

## Condensed Interim Financial Statements (Unaudited)

Three months ended March 31, 2019

#### **REVIEW OF INTERIM FINANCIAL STATEMENTS**

Under National Instrument 51-102, Part 4, subsection 4.3(3)(a), if an auditor has not performed a review of the interim financial statements, the statements must be accompanied by a notice indicating that the financial statements have not been reviewed by an auditor.

The accompanying unaudited interim financial statements of the Company have been prepared by PrimeWest Mortgage Investment Corporation's management.

These unaudited condensed interim financial statements have not been reviewed by the Company's external auditors.

## PRIMEWEST MORTGAGE INVESTMENT CORPORATION Unaudited Condensed Interim Statements of Financial Position As at March 31, 2019

(Expressed in Canadian Dollars)

|   | Notes                | March 31,<br>2019<br>\$ | December 31,<br>2018<br>\$ |
|---|----------------------|-------------------------|----------------------------|
| ASSETS  |                      | <del>,</del>            |                            |
| Cash and cash equivalents                           |                      | 48,385                  | 48,400                     |
| Mortgages receivable                                | 5                    | 4,050,734               | 4,124,730                  |
| Assets taken in settlement of debt                  | 6                    | 5,037,415               | 5,038,320                  |
| Other assets  |                      | 45,694                  | 48,643                     |
| Total Assets  | _                    | 9,182,228               | 9,260,093                  |
| LIABILITIES AND SHAREHOLDERS' EQUITY Liabilities    |                      |                         |                            |
| Demand loan   | 7                    | 1,734,623               | 1,753,546                  |
| Other liabilities                                   |                      | 90,632                  | 85,891                     |
|   |                      | 1,825,255               | 1,839,437                  |
| Shareholders' Equity                                |                      |                         |                            |
| Shareholders' capital                               | 8                    | 15,677,535              | 15,677,535                 |
| Accumulated deficit                                 |                      | (8,320,562)             | (8,256,879)                |
|   |                      | 7,356,973               | 7,420,656                  |
| Total Liabilities and Shareholders' Equity          | _                    | 9,182,228               | 9,260,093                  |
| Shares outstanding                                  | 8                    | 1,888,374               | 1,888,374                  |
| Commitments and contingent liabilities              | 12                   |                         |                            |
| Going concern                                       | 1                    |                         |                            |
| The accompanying notes are an integral part of thes | se Financial Statemo | ents.                   |                            |
| "Tom Robinson"                                      | "Wil Oliv            | e"                      |                            |
| Director  | Director             |                         |                            |

## PRIMEWEST MORTGAGE INVESTMENT CORPORATION Unaudited Condensed Interim Statements of Comprehensive Loss For the three months ended March 31, 2019 and 2018

(Expressed in Canadian Dollars)

### For the three months ended

|   | Notes | March 31, 2019<br>\$ | March 31, 2018<br>\$ |
|---|-------|----------------------|----------------------|
| Interest income                                       |       |                      |                      |
| Mortgage interest                                     |       | 102,718              | 161,858              |
| Fees  |       | 11,736               | 19,533               |
|   | _     | 114,454              | 181,391              |
|   |       | 20.552               | 46.400               |
| Interest expense                                      | _     | 30,662               | 46,409               |
| Net interest income                                   | _     | 83,792               | 134,982              |
| Less:   |       |                      |                      |
| Provision for mortgage losses                         | 5     | 51,285               | 231,875              |
| Loss on assets taken in settlement of debt            | 6     | ,<br>-               | 109                  |
| Net interest income (loss) after provision for losses |       | 32,507               | (97,002)             |
|   |       |                      |                      |
| Non-interest expenses                                 |       |                      |                      |
| Advertising and promotion                             |       | 31                   | 1,628                |
| Contracted services                                   |       | 2,447                | 2,448                |
| Depreciation of property and equipment                |       | 148                  | 223                  |
| Directors' fees                                       | 9     | 14,625               | 19,500               |
| Insurance   |       | 9,212                | 6,709                |
| Office and administration                             |       | 12,349               | 16,280               |
| Professional fees                                     |       | 14,353               | 35,155               |
| Rent  |       | 4,410                | 9,232                |
| Wages and benefits                                    | _     | 38,615               | 53,735               |
|   |       | 96,190               | 144,910              |
| Total comprehensive loss for the period               |       | (63,683)             | (241,912)            |
| Loss was about  |       |                      |                      |
| Loss per share  |       |                      |                      |
| Basic and diluted                                     |       | (\$0.03)             | (\$0.13)             |

The accompanying notes are an integral part of these Financial Statements.

## PRIMEWEST MORTGAGE INVESTMENT CORPORATION Unaudited Condensed Interim Statements of Changes in Shareholders' Equity

## For the three months ended March 31, 2019 and 2018

(Expressed in Canadian Dollars)

|  | Notes  | Shareholders'<br>capital<br>\$ | (Accumulated losses)                    | Total equity                        |
|--|--------|--------------------------------|---|-------------------------------------|
| As at January 1, 2018 Total comprehensive loss for the period As at March 31, 2018 | -<br>- | 15,681,364<br>-<br>15,681,364  | (6,477,722)<br>(241,912)<br>(6,719,634) | 9,203,642<br>(241,912)<br>8,961,730 |
| As at January 1, 2019 Total comprehensive loss for the period As at March 31, 2019 | -<br>- | 15,677,535<br>-<br>15,677,535  | (8,256,879)<br>(63,683)<br>(8,320,562)  | 7,420,656<br>(63,683)<br>7,356,973  |

The accompanying notes are an integral part of these Financial Statements.

## PRIMEWEST MORTGAGE INVESTMENT CORPORATION Unaudited Condensed Interim Statements of Cash Flows For the three months ended March 31, 2019 and 2018

(Expressed in Canadian Dollars)

|  | Notes | March 31,<br>2019 | March 31,<br>2018 |
|--|-------|-------------------|-------------------|
|  |       | \$                | \$                |
| Operating activities   |       |                   |                   |
| Total comprehensive loss for the period                          |       | (63,683)          | (241,912)         |
| Adjustments to reconcile loss from operations to net cash flows: |       |                   |                   |
| Interest income  |       | (114,454)         | (181,391)         |
| Interest expense   |       | 30,662            | 46,409            |
| Provision for mortgage losses                                    | 5     | 51,285            | 231,875           |
| Loss on assets taken in settlement of debt                       | 6     | -                 | 109               |
| Depreciation of property and equipment                           |       | 148               | 223               |
| Interest received  |       | 94,356            | 112,614           |
| Interest paid  |       | (30,662)          | (46,409)          |
| Proceeds from disposal of assets taken in settlement of debt     |       | -                 | 30,000            |
| Costs incurred to sell asset taken in settlement of debt         |       | 905               | (30,270)          |
| Change in operating assets and liabilities:                      |       |                   |                   |
| Mortgages receivable   |       | 42,809            | (667,275)         |
| Other assets   |       | 2,801             | (3,240)           |
| Other liabilities  |       | <u>4,741</u>      | <u>25,167</u>     |
| Net cash flows from operating activities                         |       | 18,908            | (724,100)         |
| Financing activities   |       |                   |                   |
| (Decrease) increase of demand loan                               |       | (18,923)          | 724,085           |
| Net cash flows used in financing activities                      | _     | (18,923)          | 724,085           |
| Net decrease in cash and cash equivalents                        |       | (15)              | (15)              |
| Cash and cash equivalents, beginning of year                     |       | 48,400            | 50,431            |
| Cash and cash equivalents, end of period                         |       | 48,385            | 50,416            |

The accompanying notes are an integral part of these Financial Statements.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

### 1 Nature of Operations and Going Concern

PrimeWest Mortgage Investment Corporation (the "Company") was incorporated under *The Saskatchewan Business Corporations Act* on March 22, 2005 and commenced operations in October 2005, as a Mortgage Investment Corporation (MIC).

The Company provided lending on security of mortgages on real properties situated in the Provinces of Saskatchewan, Manitoba and Alberta. The mortgages transacted by the Company do not generally meet the underwriting criteria of conventional lenders. As a result the investments are subject to greater risk and accordingly earn a higher rate of interest than is generally available through conventional mortgage lending activities. Events in 2016 led to significant changes in the operations of the Company and various legal actions as described in Note 12.

The Company is a reporting issuer under securities laws trading on the Canadian Securities Exchange under the symbol PRI.

The Company's head office is located at 307 Jessop Ave., Saskatoon, Saskatchewan S7N 1Y5 and its registered office is located at 1000 – 2002 Victoria Avenue, Regina, Saskatchewan S4P 0R7.

These financial statements have been prepared on a going concern basis which assumes that the Company will be able to realize its assets and discharge its liabilities in the normal course of business for the foreseeable future. At period end the Company incurred a net loss of \$63,683 and has an accumulated deficit of \$8,320,562. The decrease in the estimated fair value of the mortgage receivable portfolio, assets taken in settlement of debt and the reduced level of income generating assets casts significant doubt on the Company's ability to sustain operations. While the Company is using its best efforts to realize the value of its assets, in the current economic conditions it is difficult to predict the outcome of these efforts. All of these factors indicate the existence of a material uncertainty that casts significant doubt on the Company's ability to continue as a going concern. These financial statements do not include adjustments to the measurement of recorded assets and liabilities and related expenses that might be necessary should the Company be unable to continue as a going concern and therefore be required to realize its assets and liquidate its liabilities in other than the normal course of business at amounts different from those in the accompanying financial statements.

## 2 Statement of Compliance and Basis of Presentation

These unaudited condensed interim financial statements for the period ended March 31, 2019 represent the Company's quarterly Financial Statements prepared in accordance with International Accounting Standard ("IFRS"), and interpretations as issued by the International Accounting Standards Board ("IASB").

These Financial Statements are presented in Canadian dollars, which is the Company's functional currency.

The financial statements have been prepared on the historic cost basis, except for cash and cash equivalents and assets taken in settlement of debt, which are measured at fair value on each reporting date.

The Financial Statements of the Company for the period ended March 31, 2019 were authorized for issue in accordance with a resolution of the directors on May 23, 2019.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 3 Significant Accounting Judgements, Estimates and Assumptions

The preparation of the financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities and contingent liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Estimates and judgments 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 key sources of estimation uncertainty that have a significant risk of causing material adjustment to the amounts recognized in the Financial Statements are:

#### **Expected credit losses on mortgages**

The Company assesses the impairment and extent of losses on mortgages at each reporting date. Judgment by management is required in assessing when there has been a significant increase in credit risk (Stage 2) or when a mortgage is impaired (Stage 3). Estimates are required of the amount and timing of future cash flows when determining credit losses.

In estimating expected cash flows, the Company makes judgments about the borrower's financial situation and the net realizable value of collateral. These estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the allowance.

Key assumptions in determining expected credit losses are disclosed in Note 5(B) of the Company's audited consolidated financial statements for the year ended December 31, 2018.

### Assets taken in settlement of debt

Assets taken in settlement of debt are properties acquired by the Company that were originally pledged as security on mortgages. These assets are intended for resale and are carried at fair value as disclosed in Note 5 (D) of the Company's audited consolidated financial statements for the year ended December 31, 2018. Estimates of the fair value of these assets are determined by inspecting the property, obtaining appraisals and speaking with realtors in the area.

## 4 Summary of Significant Accounting Policies

The significant accounting policies used in the preparation of these interim financial statements are consistent with those described in Note 5 of the Company's audited consolidated financial statements for the year ended December 31, 2018, except for the adoption of IFRS16.

#### **IFRS 16 Leases**

The Company adopted IFRS 16 Leases effective January 1, 2019. IFRS 16, Leases sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, i.e., the customer ("lessee") and the supplier ("lessor"). All leases result in a company (the lessee) obtaining the right to use an asset at the start of the lease and, if lease payments are made over time, also obtaining financing. Accordingly, IFRS 16 eliminates the classification of leases as either operating leases or finance leases as is required by IAS 17 and, instead, introduces a single lessee accounting model. Applying that model, a lessee is required to recognize: (a) assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value; and (b) depreciation of lease assets separately from interest on lease liabilities in the income statement.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 4 Summary of Significant Accounting Policies (continued)

The Company does not currently have any leases with terms of more than 12 months.

Changes in accounting policy has not resulted in an adjustment to the financial statements.

## 5 Mortgages receivable

### Distribution of mortgages:

Portfolio of 21 (December 31, 2018 - 21) mortgages bearing interest at fixed rates from 5.0% to 13.0% (December 31, 2018 - 5.0% to 13.0%) with maturities ranging from April 2019 to November 2021, secured by real property to which they relate and by additional security in certain circumstances.

### March 31, 2019

|             | Number of | Gross carrying value | Expected credit loss | Net carrying value |
|-------------|-----------|----------------------|----------------------|--------------------|
|             | mortgages |                      |                      |                    |
| Residential | 14        | 2,496,045            | 1,056,783            | 1,439,262          |
| Commercial  | 7         | 9,765,703            | 7,154,231            | 2,611,472          |
|             |           |                      |                      |                    |
| Total       | 21        | 12,261,748           | 8,211,014            | 4,050,734          |

#### December 31, 2018

|             | Number of | Gross carrying value | Expected credit loss | Net carrying value |
|-------------|-----------|----------------------|----------------------|--------------------|
|             | mortgages |                      |                      |                    |
| Residential | 14        | 2,549,121            | 1,004,520            | 1,544,601          |
| Commercial  | 7         | 9,546,166            | 6,966,037            | 2,580,129          |
|             |           |                      |                      |                    |
| Total       | 21        | 12,095,287           | 7,970,557            | 4,124,730          |

### Maturities and yields:

|                           | Within 3   | Over 3 months |             |            |
|---------------------------|------------|---------------|-------------|------------|
| March 31, 2019            | months     | to 1 year     | Over 1 year | Total      |
| Total mortgages           | 12,064,444 | 161,561       | 35,743      | 12,261,748 |
| Effective interest rate % | 10.4%      | 10.5%         | 10.8%       | 10.4%      |
|                           | Within 3   | Over 3 months |             |            |
| December 31, 2018         | months     | to 1 year     | Over 1 year | Total      |
| Total mortgages           | 11,894,202 | 162,890       | 38,195      | 12,095,287 |
| Effective interest rate % | 10.4%      | 10.5%         | 10.8%       | 10.4%      |

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 5 Mortgages receivable (continued)

Mortgage allowance details

| For the three months ended   | Performing<br>(Stage 1) | Significant<br>increase in<br>credit risk<br>(Stage 2) | Expected<br>Credit<br>Losses on<br>Impaired<br>Mortgages<br>(Stage 3) | March 31,<br>2019<br>Total | March 31,<br>2018<br>Total   |
|--|-------------------------|--|---|----------------------------|------------------------------|
| Residential Mortgages –<br>Gross Carrying Value                            | -                       | 488,924  | 2,007,121   | 2,496,045                  | 5,092,158                    |
| Expected Credit Loss Balance on Residential Mortgages, beginning of period | -                       | 97,158   | 907,362   | 1,004,520                  | 1,441,949                    |
| Provision for mortgage losses<br>Re-measurement<br>Transfers               | -<br>-                  | -<br>-   | 25,284<br>-   | 25,284<br>-                | 225,475<br>-                 |
| Total provision for period<br>Unwind of discount<br>Accounts written off   | -<br>-<br>-             | -<br>-<br>-  | 25,284<br>26,979<br>-   | 25,284<br>26,979<br>-      | 225,475<br>43,313<br>(478)   |
| Expected Credit Loss Balance on Residential Mortgages, end of period       | -                       | 97,158   | 959,625   | 1,056,783                  | 1,710,259                    |
| Commercial Mortgages –<br>Gross Carrying Value                             | -                       | 1,864,679  | 7,901,024   | 9,765,703                  | 9,127,273                    |
| Expected Credit Loss Balance on Commercial Mortgages, beginning of period  | -                       | 148,798  | 6,817,239   | 6,966,037                  | 6,201,888                    |
| Provision for mortgage losses<br>Re-measurement<br>Transfers               | -                       | -<br>-   | 26,001<br>-   | 26,001                     | 6,400<br>-                   |
| Total provision for period<br>Unwind of discount<br>Accounts written off   | -<br>-<br>-             | -<br>-<br>-  | 26,001<br>162,193<br>-  | 26,001<br>162,193<br>-     | 6,400<br>142,306<br>(26,699) |
| Expected Credit Loss Balance on Commercial Mortgages, end of period        | -                       | 148,798  | 7,005,433   | 7,154,231                  | 6,323,895                    |

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 5 Mortgages receivable (continued)

#### Mortgages past due but not impaired

A mortgage is considered past due when a counterparty has not made a payment by the contractual due date. The table that follows presents the carrying value of mortgages at year-end that are past due but not classified as impaired because they are fully secured and collection efforts are reasonably expected to result in repayment.

#### March 31, 2019

| ·                             | Under 30<br>days | 31-60 days | 61-90 days | Total     |
|-------------------------------|------------------|------------|------------|-----------|
| Residential                   | 37,601           | 725,611    | -          | 763,212   |
| Commercial                    | -                | -          | 1,655,321  | 1,655,321 |
|                               | 37,601           | 725,611    | 1,655,321  | 2,418,533 |
| Appraised value of collateral | 52,096           | 1,035,000  | 3,045,000  | 4,132,096 |

#### December 31, 2018

|                               | Under 30<br>days | 31-60 days | 61-90 days | Total     |
|-------------------------------|------------------|------------|------------|-----------|
| Residential                   | -                | 37,823     | -          | 37,823    |
| Commercial                    | -                | 1,671,770  | -          | 1,671,770 |
|                               | -                | 1,709,593  | -          | 1,709,593 |
| Appraised value of collateral | -                | 3,097,096  | -          | 3,097,096 |

The principal collateral and other credit enhancements the Company holds as security for loans include (i) property insurance, and mortgages over residential lots and properties, (ii) recourse to business assets such as real estate, equipment, inventory and accounts receivable, (iii) recourse to commercial real estate properties being financed, and (iv) recourse to liquid assets, guarantees and securities. Valuations of collateral are updated periodically depending on the nature of the collateral. In management's estimation, the fair value of the collateral is sufficient to offset the risk of loss on the mortgages past due but not impaired.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

### 6 Assets taken in settlement of debt

| For the three months ended           |            | March 31, 2019 |                   | March 31, 2018 |
|--------------------------------------|------------|----------------|-------------------|----------------|
|                                      | Properties | Amount (\$)    | <b>Properties</b> | Amount (\$)    |
| Balance, beginning of period         | 2          | 5,038,320      | 4                 | 6,377,715      |
| Mortgages settled by taking property | -          | -              | -                 | -              |
| Net costs incurred to sell           |            | (905)          |                   | 30,270         |
| Incremental loss recognized          |            | -              |                   | (109)          |
| Properties sold                      | -          | -              | (2)               | (30,000)       |
| Balance, end of period               | 2          | 5,037,415      | 2                 | 6,377,876      |

Assets taken in settlement of debt are carried at fair value using Level 3 inputs including property appraisals. All of the assets taken on settlement of debt are residential properties.

## 7 Demand loan

|                          | March 31, | December 31, |
|--------------------------|-----------|--------------|
|                          | 2019      | 2018         |
|                          | \$        | \$           |
| Operating line of credit | 1,734,623 | 1,753,546    |
|                          | 1,734,623 | 1,753,546    |

The margined, demand operating line of credit bears interest at prime plus 2.0% (2018 – prime plus 2.0%), has an authorized limit which is the lesser of the margin calculation and \$7,500,000 (December 31, 2018 - \$7,500,000) and is secured by a general security agreement and an assignment of mortgages receivable. The operating line's margin is calculated using variable percentages of eligible mortgages as set out by the bank.

At period-end the maximum margin available was \$3,851,100 (December 31, 2018 - \$4,434,500).

The credit agreement contains certain financial covenants that must be maintained. At period-end the Company was in compliance with all financial covenants.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 8 Shareholders' equity

### **Issued and outstanding**

| Class A Common shares | <b>Number of Shares</b> | \$         |
|-----------------------|-------------------------|------------|
| At December 31, 2017  | 1,890,729               | 15,681,364 |
| Shares redeemed       | (2,355)                 | (3,829)    |
| At December 31, 2018  | 1,888,374               | 15,677,535 |
|                       |                         |            |
| Shares redeemed       |                         | -          |
| At March 31, 2019     | 1,888,374               | 15,677,535 |

Class A shares represent the residual equity interest of the Company, the redemption feature applies to all the Class A shares, the shares have no preferential rights and the redemption event is the same for all the Class A shares and accordingly are recorded as equity.

## 9 Related party disclosure

### Compensation of key management personnel

Key management personnel ("KMP") consist of the CEO and CFO. KMP remuneration includes the following expenses:

|  | March 31, 2019 | March 31, 2018 |
|--|----------------|----------------|
|  | \$             | \$             |
| Salaries, fees and short-term benefits | 30,000         | 30,000         |

#### **Transactions with directors**

The remuneration of directors during the period consisted of directors fees in the amount of \$14,625 (March 31, 2018 – \$19,500).

During the period the Company paid property maintenance and inspection fees on defaulted mortgages in the amount of \$2,242 (March 31, 2018 - \$Nil) to a Management Company in which a director is a shareholder. These transactions were incurred during the normal course of operations on similar terms and conditions to those entered into with unrelated parties. These transactions are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

## 10 Capital management

The Company's objectives when managing capital are to (i) maintain a flexible capital structure which optimizes the cost of capital at acceptable risk; and (ii) to manage capital in a manner which balances the interests of equity and debt holders.

The Company's definition of capital includes shareholders' equity. Capital is monitored for any of these items if applicable.

The Company seeks to facilitate the management of its capital requirements by preparing annual expenditure budgets that are updated as necessary and approved by the Board of Directors. The Company may occasionally need to increase these levels to facilitate acquisition or expansion activities, however there are no established quantitative returns on capital requirements for management. The Company considers the capital structure to consist of debt and shareholders' equity. The Company considers debt to include bank indebtedness, demand loans and due to related parties.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 10 Capital management (continued)

The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, redeem shares for cancellation pursuant to normal course issuer bids, issue new shares, issue new debt, and issue new debt to replace existing debt.

Pursuant to the Company's credit agreement (Note 7) it is required to meet certain financial covenants. If the Company is in violation of any of these covenants its ability to pay dividends may be inhibited. The Company monitors these covenants to ensure it remains in compliance.

### 11 Financial instruments and risk management

The Company as part of its operations carries a number of financial instruments. It is management's opinion that the Company is not exposed to significant interest, currency or credit risks arising from these financial instruments except as otherwise disclosed.

### Risk management policy

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk, and market risk. The Company's overall risk management program focuses on avoidance of undue concentrations of risk, hedging of risk exposures, and requirements for collateral to mitigate credit risk as risk management objectives. In seeking to meet these objectives, the Company follows risk management policies approved by its Board of Directors.

These risk management policies and procedures include the following:

- Ensure all activities are consistent with the mission, vision and values of the Company;
- Balance risk and return;
- Manage credit, market and liquidity risk through preventative and detective controls;
- Ensure credit quality is maintained;
- Ensure credit, market, and liquidity risk are maintained at acceptable levels;
- Diversify risk in transactions, customer relationships and loan portfolios;
- Price according to risk taken; and
- Use consistent credit risk exposure tools.

Risk management is carried out by senior management, the policies of which are determined by the Board of Directors.

There have been no significant changes from the previous year in the policies and procedures or methods used to measure risk.

#### Credit risk

Credit risk is defined as the risk that a mortgagor will be unable to fulfill their mortgage commitments. Credit risk primarily arises from mortgages receivable. Management and the Board of Directors review and update the credit risk policy annually.

#### Analysis of maximum exposure to credit and collateral

The maximum exposure to credit risk at March 31, 2019 is the fair value of its mortgage receivables, mortgage interest receivable and loan receivables which total \$4,050,734 (December 31, 2018 - \$4,124,730).

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

### 11 Financial instruments and risk management (continued)

To reduce the exposure the Company holds collateral as security on its mortgages. The collateral consists of a charge against real property on each mortgage. At March 31, 2019 the fair value of the collateral on the mortgages receivable is in excess of the fair value of the mortgages receivable.

#### Credit quality, mortgage types and renegotiated mortgages

The Company's portfolio consists of both residential and commercial mortgages as follows before the allowance for mortgage losses of \$8,211,014 (2018 - \$7,970,557)

|  | March 31,<br>2019 | December 31, |      |
|--|-------------------|--------------|------|
|  |                   | 2019         | 2018 |
|  | \$                | \$           |      |
| Residential first mortgages            | 2,028,228         | 2,176,966    |      |
| Residential second mortgages           | 37,600            | 38,190       |      |
| Commercial first mortgages             | 5,549,281         | 5,433,952    |      |
| Commercial second mortgages            | 4,216,422         | 4,112,214    |      |
| Residential mortgages with no security | 430,217           | 333,965      |      |
|  | 12,261,748        | 12,095,287   |      |

<sup>\*</sup>First mortgages are loans secured by a first priority mortgage charge with loan to values not exceeding 85% at funding.

The mortgage portfolio consists of mortgages that have been registered 81.2% in Saskatchewan (December 31, 2018 - 81.4%), 18.4% in Alberta (December 31, 2018 - 18.1%) and 0.4% in Manitoba (December 31, 2018 - 0.5%).

The Company does not internally assign credit quality ratings to its mortgages that are neither past due nor impaired. In addition, there is a limited market for such a portfolio of mortgages so standard credit ratings have not been used. However, the Company actively monitors its mortgage portfolio, the quality of the mortgages and any impairment. Additional information on credit quality and mortgages past due but not impaired is included in Note 5.

#### Collateral obtained

During the period the Company did not obtain any assets by taking possession of collateral it holds as security in settlement of debt (December 31, 2018 - \$Nil). See Note 6. When collateral is taken, the Company's policy for these assets is to sell the assets to recover funds loaned.

#### Liquidity risk

Liquidity risk is defined as the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities that are settled by delivering cash or another financial asset. Liquidity risk arises because of the possibility that the Company might be unable to meet its payment obligations when they fall due. To limit this risk, the Company's approach is to ensure that it has sufficient cash and credit facilities to meet its liabilities when due, under both normal and stressed circumstances.

The Company's operating cash requirements are continuously monitored by Management and the Board of Directors. As factors impacting cash requirements change, liquidity risks may necessitate the need for the Company to raise capital by issuing equity or obtaining additional debt financing. In addition, the mortgage receivables have short maturity terms (3 - 24 months) which provide additional liquidity in the event of an unforeseen interruption of cash flow. The Company can convert the mortgages, if needed, to cash instead of renewing for another term or lending under a new mortgage.

<sup>\*\*</sup>Second mortgages are loans with mortgage charges not registered in first priority with loan to values not exceeding 85% at funding.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 11 Financial instruments and risk management (continued)

The table below summarizes the maturity profile of the Company's financial liabilities based on contractual undiscounted payments.

|                         | On demand | Less than 3 months    | 3 to 12<br>months | Over 1 year | Total     |
|-------------------------|-----------|-----------------------|-------------------|-------------|-----------|
| As at March 31, 2019    |           |                       |                   |             |           |
| Demand loan             | 1,734,623 | -                     | -                 | -           | 1,734,623 |
| Other liabilities       | -         | 90,632                | -                 | -           | 90,632    |
|                         | 1,734,623 | 90,632                | -                 | -           | 1,825,255 |
|                         | On demand | Less than 3<br>months | 3 to 12<br>months | Over 1 year | Total     |
| As at December 31, 2018 |           |                       |                   |             |           |
| Demand loan             | 1,753,546 | -                     | -                 | -           | 1,753,546 |
| Other liabilities       |           | 85,891                | -                 | -           | 85,891    |
|                         | 1,753,546 | 85,891                | -                 | -           | 1,839,437 |

The Company manages liquidity risk on a net asset and liability basis. The following tables explain the contractual maturities of financial assets held for the purpose of managing liquidity risk. While best efforts are made to collect on mortgages due, payouts of mortgages receivable may not occur on the maturity dates.

|   | On demand | Less than 3 months | 3 to 12<br>months | Over 1 year | Total     |
|---|-----------|--------------------|-------------------|-------------|-----------|
| As at March 31, 2019 Cash and cash equivalents    | 48,385    | -                  | _                 | -           | 48,385    |
| Mortgages receivable                              | -         | 3,884,721          | 148,400           | 17,613      | 4,050,734 |
| Other assets                                      | 45,694    | -                  | -                 | -           | 45,694    |
|   | 94,079    | 3,884,721          | 148,400           | 17,613      | 4,144,813 |
|   | On demand | Less than 3 months | 3 to 12<br>months | Over 1 year | Total     |
| As at December 31, 2018 Cash and cash equivalents | 48,400    |                    | _                 | _           | 48,400    |
| Mortgages receivable                              | -         | 3,942,710          | 161,480           | 20,540      | 4,124,730 |
| Other assets                                      | 48,643    | -                  | , <u>-</u>        | , -<br>-    | 48,643    |
|   | 97,043    | 3,942,710          | 161,480           | 20,540      | 4,221,773 |

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 11 Financial instruments and risk management (continued)

The following demonstrates the sensitivity to a reasonably possible change in interest rates, with all other variables held constant:

|                             | Demand<br>Ioan –<br>sensitivity | Mortgages<br>receivable –<br>sensitivity | Total<br>March 31,<br>2019 | Demand<br>loan –<br>sensitivity | Mortgages<br>receivable –<br>sensitivity | Total<br>December<br>31, 2018 |
|-----------------------------|---------------------------------|--|----------------------------|---------------------------------|--|-------------------------------|
| Increase in 25 basis points | (4,337)                         | 9,078                                    | 4,741                      | (4,384)                         | 10,312                                   | 5,928                         |
| Increase in 50 basis points | (8,674)                         | 18,156                                   | 9,482                      | (8,768)                         | 20,624                                   | 11,856                        |
| Decrease in 25 basis points | 4,337                           | (9,078)                                  | (4,741)                    | 4,384                           | (10,312)                                 | (5,928)                       |
| Decrease in 50 basis points | 8,674                           | (18,156)                                 | (9,482)                    | 8,768                           | (20,624)                                 | (11,856)                      |

Demand Loan sensitivity is calculated by applying the basis point change to the balance of the demand loan at year end. The mortgage receivable sensitivity is calculated by applying the basis point change to the balance of the mortgage receivables at year end.

#### Interest rate re-price

|                           | On        | Within 3  | Over 3 months | Over   | Not<br>interest | March 31,<br>2019 | December 31,<br>2018 |
|---------------------------|-----------|-----------|---------------|--------|-----------------|-------------------|----------------------|
| _                         | demand    | months    | to 1 year     | 1 year | sensitive       | Total             | Total                |
| Assets                    |           |           |               |        |                 |                   |                      |
| Cash and cash equivalents | 48,385    | -         | -             | -      | -               | 48,385            | 48,400               |
| Mortgages receivable      | -         | 3,884,721 | 148,400       | 17,613 | -               | 4,050,734         | 4,124,730            |
| Effective interest rate % | -         | 10.4%     | 10.5%         | 10.8%  | -               | 10.4%             | 10.4%                |
| Other assets              | -         | -         | -             | -      | 45,694          | 45,694            | 48,643               |
|                           | 48,385    | 3,884,721 | 148,400       | 17,613 | 45,694          | 4,144,813         | 4,221,773            |
| Liabilities               |           |           |               |        |                 |                   |                      |
| Demand loan               | 1,734,623 | -         | -             | _      | _               | 1,734,623         | 1,753,546            |
| Effective interest rate % | 6.0%      | -         | -             | _      | _               | 6.0%              | 6.0%                 |
| Other liabilities         | -         | -         | -             | -      | 90,632          | 90,632            | 85,891               |
|                           | 1,734,623 | -         | -             | -      | 90,632          | 1,825,255         | 1,839,437            |

### Fair values

The Company's financial instruments recognized on the Statement of Financial Position consist of cash, other receivables, mortgages receivable, demand loan, trade and other payables, and due to related parties. The fair values of these recognized financial instruments, excluding mortgages receivable, approximate their carrying values due to their short-term maturity. The fair values of mortgages receivable approximates its carrying value given the mortgages receivable consist of short-term loans that are repayable at the option of the borrower without penalties.

#### Recurring fair value measurements

The Company's financial assets and liabilities measured at fair value on a recurring basis are comprised of cash which has been categorized in the fair value hierarchy as Level 1.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 11 Financial instruments and risk management (continued)

Financial assets and liabilities for which fair value is only disclosed

The following table analyses within the fair value hierarchy the Company's assets and liabilities (by class) not measured at fair value at March 31, 2019 but for which fair value is disclosed:

| March 31, 2019       | Fair value | Level 1 | Level 2   | Level 3   |
|----------------------|------------|---------|-----------|-----------|
| Assets               |            |         |           |           |
| Mortgages receivable | 4,050,734  | -       | -         | 4,050,734 |
| Other assets         | 45,694     | -       | -         | 45,694    |
| Total Assets         | 4,096,428  | -       | -         | 4,096,428 |
| Liabilities          |            |         |           |           |
| Demand loan          | 1,734,623  | _       | 1,734,623 | _         |
| Other liabilities    | 90,632     | _       | -         | 90,632    |
| Total Liabilities    | 1,825,255  | -       | 1,734,623 | 90,632    |
|                      |            |         |           |           |
| December 31, 2018    | Fair value | Level 1 | Level 2   | Level 3   |
| Assets               |            |         |           |           |
| Mortgages receivable | 4,124,730  | -       | -         | 4,124,730 |
| Other assets         | 48,643     | -       | -         | 48,643    |
| Total Assets         | 4,173,373  | -       | -         | 4,173,373 |
|                      |            |         |           |           |
| Liabilities          | 4 752 546  |         | 4 752 546 |           |
| Demand loan          | 1,753,546  | -       | 1,753,546 | -         |
| Other liabilities    | 85,891     | -       | -         | 85,891    |
| Total Liabilities    | 1,839,437  | _       | 1,753,546 | 85,891    |

All fair values disclosed and categorized within Level 2 of the hierarchy use a net present value valuation technique and inputs consisting of actual balances, actual rates, market rates (for similar instruments) and payment frequency.

For mortgages receivable classified as Level 3 of the hierarchy, as there are no quoted prices in an active market for these mortgages receivable, the Company makes its determination of fair value based on its assessment of the current mortgage market for mortgages receivable of same or similar terms. Typically, these mortgage investments approximate their carrying values given the mortgages receivable consist of short-term loans that are repayable at the option of the borrower without penalties. When collection of the principal amount of a mortgage is no longer reasonably assured, the fair value of the mortgage is reduced to the estimated net realizable value of the underlying security. The net realizable is estimated by looking at market information for comparable properties and market rents when using an income based approach.

For the three months ended March 31, 2019 and March 31, 2018 (Unaudited - Expressed in Canadian Dollars)

## 12 Commitments and contingent liabilities

#### Commitments

The Company has a lease agreement for its premises that expires May 31, 2019. The remaining lease commitments are:

|       | \$    |
|-------|-------|
| 2019  | 2,800 |
| Total | 2,800 |

Subsequent to March 31, 2019 the Corporation signed a new lease for a one year term commencing June 1, 2019.

#### **Contingent liabilities**

In October 2017 the Corporation filed a Statement of Claim against Don Zealand, the former President and Chief Executive Officer of the Corporation. The claim is for breach of corporate policy, gross negligence, and breach of fiduciary duty while acting as President and CEO. Mr. Zealand denies all allegations and pleads counter claim for damages for wrongful dismissal. A defence to the counter claim has been filed by the Corporation's solicitors.

During 2018, the following three Statements of Claim were filed with the Court of Queen's Bench for Saskatchewan against the Corporation and existing and past directors of the Corporation. Due to the inherent uncertainties, no accurate quantification of any cost, or timing of such cost which may arise from any of the legal proceedings outlined below can be made.

- i) On June 12, 2018 Randy Koroluk commenced a class action lawsuit against the existing and past directors (since 2015) of the Corporation and others. The legal action deals with oversight of the actions of Don Zealand, former CEO of the Corporation, and the collection and disposition of mortgaged assets since the departure of the former CEO. The Statement of Claim alleges several categories of damages, including negligence and breach of trust. The court action cannot proceed until it has been certified as a class action by the Saskatchewan Court of Queen's Bench. A defence will be filed denying all allegations.
- ii) On July 13, 2018 Debbie Gloria Burwash served the Corporation and others with a Statement of Claim seeking rescission of her shares or damages in lieu of rescission. The Corporation's solicitors have filed a defence to the claim.
- iii) On July 13, 2018 Granite Enterprises Inc. served the Corporation and others with a Statement of Claim seeking rescission of its shares or damages in lieu of rescission. The Corporation's solicitors have filed a defence to the claim.