The development and ultimate operation of an ULCC airline involves significant risks and uncertainties, which even a combination of careful evaluation, experience and knowledge may not eliminate. Please refer to the Company’s MD&A for the year ended December 31, 2018 for a description of the more prominent risk factors that may materially affect the Company’s future performance, in addition to those referred to above.

COMMITMENTS

Convertible Debentures

The Company entered into subscription agreements with InHarv and SmartLynx with respect to convertible debentures for total financing of \$14,500,000. Subsequent to the nine month period ended September 30, 2019, SmartLynx and InHarv exercised their rights to terminate their investment commitments as a result of the Company being unable to satisfy the financing condition to secure \$40,000,000 in additional financing.

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Airbus Lease Agreements

On June 12, 2018, the Company entered into definitive aircraft lease agreements for two Airbus A320 aircraft scheduled for delivery in fiscal 2019 (the “Airbus Lease Agreements”). During the nine month period ended September 30, 2019, the Airbus Lease Agreements were terminated.

Security deposits paid by the Company in the amount of US\$2,190,000 were retained by the lessor and may be applied in the lessor’s determination as financial accommodation to potential future aircraft lease transactions between the Company and the lessor entered into prior to April 3, 2020 subject to certain conditions.

SmartLynx Lease Agreements

During the nine month period ended September 30, 2019, the Company executed definitive aircraft lease agreements with SmartLynx with respect to two Airbus A320 aircraft (the “SmartLynx Lease Agreements”) and paid security deposits pursuant thereto in the amount of \$506,329 (US\$380,000).

Subsequent to the nine month period ended September 30, 2019, SmartLynx terminated the SmartLynx Lease Agreements. Security deposits paid to SmartLynx in the amount of US\$380,000 were not returned to the Company.

Aircraft Purchase

On December 11, 2014, the Company signed a purchase agreement with Boeing to acquire up to twenty-one Boeing 737 MAX aircraft for delivery commencing in 2023 (the “Boeing Agreement”). The Boeing Agreement included five initial orders, purchase rights for an additional sixteen 737 MAX and some conversion rights to the 737-8 MAX aircraft. The Company has communicated to Boeing that the Boeing Agreement is terminated.

During the nine month period ended September 30, 2018, the Company recorded an impairment loss with respect to security deposits held by Boeing in the amount of \$97,087 (US\$75,000) as a result of terminating the Boeing Agreement.

OFF BALANCE SHEET ARRANGEMENTS

The Company has not entered into any off balance sheet financing arrangements.

INTERNAL CONTROLS OVER FINANCIAL REPORTING

As permitted, the Chief Executive Officer and Chief Financial Officer of the Company will file a Venture Issuer Basic Certificate with respect to the financial information contained in the condensed interim consolidated financial statements and corresponding accompanying Management’s Discussion and Analysis. In contrast to the certificates under National Instrument 52-109 (Certification of Disclosure in an Issuer’s Annual and Interim Filings), the Venture Issuer Basic Certification does not include representations relating to the establishment and maintenance of disclosure controls and procedures and internal control over financial reporting as defined by National Instrument 52-109.

SUBSEQUENT EVENTS

The following events occurred subsequent to the nine month period ended September 30, 2019:

- SmartLynx and InHarv exercised their rights to terminate their investment commitments as a result of the Company being unable to satisfy the financing condition to secure \$40,000,000 in additional financing.
- SmartLynx terminated the SmartLynx Lease Agreements.
- The Company cancelled 225,000 unvested stock options and 3,280,000 unvested RSUs.
- The Company sold 500,000 common shares of Voleo for cash proceeds in the amount of \$19,780.

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ADDITIONAL INFORMATION

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

APPROVAL

The Board of Directors of the Company has approved the disclosures contained in this MD&A.