

# POLARIS

**POLARIS INFRASTRUCTURE INC.**  
**Management's Discussion and Analysis**  
**For the Three Months Ended March 31, 2017**

**May 9, 2017**

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## **INTRODUCTORY COMMENTS**

### **General**

The following management's discussion and analysis ("MD&A") focuses on significant factors that affected Polaris Infrastructure Inc. and its subsidiaries ("Polaris Infrastructure," "we" or the "Company") during the relevant reporting period and to the date of this report. It contains a review and analysis of the financial results for the three months ended March 31, 2017, identifies business risks that the Company faces and comments on the financial resources required for the development of its business.

This MD&A supplements, but does not form part of, the unaudited interim condensed consolidated financial statements of the Company and the notes thereto for the three months ended March 31, 2017, and the consolidated financial statements and MD&A for the year ended December 31, 2016. Additional information relating to the Company such as the Annual Information Form ("AIF") can be found on the System for Electronic Disclosure and Retrieval ("SEDAR") at [www.sedar.com](http://www.sedar.com). Unless stated otherwise, the information in this MD&A is current as at May 9, 2017.

All amounts, unless specifically identified as otherwise, both in the consolidated financial statements and this MD&A are expressed in U.S. dollars.

Certain measures in this document do not have any standardized meaning as prescribed by International Financial Reporting Standards ("IFRS") and, therefore, are not considered generally accepted accounting principles ("GAAP") measures. Where non-GAAP measures or terms are used, definitions are provided. In this document and in the Company's consolidated financial statements, unless otherwise noted, all financial data is prepared in accordance with IFRS.

Earnings before interest, taxes, depreciation and amortization ("EBITDA") is a non-GAAP metric used by many investors to compare companies on the basis of ability to generate cash from operations. The Company uses Adjusted EBITDA to assess its operating performance without the effects of (as applicable): current and deferred tax expense, finance costs, interest income, other gains and losses, impairment loss, depreciation and amortization of plant assets, share-based compensation and other non-recurring items. The Company adjusts for these factors as they may be non-cash, unusual in nature and are not factors used by management for evaluating the performance of the Company. The Company believes the presentation of this measure will enhance an investor's understanding of its operating performance. Adjusted EBITDA is not intended to be representative of cash provided by operating activities or results of operations determined in accordance with GAAP.

### **Forward-looking Statements**

This MD&A contains forward-looking information or future-oriented financial information and, as such, is based on an assumed set of economic conditions and courses of action. Please refer to the cautionary note at the end of this MD&A regarding the risks associated with the forward-looking information and the risk factors set out under the headings "RISKS AND UNCERTAINTIES" in this MD&A, and "Forward Looking Statements" and "Risk Factors" in the Company's AIF for the year ended December 31, 2016 available on SEDAR at [www.sedar.com](http://www.sedar.com).

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## **BUSINESS OVERVIEW AND STRATEGY**

Polaris Infrastructure is a Toronto-based company engaged in the operation, acquisition and development of renewable energy projects in Latin America. Currently the Company operates a 72 MW geothermal project located in Nicaragua.

Polaris Infrastructure's mission is to be a Latin America-focused renewable power project developer and operator, while providing superior shareholder returns. Senior management has extensive experience in critical areas of renewable finance, development and operations. The board of directors of the Company (the "Board") is comprised of individuals with a broad range of industry and business expertise who are well qualified to provide oversight and strategic direction to the Company.

Events, transactions and activities relating to Polaris Infrastructure's renewable energy properties which occurred during the three months ended March 31, 2017 and to the date of this MD&A are discussed below.

### **Recent Developments**

#### San Jacinto Operations Commentary

Average generation at the San Jacinto geothermal power plant (the "San Jacinto project") during the first quarter of 2017 was as anticipated, reflecting planned downtime associated with turbine maintenance in February 2017. Net power generation was 50.4 MW, up from 48.4 MW in the first quarter of 2016, even after considering that there was no downtime for turbine maintenance in first quarter of 2016. The year over year increase therefore reflects incremental steam flows from the two new production wells that were connected in August 2016.

While average generation in the first quarter of 2017 was down relative to the fourth quarter of 2016, reflecting the three-week impact of turbine maintenance, average generation in January and March 2017, which excludes the impact of turbine maintenance in February, was 57.8 MW (net). Average generation for the second quarter of 2017 as of the date of this MD&A is 59.4 MW (net). This more illustrative period over period comparison of generation is in line with the level achieved in the fourth quarter of 2016 and reflects approximately a 9–11 MW increase versus average generation in the first quarter of 2016 (48.4 MW (net)).

Average generation in 2017 reflects the combined impact of above-ground throughput constraints and continued stabilization of SJ 9-4. Specifically, throughput constraints have resulted in SJ 6-3 being shut in for much of the first quarter of 2017. Further, SJ 9-4 has experienced a decrease in enthalpy (the ratio of steam to hot brine), which serves to both reduce available steam as well as increase the volume of brine to be managed, the latter point serving to negatively reinforce the throughput constraint issue noted above.

We are actively assessing the most appropriate solution to increase piping capacity which we anticipate will relieve approximately 2–3 MW of "stranded" capacity. A piping solution needs to consider the location of new production and injection wells, which will be determined as part of the 2017 Drilling Program, as discussed below.

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Operationally, the three-week planned maintenance of the Unit 4 turbine was completed on time and on budget. The Unit 4 turbine was found to be in excellent condition, meaning that relatively minor and routine repairs were made, alongside a comprehensive cleaning. This Unit 4 turbine maintenance followed the Unit 3 maintenance that was completed in July 2016. We are pleased to have completed these important preventative maintenance activities on both turbines at the San Jacinto project, which leaves us well positioned for consistent operation throughout the balance of 2017 and into 2018. We expect to proceed with Unit 3 maintenance as appropriate during 2018.

#### Strong Liquidity and Cash Generation

Polaris Infrastructure's cash balance as of March 31, 2017, of \$48.4 million, is up from \$45.7 million as at December 31, 2016 and \$42.4 million as of September 30, 2016, reflecting the Company's strong cash flow generation. The growth in cash balance during the first quarter of 2017 came despite the impact of turbine maintenance in February 2017 (reducing revenue by approximately \$1.8 million while incurring \$0.9 million capital cost), as well as quarterly debt service amounts totaling \$6.1 million and the quarterly dividend payment of \$1.9 million made in February 2017. This cash position and cash generation capability, leaves Polaris Infrastructure well positioned to execute planned capital investments in 2017 and 2018.

#### 2017 San Jacinto Drilling Program

The Company's wholly-owned subsidiary, Polaris Energy Nicaragua S.A. ("PENSA"), completed a major drilling and infrastructure program throughout late 2015 and the first half of 2016. The 2015/2016 Drilling Program was successful, having increased average generation at the San Jacinto project from approximately 48-50 MW (net) in early 2016, to 58-60 MW (net) following the addition to two new production wells. The Company is committed to further increasing production towards the 72 MW (net) level supported by both the purchase price agreement ("PPA") as well as installed turbine capacity at the San Jacinto project. Accordingly, we are in the final stages of completing extensive surface geotechnical studies that will facilitate decision making with respect to the location for additional production wells. The Company plans to drill one, and perhaps two, new production wells, likely to begin in third quarter of 2017 and to be connected to the plant later this year.

In the meantime, and as part of our plan to address throughput constraints while also maximizing flexibility with respect to installation of a binary unit, PENSA initiated drilling of a new injection well, SJ 11-2, on April 29, 2017. Drilling is anticipated to conclude in June 2017 and increase reinjection capacity at the San Jacinto project.

#### Binary Unit

PENSA continues to make progress with respect to plans to commission and install a binary unit at the San Jacinto project. The formal tendering with respect to engineering, procurement and construction is expected to begin in May 2017, with a 12 to 16-month construction timeline. We have completed pre-feasibility assessments with respect to the addition of a binary unit at the San Jacinto project, have engaged Power Engineers as owner's engineer and are in discussions with the Nicaragua grid operator with respect to the PPA. We estimate that a binary unit will contribute 8-10 MW (net) of incremental power generation.

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## **Quarterly Dividend**

On May 9, 2017, the Board authorized and declared the Company's fifth dividend, namely a quarterly dividend of \$0.12 per outstanding common share. This dividend will be paid on May 24, 2017 to shareholders of record at the close of business on May 19, 2017.

The \$0.12 dividend per share related to the first quarter of 2017 equates to approximately a 56% payout ratio, which reflects the reduced revenue in the first quarter of 2017 stemming from planned turbine maintenance. Adjusting for the estimated impact of the planned turbine maintenance, payout ratio for the first quarter of 2017 falls to 37%. This payout ratio continues to reflect not only all debt service requirements, but also allows for capital being put aside to finance management's estimate of sustaining capital expenditure, which contemplates drilling of future production and/or injection wells, as well as ongoing steamfield and turbine maintenance. PENSA is not expected to be subject to Nicaragua income taxes until 2022-2023. The board of directors of Polaris Infrastructure remains committed to paying a quarterly dividend and will evaluate further dividend increases later in 2017.

## **OPERATING PROJECT**

### **San Jacinto-Tizate – San Jacinto, Nicaragua**

The Company, through its subsidiary, PENSA, owns and operates a 72 MW (net) capacity geothermal facility. The San Jacinto project is located in northwest Nicaragua, near the city of Leon, approximately 90 km northwest of Managua. The San Jacinto project exploitation agreement covers an area of 40 km<sup>2</sup>.

PENSA has a PPA in place for the San Jacinto project with Nicaraguan power distributors Disnorte-Dissur, subsidiaries of the Spanish utility TSK-Melfosur Internacional. PENSA has entered into the San Jacinto Exploitation Agreement with the Nicaraguan Ministry of Energy and Mines to develop and operate the San Jacinto project. Under the PPA, the company generated 108,894 MWh (average 50.4 MW (net)) and 105,599 MWh (average 48.4 MW (net)) for the three months ended March 31, 2017 and 2016, respectively. These production figures are net of all plant downtime, both planned and unplanned. Specifically, the Unit 4 turbine was taken off line for approximately three weeks during the first quarter of 2017, which served to reduce average generation in the quarter by approximately 7 MW (net). For the three months ended March 31, 2017 and 2016, the San Jacinto project generated revenue of \$13.4 million and \$12.6 million, respectively, and Adjusted EBIDTA of \$10.9 million and \$10.4 million, respectively. *See Use of Non-GAAP Performance Measures section below for reconciliation of Adjusted EBITDA to Total loss and comprehensive loss.*

As of March 31, 2017, PENSA held cash of \$13.9 million to fund plant operations, \$1.5 million in a reserve account to fund drilling and maintenance activities and \$11.5 million held as debt service reserves. During the three months ended March 31, 2017, PENSA repaid \$2.5 million of principal on its San Jacinto project credit facilities. As at March 31, 2017, PENSA had \$178.6 million outstanding on those credit facilities.

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## **EXPLORATION AND DEVELOPMENT PROPERTIES**

### **Casita Project**

The Casita-San Cristobal project (the "Casita project") is located in northwest Nicaragua in the Department of Chinandega. In 2008, through an international bid, Cerro Colorado Power, S.A. ("CCPSA"), a 95% owned subsidiary of the Company, was awarded the Casita project exploration concession with an area of 100 km<sup>2</sup>.

The Company has entered into discussions with The World Bank Group (the "World Bank") and the Nicaragua Ministry of Energy and Mines with respect to financing for purposes of completing an initial drilling program at the Casita project. To the extent the Company is able to complete the contemplated financing, it would enable a exploration drilling campaign at the Casita project without requiring cash flow from our San Jacinto project, and on a non-recourse basis to both the Company and PENSA. Discussions with the World Bank and the Nicaraguan Ministry of Energy and Mines are ongoing and we will provide further updates as appropriate.

As of March 31, 2017, the Company had \$11.1 million in accumulated costs related to the Casita project.

### **Other Exploration and Development Projects**

The Company's Orita geothermal project is located in Imperial County, California, close to the Salton Sea geothermal area. The Company's Clayton Valley geothermal project is located in Esmeralda County, Nevada. The Company's portfolio of geothermal exploration properties also consists of Reese River in Southern California and South Meager Creek in British Columbia.

The Company has been pursuing a course of action to sell various lease interest and otherwise reduce annual costs associated with these non-core assets, with strategic focus on maximizing the cash flow and profitability of the Company's producing assets in Nicaragua.

## **SUBSEQUENT EVENTS**

Any events occurring between March 31, 2017 and May 9, 2017 related to the Company's projects and operations are incorporated in the "Business Overview and Strategy" section above under the heading "Recent Developments."

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### FINANCIAL OVERVIEW

#### Summary of Unaudited Quarterly Results

The information provided below highlights the Company's quarterly results for the past two years.

<i>(in thousands, except for income (loss) per share)</i>	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016
Average production	50.4 MW (net)	60 MW (net)	54.6 MW (net)	46.5 MW (net)
Revenue	\$ 13,368	\$ 15,694	\$ 14,260	\$ 12,145
Direct cost of energy production	(6,983)	(7,037)	(6,351)	(7,524)
General and administrative expenses	(952)	(851)	(927)	(947)
Other operating costs	(112)	(47)	(82)	(70)
Adjusted EBITDA	10,895	13,294	11,961	9,837
Finance costs	(4,296)	(4,340)	(6,201)	(4,239)
Loss on impairment of assets and goodwill	-	-	-	-
Net loss attributable to owners of the Company	(1,167)	1,756	(1,642)	(2,305)
Loss per share (basic and diluted) attributed to owners of the Company	(\$0.07)	\$0.11	(\$0.10)	(\$0.15)
Cash	48,378	45,739	42,415	47,641
Restricted cash	1,505	1,505	1,507	1,508
Total equity attributable to Owners of the Company	192,056	194,910	194,680	197,741

<i>(in thousands, except for income (loss) per share)</i>	March 31, 2016	December 31, 2015	September 30, 2015	June 30, 2015
Average production	48.4 MW (net)	47.7 MW (net)	50.8 MW (net)	50.6 MW (net)
Revenue	\$ 12,560	\$ 12,101	\$ 12,896	\$ 12,817
Direct cost of energy production	(7,510)	(7,958)	(8,220)	(8,363)
General and administrative expenses	(943)	(1,236)	(1,009)	(1,886)
Other operating costs	(43)	29	(417)	2
Adjusted EBITDA	10,379	9,426	10,144	10,072
Finance costs	(4,247)	(2,515)	(4,467)	2,127
Loss on impairment of assets and goodwill	-	-	(30,345)	(10,096)
Net loss attributable to owners of the Company	(2,070)	(1,447)	(24,222)	(9,633)
Loss per share (basic and diluted) attributed to owners of the Company	(\$0.13)	(\$0.09)	(\$1.56)	(\$1.16)
Cash	56,110	61,592	64,334	71,725
Restricted cash	1,509	1,502	1,505	1,513
Total equity attributable to Owners of the Company	199,794	203,098	204,224	228,125

#### Review of Results for the Quarter Ended March 31, 2017

During the three months ended March 31, 2017 and 2016, the San Jacinto project generated average production of 50.4 MW (net) and 48.4 MW (net), respectively. These production figures are net of all plant downtime, both planned and unplanned. The Company's revenue of \$13.4 million was up by 6% from \$12.6 million for the same period in 2016, because of a modest increase in average generation combined with the 3% annual tariff increase effective for 2017. Absent the planned turbine maintenance completed in the first quarter of 2017, we estimate that revenue would have been approximately \$15.2 million, a 21% year over year increase.

Direct costs of energy production (other than depreciation and amortization) for the three months ended March 31, 2017 of \$1.6 million were up marginally compared with the same period in 2016, though down as a percentage of revenue, consistent with strong cash flow generation from incremental revenue. Depreciation and amortization expense associated with energy production (included in direct costs) for the three months ended March 31, 2017 of \$5.4 million was \$0.6 million lower than the same period in 2016,

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driven by changes in estimated useful life, and partially offset by the addition of new property, plant and equipment associated with the 2015/2016 drilling program and planned turbine maintenance.

General and administrative expenses for the three months ended March 31, 2017 of \$0.95 million were virtually unchanged from \$0.94 million for the three months ended March 31, 2016. A decrease in share-based compensation was offset by increases in salary costs and professional fees.

For the three months ended March 31, 2017, Adjusted EBITDA totaled \$10.9 million, as compared to \$10.4 million for the same period in 2016. The increase was a result of higher contribution from the San Jacinto plant. *See Use of Non-GAAP Performance Measures section below for reconciliation of Adjusted EBITDA to Total loss and comprehensive loss.*

For the three months ended March 31, 2017, finance costs of \$4.3 million were recognized, up marginally from \$4.2 million for the three months ended March 31, 2016. This increase was the result of a modest increase in interest rates largely offset by the continuing reduction in loan principal balance.

The Company recognized a net loss of \$1.2 million for the three months ended March 31, 2017 compared to a net loss of \$2.1 million for the same period in 2016, principally the result of an increase in contribution from the San Jacinto project.

During the three months ended March 31, 2017, the Company incurred costs of \$2.6 million for additions to its geothermal properties and property, plant and equipment ("PP&E") with \$1.2 million of costs incurred related to San Jacinto drilling program, \$0.9 million related to turbine maintenance activities and the balance related to general capital expenditure at the San Jacinto project.

## NON-GAAP PERFORMANCE MEASURES

The following table is derived from and should be read in conjunction with the unaudited interim consolidated statement of operations and comprehensive loss. This supplementary disclosure is intended to more fully explain disclosures related to Adjusted EBITDA and provides additional information related to the operating performance of the Company. Investors are cautioned that this measure should not be construed as an alternative to GAAP consolidated total loss and comprehensive loss.

<i>(in thousands)</i>	Three Months Ended	
	March 31, 2017	March 31, 2016
Net earnings (loss) and comprehensive earnings (loss) attributable to Owners of the Company	\$ (1,167)	\$ (2,070)
Add (deduct):		
Net loss attributable to non-controlling interest	(9)	(17)
Current and deferred tax expense	2,159	1,836
Finance costs	4,296	4,247
Interest income	(90)	(75)
Other losses (gains)	132	142
Depreciation and amortization of plant assets	5,383	5,988
Share-based compensation	191	328
Adjusted EBITDA	\$ 10,895	\$ 10,379

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## LIQUIDITY AND CAPITAL RESOURCES

The following is a summary and explanation of the Company's cash flow activities:

<i>(in thousands)</i>	Three Months Ended	
	March 31, 2017	March 31, 2016
Net cash from (used in)		
Operating activities	\$ 8,930	\$ 3,094
Investing activities	(1,946)	(6,424)
Financing activities	(4,345)	(2,124)
Foreign exchange gain on cash held in foreign currency	-	(28)
Increase (decrease) in cash	\$ 2,639	\$ (5,482)

### Operating Activities

Net cash from operating activities for the three months ended March 31, 2017 of \$8.9 million increased by \$5.8 million from the same period in 2016. The increase principally resulted from increased year over year revenues, combined with early revenue collections of \$3.6 million in late December 2015, which served to reduce operating cash inflows in the three months ended March 31, 2016 by a corresponding amount. The fluctuation is not attributable to seasonal fluctuations.

### Investing Activities

Net cash used for investing activities during the three months ended March 31, 2017 of \$1.9 million decreased \$4.5 million compared to the same period in 2016. The decreased use of cash principally relates to costs incurred in the first three months of 2016 related in the 2015/2016 drilling program that did not recur in 2017.

The Company remains well capitalized having completed the 2015/2016 San Jacinto drilling program, and has adequate liquidity to fund both the 2017 San Jacinto drilling program, binary unit investment as well as routine capital expenditures associated with maintaining the San Jacinto project.

### Financing Activities

Net cash used for financing activities for three months ended March 31, 2017 of \$4.3 million increased \$2.2 million from the same period in 2016. The increased use of cash relates primarily to the \$1.9 million in dividends paid in the three months ended March 31, 2017, as well as to increased mandatory repayment associated with the San Jacinto project credit facilities.

### Liquidity Risk

Liquidity risk is the risk that the Company will be unable to meet its financial obligations as they become due. The Company manages liquidity risk by seeking to arrange for it to have sufficient cash, available credit facilities and other financial resources to allow it to meet its obligations. The Company forecasts cash flows for a period of at least 12 months to identify financial requirements.



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The following are maturities for the Company's non-derivative and derivative financial liabilities as at March 31, 2017:

<i>(in thousands)</i>	Less than 1 Year	1-3 Years	4-5 Years	More than 5 Years	Total
Accounts payable and accrued liabilities	\$ 4,109	\$ -	\$ -	\$ -	\$ 4,109
Debt, current and long-term	11,157	26,653	35,184	106,400	179,394
Interest obligations	13,053	23,509	18,925	24,378	79,865
	\$ 28,319	\$ 50,162	\$ 54,109	\$ 130,778	\$ 263,368

The following are annual principal obligations on the San Jacinto project credit facilities for the remaining term of the loans:

<i>(in \$ thousands)</i>	
2017	7,393
2018	11,857
2019	13,709
2020	16,203
2021	18,055
2022	19,908
2023	21,761
2024	17,074
2025	14,703
2026	13,811
2027	14,534
2028	8,203
2029	1,384
Total	178,595

Interest on the San Jacinto project credit facilities is due and payable quarterly, and is currently estimated to be approximately \$3.3 million each quarter. The Company plans to make payments of interest on the San Jacinto project credit facilities out of its current cash and cash generated by operations.

The Company believes operating cash flow will be sufficient to allow the Company to fulfill its current obligations and continue to operate for the foreseeable future. Should additional capital requirements or the replacement of debt be necessary, the Company expects it could satisfy these requirements through debt restructurings, capital raises or asset sales. However, the outcome of these matters cannot be predicted with certainty at this time.

## **SHARE CAPITAL AND FINANCINGS**

As of May 9, 2017, the Company had 15,673,278 common shares outstanding.

As of May 9, 2017, the Company had 52,380,650 outstanding warrants expiring March 22, 2018, with an exercise price of Cdn\$600. The warrants issued under the debentures were adjusted as part of the Share Consolidation, resulting in an exchange basis of 2,000 warrants for one common share of the Company.

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The warrant price was also adjusted from \$0.30 to \$600 for each common share acquired in connection with the exchange of warrants.

As of May 9, 2017, there were 171,357 outstanding stock options, with a weighted average exercise price of Cdn\$14.55 and 3.9 year remaining contractual life. The outstanding stock options' exercise prices range from Cdn\$10.00 to Cdn\$460.00, and expire from November 2017 to December 2021. Of the outstanding stock options, 8,228 are exercisable. The Company had 163,132 restricted shares outstanding as of May 9, 2017. The Company had 4,839 deferred shares outstanding as of May 9, 2017, none of which had vested.

## **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

### **Recent Pronouncements Issued and Early Adoption of Standards**

The Company has reviewed new and revised accounting pronouncements that have been issued and are effective for periods beginning on or after January 1, 2017. For details with respect to accounting standards issued but not yet effective please refer to Note 3 of the interim condensed consolidated financial statements of the Company and the notes thereto for the period ended March 31, 2017.

### **Critical accounting estimates**

The timely preparation of the consolidated financial statements requires that management make estimates and use judgment regarding the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as at the date of the consolidated financial statements, and the reported amounts of revenue and expenses during the period. Such estimates primarily relate to unsettled transactions and events as at the date of the consolidated financial statements. Accordingly, actual results may differ from estimated amounts as future confirming events occur.

## **CONTROL MATTERS**

### **Disclosure Controls and Procedures**

Management is responsible for establishing and maintaining adequate disclosure controls and internal controls over financial reporting as defined under National Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings of the Canadian Securities Administrators.

Disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed in the Company's annual filings, interim filings, or other reports filed with Canadian securities regulatory authorities is recorded, processed, summarized and reported in a timely fashion. The disclosure controls and procedures are designed to ensure that information required to be disclosed by the Company in such reports is then accumulated and communicated to the Company's management, including the Chief Executive Officer and the Chief Financial Officer as appropriate, to allow timely decisions regarding required disclosure.

Based on the evaluation of disclosure controls and procedures, the Chief Executive Officer and the Chief Financial Officer have concluded for the reasons discussed herein that the Company's disclosure controls and procedures and internal controls over financial reporting are effective as at March 31, 2017.

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## **Internal Controls over Financial Reporting**

Management is responsible for establishing and maintaining adequate internal control over financial reporting of the Company. Internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

The Company's internal control over financial reporting includes those policies and procedures that:

- (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Company;
- (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with IFRS, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and
- (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the annual or interim financial statements.

## **RISKS AND UNCERTAINTIES**

The risks and uncertainties described in the Company's AIF for the year ended December 31, 2016 are considered by management to be the most important in the context of the Company's business. The risks and uncertainties included in the AIF are not inclusive of all the risks and uncertainties the Company may be subject to and other risks may apply.

The risks and uncertainties discussed in the Company's current AIF and other filings with Canadian provincial securities regulatory authorities should be read in conjunction with the risks and uncertainties discussed throughout this MD&A. The Company's AIF and other filings with Canadian provincial securities regulatory authorities are available on SEDAR at [www.sedar.com](http://www.sedar.com).

## **CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION**

This MD&A contains "forward-looking information" within the meaning of applicable Canadian Securities legislation, which may include, but is not limited to, financial and other projections as well as statements with respect to future events or future performance, management's expectations regarding our growth, results of operations, and business prospects and opportunities. In addition, statements relating to estimates of recoverable geothermal energy "resources" or energy generation capacities are forward-looking information, as they involve implied assessment, based on certain estimates and assumptions, that electricity can be profitably generated from the described geothermal resources in the future. Such forward-looking information reflects management's current beliefs and is based on information currently available to management. Often, but not always, forward-looking statements can be identified by the use of words such as "plan", "expect", "is expected", "budget", "estimates", "goals", "intend", "targets", "aims", "likely", "typically", "potential", "probable", "projects", "continue", "strategy", "proposed", or "believes" or variations (including negative variations) of such words and phrases or may be identified by statements

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to the effect that certain actions “may”, “could”, “should”, “would” or “shall” be taken, occur or be achieved.

Forward-looking information in this MD&A include among others: estimated CFAD; the future development of the San Jacinto project; additional changes to the steamfield to increase production; the costs of construction of a Binary Unit for the San Jacinto project; development of the Casita project including obtaining the necessary permits and financing to begin exploitation drilling and initial development; potential strategic alternatives and the potential sale of the Company's Orita project, Clayton Valley project and other geothermal and exploration and development properties.

A number of known and unknown risks, uncertainties and other factors may cause the Company's actual results or performance to materially differ from any future results or performance expressed or implied by the forward-looking information. Such factors include, among others: failure to discover and establish economically recoverable and sustainable geothermal resources through the Company's exploration and development programs; imprecise estimation of probability simulations prepared to predict prospective geothermal resources or energy generation capacities; variations in project parameters and production rates; defects and adverse claims in the title to the Company's properties; failure to obtain or maintain necessary licenses, permits and approvals from government authorities; the impact of changes in foreign currency exchange and interest rates; changes in government regulations and policies, including laws governing development, production, taxes, labor standards and occupational health, safety, toxic substances, resource exploitation and other matters; availability of government initiatives to support renewable energy generation; increase in industry competition; fluctuations in the market price of energy; impact of significant capital cost increases; unexpected or challenging geological conditions; changes to regulatory requirements, both regionally and internationally, governing development, geothermal resources, production, exports, taxes, labor standards, occupational health, waste disposal, toxic substances, land use, environmental protection, project safety and other matters; economic, social and political risks arising from potential inability of end-users to support the Company's properties; insufficient insurance coverage; inability to obtain equity or debt financing; fluctuations in the market price of the common shares and warrants of the Company; impact of issuance of additional equity securities on the trading price of the common shares and warrants of the Company; inability to retain key personnel; the risk of volatility in global financial conditions, as well as significant decline in general economic conditions; uncertainty of political stability in Nicaragua; uncertainty of the ability of Nicaragua to sell power to neighboring countries; economic insecurity in Nicaragua; and other development and operating risks, as well as those factors discussed in the section entitled “Risks and Uncertainties” in this MD&A. There may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. These factors are not intended to represent a complete list of the risk factors that could affect the Company. These factors should be considered carefully and readers of this MD&A should not place undue reliance on forward-looking information.

Such forward-looking information is based on a number of material factors and assumptions, including: the Company's historical financial and operating performance; that contracted parties provide goods and/or services on the agreed timeframes; the success and timely completion of planned exploration and expansion programs, including the Company's ability to comply with local, state and federal regulations dealing with operational standards and environmental protection measures; the Company's ability to negotiate and obtain PPAs on favorable terms; the Company's ability to obtain necessary regulatory approvals, permits and licenses in a timely manner; the availability of materials, components or supplies; the Company's ability to solicit competitive bids for drilling operations and obtain access to critical resources; the growth

# POLARIS

**POLARIS INFRASTRUCTURE INC.**  
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**For the Three Months Ended March 31, 2017**

**May 9, 2017**

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rate in net electricity consumption; continuing support and demand for non-hydroelectric renewables; continuing availability of government initiatives to support the development of renewable energy generation; the accuracy of volumetric reserve estimation methodology and probabilistic analysis used to estimate the quantity of potentially recoverable energy; environmental, administrative or regulatory barriers to the exploration and development of geothermal resources of the Company's properties; geological, geophysical, geochemical and other conditions at the Company's properties; the reliability of technical data, including extrapolated temperature gradient, geophysical and geochemical surveys and geothermometer calculations; the accuracy of capital expenditure estimates; availability of all necessary capital to fund exploration, development and expansion programs; the Company's competitive position; the ability of the Company to continue as a going concern and general economic conditions.

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

Additional information about the Company, including the Company's AIF for the year ended December 31, 2016 is available on SEDAR at [www.sedar.com](http://www.sedar.com) and on the Company's website at [www.polarisinfrastructure.com](http://www.polarisinfrastructure.com).