



Nano One Materials Corp.
Management's Discussion & Analysis
For the three months ended
March 31, 2020

MANAGEMENT'S DISCUSSION & ANALYSIS

The following Management's Discussion & Analysis ("MD&A") of Nano One Materials Corp. ("Nano One" or the "Company") for the three months ended March 31, 2020, should be read in conjunction with the Company's condensed interim financial statements for the three months ended March 31, 2020, and the annual audited financial statements for the year ended December 31, 2019. The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). All monetary amounts in this MD&A are expressed in Canadian dollars, unless otherwise indicated.

The information contained herein is presented as at **May 27, 2020** (the "MD&A Date"), unless otherwise indicated.

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

Additional information relevant to the Company's activities can be found on SEDAR at www.sedar.com and on the Company's website at www.nanoone.ca.

FORWARD-LOOKING STATEMENTS

Certain statements contained in this MD&A may constitute "forward-looking statements". Such term is defined in applicable securities laws. The forward-looking information includes, without limitation, the success of research and development activities and other similar statements concerning anticipated future events, conditions or results that are not historical facts. These statements reflect management's current estimates, beliefs, intentions and expectations; they are not guarantees of future performance. The Company cautions that all forward-looking information is inherently uncertain, and that actual performance may be affected by a number of material factors, many of which are beyond the Company's control. Such factors include, among others, risks relating to research and development; the Company's intellectual property applications being approved, the Company's ability to protect its proprietary rights from unauthorized use or disclosure, the ability of the Company to obtain additional financing and secure government assistance; the Company's limited operating history; the need to comply with environmental and governmental regulations; fluctuations in currency exchange rates; operating hazards and risks; competition; and other risks and uncertainties. Although the Company has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. Accordingly, actual future events, conditions and results may differ materially from the estimates, beliefs, intentions and expectations expressed or implied in the forward-looking information. All statements are made as of the MD&A Date and, except as required by law, the Company is under no obligation to update or alter any forward-looking information.

COMPANY OVERVIEW

The Company was incorporated under the laws of the Province of Alberta on November 5, 1987 and continued under the laws of the Province of British Columbia on September 8, 2004. The Company's head office is located at Unit 101B, 8575 Government Street, Burnaby, BC, V3N 4V1, Canada. Its records office is located at Suite 2900 – 550 Burrard Street, Vancouver, BC V6C 0A3, Canada. The Company's common shares trade on the TSX Venture Exchange under the symbol "NNO.V".

The Company has developed a patented technology platform to improve the production and performance of cathode powders used in lithium-ion batteries. As of the date of these financial statements, the Company holds sixteen (16) patents, with several others pending. The technology allows for the production of a wide range of lithium-based composite powders for different battery applications including electric vehicles, e-buses, power tools, renewable energy storage and consumer electronics, as well as next generation solid state batteries. The Company has built a demonstration pilot plant and is partnering with global leaders in the lithium-ion battery supply chain to improve the cost and durability of lithium-ion batteries, and to imbed its technologies for the manufacturing of materials used in electric vehicle, energy storage, and consumer electronic batteries.

OVERALL PERFORMANCE

During the three months ended March 31, 2020, the Company generated a net increase in cash and cash equivalents of approximately \$9,569,000. The net increase in cash and cash equivalents was primarily provided by the following sources:

- Closing of a private placement for gross proceeds of \$10,999,750 (discussed below);
- Exercise of stock options for total proceeds of \$497,375;
- Government assistance from Sustainable Development Technology Canada (“SDTC”) of \$250,000;
- Redemption of a short-term investment of \$199,851;
- Collection of \$139,738 from a Global OEM (Original Equipment Manufacturer) (the “OEM Partner”) partner for cost recoveries (receivable as at December 31, 2019); and
- Receipt of other government assistance of \$65,433.

On May 6, 2020, the Company announced that the Ministry of Energy, Mines and Petroleum Resources of the Province of British Columbia will also be contributing \$3,033,000 (not yet received) to the Company’s SDTC Program #2. The funds are non-repayable.

Additionally, the Company incurred a loss and comprehensive loss during the three months ended March 31, 2020 of approximately \$1,063,000 (a decrease of approximately \$336,000 from the comparative period). This includes approximately \$56,000 in research recoveries. Before government assistance amounts received or amortized which approximated \$602,000, the Company incurred approximately \$508,000 in research expenses before including non-cash depreciation on property and equipment of approximately \$38,000.

As at March 31, 2020, the Company had working capital of approximately \$10,895,000. See “Liquidity and Capital Resources” below for further details.

Government Assistance

The Company receives Government assistance grants through various funding programs from the Government of Canada. For the three months ended March 31, 2020 and March 31, 2019, the following amounts were recognized as an offset within research expenses:

	March 31, 2020	March 31, 2019
	\$	\$
Cash received:		
Industrial Research Assistance Program (NRC-IRAP)	62,733	20,222
Other Grants	2,700	15,000
Sustainable Development Technology Canada (SDTC)	250,000	-
	315,433	35,222
Non-cash amortization of deferred government assistance:		
(1) Sustainable Development Technology Canada (SDTC)	286,939	-
	602,372	35,222

- (1) The SDTC non-cash amortization recognized during the three months ended March 31, 2020, represents pro rata amortization of the deferred government assistance amount based on the expenditures incurred by the Company on SDTC Program #2 for the period.

Government Assistance (continued)

The cumulative amounts received from Government assistance programs with the Government of Canada for all periods are as follows:

	March 31, 2020	December 31, 2019
	\$	\$
Industrial Research Assistance Program (NRC-IRAP)	675,414	612,681
Sustainable Development Technology Canada (SDTC)	3,305,111	3,055,111
Automotive Supplier's Innovation Program (ASIP)	1,733,506	1,733,506
Other Grants	80,059	77,359
Scientific Research & Experimental Development (SR&ED)	98,661	98,661
	5,892,751	5,577,318

As at the MD&A Date, the Company has two active Government assistance programs as listed below:

Sustainable Development Technology Canada ("SDTC"):

SDTC Program #2:

Effective July 1, 2019, the Company executed a contribution agreement with SDTC for a non-repayable grant of up to \$5,000,000 in respect of the Company's "Scaling Advanced Battery Materials" project. During the three months ended March 31, 2020, the Company received an additional one-time non-repayable grant of \$250,000 from SDTC in the form of an additional Milestone 1 payment in relation to COVID-19 pandemic relief, thereby increasing the SDTC Program #2 contribution from SDTC to \$5,250,000 (collectively, the "grant").

On May 6, 2020, the Company announced that the the Ministry of Energy, Mines and Petroleum Resources of the Province of British Columbia will also be contributing \$3,033,000 to the Company's SDTC Program #2.

The funds from SDTC are payable to the Company in five instalments including the release of a final 10% hold-back of \$500,000 to the Company upon satisfactory review and approval of the project by SDTC. The instalments from SDTC are to be paid to the Company at the beginning of each of the four (4) project phases ("Milestones") to June 30, 2024. Each instalment payment is subject to the Company meeting the specific project Milestones and having available cash resources to match each instalment from SDTC.

A reconciliation of the budgeted expenditures on the SDTC Program #2 is as follows:

	\$
SDTC Program #2 project budget	13,445,536
Budgeted in-kind contributions	(1,506,162)
Budgeted cash expenditures required by the Company, gross	11,939,374
Original SDTC Funding (received)	(5,000,000)
Additional SDTC Funding (received)	(250,000)
Additional Province of British Columbia Funding (not yet received)	(3,033,000)
Budgeted cash expenditures required by the Company, net	3,656,374

During the year ended December 31, 2019, the Company received the instalment for Milestone 1 from SDTC in the amount of \$973,814. Accordingly, the Company expects to incur the budgeted expenditures in connection with the Milestone 1 within the current fiscal year. The Company's remaining commitment on Milestone 1 as at March 31, 2020, is as follows:

	March 31, 2020
	\$
Budgeted expenditures for Milestone 1	2,909,656
Budgeted in-kind expenditures (to be incurred by other partners)	(226,791)
Accumulated expenditures incurred by the Company	(1,609,973)
Remaining expenditures to be incurred on Milestone 1	1,072,892

As at December 31, 2019, the Company had incurred accumulated expenditures of \$819,452. Accordingly, \$790,521 was incurred by the Company during the three months ended March 31, 2020.

National Research Council of Canada's Industrial Research Assistance Program ("NRC-IRAP"):

NRC-IRAP Program #5:

Effective August 1, 2018, the Company executed an agreement with NRC-IRAP which provides the Company with a non-repayable contribution of up to \$349,000 (the "grant") for the development of coatings for high durability lithium ion battery cathodes. Under the terms of the agreement, NRC-IRAP will reimburse the Company for 80% of salaries paid to Company employees involved in this project.

During the three months ended March 31, 2020, the Company received a total of \$62,733 in connection with this grant.

Joint Development Agreements

Saint-Gobain:

On November 15, 2018, the Company entered into a Joint Development Agreement with Saint-Gobain a multinational corporation that produces a wide variety of construction and high-performance materials for applications in automotive, aerospace, health and energy. The goal of the collaboration is to enhance high temperature processing of Nano One's lithium-ion battery materials. This agreement formalizes innovative efforts that began in 2018 and the two companies continue to work in collaboration, under the joint development agreement, to enhance the thermal processing and performance of their respective materials. Saint-Gobain is also one of the Company's partners in connection with SDTC Program #2.

Pulead:

On January 21, 2019, the Company entered into a Joint Development Agreement with Pulead Technology Industry (Pulead). The objective of the collaboration with Pulead is to develop, evaluate and optimize scaled-up production of Pulead's lithium iron phosphate (LFP) cathode materials using the Company's technology, for use in lithium-ion batteries. Licensing and commercialization opportunities will also be explored as part of the collaboration. Pulead is also one of the Company's partners in connection with SDTC Program #2.

TECHNOLOGY AND INTELLECTUAL PROPERTY

Nano One's technology simplifies the assembly of complex formulations of inorganic ceramic powders and is suited to growth markets where the commercialization of advanced materials is inhibited by costly and entrenched industrial fabrication methods.

Nano One's innovative processing technology can be used to produce materials used in a wide range of markets. Nano One's first addressable market is cathode materials for lithium-ion rechargeable batteries for electric vehicles (EV) and energy storage systems (ESS) where its advantageous technology can bring sustainable differentiation and value in terms of cost reduction and/or performance enhancements to early adopters. There is growing demand in the lithium-ion battery market for more cost effective and higher performance energy storage solutions. Nano One is well positioned to address these needs with its patented and patent-pending technology and anticipates growth potential for the technology in many other materials markets beyond energy storage, including dental, catalysts, specialty ceramics, pharmaceutical, semiconductors, agriculture, aerospace and communications.

Nano One has developed a new process of producing high-performance cathode materials, which uses standard equipment and simple methods that are known to scale in a wide range of industrial applications. This new process can produce higher performance composite materials while using lower cost feedstock and simpler processing. Nano One's patented and patent-pending technology is a flexible manufacturing platform that enables lithium carbonate (or hydroxide) to be used as feedstock alongside other raw materials comprising metals such as nickel, manganese, cobalt, iron, phosphate and aluminum. It is a water-based process operating at mild pH and temperature that forms the energy storing cathode materials used in lithium-ion batteries. The process can be configured to produce a range of different nanostructured materials and has the flexibility to shift with emerging and future battery market trends and a diverse range of other growth opportunities.

The process consists of three stages, and the major innovations lie in the first stage where a special mode of combining reactants controls crystal nucleation and growth of particles. Nucleation is the self-assembly of molecules into an organized structure. The desired nano-scale or superfine structure is formed in the first stage of the production cycle and eliminates many steps common to the incumbent industrial processes.

TECHNOLOGY AND INTELLECTUAL PROPERTY (continued)

The desired crystal structure and morphology of the materials are formed readily in the final thermal processing steps, eliminating the need for long and repeated firings. The process produces materials with stable phase composition (crystal structure) and high porosity, but which is configurable to meet a variety of energy density requirements.

Nano-crystalline structures are formed early in the process and before calcination (i.e. heating to high temperature) which simplifies processing and is advantageous for material performance, process throughput, and scale-up. Characterization of the materials by electron microscope and x-ray provides evidence of the size, the composition and the kind of crystal structure, needed to withstand through thousands of charge cycles. Typically, synthesis of nanomaterials at the bench scale is performed in small quantities anywhere from milligrams to grams of material. Subsequent scale-up from these small quantities often leads to detrimental changes in thermodynamics (heat, temperature, energy, work) and reaction kinetics (reaction rates and chemical change). Consequently, the Company has designed, constructed and commissioned a bench scale and pilot scale reactors that emulate the thermodynamic and reaction kinetics expected in full-scale production of cathode materials.

Electric Vehicle Industry and Nano One's Research

The electric vehicle industry is being driven partly by demands for longer range vehicles which require higher energy density lithium-ion batteries that are safe, reliable and cost-effective. These factors have increased the demand for cathode materials composed of higher nickel and lower cobalt content.

Nickel-rich cathode materials include nickel cobalt aluminate (NCA) and nickel-manganese cobalt oxide (NMC-532, 622 and 811 [Nb.: "NMC-XYZ," where X, Y, and Z refers to ratios of nickel, manganese, and cobalt, respectively]). These materials are expected to play an increasingly dominant role in the lithium-ion batteries used by major electric vehicle manufacturers.

Current industrial methods require higher cost lithium hydroxide as feedstock for these nickel-rich cathode materials. The flexibility of the Company's process enables the use of lithium feedstock in the form of either carbonate or hydroxide for the production of high-performance cathode materials which could reduce constraints on the supply of battery grade lithium by enabling new sources.

To date, the Company has demonstrated the synthesis of high energy cathode material for electrical vehicles with energy densities on par with industry standards. This demonstration underlines the opportunity of Nano One's technology to enable a wider range of lithium sources for the rapidly growing electric vehicle market and supplements the Company's other opportunities in the space including improved cathode material durability, power, energy, and processing cost.

The Company successfully piloted NMC622 with 60% nickel content. These pilot tests were conducted at approximately 100 times normal lab scale, and the results provide added confidence that these nickel-rich materials can be manufactured at commercial scale.

The Company also began efforts on NMC811 with 80% nickel content, which provides relatively high energy density and has applications in longer range electric vehicles. However, NMC811 has well known instabilities that can lead to costly issues with safety, longevity and handling. The Company is developing an NMC811 material with proprietary coatings and additives to address the inherent shortcomings of NMC811.

The Company has successfully synthesized LNMO (Lithium Nickel Manganese Oxide), also referred to as "High Voltage Spinel", in the pilot plant and has filed a patent application in respect to the process that coats the LNMO with a protective material to improve its stability at higher temperatures and its interface with solid-state electrolytes for the next generation of lithium-ion batteries. This material has been evaluated successfully by a number of strategic interests.

The Company has also developed a low-cost process for the production of high-performance Lithium Iron Phosphate (LFP). This process uses lower cost sources of lithium, iron and phosphate than incumbent processes and has been successfully piloted. The process also generates LFP that is already carbon coated thereby eliminating additional process steps. Further, the process generates material with small particle size which is desirable and with an initial energy capacity in excess of 160mAhg^{-1} which is equivalent to or better than the highest performing LFP material available.

TECHNOLOGY AND INTELLECTUAL PROPERTY (continued)

LFP is the safest and lowest cost cathode material for lithium-ion batteries because it is highly durable and does not contain supply constrained cobalt or nickel. Cost reductions could significantly increase the demand for LFP as it becomes a cathode of choice for ESS (energy storage systems), as it replaces lead-acid batteries and as it expands its foothold in the electrification of transportation. The global demand for LFP is projected to grow from 100,000 metric tonnes in 2017 to over 200,000 tonnes in 2025.

The Company continues to develop coating and doping (chemical additives) technologies for NMC and LNMO materials with the objective of improving both the durability and stability of these materials for use in solid state batteries and other advanced lithium-ion batteries. The Company's process is suitable for component gradients within crystals and surface coatings without the need for additional process steps.

The Company has also completed preliminary engineering plans for a modular 3,300 tonnes/year NMC cathode production unit that could supply materials for roughly 24,000 60kWh electric vehicle batteries.

The Proprietary Protection

The Company believes that monetization of its technology is best pursued by protecting its proprietary position with patents and by pursuing a licensing strategy. This is seen as a capably efficient means to leverage the supply chain, manufacturing, distribution and legal strengths of multinational materials producers, while allowing the Company and its collaborators to focus on core strengths in technology development.

As at the MD&A Date, the Company has been issued (16) sixteen patents. The Company also has related patent applications pending throughout the world. As at the MD&A Date, the following patents have been issued to the Company:

Patent Family	Short Description	Title
US 9,136,534 CA 2,906,009	Method of forming a powder by generation of a complexecelle	Complexometric Precursor Formulation For Industrial Production Of High Performance Fine And Ultrafine Powders And Nanopowders For Specialized Applications
US 9,159,999 US 10,446,835 CA 2,905,984	Method of forming a powder by formation of a surface interface	Complexometric Precursor Formulation Methodology For Industrial Production Of Fine and Ultrafine Powders and NanoPowders of Layered Lithium Mixed Oxides for Battery Applications
US 9,698,419 TW I517487 US 10,283,763 CN 105594023 JP 6271599 KR 10-1839000	Battery having a defined discharge capacity, defined porosity, low sodium content and low sulfur content.	Complexometric Precursor Formulation Methodology for Industrial Production of Fine and Ultrafine Powders and Nanopowders of Layered Lithium Mixed Oxides for Battery Production
CA 2905525	Reactor	Reactor Vessel for Complexecelle Formation
US 10,374,232 KR 10-1854708	NMC prepared by the Nano One Process	Complexometric Precursor Formulation Methodology for Industrial Production of Fine and Ultrafine Powders and Nanopowders for Lithium Metal Oxides for Battery Applications
TW I672852	Calcined powder comprising a surface stabilized with MnPO ₄ . Method of forming the powder and battery comprising the powder.	Phosphate Stabilized Lithium Ion Battery Cathode
US 10,189,719	Process for the formation of lithium metal oxide including recycling of raw materials	Improved Process for the Manufacture of Lithium Metal Oxide Cathode Materials

The Company continues to file patents relating to its portfolio of intellectual property and will update the list of issued patents from time to time but will no longer be reporting the filing of patent applications unless otherwise disclosed to the public.

TECHNOLOGY AND INTELLECTUAL PROPERTY (continued)

The intellectual property was developed and is wholly-owned by the Company. The Company has filed other patent applications and may file additional patents at a later date to further strengthen its intellectual property and technology going forward, although no assurances can be given that it will be successful in such endeavours. The Company seeks to limit disclosure of its intellectual property by requiring employees, consultants and partners with access to the technology to execute confidentiality agreements and non-competition agreements and by restricting access to intellectual property and technology.

Despite the Company's efforts to protect its intellectual property and technology, unauthorized parties may attempt to copy aspects of its technology or to obtain and use information that the Company regards as proprietary. The laws of many countries do not protect proprietary rights to the same extent as the laws of the United States or Canada. Litigation may be necessary in the future to enforce the Company's intellectual property rights, to protect the Company's trade secrets, to determine the validity and scope of the proprietary rights of others or to defend against claims of infringement. Any such litigation could result in substantial costs and diversion of resources and could have a material adverse effect on the Company's business, operating results and financial condition. There can be no assurance that the Company's means of protecting its proprietary rights will be adequate or that competitors will not independently develop similar services or products. Any failure by the Company to adequately protect its intellectual property could have a material adverse effect on its business, operating results and financial condition.

FUTURE PLANS

The Company will continue to develop, optimize and demonstrate the benefits of producing various cathode materials using its processing technology, for use in lithium-ion batteries including the development of lithium iron phosphate (LFP), lithium nickel manganese cobaltate (NMC) and high voltage cobalt free cathode materials (HVS or LMNO).

The Company will continue to collaborate with NORAM on the engineering design and specifications of full scale commercial production facilities. The Company will continue to develop and optimize its process and its advanced materials for third party evaluation with commercial interests. The Company continues to ramp up its internal testing requirements with test cell assembly and electrochemical characterization.

The Company has collaborated with Simon Fraser University to advance the understanding of the physical and chemical characteristics of lithium-ion batteries as they charge and discharge. The two-year collaboration with SFU will be supervised by Associate Professor Dr. Byron Gates and Dr. Stephen Campbell, The Company's Chief Technology Officer, with financial support from the Mitacs Elevate Postdoctoral Fellowship Program.

The Company intends to continue its joint development agreements with Saint-Gobain to develop improved thermal processing and with Pulead to develop a next generation commercial scale LFP production plant. As the lithium-ion battery market evolves, the Company believes its key opportunities lie in (i) manufacturing of value-added and differentiable cathode materials, (ii) enabling sources of lithium and other feedstocks that others cannot use, and (iii) customizing materials for solid state, fast charging and next-generation batteries. The Company is adjusting financial models and development programs to pursue these opportunities.

SUMMARY OF QUARTERLY RESULTS

The following table shows the results for the last eight fiscal quarters:

Period Ending	Revenue \$	Loss and comprehensive loss \$	Basic and Diluted Loss Per Share \$
March 31, 2020	-	(1,062,846)	(0.01)
December 31, 2019	-	(529,851)	(0.01)
September 30, 2019	-	(732,660)	(0.01)
June 30, 2019	-	(1,119,756)	(0.02)
March 31, 2019	-	(1,398,913)	(0.02)
December 31, 2018	-	(2,396,026)	(0.01)
September 30, 2018	-	(879,075)	(0.01)
June 30, 2018	-	(647,595)	(0.01)

DISCUSSION OF OPERATIONS

For the three months ended March 31, 2020 and March 31, 2019

The following table summarizes the Company's results of operations and cash flows for the three months ended March 31, 2020 and March 31, 2019 (amounts are rounded):

	March 31, 2020 \$	March 31, 2019 \$	Change \$
Revenue	-	-	-
Loss from operating expenses	(1,070,000)	(1,408,000)	338,000
Loss and comprehensive loss	(1,063,000)	(1,399,000)	336,000
Cash used in operating activities	(1,513,000)	(683,000)	(830,000)
Cash provided by (used in) investing activities	171,000	(11,000)	182,000
Cash provided by financing activities	10,911,000	204,000	10,707,000

The significant components and/or significant fluctuations of loss from operating expenses and loss and comprehensive for the three months ended March 31, 2020 and March 31, 2019 were as follows (amounts are rounded):

	March 31, 2020 \$	March 31, 2019 \$	Increase (decrease) \$
Consulting fees	96,000	28,000	68,000
Investor relations and shareholder information	233,000	120,000	113,000
Management fees	367,000	15,000	352,000
Professional fees	94,000	48,000	46,000
Research (recoveries) expenses, net	(56,000)	634,000	(690,000)

Explanations for the changes illustrated in the table above are as follows:

- **Consulting fees:** increased by approximately \$68,000 as the Company engaged a capital advisory services firm to assist in the general evaluation of strategic opportunities.
- **Investor relations and shareholder information:** increased by approximately \$113,000 primarily due to a payment made to a firm that assists the Company with investor relations and equity financing activities. Additionally, the Company continues to maintain its marketing efforts which increased during the year ended December 31, 2019, by working with various investor relations consultants and firms in bringing awareness to the Company's research activities and corporate milestones recently achieved.

DISCUSSION OF OPERATIONS (continued)

- **Management fees:** increased by approximately \$352,000 due to bonus rewards paid to certain key management personnel amounting to \$325,000 in aggregate. Additionally, in January 2020 the Company engaged the services of a contract CFO where monthly fees are paid to the firm in which the CFO is employed.
- **Professional fees:** increased by approximately \$46,000 as a result of increases in general corporate legal and patent-related legal services including maintenance fees and application costs.
- **Research expenses:** which are presented net of government assistance recoveries, decreased by approximately \$690,000. Details with respect to research expenses are illustrated below.

Cash flows during the three months March 31, 2020 and March 31, 2019

Cash used in operating activities increased by approximately \$830,000 during the three months ended March 31, 2020, as the net change in working capital items resulted in a greater use of cash which was partially highlighted by the Company making prepayments for future vendor services and placing deposits for items of equipment. Additionally, the Company incurred increased cash-based expenditures within the components of loss and comprehensive loss during the period. Also captured within operating activities is cash received from government assistance programs of \$315,433 during the period.

Cash provided by investing activities of approximately \$182,000 during the three months ended March 31, 2020 was primarily attributable to the redemption of a non-redeemable GIC (short-term investment) of approximately \$200,000 which was partially offset by purchases of lab equipment and expenditures on the pilot plant (within property and equipment) of approximately \$34,000 in aggregate.

Cash provided by financing activities of approximately \$10,707,000 was highlighted by the closing of a private placement in February 2020 (discussed below) which generated gross proceeds of \$10,999,750, and the exercise of stock options during the three months ended March 31, 2020 which generated proceeds of \$497,375. The gross proceeds from the private placement were partially offset by cash share issue costs for finders' fees and legal and regulatory services of \$676,289 in aggregate (plus \$57,931 remaining in accounts payable and accrued liabilities as at March 31, 2020), and lease payments of approximately \$26,000 associated with its office and laboratory facilities.

Research expenses for the three months ended March 31, 2020 and March 31, 2019 were as follows:

	March 31, 2020	March 31, 2019	Change (rounded)
	\$	\$	\$
Contractors	76,582	20,705	56,000
Labour	364,383	262,746	102,000
Safety and training	9,167	20,230	(11,000)
Supplies	51,638	101,581	(50,000)
Utilities	6,507	6,913	-
	508,277	412,175	97,000
Depreciation	37,972	256,727	(219,000)
Government assistance	(602,372)	(35,222)	(567,000)
Research expenses, net	(56,123)	633,680	(689,000)

Explanations for the changes in research expenses illustrated in the table above are as follows:

- **Depreciation:** decreased by approximately \$219,000 as a result of the Company's pilot plant being fully depreciated during the year ended December 31, 2019 in accordance with an earlier estimate of its expected life of two years.
- **Labour:** increased by approximately \$102,000 as a result of additional hiring which occurred during the year ended December 31, 2019. Labour allocated to research expenses is also subject to fluctuation with respect to estimates of the portion of time spent on research activity compared to corporate activity for certain employees, and members of key management personnel. As of the MD&A Date, the Company has 29 employees of which 24 employees are either partially or fully dedicated to the Company's research activities.

DISCUSSION OF OPERATIONS (continued)

- Government assistance: increased by approximately \$567,000, the details of which are discussed within "Overall Performance" above.

LIQUIDITY AND CAPITAL RESOURCES

As at March 31, 2020, the Company had working capital of approximately \$10,895,000.

As noted in "Overall Performance" above, the Company's primary sources of liquidity during the three months ended March 31, 2020, were generated from:

- Closing of a private placement for gross proceeds of \$10,999,750;
- Exercise of stock options for total proceeds of \$497,375;
- Government assistance from SDTC of \$250,000;
- Redemption of a short-term investment of \$199,851;
- Collection of \$139,738 from the OEM Partner for cost recoveries (receivable as at December 31, 2019); and
- Receipt of other government assistance of \$65,433.

The Company manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of underlying assets. In order to maintain or adjust its capital structure, the Company may issue new common shares. The Company is not subject to any externally imposed capital requirements and does not presently utilize any quantitative measures to monitor its capital. The Company's capital structure as at March 31, 2020, is comprised of its components of shareholders' equity. There were no changes to the Company's approach to capital management during the three months ended March 31, 2020.

The Company currently has no source of revenues, though it receives proceeds from government assistance programs and certain cost recoveries from partners. In order to fund future research activities and pay for operating expenses, the Company will spend its existing working capital and raise additional funds as needed. The Company's ability to continue as a going concern on a long-term basis and realize its assets and discharge its liabilities in the normal course of business rather than through a process of forced liquidation is primarily dependent upon continued government assistance programs, financial support and/or contributions of its industry partners, the ability to raise additional financing from equity markets, and the ability to generate future profitable operations.

TRANSACTIONS BETWEEN RELATED PARTIES

Key management personnel are the persons responsible for the planning, directing and controlling the activities of the Company and includes both executive and non-executive Directors, and entities controlled by such persons. The Company considers all Directors and Officers of the Company to be key management personnel.

The following transactions were carried out with related parties:

Nature of transaction or balance	Nature of relationship	Transactions	Transactions	Balances	Balances
		3 months ended March 31, 2020	3 months ended March 31, 2019	outstanding March 31, 2020	outstanding December 31, 2019
		\$	\$	\$	\$
Legal fees (1)	Company with a common Director/Officer	39,850	12,129	-	16,883
Management fees	Company controlled by a Director (*)	367,000	15,000	11,550	5,250
Salaries and benefits / Research expenses	Officers/Directors (*)	81,250	53,621	-	-
Expense reimbursements	Officer (*)	-	-	-	2,731
		488,100	80,750	11,550	24,864

(*) Member of key management personnel.

(1) Legal fees are allocated to both professional fees and intangible assets.

SHARE CAPITAL INFORMATION

Transactions for the issue of share capital during the three months ended March 31, 2020:

- On February 21, 2020, the Company closed a non-brokered private placement of units comprising 9,565,000 units at \$1.15 per unit for gross proceeds of \$10,999,750. Each unit comprises one common share and one-half of a common share purchase warrant with each whole warrant exercisable into one common share at a price of \$1.60 each until February 21, 2023.

Cash finders' fees totalling \$557,221 and legal fees of \$61,137, were incurred in respect of the placement. Additionally, the Company issued 467,740 finders' warrants having a fair value of \$281,300.

- Between January and March 2020, the Company issued 1,985,000 common shares on the exercise of stock options at prices between \$0.25 and \$0.70 per share, for proceeds of \$497,375.

OUTSTANDING SHARE DATA

The authorized share capital of the Company consists of unlimited common shares without par value. All issued common shares are fully paid. As March 31, 2020 and as at the MD&A Date, there were 78,739,802 common shares issued and outstanding.

Stock options

As at the MD&A Date, the Company has stock options outstanding and exercisable as follows:

Options outstanding #	Options exercisable #	Exercise price \$	Expiry date
10,000	10,000	1.57	September 30, 2020
15,000	15,000	1.28	September 30, 2020
25,000	25,000	0.74	November 30, 2020
17,850	17,850	1.57	November 30, 2020
20,000	20,000	1.28	November 30, 2020
225,000	225,000	0.25	January 19, 2021
60,000	60,000	1.37	January 24, 2021
100,000	100,000	0.38	April 8, 2021
50,000	50,000	0.50	September 13, 2021
75,000	75,000	0.70	March 10, 2022
25,000	25,000	0.67	June 5, 2022
150,000	150,000	1.15	August 11, 2022
50,000	50,000	1.08	September 13, 2022
150,000	150,000	1.14	January 3, 2023
100,000	100,000	1.19	January 9, 2023
233,075	233,075	1.57	July 12, 2023
25,000	25,000	1.08	September 10, 2023
2,410,000	2,410,000	1.28	November 12, 2023
100,000	100,000	1.35	March 21, 2024
3,840,925	3,840,925		

The following table summarizes information about the stock options outstanding at March 31, 2020:

Exercise prices \$	Options #	Weighted average remaining life (years)	Weighted average exercise price \$
0.25 - 0.74	500,000	1.15	0.41
1.08 - 1.28	2,920,000	3.46	1.26
1.35 - 1.57	420,925	3.10	1.49
	3,840,925	3.12	1.17

Warrants

As at the MD&A Date, the Company has warrants outstanding and exercisable as follows:

Warrants #	Weighted average exercise price \$	Expiry Date	Weighted average remaining life (years)
676,500	1.60	October 23, 2020	0.56
5,250,240	1.60	February 21, 2023	2.90
5,926,740	1.60		2.63

FINANCIAL INSTRUMENTS

Financial instruments - fair value

Financial instruments measured at fair value are classified into one of three levels in the fair value hierarchy according to the relative reliability of the inputs used to estimate the fair values. The three levels of the fair value hierarchy are:

- Level 1 - Unadjusted quoted prices in active markets for identical assets or liabilities;
- Level 2 - Inputs other than quoted prices that are observable for the assets or liability either directly or indirectly; and
- Level 3 - Inputs that are not based on observable market data.

Classification of financial instruments

Financial assets:	Classification:	Subsequent measurement:
Cash and cash equivalents	FVTPL	Fair value
Short-term investment	Amortized cost	Amortized cost
Receivables	Amortized cost	Amortized cost
Deposits	Amortized cost	Amortized cost

Financial liabilities:	Classification:	Subsequent measurement:
Accounts payable and accrued liabilities	Amortized cost	Amortized cost
Accounts payable to related parties	Amortized cost	Amortized cost
Lease liabilities	Amortized cost	Amortized cost

The Company's financial instruments with the exception of cash and cash equivalents approximate their fair values. Cash and cash equivalents under the fair value hierarchy is based on Level 1 quoted prices in active markets for identical assets or liabilities. The carrying value of lease liabilities approximates its fair value due to being discounted with a rate of interest that approximates market rates.

The Company's financial instruments can be exposed to certain financial risks including liquidity risk, credit risk, interest rate risk, price risk, and currency risk. Details of these risks and related assessments are included in the Company's unaudited interim financial statements for the three months ended March 31, 2020, within Note 11.

CHANGES IN ACCOUNTING POLICIES INCLUDING INITIAL ADOPTION

During the three months ended March 31, 2020, there were no changes to the Company's significant accounting policies, nor any new accounting policies adopted.

CRITICAL ACCOUNTING ESTIMATES

The preparation of financial statements in conformity with IFRS requires management to make estimates, judgments and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of income and expenses during each reporting period. Estimates and assumptions are continuously evaluated and are based on management's experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. However, actual outcomes can differ from these estimates.

The information about significant areas of estimation uncertainty and judgment considered by management in preparing the financial statements are described in Note 2 of the Company's audited financial statements for the year ended December 31, 2019.

OFF-BALANCE SHEET ARRANGEMENTS

Nano One does not utilize off-balance-sheet arrangements.

PROPOSED TRANSACTIONS

There are no proposed transactions as the MD&A Date.

RISKS AND UNCERTAINTIES

Risk is inherent in all business activities and cannot be entirely eliminated. The risks and uncertainties described in this MD&A are considered by management to be the most important in the context of the Company's business as of the MD&A Date. Those risks and uncertainties are not inclusive of all the risks and uncertainties the Company may be subject to, and other risks may apply.

Global Pandemic (COVID-19)

In March 2020, the World Health Organization declared coronavirus COVID-19 a global pandemic. This contagious disease outbreak, which has continued to spread, and any related adverse public health developments, has adversely affected workforces, economies, and financial markets globally, potentially leading to an economic downturn. It is not possible for the Company to predict the duration or magnitude of the adverse results of the outbreak and its effects on the Company's business or results of operations or on the Company's industry partners who provide in-kind and/or financial contributions to the Company's government programs. There are travel restrictions and health and safety concerns that may delay the Company's research activities. Operations depend on safeguarding all personnel during the outbreak, which may be prohibitive in certain aspects. Nonetheless, the Company has implemented prevention measures at its office and laboratory facilities including the facilitation of remote work programs. Unfortunately, the research nature of the Company's activities do not qualify it for certain Government wage and loan subsidies. However, during the three months ended March 31, 2020, the Company received an additional \$250,000 from Sustainable Development Technology Canada in relation to COVID-19 pandemic relief.

Intellectual Property Protection

The Company cannot provide any assurance that any intellectual property applications will be approved. Even if they are approved, such patents, trademarks or other intellectual property registrations may be successfully challenged by others or invalidated. The success of the Company and its ability to compete are substantially dependent on its internally developed technologies and processes which the Company will need to protect through a combination of patent, copyright, trade secret and trademark law.

The trademark, copyright and trade secret positions of the Company's business are uncertain and involve complex and evolving legal and factual questions. In addition, there can be no assurance that competitors will not seek to apply for and obtain trademarks and trade names that will prevent, limit or interfere with the Company's processes. Litigation or regulatory proceedings, which could result in substantial cost and uncertainty to the Company, may also be necessary to enforce the intellectual property rights of the Company or to determine the scope and validity of other parties' proprietary rights. There can be no assurance that the Company will have the financial resources to defend its patents, trademarks and copyrights from infringement or claims of invalidity.

The patent positions of emerging companies can be highly uncertain and involve complex legal and factual questions. Thus, there can be no assurance that any patent applications made by or on behalf of the Company will result in the issuance of patents, that the Company will develop additional proprietary products that are patentable, that any patents issued or licensed to the Company will provide the Company with any competitive advantages or will not be challenged by any third parties, that the patents of others will not impede the ability of the Company to do business or that third parties will not be able to circumvent the patents assigned or licensed to the Company. Furthermore, there can be no assurance that others will not independently develop similar products, duplicate any of the Company's products or, if patents are issued and licensed to the Company, design around the patented product developed for the benefit of the Company.

Since patent applications are maintained in secrecy for a period of time after filing, and since publication of discoveries in the scientific or patent literature often lags behind actual discoveries, the Company cannot be certain that the inventors of the patents were the first creators of inventions covered by pending applications, or that it was the first to file patent applications for such inventions. There can be no assurance that the Company's patents, if issued, would be valid or enforceable by a court or that a competitor's technology or product would be found to infringe such patents.

The Company is not currently aware of any claims asserted by third parties that the Company's intellectual property infringes on their intellectual property. However, in the future, a third party may assert a claim that the Company infringes on their intellectual property. If the Company is forced to defend against these claims, which may be with or without any merit or whether they are resolved in favour or against the Company, the Company may face costly litigation and diversion of management's attention and resources. As a result of such a dispute, the Company may have to develop costly non-infringement technology or enter into license agreements which may not be available at favourable terms.

RISKS AND UNCERTAINTIES (continued)

Performance and Scalability

To be successful, Nano One will have to successfully scale its internally developed technology while maintaining high product quality and reliability. If Nano One cannot maintain high product quality on a large scale, the Company will be adversely affected. Nano One may encounter difficulties in scaling up cathode materials that are typically required to prototype full size battery cells. Even if Nano One is successful in developing its technologies, Nano One does not know whether the Company will do so in time to satisfy the requirements of the electric vehicle industry. The current facility is a pilot plant and lab with limited production capacity.

Any interruption in operations at the current facility could result in the inability to successfully execute the business plan. A number of factors could cause interruptions, including, but not limited to, equipment malfunctions or failures, work stoppages or slow-downs, damage to or destruction of the facility or regional power shortages. The success of the Company and its ability to compete are substantially dependent on its internally developed technologies.

Management of Growth

The Company could experience growth that could put a significant strain on each of the Company's managerial, operational and financial resources. The Company must implement and constantly improve its operational and financial systems and expand, train and manage its employee base to manage growth. In addition, the Company expects that its operational and management systems will face increased strain as a result of the expansion of the Company's technologies. The Company might not be able to effectively manage the expansion of its operations and systems, and its procedures and controls might not be adequate to support its operations. In addition, management might not be able to make and execute decisions rapidly enough to exploit market opportunities for the expansion of the Company's technologies. If the Company is unable to manage its growth effectively, its business, results of operations and financial condition will suffer. Failure to effectively manage growth could also result in difficulty in launching new processing technology or enhancing existing processing technology, declines in quality or end-user satisfaction, increases in costs or other operational difficulties, and any of these difficulties could have a material adverse effect on its business, prospects, financial condition, results of operations and cash flows.

Execution of Business Plan

The execution of the Company's business plan poses many challenges and is based on a number of assumptions. The Company may not be able to successfully execute its business plan. If the Company experiences significant cost overruns on its programs, or if its business plan is more costly than it anticipates, certain research and development activities may be delayed or eliminated, resulting in changes or delays to its commercialization plans, or the Company may be compelled to secure additional funding (which may or may not be available) to execute its business plan. The Company cannot predict with certainty its future revenues or results from its operations. If the assumptions on which its revenues or expenditures forecasts are based change, the benefits of the Company's business plan may change as well. In addition, the Company may consider expanding its business beyond what is currently contemplated in its business plan. Depending on the financing requirements of a potential acquisition or new product opportunity, the Company may be required to raise additional capital through the issuance of equity or debt. If the Company is unable to raise additional capital on acceptable terms, it may be unable to pursue a potential acquisition or new product opportunity.

Competition

Despite efforts by the Company to protect its proprietary rights on which the Company's business is dependent, competitive products may be developed in the future. Competition could adversely affect the Company's ability to acquire market share.

Access to Proprietary Information

The Company generally controls access to and distribution of its technologies, documentation and other proprietary information. Despite efforts by the Company to protect its proprietary rights from unauthorized use or disclosure, parties may attempt to disclose, obtain or use its solutions or technologies. There can be no assurance that the steps the Company has taken or will be taking will prevent misappropriation of its solutions or technologies, particularly in foreign countries where laws or law enforcement practices may not protect proprietary rights as fully as in Canada or the United States.

RISKS AND UNCERTAINTIES (continued)

Information Technology Interruptions or Breaches

The Company's business operations are managed through a variety of information technology systems. These systems govern all aspects of its operations. While the Company has implemented a number of measures to keep its technology systems fully operational and to mitigate the risks associated with a failure of its systems, the Company's systems are subject to damage or interruption from power outages, computer and telecommunications failures, computer viruses, cyber-attacks, security breaches, catastrophic events such as fires, floods, earthquakes, tornadoes, hurricanes, acts of war or terrorism, and usage errors by its employees. If the Company's information technology systems are damaged or cease to function properly, the Company may have to make a significant investment to fix or replace them and the Company may suffer loss of critical data and interruptions or delays in its operations in the interim. Any material interruption in its information technology systems could have a material adverse effect on the Company's business, prospects, financial condition, results of operations and cash flows.

INTERNAL CONTROLS OVER FINANCIAL REPORTING

Management has designed internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The design of the Company's internal control over financial reporting was assessed as of the MD&A Date.

Based on this assessment, it was determined that certain weaknesses existed in internal controls over financial reporting. As indicative of many small companies, the lack of segregation of duties and effective risk assessment were identified as areas where weaknesses existed. The existence of these weaknesses is to be compensated for by senior management monitoring, which exists. Management will continue to monitor very closely all financial activities of the Company and increase the level of supervision in key areas. It is important to note that this issue would also require the Company to hire additional staff in order to provide greater segregation of duties, which is not a cost-effective course of action at this time. Accordingly, management has chosen to disclose the potential risk in its filings and proceed with increased staffing only when the budgets and workload will enable the action. The Company has attempted to mitigate these weaknesses, through a combination of extensive and detailed review by management of the financial statements, the integrity and reputation of senior accounting personnel, and candid discussion of those risks with the audit committee.

MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL STATEMENTS

Information provided in this report, including the financial statements, is the responsibility of management. In the preparation of the financial statements, estimates are sometimes necessary to make a determination of future value for certain assets or liabilities. Management believes such estimates have been based on careful judgments and have been properly reflected in the accompanying financial statements. Management maintains a system of internal controls to provide reasonable assurances that the Company's assets are safeguarded and to facilitate the preparation of relevant and timely information.

APPROVAL

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