

# TRUE NORTH GEMS

## MANAGEMENT DISCUSSION AND ANALYSIS

FOR THE YEAR ENDED  
December 31, 2013

Management's discussion and analysis ("MD&A") provides a review of the performance of True North Gems Inc.'s ("True North" or the "Company") operations and has been prepared on the basis of available information up to April 24, 2014 and should be read in conjunction with the audited consolidated financial statements for the year ended December 31, 2013 and the related notes thereto, which have been prepared in accordance with International Financial Reporting Standards ("IFRS"). All dollar amounts referred to in this discussion and analysis are expressed in Canadian dollars except where indicated otherwise.

Some of the statements made in this MD&A are forward-looking statements that are subject to risk factors set out in the cautionary note contained herein.

True North's common shares are listed on the TSX Venture Exchange (the "TSX-V") trading symbol – TGX.

### **Caution on Forward-Looking Statements**

*The MD&A contains certain forward-looking statements concerning anticipated development in True North's operation in future periods. Forward-looking statements are frequently, but not always identified by words such as "expects", "anticipates", "believes", "intends", "estimates", "potential", "possible" and similar expressions, or statements that events, conditions or results "will", "may", "could" or "should" occur or be achieved. The forward-looking statements are set forth principally under the heading "Outlook" in the MD&A and may include statements regarding exploration results and budgets, mineral resource estimates, work programs, capital expenditures, timelines, strategic plans, market price of gemstones or other statements that are not statement of fact. Forward-looking statements are statements about the future and are inherently uncertain, and actual achievements of True North may differ materially from those reflected in forward-looking statements due to a variety of risks, uncertainties and other factors. True North's forward-looking statements are based on the beliefs, expectations and opinions of management on the date the statements are made, and True North does not assume any obligation to update forward-looking statements if circumstances or management's beliefs, expectations or opinions should change except as required by law. For the reasons set forth above, investors should not place undue reliance on forward-looking statements. Important factors that could cause actual results to differ materially from True North's expectations include uncertainties involved in disputes and litigation, fluctuations in commodity prices and currency exchange rates; uncertainties relating to interpretation of drill results and the geology, continuity and grade of deposits; uncertainty of estimates of capital and operating costs, recovery rates, production estimates and economic return; the need for cooperation of government agencies and native groups in the exploration and development of properties and the issuance of required permits; the need to obtain additional financing to develop properties and uncertainty as to the availability and terms of future financing; the possibility of delay in exploration or development programs or in construction projects and uncertainty in meeting anticipated program milestones; uncertainty as to timely availability of permits and other government approvals and other risks and uncertainties disclosed in other information released by True North from time to time and filed with the appropriate regulatory agencies.*

### **HIGHLIGHTS AND OUTLOOK**

During the year ended December 31, 2013 and to the date of this report, a number of milestones have been achieved by True North that have paved the road to mine development of the Aappaluttoq Ruby Deposit, SW Greenland:

- ❖ On March 10, 2014, the Government of Greenland awarded the Company an exclusive 30-year exploitation (mining) licence for the Aappaluttoq Ruby Deposit, SW Greenland.
- ❖ The TSX Venture Exchange approved the Option Agreement dated August 7, 2013 between the Company and LNS Greenland A/S ("LNSG") under which LNSG has been granted an option to earn a 20% interest of the issued and outstanding Class A shares of True North's subsidiary, True North Gems Greenland A/S ("TNGG"). The earn-in agreement constitutes approximately US\$23 million in infrastructure and engineering costs together with construction to operational status thereby greatly reducing the total estimated capital expenditures of US\$37 million, the majority of the Aappaluttoq estimated capital costs.
- ❖ True North raised \$2,941,964 from private placements during the year ended December 31, 2013 and

closed another equity financing in January 2014 for proceeds of \$1,500,000.

- ❖ The Company entered into a financial agreement with Greenland Venture A/S (“Greenland Venture”) whereby Greenland Venture invested DKK 4,500,000 in the Company’s wholly owned subsidiary, True North Gems Greenland A/S (“TNGG”) consisting of an equity and debt component.

The granting of the exploitation licence for the Aappaluttoq Ruby Deposit is a huge step forward, as it launches True North into a new era in its corporate history, as it evolves from exploration stage to a revenue generating entity. This transformation will enable the Company to showcase and deliver a new supply of rubies and pink sapphires to the worldwide gemstone industry.

Mine development will commence in 2014 when all the requisite operating permits are in place and the Impact and Benefit Agreement with local stakeholders has been concluded. True North is currently in discussions with various interested parties to finalize the financial obligations for the remaining portion of the budgeted capital expenditures.

## **FISKENAESSET RUBY PROJECT – GREENLAND**

On June 6, 2011, the Company filed a draft exploitation (mining) permit application for the Company’s Aappaluttoq Ruby Deposit in Greenland. The draft permit application was accompanied by a technical study, a draft socioeconomic impact assessment (SIA) and draft environmental impact assessment (EIA), all as required by the Mineral Resources Act of Greenland.

The final drafts of both the EIA and the SIA and formal translation into both Greenlandic and Danish have been completed. On June 7, 2013, the Bureau of Minerals and Petroleum (BMP) approved both versions of the SIA and EIA and they have published the documents on the Greenland Government’s public website. Management of the Company hosted a series of Information Meetings prior to the BMP’s Public Hearings in August 2013. The meetings presented information on the Company’s proposal and its opportunities in an open format that encouraged discussion and questions. These meetings were held in Fiskenaesset (August 12, 2013), Paamiut (August 14, 2013) and Nuuk (August 15, 2013). The legally required SIA and EIA Public Hearings were run by the Bureau of Minerals and Petroleum and took place in Fiskenaesset on August 26, 2013, Paamiut on August 28, 2013 and in Nuuk on August 29, 2013. The meetings were productive and all comments and written submissions were registered with the BMP before the September 12, 2013 deadline and were compiled by the Company into the ‘White Book’. The Company was invited to participate in the Impact Benefit Agreement (IBA) and Royalty negotiations regarding the Aappaluttoq Exploitation Permit. The royalty negotiations were with the government. These negotiations were the critical components of the final stages in the permitting process. The royalty negotiations were successfully concluded in early March 2014 and True North was awarded an exclusive 30-year exploitation (mining) licence for the Aappaluttoq Ruby Deposit, SW Greenland by the Government of Greenland on March 10, 2014, as highlighted above. The IBA negotiations involve the Company, the BMP, the Municipality of Sermersooq, the unions and the Employers’ Associations and discussions are currently ongoing. Additionally, negotiations regarding the terms for the Operational Permit’s under Section 19/43 and 86 are also underway. Once the final components of the requisite permits and financing are in place, mine development will commence.

## **2013 Work Program**

The Company has been projecting and planning around final approvals of both EIA and SIA, which was received on June 7, 2013 and initiation of the Public Hearings in Greenland during the summer of 2013. As such exploration on both the Qaqqatsiaq and Fiskenaesst exploration licences was minimal, and all efforts were placed on completing the various engineering studies, gaining the required technical permits and preparing for the commencement of the mine construction on the Aappaluttoq Ruby Deposit. Ground engineering, camp repairs and other activities related to

future construction at the Aappaluttoq site were successfully conducted during August and September, 2013. Regional exploration on the Qaqqatsiaq Licence focussed on known areas of mineralization in areas away from the main Ruby Island Trend. On-going scientific work will investigate the geochemical characteristics of the various deposits and use this to aid future exploration targeting within the Fiskenaasset Complex.

### **Corporate Changes**

On July 16, 2013, the Company announced that W. Graham Nicholls stepped down as Executive Vice-President; he continues to provide ongoing consulting services as the Company progress through the Hearing Process and move into the Construction Phase. On December 11, 2013, Raymond Simpson and James R. W. Pounds of Dominion Diamond Corporation were appointed to the Company's Advisory Board. On January 22, 2014, Mr. Jens B. Frederiksen joined the Company's subsidiary, True North Gems Greenland A/S management team as Executive Vice President.

### **BELUGA SAPPHIRE PROJECT – BAFFIN ISLAND, CANADA**

The Company continues to evaluate the results of work completed to date, including the results from the regional and detailed geological mapping and prospecting work completed in 2008, in order to assess the logical next step for future exploration. To that end during 2009, the Company completed a comprehensive compilation of all available technical information to facilitate the project evaluation process. In 2011, a legal survey of the claims was completed. This legal survey will allow the Company to convert the mineral claims to a mining lease. This conversion process was initiated in December 2011. A series of assessment reports were updated and resubmitted to the Department of Indian and Northern Affairs. Consequently new work certificates have been issued by the Nunavut Mining Recorder to extend the NAIPI 5-10 claims (which comprise approximately half of the Beluga Project) through 2015. Lease applications are still underway for the remaining NAIP I to NAIPI4 claims group.

### **BANDITO PROJECT – YUKON, CANADA**

This project is an early stage, polymetallic exploration project and has not yet advanced to a resource definition stage.

In January 2013, the Company entered into an agreement to sell its 100% interest in the Bandito project to Endurance Gold Corporation. ("Endurance") subject to a 1% net smelter return ("NSR"). Consideration was a \$50,000 cash payment (received January 29, 2013) and issue of 5,000,000 shares (received). Shares were released in three tranches, one million were subject to the standard four month hold period, two million were released on July 1, 2013 and the final two million were released December 31, 2013. Endurance has the right to acquire one half of the NSR at any time for a cash payment of \$1,000,000. A further cash payment of \$500,000 is payable to the Company in two tranches with the initial \$150,000 payable upon completion and filing of a bankable feasibility study on the Bandito project and the balance to be paid after project financing is secured.

### **STRAW PROJECT – YUKON, CANADA**

The property comprises 43 claims located in the Finlayson District, Yukon Territory. In 2011, minor QA/QC and due diligence work was performed on-site.

In January 2013, the Company entered into an Option Agreement with Pacific Ridge Exploration Ltd. ("Pacific") whereby Pacific has the right to acquire a 100% interest in the Straw Project by making an initial cash payment of \$15,000 (paid February 4, 2013) and issue of 250,000 shares on closing (received) and an additional cash payment of \$10,000 and issue of 150,000 shares on or before January 31, 2014. The additional cash payment of \$10,000 and 150,000 shares of Pacific were received January 9, 2014 and the agreement was completed.

### **TSA DA GLISZA EMERALD PROJECT – YUKON, CANADA**

Based on an internal review of the Tsa da Glisza Emerald property during the financial year ended December 31, 2009,

management determined that it would not be conducting further exploration work on this project. As a result the project was written down to a nominal carrying value of \$1. The Company's 2012 work program continued reclamation on the site and determined what further work was necessary in subsequent years. This work included the dismantling of disused buildings across the site, the mechanical upkeep of equipment and the backfilling of low level trenches on Regal Ridge. The 2013 program started in late June and was completed in August. All reclamation at site has now been completed; this includes the backfilling of trenches, sealing of the underground adit and drift system, removal of the camp and exploration wash plant, and the removal of all roads and runways. Final demobilization of the heavy equipment and bulky items from camp was completed in the winter of 2013-2014 and it is anticipated that all work on this project will be completed by the start of Q3 2014.

## TRUE BLUE PROJECT- YUKON, CANADA

The property comprises 301 claims located 55 kilometres south of Ross River, Yukon. No work was performed on-site during 2013. A management review of this project will occur in 2014, and until then, the previous assessment credit is sufficient to maintain claims in good standing.

## SELECTED ANNUAL INFORMATION

(Information extracted from the Company's audited consolidated financial statements)

### Selected Annual Consolidated Financial Information

(Expressed in Canadian Dollars)

	2013 \$	2012 \$	2011 \$
Revenues	-	-	-
Loss attributable to:			
Shareholders	(1,626,509)	(1,118,871)	(1,864,024)
Non-controlling interests	(1,526)	-	-
Net loss	(1,628,035)	(1,118,871)	(1,864,024)
Net loss per share - basic and diluted	(0.01)	(0.01)	(0.01)
Cash dividends	-	-	-
Total assets	25,255,081	22,611,176	22,038,415
Long term liabilities	1,112,591	573,205	763,395
Shareholders' equity			
Share capital	41,962,189	39,310,384	38,237,808
Warrants	43,511	613,728	1,481,670
Contributed surplus	7,403,800	6,184,423	5,030,140
Deficit	(26,802,191)	(25,175,682)	(24,056,811)
Accumulated other comprehensive loss	147,030	-	8,531
Shareholders' equity	22,754,339	20,932,853	20,701,337
Non-controlling interests	(1,526)	-	-
Total equity	22,752,813	20,932,853	20,701,337

## FINANCIAL POSITION

As at December 31, 2013, the Company had current assets of \$788,115 and current liabilities of \$1,389,677 compared to current assets of \$136,733 and current liabilities of \$1,105,118 as at December 31, 2012. At December 31, 2013, the Company had working capital deficit of \$601,562 compared to working capital deficit of \$968,385 at December 31, 2012.

The Company had cash and cash equivalents of \$271,095 at December 31, 2013 compared to \$4,157 at December 31, 2012. During year ended December 31, 2013, the Company recorded cash used in operations of \$1,480,454

compared to cash used in operations of \$653,563 in 2012.

Cash used in investing activities during the year ended December 31, 2013 includes \$2,078,131 being spent on the Company's projects; primarily on the Fiskenaasset Ruby Deposit Greenland. Also the net payable position with respect to exploration expenditures resulted in cash inflows of \$306,590. Additionally, the Company purchased computer software totalling \$12,697 and received \$50,000 cash on sale of an exploration and evaluation asset.

Cash provided by financing activities for the year ended December 31, 2013 includes the loan and the financial liability (\$806,670 (DKK 4,500,000)) due to Greenland Venture relating to their investment in TNGG. As well, the Company received \$45,500 in loans from other parties, which were repaid in addition to the loan balance outstanding from the prior year end amounting to \$13,000 (\$58,500). Capital (share capital and warrants) as at December 31, 2013 was \$42,005,700 compared to \$39,924,112 as at December 31, 2012. During the year ended December 31, 2013, True North raised additional capital of \$2,941,964 from the issue of 32,688,493 shares. Cash commissions of \$147,098 were paid and 980,656 agent's warrants were issued. The capital raising costs for this placement amounted to \$334,053. The fair value of the 30,970,500 warrants that expired in the current fiscal year (\$604,054) was credited to contributed surplus. Additionally, 684,400 warrants were exercised for proceeds of \$34,220; and, the fair value of these warrants (\$9,674) was reallocated from the reserve account (warrants) to share capital.

## RESULTS OF OPERATIONS

*Information extracted from the Company's audited consolidated financial statements*

	<b>For the year ended December 31,</b>	
	<b>2013</b>	<b>2012</b>
Operating expenses		
Audit and related services	\$ 49,488	\$ 40,104
Consulting fees	227,000	190,000
Corporate financial services fees	101,400	22,500
Corporate secretarial and accounting	147,491	134,204
Depreciation	5,251	6,722
Directors fees	54,000	54,000
Exploration and evaluation expenditures	12,759	5,780
Farmout receipts	(22,500)	-
Foreign exchange loss	79,555	4,852
General and administrative	117,172	110,670
Investor relations	54,203	136,300
Legal fees	42,776	23,218
Loss on disposal of property, plant and equipment	-	20,292
Loss on sale of exploration and evaluation assets	47,790	-
Reclamation	440	860
Rent and occupancy costs	109,200	148,993
Share-based compensation	439,487	136,352
Transfer agent and filing fees	40,284	24,917
Travel	86,996	84,632
Operating loss	(1,592,792)	(1,144,396)
Other income (expenses)		
Gain on sale of available-for-sale-investments	-	18,670
Interest income	6,991	8,074
Borrowing costs	(64,204)	-
Loss before income taxes	(1,650,005)	(1,117,652)
Income tax recovery (expense)	21,970	(1,219)
Net loss for year	\$ (1,628,035)	\$ (1,118,871)
Loss attributable to :		
Shareholders	\$ (1,626,509)	\$ (1,118,871)
Non-controlling interest	(1,526)	-
	\$ (1,628,035)	\$ (1,118,871)
Loss per share - basic and fully diluted	\$ (0.01)	\$ (0.01)
Weighted average number of common shares - basic and fully diluted	233,741,154	198,858,966

### NET LOSS

The net loss attributable to shareholders for the year ended December 31, 2013 amounted to \$1,626,509 compared to a net loss for the year ended December 31, 2012 of \$1,118,871 representing an increase in net loss of \$507,638.

Included in the current year's results are a gain on sale of available-for-sale-investments of \$Nil (2012 – \$18,670), interest income of \$6,991 (2012 - \$8,074) and borrowing costs relating to Greenland Venture's investment of \$64,204 (2012-\$Nil).

#### **Operating expenses**

For the year ended December 31, 2013, total operating expenses were \$1,592,792 compared to \$1,144,396 recorded during the same period in 2012 representing an increase of \$448,396.

Significant factors that contributed to the variances are discussed below.

#### **Consulting fees**

Consulting fees in 2013 increased by \$37,000 to \$227,000 from \$190,000 for the prior year. The increase primarily to fees paid to the Chairman of the Board for his services rendered in connection with the negotiations of the Option Agreement with LNSG and the four additional agreements entered into governing the relationship between the Company and LNSG.

#### **Corporate financial services**

In 2013, the Company paid fees of \$101,400 (2012-\$22,500). Fees charged to this account represent amounts paid to third parties to source leads on behalf of the Company to procure financing for projects and variances depend on timing of equity financings.

#### **Directors' fees**

Independent directors are paid fees on a quarterly basis to compensate them for their time invested in fulfilling their duties. Fees in each of the reporting periods are consistent.

#### **Farmout receipts**

In January 2013, the Company entered into an Option Agreement with Pacific whereby Pacific has the right to acquire 100% interest in 43 claims located in the Finlayson District Yukon. Initial consideration was a cash payment of \$15,000 and issue of 250,000 shares (fair value at date of issue \$7,500). All expenditures relating to this property had been written off in a prior reporting period.

#### **Foreign exchange loss**

The foreign exchange loss for the year ended December 31, 2013 is \$79,555. The large variance from the prior financial year ended December 31, 2012 is primarily a result of the financial liability to Greenland Venture for funds loaned in 2013 and the fact that the Danish krone has strengthened significantly since the draw downs on the lending facility.

#### **Investor relations**

Investor relations charges were \$54,203 for 2013 compared to \$136,300 for the comparative year representing a decrease of \$82,097. Due to financial constraint in 2013, expenditures on investor relations activities have been curtailed to the extent possible.

#### **Loss on disposal of property, plant and equipment**

In January 2012, True North surrendered its lease for premises. The office furniture in those premises was relinquished to the landlord.

#### **Loss on sale of exploration and evaluation assets**

Carrying cost of the exploration and evaluation asset exceeded the consideration received from Endurance (cash payment of \$50,000 and issue of 5,000,000 shares (fair value at date of issue \$175,000)) resulting in a loss on sale of mineral property interest of \$47,790 being recorded.



**Share-based compensation**

The fair value of the 7,350,000 options granted during the year ended December 31, 2013 resulted in a compensation expense of \$615,323 (\$439,487 was charged to operations and \$175,836 was charged to exploration and evaluation expenditures).

The fair value of the 4,050,000 options granted during the year ended December 31, 2012 resulted in a compensation expense of \$240,098 (\$136,352 was charged to operations and \$103,746 was charged to exploration and evaluation expenditures).

There were no significant changes in assumptions used in valuing the options using the Black-Scholes valuation model.

**Transfer agent and filing fees**

Increase from 2012 total of \$24,917 to \$40,284 for the year ended December 31, 2013 relate to costs for Extraordinary General Meeting held in June 2013 to obtain shareholders' approval of the investment by Lenomi. Though approval was granted the equity investment by Lenomi failed to materialize.

**Three month period ended December 31, 2013 (Q4-2013) compared with three month period ended December 31, 2012 (Q4-2012)**

	<b>Q4-2013</b>	<b>Q4-2012</b>
	(unaudited)	(unaudited)
Operating expenses		
Audit and related services	\$ 40,750	\$ 41,556
Consulting fees	92,000	45,000
Corporate financial services fees	-	-
Corporate secretarial & accounting	37,276	28,521
Depreciation	1,398	1,708
Directors fees	13,500	13,500
Exploration & evaluation expenditures	-	(24,635)
Farmout receipts	30,000	-
Foreign exchange loss	54,989	4,684
General and administrative	33,097	24,297
Investor relations	13,767	23,495
Legal fees	4,761	250
Reclamation	440	860
Rent & occupancy costs	27,300	29,879
Salaries & employee benefits	-	(1,048)
Share-based compensation	439,487	136,352
Transfer agent and filing fees	1,080	216
Travel	16,902	19,025
Operating loss	(806,746)	(343,661)
Other income		
Interest income	1,558	366
Borrowing costs	(28,963)	-
Loss before income tax expense	(834,152)	(343,295)
Income tax expense	21,970	-
Net loss for period	\$ (812,182)	\$ (343,295)
Loss attributable to :		
Shareholders	\$ (833,409)	\$ (343,295)
Non-controlling interests	21,227	-
	\$ (812,182)	\$ (343,295)
Loss per share - basic and fully diluted	\$ (0.00)	\$ (0.00)
Weighted average number of common shares - basic and fully diluted	290,978,908	219,412,155

**NET LOSS**

The net loss attributable to shareholders for Q4-2013 amounted to \$833,409 compared to a net loss for Q4-2012 of \$343,295 representing an increase of \$490,114. Included in Q4-2013 results are interest and other income of \$1,558 (Q4-2012 - \$366) and borrowing costs relating to Greenland Venture investment of \$28,963 (Q4-2012 -\$Nil). The fluctuations in line item amounts are due to the same factors discussed in the 2013 year-to-date analysis.

## CAPITAL EXPENDITURES

(Information extracted from the Company's audited consolidated financial statements)

During year ended December 31, 2013, the Company spent \$2,078,131 (2012-\$1,092,266) on its capital spending program. Capital expenditures by project and category are as follows:

	2013	2012
Acquisition, net of non-cash consideration of \$Nil (2012 - \$100,000)		
Greenland Property - Ruby	\$ 220,426	\$ 11,604
Exploration, net of non-cash items totalling \$256,798 (2012-\$251,741 )		
Greenland Property - Ruby	1,837,609	1,048,363
Baffin Island Property - Sapphire	-	(724)
Other Yukon Property	10	11,752
	1,837,619	1,059,391
Less - Farm out receipts	(50,000)	(50,000)
Plus - gemstone test marketing study, net of non-cash item totalling \$46,052 (2012-\$Nil)	70,086	71,271
	1,857,705	1,080,662
Total capital expenditures	\$ 2,078,131	\$ 1,092,266

## SUMMARY OF QUARTERLY RESULTS - UNAUDITED

The following table details the Company's quarterly results:

Quarter Ended	Net revenues	Net income (loss) attributable to shareholders*	Net income (loss) attributable to non-controlling interests*	Net income (loss)*	Loss per share - basic	Loss per share - diluted
	\$'s	\$'s	\$'s	\$'s	\$'s	\$'s
31-Dec-13	-	(833,409)	21,227	(812,182)	(0.00)	(0.00)
30-Sep-13	-	(337,934)	(7,568)	(345,502)	(0.00)	(0.00)
30-Jun-13	-	(269,046)	(2,922)	(271,968)	(0.00)	(0.00)
31-Mar-13	-	(186,120)	(12,263)	(198,383)	(0.00)	(0.00)
31-Dec-12	-	(343,295)	-	(343,295)	(0.00)	(0.00)
30-Sep-12	-	(231,578)	-	(231,578)	(0.00)	(0.00)
30-Jun-12	-	(185,277)	-	(185,277)	(0.00)	(0.00)
31-Mar-12	-	(358,719)	-	(358,719)	(0.00)	(0.00)

\* Values may not add to reported amount for the years then ended due to rounding

There are no meaningful trends evident from analysis of the summary of quarterly financial information over the last eight quarters. The Company carries out exploration activities in Greenland and Canada. The Company's exploration activities are seasonal in nature and programs tend to start late spring and end early fall.

Factors that can cause fluctuations in the Company's quarterly results are the timing of stock option grants, mineral property impairments and sales of available-for-sale investments. The Company's properties are not yet into production.

## **LIQUIDITY AND CAPITAL RESOURCES**

At December 31, 2013, the Company had cash and cash equivalents (collectively referred to as "cash") of \$271,095 and working capital deficit of \$601,562.

Based on the financial position at December 31, 2013, available funds are not considered adequate to meet requirements for the next twelve months based on budgeted expenditures for operations, mine development and project exploration. Subsequent to year end, the Company raised \$1,500,000; however, further funds will be required to meet planned expenditures. To meet working capital requirements, the Company will have to access financial resources through the issuance of securities or resource secured debt.

## **CAPITAL RESOURCES**

The Company has been successful in meeting its capital requirements through the completion of equity placements and debt financings. True North may be impacted by any potential downward trend in market conditions. Trends effecting True North's liquidity are dictated by the demands on financial resources created by the advancing nature of the Company's current exploration and evaluation assets and the Company's ability to access the financial resources required to meet these demands. As the exploration and evaluation assets advance from exploration to mine development, more capital is required that apply pressure to the Company's financial resources, which result in a steady drain to the Company's liquidity.

In acquiring the required capital to pursue the Company's business plan, capital will be generated from a combination of accessing equity markets or procuring resource secured debt facilities.

Trends that affect the market generally, and the perception of True North within the marketplace, can affect the Company's ability to access capital in both a positive and negative way. Trends in this general market are defined by fluctuations in the global economy and the demand for metals and commodity prices. Trends in the perception of True North in the resource marketplace will be affected by general trends in the resource equity markets, the Company's performance in creating shareholder value and in demonstrating the ability to manage the Company's affairs and achieve mandated objectives.

Uncertainty is a prevalent element in exploration and therefore can, on occasion, impede the Company's ability to meet its financial requirements and result in an inability to advance exploration assets and meet objectives in a timely manner.

As of December 31, 2013, the Company has \$894,091 in debt. The debt consists of a term loan and a financial liability. The term loan bears interest at the rate of 10% per annum payable annually in arrears. The principal balance of \$785,600 (DKK 4,000,000) and any accrued interest thereon are repayable on the fifth anniversary date of the funding of the final draw (June 14, 2013) on the credit facility (the "Maturity Date") with repayment guaranteed by TNGG parent company, True North Gems Inc. TNGG is entitled to repay the loan in full or in part including accrued payable interest thereon as at the date of repayment and including an early payout premium of 5% of the outstanding loan at any time before the Maturity Date. The financial liability of \$98,200 (DKK 500,000) represents the equity component of Greenland Venture's investment in TNGG that is considered a financial liability for accounting purposes. Judgment was required by management in determining that the put option related to the Class B shares issued to Greenland Venture does not result in the transfer of risks and rewards of ownership and therefore, accounted for as a financial liability. The put option granted to Greenland Venture's is exercisable on or after fifth anniversary date of the funding of the final draw (June 14, 2013). The expected settlement amount of the obligation is anticipated to be DKK 750,000 and the premium of DKK 250,000 is being accreted over the term as a borrowing cost and the 10% annual cumulative dividend is being accrued as a borrowing cost.

As of December 31, 2013, the Company had no significant contractual obligations except as described above.

The Fiskenaasset Licence was obtained by the Company satisfying all the terms of an option agreement with Brereton Engineering and Developments Ltd. ("Brereton"). Ongoing commitments from the option agreement include cash

payments of \$50,000 and issue of \$50,000 worth of shares from treasury annually for each year the Company maintains the exploration licence (Anniversary Date - December 31). Once an exploitation (mining) permit is obtained the Company is required to make a one time cash payment of \$500,000 and issue \$500,000 worth of shares from treasury. Subsequent to year end, an exploitation licence was granted to the Company and as such, \$500,000 worth of shares were issued from treasury (3,703,704 shares) to Brereton and the \$500,000 cash payment has yet to be paid.

As of December 31, 2013, the Company has no long-term contractual agreements to acquire mineral properties. To maintain the Greenland exploration licences in good standing, the Company is required to meet minimum expenditure levels, as prescribed by the BMP annually. However, the fulfillment of these obligations is optional, at the discretion of True North. For the year ending December 31, 2014, the Company's exploration obligation with respect to Licence 2008/46 is DKK 3,664,640 (CAD \$719,735). As at December 31, 2013, the Company has surplus exploration expenditures on Licence 2008/46 amounting to DKK 36,897,568 (CAD \$7,246,682) that may be carried forward and credited against the calculated exploration commitment in future years, which is subject to confirmation by the BMP. For the year ending December 31, 2014, the Company's exploration obligation with respect to Licence 2008/01 is DKK 1,221,380 (CAD \$239,879). As at December 31, 2013, the Company has surplus exploration expenditures on Licence 2008/01 of DKK 1,272,982 (CAD \$250,014) that may be carried forward and credited against the calculated exploration commitment in future years, which is subject to confirmation by the BMP.

Additionally, the Company holds a non-exclusive prospecting licence, Licence 2011/07, for West Greenland that expires December 31, 2015, which has no minimum expenditure levels over the licence term to maintain in good standing.

#### **TRANSACTIONS WITH RELATED PARTIES**

Key management personnel are those persons that have the authority and responsibility for planning, directing and controlling the activities of the Company directly or indirectly. Key management personnel include the Company's directors and members of the senior management group.

During the year ended December 31, 2013, the Company was loaned \$44,000 from key management personnel and these loans together with the balance outstanding at December 31, 2012 of \$3,000 were repaid in full (\$47,000) during the year.

During the year ended December 31, 2013, key management personnel charged \$507,272 in fees for services rendered, of which \$345,000 was charged to operations and \$162,272 to mineral properties. These transactions were in the normal course of business recorded at their exchange amounts, which was established and agreed to by the related parties.

Robert Boyd, David Parsons, William Anderson and John Ryder are Independent Directors of True North. During the year ended, \$54,000 in aggregate has been recorded as paid/payable to these directors to compensate them for their time to fulfill their duties and obligations to the Company in this capacity.

At December 31, 2013, there is a balance due to key management personnel of \$134,815 for compensation, which is included in accounts payable and accrued liabilities.

#### **PROPOSED TRANSACTIONS**

As of December 31, 2013, the Company has no proposed material transactions.

#### **CRITICAL ACCOUNTING ESTIMATES**

The significant accounting policies used by True North are disclosed in note 3 to the audited consolidated financial statements for the year ended December 31, 2013. Certain accounting policies require that management make appropriate decisions with respect to the formulation of estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses. Management reviews its estimates at each reporting date. The emergence of new information and changed circumstances may result in actual results or changes to estimated amounts that differ materially from current estimates. The following discussion helps to assess the critical accounting policies and practises of the Company and the likelihood of materially different results being reported.

## **EXPLORATION AND EVALUATION EXPENDITURES**

Exploration and evaluation expenditures are capitalized once the legal right to explore a mineral property interest has been acquired. Exploration and evaluation expenditures are recorded at cost less accumulated impairment losses. Direct costs related to the acquisition, claim maintenance and exploration and evaluation of mineral property interests are capitalized and deferred until the commercial viability of the asset is established, sold, abandoned or impaired. To the extent that the expenditures are spent to establish ore reserves within the rights to explore, the Company will consider those costs as intangible assets in nature. Those costs are amortized on a units-of-production basis following commencement of commercial production based on proven and probable reserves. The depreciation of a property and equipment assets in connection with exploring or evaluating a mineral property interest of this nature will be included in the cost of the intangible asset.

The amount shown for exploration and evaluation assets does not necessarily represent present or future values. The recoverability of mineral property interest is dependent upon the determination of economically recoverable ore reserves, securing and maintaining title and beneficial interest in the properties, and the ability of the Company to obtain the necessary financing to complete the exploration and development of its mineral property interests and on future profitable production or proceeds from the disposition of mineral property interests.

From time to time, the Company acquires and disposes of mineral property interests pursuant to the terms of option agreements. Options are exercisable entirely at the discretion of the optionee, and accordingly, are recorded as mineral property costs (recoveries) when payments are made or received until the original cost is recovered and after which subsequent recoveries are charged to the statement of loss.

Mineral properties are tested at each reporting date for impairment if facts and circumstances indicate that the carrying amount may exceed its recoverable amount. Management concluded there were no impairment indicators as at December 31, 2013.

## **SITE RESTORATION**

The amounts recorded for reclamation costs are estimates based on engineering studies and management's assessment of the work that is anticipated to remediate the Tsa da Glisza, Baffin Island and Greenland sites based on the current state of ground disturbance. The provision for site restoration is determined at each reporting date.

## **SHARE-BASED COMPENSATION AND WARRANTS**

Compensation expense for options and warrants granted is determined based on estimated fair values of the options and warrants at the time of grant, the cost of which is recognized over the vesting period of the respective options and grants. The key parameters impacting the calculation of fair value of options and warrants are the share volatility and the expected life.

## **FINANCIAL INSTRUMENTS - DESIGNATION AND FAIR VALUE**

Cash and cash equivalents and accounts receivable are classified as loans and receivables. Accounts payable and debt are classified as other financial liabilities. The carrying value of the Company's cash and cash equivalents, accounts receivable and accounts payable approximate their fair value at December 31, 2013 and 2012 due to their short term nature. The fair value of accounts payable and debt may be less than the carrying value as a result of the Company's credit and liquidity risk.

## **ACCOUNTING POLICIES**

The Company has applied IFRS, as disclosed in note 3 to the annual consolidated financial statements, and applicable to exploration stage enterprises in the resource sector, which are applied on a consistent basis.

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

Currently, the certification required by the Company's certifying officers under National Instrument 52-109

Certificate of Disclosure in Issuers' Annual and Interim Filings (NI 52-109F), the Venture Issuer Basic Certificate, does not include representations relating to the establishment and maintenance of disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR), as defined in NI 52-109. This includes:

- i. Controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and,
- ii. A process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the issuer's GAAP.

The Company's certifying officers are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they make in the certificate.

Investors should be aware that inherent limitations on the ability of certifying officers of a venture issuer to design and implement on a cost effective basis DC&P and ICFR as defined in NI 52-109 may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.

#### **ADDITIONAL DISCLOSURE FOR VENTURE ISSUERS WITHOUT SIGNIFICANT REVENUE**

Refer to elsewhere in the MD&A or the Company's audited consolidated financial statements for capitalized or expensed exploration and development costs, general and administrative expenses and other material costs. Additional information relating to the Company is on SEDAR [www.sedar.com](http://www.sedar.com).

#### **OUTSTANDING SHARE DATA**

At December 31, 2013, True North had 247,825,134 common shares, 980,656 warrants and 24,000,000 options issued and outstanding.

At the date of this report, True North had 268,660,621 common shares, 9,313,990 warrants and 24,300,000 options issued and outstanding.

#### **RISK FACTORS**

Financial capability and additional financing

The Company relies on equity or debt financings to fund its activities. While it has been successful in raising funds in the past, there is no guarantee that adequate funds will be available in the future and/or on terms acceptable by the Company. The Company has cash and cash equivalents of \$271,095 at December 31, 2013. Based on the financial position at December 31, 2013, available funds are not considered adequate to meet requirements for the next twelve months based on budgeted expenditures for operations, mine development and project exploration. A discussion of risk factors particular to the financial instruments is presented in note 18 of the audited consolidated financial statements for the year ended December 31, 2013.

Exploration risk

Mineral exploration and development involves a high degree of risk and few properties that are explored are ultimately developed into producing mines. There is no assurance that the Company's mineral exploration activities will result in any discoveries of new bodies of commercial gemstone deposits. There is also no assurance that if a commercial gemstone deposit is discovered that the ore body would be economical for commercial production. Discovery of mineral deposits is dependent upon a number of factors and significantly influenced by the technical skill of the exploration personnel involved. The commercial viability of a mineral deposit is also dependent upon a number of factors, which are beyond the Company's control. Some of these factors are the attributes of the deposit, gemstone and jewellery market, government policies and regulation and environmental protection. True North Gems is a unique company and as such subject to risk factors which are not shared by other, traditional junior exploration companies. These risks are associated with the lack of an existing coloured gemstone industry infrastructure in Canada. For example, the Company's reliance on uncertified foreign laboratories for cutting and manufacturing requires a lengthy process of testing and assessing in order to develop business relationships with reliable partners in foreign jurisdictions. Also, the resistance to

innovation prevalent in the junior mining financial community presents challenges to True North Gems in communicating the value of the Company's assets and competing for market attention. Aspects like this add an element of risk to the Company's business not imposed on junior precious and base metal exploration companies. These are risk factors similar to those encountered, and overcome by a nascent junior diamond industry in the early 1990's and risks that are continually being addressed by the Company's technical and promotional programs.

#### Environmental risk

The Company is subject to the laws and regulations relating to environmental matters in all jurisdictions in which it operates, including provisions relating to property reclamation, discharge of hazardous material and other matters. Environmental hazards may exist on the properties on which the Company is seeking an interest, which are unknown to the Company at present and which may have been caused by previous or existing owners or operators of the properties. The Company may become liable for such environmental hazards caused by previous owners and operators of the properties even where it has attempted to contractually limit its liability. Government approvals and permits are currently, and may in the future, be required and obtained in connection with the Company's operations.

#### Political policy risk

Substantially all of the Company's assets are located in Greenland. As such, the Company's is subject to political, economic, and other uncertainties, including, but not limited to, the uncertainty of negotiating with foreign governments, expropriation of property without fair compensation, adverse determination or rulings by governmental authorities, changes in mining policies or in the personnel administering them, currency fluctuations, disputes between various levels of authorities, arbitrating and enforcing claims against entities that may claim sovereignty, authorities claiming jurisdiction, royalty and government take increases and other risks arising out of foreign governmental sovereignty over the areas in which the Company's operations are conducted. The Company's operations may be adversely affected by changes in government policies and legislation and other factors which are not within the control of the Company.