



MANAGEMENT'S DISCUSSION AND ANALYSIS

Three and Nine Months Ended September 30, 2019

MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("**MD&A**") has been prepared by PrimeWest Mortgage Investment Corporation the ("**Corporation**", "**PrimeWest**", "**we**" or "**our**") as of November 29, 2019. It should be read in conjunction with the Corporation's audited financial statements and accompanying notes for the 12 months ended December 31, 2018 and our unaudited interim financial statements for the quarter ended September 30, 2019. The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and all financial information is presented in Canadian dollars.

Notice Regarding Forward-Looking Information

Certain information included in this Management's Discussion and Analysis contains forward-looking statements within the meaning of applicable securities legislation, including statements with respect to management's beliefs, estimates, and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. All information contained in this MD&A, other than statements of current and historical fact, is forward-looking information. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "outlook", "objective", "may", "will", "expect", "intent", "estimate", "anticipate", "believe", "should", "plans" or "continue" or similar expressions suggesting future outcomes or events. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management.

Forward-looking statements are subject to inherent risks and uncertainties. These statements are not guarantees of future performance and are based on our estimates and assumptions that are subject to risks and uncertainties which could cause our actual results to differ materially from the forward-looking statements contained in this MD&A. Those risks and uncertainties include, among other things, risks associated with mortgage lending, competition for mortgage lending, real estate values, interest rate fluctuations, environmental matters and the general economic environment. We caution that the foregoing list is not exhaustive, as other factors could adversely affect our results, performance or achievements. The reader is cautioned against undue reliance on any forward-looking statements. Although the forward-looking information contained in this MD&A is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Except as required by applicable law, we undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Business Status and Overview

PrimeWest Mortgage Investment Corporation was incorporated on March 22, 2005 pursuant to *The Business Corporations Act* (Saskatchewan). The Corporation's head office is situated at 307 Jessop Ave., Saskatoon, Saskatchewan S7N 1Y5 and its registered office is located at 1000 - 2002 Victoria Avenue, Regina, Saskatchewan S4P 0R7. The Corporation has no subsidiaries. The Corporation's fiscal year ("**Fiscal Year**") is the twelve-month period ending on December 31st of each year.

On September 24, 2019 at meeting of shareholders of PrimeWest, the shareholders voted to voluntarily liquidate and dissolve the Company and approved a previously prepared and circulated Plan of Liquidation and Dissolution (the "Liquidation Plan"). The voluntary liquidation and wind up of the Company commenced effective Thursday, October 24, 2019 at 5:00PM CST. The effective day of liquidation included the resignation of the board of directors and the appointment of KPMG as Liquidator of the Company. On October 31, 2019 an order approving the Liquidation Plan, affirming the appointment of KPMG as Liquidator and continuing the Liquidation under the supervision of the Court was granted.

Business Status and Overview (continued)

PrimeWest Mortgage Investment Corporation is a reporting issuer under securities laws. The Corporation's Class A shares ("**Shares**") traded on the Canadian Securities Exchange under the symbol PRI. Subsequent to period end, the shares were delisted, effective November 11, 2019.

PrimeWest commenced operations in October 2005 as a mortgage investment corporation ("**MIC**") for the purpose of the *Income Tax Act* (Canada) (the "**Tax Act**"). As a MIC, provided that certain criteria is met, PrimeWest is not subject to income tax provided that all taxable income is distributed to shareholders. The distribution must be made within 90 days of our December 31st year end.

As the Corporation holds a license to operate as a financing corporation under *The Trust and Loan Corporations, Act 1997* (Saskatchewan) it has the right to conduct its own mortgage transactions. It is the practice of the Corporation to utilize brokers ("**Brokers**") registered pursuant to the provisions of *The Mortgage Brokers Act* (Saskatchewan), to seek out borrowers and submit mortgage applications to the Corporation. See "Business with Brokers". Due to the non-performing status of many of the Corporation's mortgages and the current state of the Saskatchewan real estate market new mortgages are not actively being pursued.

OPERATIONS

PrimeWest primarily operated in the Province of Saskatchewan with some mortgage holdings in Manitoba and Alberta. The Corporation operates in a market where mortgage receivables continue to adjust as real estate prices decline due to the downturn in the economy.

At period end the Corporation held nine mortgages in various stages of the foreclosure process. Properties of two mortgages are listed for judicial sale. One additional mortgage is expected to be listed for Judicial sale within the next two months.

All dividends and/or redemptions continue to be suspended.

At September 30, 2019 the Corporation invested \$1,320,778 in 17 (December 31, 2018– \$4,124,730 in 21) mortgages bearing interest at fixed rates from 5.0% to 13.0% (2018 – 5.0% to 13.0%) with maturities ranging from October 2019 to November 2021, secured by real property to which they relate and by additional security in certain circumstances.

In October 2017 the Corporation filed a Statement of Claim with the court of Queen's Bench for Saskatchewan against Donald Zealand, the former President and Chief Executive Officer of PrimeWest. PrimeWest's claim against Mr. Zealand is for breach of corporate policy, gross negligence, and breach of fiduciary duty while acting as President and CEO. Mr. Zealand denies all allegations made as against him and pleads counter claim for damages for wrongful dismissal. PrimeWest solicitors have filed a defence to the counter claim and the action is progressing.

In June 2018 Randy Koroluk commenced a class action lawsuit in the Court of Queen's Bench for Saskatchewan 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. To the best of the Corporation's knowledge, the legal action has not been served on all of the named defendants. 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.

On July 13, 2018 the Corporation was served with two Statements of Claim, one commenced by Debbie Gloria Burwash and one commenced by Granite Enterprises Inc. In each Statement of Claim, the plaintiffs seek rescission of its shares or damages in lieu of rescission for the capital raise conducted by the Corporation in May 2016. PrimeWest solicitors have prepared and filed a defence to the claims.

OPERATIONS (continued)

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 above can be made.

A significant concentration of assets held pertain to one condo building in which the Corporation holds title to 11 units. In 2017 the Corporation acquired title to 16 condo units and began to market them. Three units sold in 2017 and 2 additional units sold in 2019. Although previous indicators showed the market was improving, the softness in the market has continued. Additional provisions were accrued against the asset to reflect the price reduction required in the current condo market. Subsequent to period end offers were accepted on 2 additional condos.

At September 30, 2019 the financial results reflect an unaudited Net Asset Value of \$3.45 per share.

YEAR END FINANCIAL INFORMATION

	2018 December 31	2017 December 31	2016 December 31
Total Revenue (*)	\$683,773	\$1,501,513	\$2,632,784
Total Comprehensive Loss	(\$1,779,157)	(\$3,077,888)	(\$2,601,558)
Total Comprehensive Loss per share	(\$0.94)	(\$1.63)	(\$1.43)
Total Assets	\$9,260,093	\$12,202,127	\$17,848,686
Total Liabilities	\$1,839,437	\$2,998,485	\$5,567,156

(*) Certain prior year's comparative figures have been adjusted to conform to the current year's presentation.

QUARTERLY FINANCIAL INFORMATION

	Q3 2019 September 30	Q2 2019 June 30	Q1 2019 March 31	Q4 2018 December 31	Q3 2018 September 30	Q2 2018 June 30	Q1 2018 March 31	Q4 2017 December 31
Total Revenue (*)	\$29,305	\$28,050	\$114,454	\$139,810	\$175,001	\$187,571	\$181,391	\$191,349
Total Comprehensive (Loss) Income	(\$222,773)	(\$625,000)	(\$63,683)	(\$1,176,673)	(\$291,969)	(\$68,603)	(\$241,912)	(\$2,858,656)
Total Assets	\$6,591,317	\$6,813,973	\$9,182,228	\$9,260,093	\$11,652,437	\$12,320,427	\$12,709,467	\$12,202,127
Total Liabilities	\$82,117	\$82,000	\$1,825,255	\$1,839,437	\$3,051,279	\$3,427,300	\$3,747,737	\$2,998,485
Shareholders' Equity	\$6,509,200	\$6,731,973	\$7,356,973	\$7,420,656	\$8,601,158	\$8,893,127	\$8,961,730	\$9,203,642
Shares Outstanding	1,888,374	1,888,374	1,888,374	1,888,374	1,890,729	1,890,729	1,890,729	1,890,729
Shareholders' Equity per share	\$3.45	\$3.56	\$3.90	\$3.93	\$4.55	\$4.70	\$4.74	\$4.87
Cash Dividends Declared	0	0	0	0	0	0	0	0
Cash Dividends Declared per Class A Share	0	0	0	0	0	0	0	0

(*) Certain prior year's comparative figures have been adjusted to conform to the current year's presentation.

INVESTMENT OBJECTIVES

The principal investment objective of the Corporation is to provide shareholders income while preserving capital for distribution or reinvestment. The Corporation's objective is to derive its earnings principally from the receipt of mortgage interest payments, fees and of interest on the cash reserves of the Corporation.

OPERATING RESTRICTIONS

PrimeWest operates in accordance with the standard restrictions and practices imposed by Canadian securities legislation. These standard restrictions and practices have been designed in part to ensure that the Corporation's investments are diversified and relatively liquid, and to ensure the proper administration of the Corporation.

PrimeWest's investment practices are subject to certain operating, lending and other restrictions adopted by the Corporation's board of directors. Under these restrictions, the Corporation may not:

- (i) make a mortgage loan if, immediately after the closing of the loan transaction, the amount so lent would be greater than 20% of the Corporation's net assets, while the net assets are in excess of \$2,000,000;
- (ii) guarantee securities or obligations of any person or Corporation;
- (iii) engage in securities lending;
- (iv) engage in derivative transactions for any purpose;
- (v) develop, manage or acquire (except by foreclosure or other enforcement of its rights as mortgagee) any real property;
- (vi) enter into a forward commitment binding on the Corporation unless the Corporation has, at the time such commitment is made, sufficient cash or "near cash" securities to fund the loan to which the commitment relates; or
- (vii) otherwise conduct its business in a manner that would cause the Corporation not to qualify as a MIC, that would result in the Common Shares not being a "qualified investment" for a trust governed by a registered retirement savings plan, registered retirement income fund, registered education savings plan or deferred profit sharing plan ("**Registered Plans**") or that would result in Common Shares being foreign property for the purpose of the Tax Act.

Notwithstanding the irregular and unilateral actions of a former CEO, the Corporation strives at all times to observe the investment restrictions set forth in this paragraph.

Any change to the fundamental investment objectives of the Corporation requires shareholder approval given at a meeting of the shareholders of the Corporation called to consider such change.

INVESTMENT POLICIES

The Corporation has adopted certain policies which establish the investment criteria for the Corporation's investments, which are as follows:

- (i) the Corporation may only invest in commercial and residential mortgage loans secured against real property situated in Canada and primarily in Saskatchewan, Manitoba, and Alberta.
- (ii) the Corporation as a general practice maintains a portion of its total assets in cash or "near-cash" securities (such as units of money market funds) or an equivalent amount of funds available under the Corporation's line of credit financing in order to meet redemption requests and also to be in a position to redeem a prior mortgagee's interest in a given property if a Broker considers that it would be advantageous for the Corporation to do so having regard to the market value of the property and the amount of mortgage debt due to the Corporation. The Board will monitor the cash and credit position of the Corporation on a regular basis in order to maintain its cash, near-cash and/or credit reserve positions at a necessary level;

INVESTMENT POLICIES (continued)

- (iii) all bridge financing loans in which the Corporation invests will be secured by an interest against title to the real property that is the subject of the bridge financing loan and an irrevocable assignment of proceeds from the sale of such real property;
- (iv) the Corporation may not make any loan or investment which does not meet the "Canadian content" requirements of paragraph 130.1(6)(c) of the Tax Act;
- (v) the Corporation may not make a loan which, together with all other mortgage loans that have priority over or rank *pari passu* with such loan, exceeds 95% of the fair market value of the mortgaged property, except when:
 - (a) such mortgage is insured under the National Housing Act (Canada) or any similar legislation of a province, or
 - (b) the excess over 90% is insured by an insurance company registered or licensed under the Insurance Companies Act (Canada) or similar legislation of a Canadian province or territory;
- (vi) the Corporation may not make a loan secured by a mortgage on a property in which:
 - (a) any senior officer or director of the Corporation or of a Broker, or
 - (b) any associate or affiliate of a person referred to in (a) above has an interest as mortgagor;
- (vii) the Corporation will not trade in mortgages in the secondary market although the Corporation retains the ability, in exceptional circumstances, to assign a mortgage to a third party;
- (viii) the Corporation may not hold a mortgage the initial term of which exceeds two years, but mortgages held by the Corporation may contain provisions permitting the mortgagor, when not in default, to renew the mortgage for one or more additional terms;
- (ix) generally, the Corporation's mortgages will not secure debt incurred for the construction or development of real estate although the Corporation may from time to time engage, under strict guidelines, in bridge financing for such projects instead of holding idle cash; and
- (x) traditional lenders will from time to time refer bridge financing opportunities to a Broker where the lender has provided a "take-out loan" (i.e. a commitment to make a loan secured by a first-ranking mortgage where such loan will be advanced upon completion of the construction of a building in order to repay a prior loan which financed such construction). The Corporation may provide bridge loan financing to clients of "take-out" lenders on a draw-down basis by means of higher interest loans for amounts equal to, in the aggregate, up to 95% of the appraised finished value of the property. Real property and/or personal property security will be obtained by the Corporation when providing this type of financing.

The Board may approve an amendment to the investment policies of the Corporation from time to time.

If, due to a change in the provisions of the Tax Act or other legislation applicable to the Corporation, any of the foregoing investment policies and investment criteria required amendment in order to comply with such change in legislation, the Board may make such change and such change will be binding on the Corporation.

The Corporation's Credit Committee is comprised of at least two members chosen from amongst the members of the Board. The primary purpose of the Credit Committee is to oversee lending guidelines and to provide oversight in the review of delinquent loan files.

INVESTMENT CRITERIA

The Corporation's established investment criteria includes the following:

- (i) the Corporation will make investments so that it maintains its status as a MIC;
- (ii) loans will be secured by mortgages and/or other appropriate security interests in favour of the Corporation, either as sole mortgagee or co-mortgagee, and each mortgage will be duly registered as a charge against the real property which is the subject of the mortgage. All investments made with respect to loan applications submitted by a Broker, will be reviewed and will have received a positive recommendation by such Broker;
- (iii) bridge financing loans will be secured by an irrevocable direction to pay such loans from the proceeds of a binding contract to sell real property and an irrevocable assignment of such proceeds in favour of the Corporation, either as sole assignee or co-assignee;
- (iv) loans will be made to borrowers who deal with the Corporation, the Brokers and their affiliates, shareholders, officers and directors at arm's length;
- (v) mortgages will be registered as a charge against real property, provided that the overall loan to appraised value ratio does not exceed 95% (including prior charges);
- (vi) prior to funding the loan, the Corporation will obtain current appraisals on all properties which secure the loan. The appraisals will be completed by an accredited appraiser approved by the Corporation;
- (vii) the initial term of each loan will not exceed a term of 24 months;
- (viii) the Corporation will make loans primarily in the Province of Saskatchewan and may expand to other provinces and territories in Canada. While the Corporation will look, at least initially, primarily to Saskatchewan based mortgages for its investment opportunities, there are no restrictions on the amount of funds that may be invested by the Corporation in any particular Province or Territory of Canada;
- (ix) the Corporation may advance additional monies on a loan in order to protect the loan, notwithstanding that the additional advance of funds may increase the loan to value ratio over and above the parameters set out above.

OPERATING RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2019

Total comprehensive loss for the three months ended September 30, 2019 was (\$222,773) compared to the total comprehensive loss of (\$291,969) for the three months ended September 30, 2018.

For the nine months ended September 30, 2019 the total comprehensive loss was (\$911,456). The total comprehensive loss for the nine months ended September 30, 2018 was (\$602,484).

The increased loss in 2019 was a result of additional provisions accrued against the assets taken in settlement of debt to reflect the current soft condo market in Regina, SK.

At September 30, 2019 the Corporation had 17 mortgages outstanding with an average balance of \$77,693. This was down by 6 mortgages from September 30, 2018 at which time the average mortgage balance was \$236,575. The change in the number of mortgages was the result of the 6 mortgages being paid out.

Revenue

Mortgage revenue for the three months ended September 30, 2019 was \$29,305. This represents a decrease from the \$175,001 generated in the three months ended September 30, 2018.

The 2019 year-to-date mortgage revenue was \$171,809 compared with 2018 year-to-date mortgage revenue of \$543,963.

Revenue reduction is both a result of the decrease in the number of mortgages currently held and a reflection of the quality of the mortgages remaining.

OPERATING RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2019 (continued)

Expenses

Interest expense for the three months ended September 30, 2019 was \$2,583 compared to \$51,222 for the three months ended September 30, 2018. The 2019 year-to-date interest expense was \$39,821 compared to the 2018 year-to-date interest expense of \$145,294. The reduction in the interest expense is a result of the reduced utilization of the operating line.

Office and administration expense for the three months ended September 30, 2019 was \$14,855 compared to the three months ended September 30, 2018 of \$17,833. The 2019 year-to-date office and administration expense was \$40,054 compared to the 2018 year-to-date expense of \$54,699. The 2019 year-to-date rent costs were \$13,230 compared to the 2018 year-to-date costs of \$21,602.

Insurance expense for the three months ended September 30, 2019 was \$18,311 compared to \$6,735 for the three months ended September 30, 2018. The 2019 year-to-date insurance expense was \$45,514 compared to the 2018 year-to-date insurance expense of \$20,165. The increase in 2019 was a result of premium increase to both the Director's error and omission insurance as well as the Blanket Property liability insurance.

Professional fees for the three months ended September 30, 2019 were \$134,342 compared to fees of \$67,640 for the three months ended September 30, 2018. The 2019 year-to-date professional fees were \$174,422 compared to the 2018 year-to-date professional fees of \$147,595. The 2019 fees reflected advisory services engaged to assist in the determination of the most effective manner to expedite any return of capital to shareholders.

Wages and benefits expense was \$35,035 for the three months ended September 30, 2019 compared to \$48,475 for the three months ended September 30, 2018. The 2019 year-to-date wages and benefits of \$111,350 reflect a reduction from the 2018 year-to-date amount of \$155,677. The decrease was due to a reduction in staff.

Director's fees were \$14,625 for the three months ended September 30, 2019 compared to \$19,500 for the three months ended September 30, 2018. The 2019 year-to-date Directors' fees were \$43,875 compared to the 2018 year-to-date Directors' fees of \$58,500. The decrease was due to the resolution passed by the Board of Directors to reduce Directors Fees by 25% commencing January 2019. Subsequent to period end, the Board of Directors resigned and KPMG was appointed as Liquidator for the voluntary liquidation and dissolution of the Corporation.

INVESTMENT PORTFOLIO

The Corporation's portfolio of mortgage investments is made up of investments in Residential and Commercial properties. The majority of the investments are in Saskatchewan.

The following tables illustrate the Corporation's portfolio of mortgage investments allocated by Security Position, Region and Interest Rate:

INVESTMENT PORTFOLIO (continued)

i) Security Position by Number of Mortgages

	September 30, 2019	December 31, 2018
	No. of Mortgages	No. of Mortgages
Residential - First Mortgages	2	7
Residential - Non-First mortgages	10	7
Commercial - First Mortgages	3	5
Commercial – Non-First Mortgages	<u>2</u>	<u>2</u>
Total Number of Mortgages	17	21

ii) Security Position by % of Mortgage Investments (\$)

	September 30, 2019	December 31, 2018
	% of Mortgage Investments (\$)	% of Mortgage Investments (\$)
Residential - First Mortgages	7.4%	18.0%
Residential - Non-First mortgages	7.0%	3.1%
Commercial - First Mortgages	39.9%	44.9%
Commercial – Non-First Mortgages	<u>45.7%</u>	<u>34.0%</u>
Total	100.0%	100.0%

INVESTMENT PORTFOLIO (continued)

iii) Region

	September 30, 2019	December 31, 2018
	% of Mortgage Investments (\$)	% of Mortgage Investments (\$)
Saskatchewan	75.2%	81.4%
Alberta	24.4%	18.1%
Manitoba	.4%	.5%
Total	100.0%	100.0%

iv) Interest Rate

Distribution of mortgages:

	September 30 2019		December 31 2018	
<i>Effective interest rates</i>	<i>Number of mortgages</i>	<i>Amortized cost and fair value</i>	<i>Number of mortgages</i>	<i>Amortized cost and fair value</i>
4 – 5%	3	233,928	1	74,295
8 – 9%	2	42,586	1	12,323
9 – 10%	6	5,058,885	10	7,430,191
10 – 11%	2	3,555,484	3	3,483,829
11 – 12%	-	-	1	153,979
12 – 13%	4	803,036	5	921,827
Sub Total	17	9,693,919	21	12,076,444
Add: Accrued interest receivable		5,326		18,843
Less: Allowance for mortgage losses		(8,378,467)		(7,970,557)
Total	17	1,320,778	21	4,124,730

CAPITAL MANAGEMENT

The Corporation 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.

	September 30, 2019	December 31, 2018
Demand loan	-	1,753,546
Other liabilities	82,117	85,891
Total debt	82,117	1,839,437
Shareholders' equity	6,509,200	7,420,656
Total capitalization	6,591,317	9,260,093

	Septemer 30, 2019	December 31, 2018
Total Assets	\$6,591,317	\$9,260,093
Total Debt	\$82,117	\$1,839,437
Shareholders' Equity	\$6,509,200	\$7,420,656
Total Liabilities and Shareholders' Equity	\$6,591,317	\$9,260,093
Debt to total capitalization (%)	1.2%	19.9%

The Corporation 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 Corporation may adjust the amount of dividends paid to shareholders, purchase shares for cancellation pursuant to normal course issuer bids, issue new shares, issue new debt, and issue new debt to replace existing debt.

DIVIDEND DISTRIBUTIONS

The Board of Directors suspended all dividends and/or redemptions until further notice.

LIQUIDITY AND CAPITAL RESOURCES

Management reviews the mortgage portfolio continuously with the best information available at the time. An allowance for mortgage loan losses is established consisting of expected credit losses on defaulted mortgages that, in management's judgment, is adequate to absorb all credit related losses in the portfolio. Expected credit losses include all of the accumulated provisions for losses on particular assets required to reduce the related assets to estimated realizable value. The Corporation regularly establishes provisions for each mortgage receivable, if applicable.

Management reviews each individual property mortgage on a monthly basis to determine shifting risks due to both changing specific client circumstances as well as general overall market conditions. The latter may include more specific situations relative to changes in business and industry.

Adjustments to accrued interest for each mortgage security asset are calculated on the daily balance of each mortgage asset to reflect accurate oversight and provisioning by Management and the Board. This method of provisioning ensures interest revenues on specific mortgages at risk of default are provisioned in a very timely manner and eliminates unnecessary swings in provision adjustments thereby allowing more consistent reporting of revenue and potential losses.

The length of time required to realize on a security increases the allowances required.

Capital and interest provisions are reported in quarterly company financial information reported both on SEDAR and the company web-site as required by Security Regulations.

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.

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 months	Over 1 year	Total
As September 30, 2019					
Other liabilities	-	82,117	-	-	82,117
	-	82,117	-	-	82,117
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

LIQUIDITY AND CAPITAL RESOURCES (continued)

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 months	Over 1 year	Total
As at September 30, 2019					
Cash and cash equivalents	1,805,431	-	-	-	1,805,431
Mortgages receivable	-	1,271,636	-	49,142	1,320,778
Other assets	61,739	-	-	-	61,739
	1,867,170	1,271,636	-	49,142	3,187,948
	On demand	Less than 3 months	3 to 12 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	-	-	-	48,643
	97,043	3,942,710	161,480	20,540	4,221,773

For additional disclosure see Note 13 of the audited financial statements for the year ending December 31, 2018.

OFF-BALANCE SHEET TRANSACTIONS

The Corporation's business constitutes of advancing funds secured by real estate mortgage and the administration and collection of principle and interest under these mortgages. The Corporation does not have any off-balance sheet transactions with the exception of the lease agreement for its premises which expires May 31, 2020.

RELATED PARTY TRANSACTIONS

The Corporation is managed by the Interim Chief Executive Officer and Chief Financial Officer and the administration of business activities is handled by employees. The Board of Directors oversee and provide direction to management (See Note 9 of the interim financial statements). Subsequent to period end KPMG Inc. have been appointed as Liquidator of the Corporation.

FINANCIAL INSTRUMENTS

The financial instruments involve the Corporation's credit facility and the mortgages receivable.

The authorized limit of the credit facility was the lesser of the margin calculation and \$5,000,000. (December 31, 2018 - \$7,500,000). It bears interest at the rate of prime interest plus 2.0% (December 31, 2018 – prime plus 2.0%). The credit facility is secured by a general security agreement over the assets of the Corporation.

At period end the margined demand operating line of credit was cancelled.

CRITICAL ACCOUNTING ESTIMATES

The Company adopted IFRS 9 Financial Instruments issued in July 2014 effective January 1, 2018. Changes in presentation and disclosures are reflected in the audited financial statements for the year ending December 31, 2018. This change in accounting policy was adopted retrospectively, with no restatement of comparatives.

Impairment

The Company recognizes expected credit losses (ECL) at an amount equal to 12 month ECL, if the credit risk on a mortgage at the reporting date has not increased significantly since initial recognition (Stage 1). A lifetime ECL is recorded on performing mortgages which are considered to have experienced a significant increase in credit risk (Stage 2) and on credit impaired financial assets (Stage 3).

The main factors considered in determining a significant increase in credit risk include relative changes in probability of default since origination and certain other criteria such loan delinquency.

Evidence of a significant increase in credit risk include factors such as:

- significant financial difficulty of the borrower;
- default or delinquency in interest or principal payments;
- high probability of the borrower entering a phase of bankruptcy or a financial reorganization;
- measurable decrease in the estimated future cash flows from the loan or the underlying assets that back the mortgage.

Mortgages overdue for 30 days are considered Stage 2 mortgages and those overdue by 90 days are considered impaired (Stage 3).

Credit loss calculations are outputs of models with a number of underlying assumptions regarding the choice of variable inputs and their interdependencies. The expected credit loss impairment model reflects the present value of all cash shortfalls related to default events over the expected life of a financial instrument.

The probability of default (“PD”), exposure at default (“EAD”), and loss given default (“LGD”) inputs used to estimate expected credit losses are modelled based on macroeconomic variables that are most closely related with credit losses in the relevant portfolio. The measurement of expected credit losses considers information about past events and current conditions as well as reasonable and supportable forecasts of future events and economic conditions. The estimation and application of forward-looking information requires significant judgement.

As at September 30, 2019 the Corporation had expected credit losses of \$8,378,467. The expected credit losses at December 31, 2018 were \$7,970,557. Approximately 85% of the expected credit losses at September 30, 2019 can be attributed to 3 Commercial mortgages representing \$7,141,602 in losses.

Write-offs

Mortgages are written off when there is no realistic prospect of recovery. This is generally the case when the Company determines that the borrower does not have assets or a source of income that could generate sufficient cash flows to repay the amounts subject to the write-off. However, financial assets that are written off could still be subject to enforcement activities.

MANAGEMENT/CONTROL/PROCEDURES

Management is responsible for the information contained within this MD&A and to ensure that both the internal and external information that is disclosed by the Corporation is correct and materially complete.

The Corporation has internal controls respecting its financial reporting which are adhered to in order to ensure reliable financial reporting and that the financial statements prepared for external purposes are in accordance with IFRS.

MARKET OUTLOOK & CORPORATE RISKS

The following comments are qualified in their entirety by the Notice Regarding Forward-Looking Information at the beginning of this MD & A.

The market for residential and commercial mortgages continues to be in Saskatchewan with one outstanding mortgage in Alberta and one in Manitoba. With a slowdown in the economy Investors in the Corporation may have concerns relative to the real estate market in general and the potential impact on companies in this industry affecting their ability to generate profit for their investors.

The Corporation follows strategies to limit market risks due to changes in the overall economy and or specific sectors of the economy which may impact our business model and our resulting mortgage portfolio.

Risks as a mortgage lender in the Saskatchewan market, include volatility in the real estate property market, which could be driven by changes in the resource industry.

Additional risks do exist which are typical for all business operations conducted in the mortgage lending business generally. These risks include Government legislative changes, National Interest Rate environment, mortgage backed security loans, competition activities, potential environmental issues mainly with commercial loans, borrower solvency, and other factors as outlined in previous sections of our information document.

CAPITALIZATION

The Corporation has 1,888,374 Issued and Outstanding Class A Common Shares (See Note 8 of the interim financial statements for the period ending September 30, 2019.)

ADDITIONAL INFORMATION

Prime West Mortgage Investment Corporation, as a reporting issuer, files all material documents and information on Sedar. This additional information may be viewed at www.sedar.com, on the Canadian Securities Exchange at www.thecse.com under the symbol PRI and on our website at www.primewest.ca.