

Dominion Lending Centres Inc.

# Interim Condensed Consolidated Financial Statements

For the three and six months ended June 30, 2022 & June 30, 2021



CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (unaudited)  
(in thousands of Canadian dollars)

	As at June 30, 2022	As at December 31, 2021
<b>Assets</b>		
<i>Current assets</i>		
Cash and cash equivalents	\$ 18,927	\$ 20,886
Trade and other receivables	15,958	17,990
Prepaid expenses and deposits	1,436	1,564
Notes receivable	119	343
<b>Total current assets</b>	<b>36,440</b>	<b>40,783</b>
<i>Non-current assets</i>		
Trade, other receivables and other assets	284	302
Investments	246	246
Equity-accounted investments (note 5)	29,483	28,517
Capital assets	295	352
Right-of-use assets	2,012	1,859
Intangible assets (note 6)	122,865	121,429
Goodwill	60,437	60,437
<b>Total assets</b>	<b>\$ 252,062</b>	<b>\$ 253,925</b>
<b>Liabilities and Equity</b>		
<i>Current liabilities</i>		
Accounts payable and accrued liabilities (note 7)	\$ 30,866	\$ 46,884
Loans and borrowings (note 8)	4,662	1,233
Deferred contract liabilities	956	1,129
Lease obligations	512	436
Preferred Share liability (note 9)	12,928	14,908
<b>Total current liabilities</b>	<b>49,924</b>	<b>64,590</b>
<i>Non-current liabilities</i>		
Loans and borrowings (note 8)	50,782	35,233
Deferred contract liabilities	515	552
Other long-term liabilities	2,022	2,540
Lease obligations	1,875	1,860
Deferred tax liabilities	13,161	11,777
Preferred Share liability (note 9)	126,845	103,552
<b>Total liabilities</b>	<b>245,124</b>	<b>220,104</b>
<i>Equity</i>		
Share capital (note 10)	139,569	118,018
Contributed surplus	8,795	15,573
Accumulated other comprehensive income (loss)	143	(21)
Deficit	(141,773)	(101,830)
<b>Total equity attributable to shareholders</b>	<b>6,734</b>	<b>31,740</b>
<b>Non-controlling interest</b> (note 4)	<b>204</b>	<b>2,081</b>
<b>Total liabilities and equity</b>	<b>\$ 252,062</b>	<b>\$ 253,925</b>

Commitments and contingencies (note 18)

Subsequent events (note 20)

The accompanying notes form an integral part of these condensed consolidated financial statements.

Signed on behalf of the Board of Directors,

(signed)  
Gary Mauris, Director

(signed)  
Dennis Sykora, Director

## CONDENSED CONSOLIDATED STATEMENTS OF INCOME (LOSS) (unaudited)

(in thousands of Canadian dollars, except per share amounts)

	For the three months ended June 30,		For the six months ended June 30,	
	2022	2021	2022	2021
Revenue (note 13)	\$ 21,823	\$ 21,316	\$ 38,852	\$ 35,204
Direct costs	2,808	2,404	4,806	4,358
<b>Gross profit</b>	<b>19,015</b>	18,912	<b>34,046</b>	30,846
General and administrative expenses	7,349	6,879	15,813	11,872
Share-based payments (recovery) expense (note 11)	(221)	228	(11)	1,123
Depreciation and amortization	1,034	1,064	2,063	2,110
	<b>8,162</b>	8,171	<b>17,865</b>	15,105
<b>Income from operations</b>	<b>\$ 10,853</b>	\$ 10,741	<b>\$ 16,181</b>	\$ 15,741
<b>Other (expense) income</b>				
Finance expense (note 14)	(600)	(1,350)	(1,032)	(2,597)
Finance expense on the Preferred Share liability (note 9)	(2,535)	(7,146)	(28,250)	(10,292)
Income from equity-accounted investments (note 5)	1,503	1,236	1,033	640
Other income	228	156	331	825
	<b>(1,404)</b>	(7,104)	<b>(27,918)</b>	(11,424)
<b>Income (loss) before tax</b>	<b>\$ 9,449</b>	\$ 3,637	<b>\$ (11,737)</b>	\$ 4,317
<b>Income tax expense</b>				
Current tax expense	(1,558)	(1,710)	(2,660)	(2,933)
Deferred tax expense	(1,182)	(1,319)	(1,384)	(876)
	<b>(2,740)</b>	(3,029)	<b>(4,044)</b>	(3,809)
<b>Net income (loss)</b>	<b>\$ 6,709</b>	\$ 608	<b>\$ (15,781)</b>	\$ 508
<b>Attributable to (note 15):</b>				
Common shareholders	\$ 6,700	\$ 203	\$ (15,979)	\$ (283)
Non-controlling interest	\$ 9	\$ 405	\$ 198	\$ 791
<b>Earnings (loss) per Common Share attributable to common shareholders (note 15)</b>				
Basic	\$ 0.14	\$ 0.00	\$ (0.34)	\$ (0.01)
Diluted	\$ 0.14	\$ 0.00	\$ (0.34)	\$ (0.01)

The accompanying notes form an integral part of these condensed consolidated financial statements.

## CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

(unaudited)

(in thousands of Canadian dollars)

	For the three months ended June 30,		For the six months ended June 30,	
	2022	2021	2022	2021
<b>Net income (loss)</b>	\$ 6,709	\$ 608	\$ (15,781)	\$ 508
<b>Other comprehensive income (loss)</b>				
Items that will be subsequently reclassified to net income (loss):				
Foreign exchange translation income (loss) from equity-accounted investments (net of tax) (note 5)	200	(171)	164	(320)
<b>Total other comprehensive income (loss)</b>	<b>200</b>	<b>(171)</b>	<b>164</b>	<b>(320)</b>
<b>Comprehensive income (loss)</b>	\$ <b>6,909</b>	\$ 437	\$ <b>(15,617)</b>	\$ 188
<b>Attributable to:</b>				
Common shareholders	\$ 6,900	\$ 32	\$ (15,815)	\$ (603)
Non-controlling interest	\$ 9	\$ 405	\$ 198	\$ 791

The accompanying notes form an integral part of these condensed consolidated financial statements.

CONDENSED CONSOLIDATED STATEMENTS OF EQUITY (unaudited)  
(in thousands of Canadian dollars)

	<b>Attributable to Shareholders of Dominion Lending Centres Inc.</b>							
	<b>Share capital</b>	<b>Contributed surplus</b>	<b>AOCI(L) (<sup>(1)</sup>)</b>	<b>Deficit</b>	<b>Total shareholders' equity</b>	<b>Non- controlling interest</b>	<b>Total equity</b>	
Balance at January 1, 2021	\$ 130,216	\$ 15,573	\$ -	\$ (96,322)	\$ 49,467	\$ 1,423	\$	\$ 50,890
Share repurchases and cancellation	(88)	-	-	-	(88)	-	-	(88)
Net loss and comprehensive loss	-	-	(320)	(283)	(603)	791	-	188
Distributions to non-controlling interest	-	-	-	-	-	(300)	-	(300)
Balance at June 30, 2021	\$ 130,128	\$ 15,573	\$ (320)	\$ (96,605)	\$ 48,776	\$ 1,914	\$	\$ 50,690
Balance at January 1, 2022	\$ 118,018	\$ 15,573	\$ (21)	\$ (101,830)	\$ 31,740	\$ 2,081	\$	\$ 33,821
Substantial issuer bid ("SIB") (note 10)	<b>4,568</b>	-	-	-	<b>4,568</b>	-	-	<b>4,568</b>
Acquisition of Newton Connectivity Systems Inc. (notes 4 and 10)	<b>7,098</b>	-	-	<b>(22,507)</b>	<b>(15,409)</b>	<b>(1,475)</b>	-	<b>(16,884)</b>
Warrants exercised (notes 10 and 11)	<b>9,743</b>	<b>(6,755)</b>	-	-	<b>2,988</b>	-	-	<b>2,988</b>
Share options exercised (notes 10 and 11)	<b>248</b>	<b>(23)</b>	-	-	<b>225</b>	-	-	<b>225</b>
Normal course issuer bid ("NCIB") (note 10)	<b>(106)</b>	-	-	-	<b>(106)</b>	-	-	<b>(106)</b>
Net loss and comprehensive income	-	-	<b>164</b>	<b>(15,979)</b>	<b>(15,815)</b>	<b>198</b>	-	<b>(15,617)</b>
Dividends declared (note 10)	-	-	-	<b>(1,457)</b>	<b>(1,457)</b>	-	-	<b>(1,457)</b>
Distributions to non-controlling interest	-	-	-	-	-	<b>(600)</b>	-	<b>(600)</b>
<b>Balance at June 30, 2022</b>	<b>\$ 139,569</b>	<b>\$ 8,795</b>	<b>\$ 143</b>	<b>\$ (141,773)</b>	<b>\$ 6,734</b>	<b>\$ 204</b>	<b>\$</b>	<b>\$ 6,938</b>

(1) Accumulated other comprehensive income (loss)

The accompanying notes form an integral part of these condensed consolidated financial statements.

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)

(in thousands of Canadian dollars)

<b>For the six months ended June 30,</b>	<b>2022</b>	<b>2021</b>
<b>Operating Activities</b>		
Net (loss) income	\$ (15,781)	\$ 508
<i>Items not affecting cash:</i>		
Share-based payments (recovery) expense (note 11)	(11)	1,123
Depreciation and amortization	2,063	2,110
Amortization of debt issuance costs (note 14)	70	534
Amortization of franchise rights (note 6)	1,540	1,291
Finance expense on the Preferred Share liability (note 9)	28,250	10,292
Deferred tax expense	1,384	876
Income from equity-accounted investments (note 5)	(1,033)	(640)
Interest on lease liabilities	62	69
Other non-cash items	(532)	(2,113)
Changes in non-cash working capital (note 16)	(2,547)	4,603
<b>Cash provided by operating activities</b>	<b>13,465</b>	<b>18,653</b>
<b>Investing Activities</b>		
Expenditures on capital assets	(1)	-
Investment in intangible assets (note 6)	(4,804)	(4,220)
Distributions from equity-accounted investees (note 5)	481	721
Investments in equity-accounted investees (note 5)	(250)	(300)
Distributions to non-controlling interests	(600)	(300)
<b>Cash used in investing activities</b>	<b>(5,174)</b>	<b>(4,099)</b>
<b>Financing Activities</b>		
Proceeds from debt financing, net of transaction costs (note 8)	31,502	5,835
Acquisition of Newton Connectivity Systems Inc. (note 4)	(16,884)	-
SIB purchase (note 10)	(6,682)	-
Repayment of debt (note 8)	(12,594)	(2,299)
Lease payments	(300)	(283)
NCIB share repurchase (note 10)	(106)	(88)
Warrants exercised (notes 10 and 11)	2,988	-
Share options exercised (notes 10 and 11)	225	-
Dividends paid to Common Shareholders (note 10)	(1,457)	-
Dividends paid to Preferred Shareholders (note 9)	(6,937)	(7,008)
<b>Cash used in financing activities</b>	<b>(10,245)</b>	<b>(3,843)</b>
<b>(Decrease) / increase in cash and cash equivalents</b>	<b>(1,954)</b>	<b>10,711</b>
Impact of foreign exchange on cash and cash equivalents	(5)	(143)
<b>Cash and cash equivalents, beginning of period</b>	<b>20,886</b>	<b>10,316</b>
<b>Cash and cash equivalents, end of period</b>	<b>\$ 18,927</b>	<b>\$ 20,884</b>
Cash flows include the following amounts:		
Interest paid	\$ 900	\$ 1,825
Interest received	\$ 27	\$ 29
Income taxes paid	\$ 6,470	\$ 4,701

The accompanying notes from an integral part of these condensed consolidated financial statements.

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
(in thousands of Canadian dollars)

**1. NATURE OF OPERATIONS**

Dominion Lending Centres Inc. (“we”, “our”, or the “Corporation”) is a Canadian mortgage brokerage and data connectivity provider with operations across Canada. As of February 3, 2022, the Corporation is listed on the Toronto Stock Exchange (the “Exchange”) under the symbol “DLCG” (previously listed on the TSX Venture Exchange). The head office of the Corporation is located at Suite 400, 2207 4<sup>th</sup> Street S.W., Calgary, Alberta, T2S 1X1. The Corporation is governed by the *Business Corporations Act* (Alberta).

**Entity overview**

The DLC group of companies (the “DLC Group”) consists of the Corporation and its three main subsidiaries:

	Ownership interest	
	June 30, 2022	December 31, 2021
MCC Mortgage Centre Canada Inc. (“MCC”)	100%	100%
MA Mortgage Architects Inc. (“MA”)	100%	100%
Newton Connectivity Systems Inc. (“Newton”) (note 4)	100%	70%

At June 30, 2022, the Corporation has two operating segments: the Core Business Operations segment and the Non-Core Business Asset Management segment.

The Core Business Operations segment represents the core operations of the Corporation. These core operations are the business of mortgage brokerage franchising and mortgage broker data connectivity services across Canada, which is comprised of the DLC Group.

The Non-Core Business Asset Management segment includes the Corporation’s interests in Club16 Limited Partnership (“Club16”) and Cape Communications Ltd. (“Impact”) (collectively the “Non-Core Assets”), and the expenses, assets and liabilities associated with management of the Non-Core Assets, the Junior Credit Facility (as defined herein), and public company costs.

**2. BASIS OF PREPARATION**

**Statement of compliance**

These interim condensed consolidated financial statements (“interim financial statements”) of the Corporation have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”), specifically International Accounting Standards 34 – Interim Financial Reporting.

These interim financial statements were authorized for issuance by the Audit Committee of the Corporation, on behalf of the Board of Directors, on August 10, 2022.

**3. SIGNIFICANT ACCOUNTING POLICIES**

The significant accounting policies used in the preparation of these interim financial statements are the same as those in the most recent annual financial statements.

**4. ACQUISITION OF THE NON-CONTROLLING INTEREST IN NEWTON**

On February 15, 2022, the Corporation entered into a purchase agreement with Next4 Holdings Inc. (“Next4”) to acquire the remaining 30% of 10017078 Canada Inc. (“Newton Holdco”) that the Corporation did not already own (the “Newton Acquisition”) for an aggregate purchase price of \$24,000 (the “Purchase Price”). The Purchase Price was comprised of a cash payment of \$16,865 and the issuance of 1,853,247 Common Shares of the Corporation, having a deemed value of \$3.85 per share (the “Share Consideration”) (see note 10). As Geoff Willis (President of Newton) and Kevin Dear (Vice-President of Newton) are both directors and indirect 25% shareholders of Next4, the Newton Acquisition was a related-party transaction (see note 19). The Newton Acquisition closed on February 28, 2022.

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
(in thousands of Canadian dollars)

Changes in the Corporation's interest in a subsidiary that do not result in a change in control are accounted for within shareholders' equity. The following summarizes the change to the Corporation's deficit as a result of the Newton Acquisition:

<b>For the six months ended</b>	<b>June 30, 2022</b>	
Issuance of Common Shares <sup>(1)(2)</sup>	\$	(7,117)
Cash consideration <sup>(2)</sup>		<b>(16,865)</b>
Elimination of non-controlling interest		<b>1,475</b>
Net increase to deficit	\$	<b>(22,507)</b>

(1) The Corporation recognized the issuance of the Common Shares at the fair market value of \$3.84 per share (see note 10).

(2) Gross of transaction costs (see note 10).

## 5. EQUITY-ACCOUNTED INVESTMENTS

### Club16 – Non-Core Business Asset Management Segment

The Corporation owns a 58.4% interest in Club16. The principal place of business is Surrey, British Columbia, Canada.

During the three and six months ended June 30, 2022, the Corporation received distributions of \$131 from Club16 (June 30, 2021—\$nil and \$nil).

The following table summarizes the statement of financial position information of Club16:

	<b>June 30,</b>		December 31,	
	<b>2022</b>		2021	
Current assets	\$	7,637	\$	5,921
Non-current assets		<b>71,360</b>		76,211
Current liabilities		<b>(10,813)</b>		(12,314)
Non-current liabilities		<b>(51,957)</b>		(54,509)
Net assets		<b>16,227</b>		15,309
% of ownership		<b>58.4%</b>		58.4%
		<b>9,477</b>		8,940
Goodwill		<b>8,122</b>		8,122
Corporation share of net assets	\$	<b>17,599</b>	\$	17,062

	<b>Three months ended June 30,</b>		<b>Six months ended June 30,</b>	
	<b>2022</b>		<b>2022</b>	
Revenue	\$	<b>11,961</b>	\$	9,915
Expenses		<b>9,768</b>		8,807
Income (loss) before tax		<b>2,193</b>		1,108
Income tax recovery		<b>71</b>		719
Net income		<b>2,264</b>		1,827
% of ownership		<b>58.4%</b>		58.4%
Corporation share of net income	\$	<b>1,322</b>	\$	1,067
			\$	740
			\$	401
			\$	1,141
			\$	273
			\$	1,042
			\$	666
			\$	159



NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
(in thousands of Canadian dollars)

**Impact – Non-Core Business Asset Management Segment**

The Corporation owns a 52.0% interest in Impact. The principal place of business is Kelowna, British Columbia, Canada.

During the three and six months ended June 30, 2022, the Corporation did not receive distributions from Impact (for both the three and six months ended June 30, 2021—\$260).

The following table summarizes the statement of financial position information of Impact:

	<b>June 30, 2022</b>	December 31, 2021
Current assets	\$ 4,284	\$ 4,964
Non-current assets	10,854	10,917
Current liabilities	(600)	(1,669)
Non-current liabilities (including contributed surplus)	(3,178)	(3,137)
Net assets	11,360	11,075
% of ownership	52.0%	52.0%
	5,907	5,759
Goodwill <sup>(1)</sup>	4,228	4,170
Corporation share of net assets	\$ 10,135	\$ 9,929

(1) Impact's goodwill is adjusted for foreign exchange translation differences at the end of each reporting period.

	<b>Three months ended June 30,</b>		<b>Six months ended June 30,</b>	
	<b>2022</b>	2021	<b>2022</b>	2021
Revenue	\$ 2,874	\$ 2,279	\$ 4,627	\$ 4,260
Expenses	2,620	2,095	4,499	3,969
Income before tax	254	184	128	291
Income tax expense	(91)	(84)	(46)	(110)
Net income	163	100	82	181
% of ownership	52.0%	52.0%	52.0%	52.0%
Corporation share of net income	\$ 85	\$ 52	\$ 43	\$ 94

	<b>Three months ended June 30,</b>		<b>Six months ended June 30,</b>	
	<b>2022</b>	2021	<b>2022</b>	2021
Other comprehensive income (loss)	\$ 384	\$ (328)	\$ 315	\$ (615)
% of ownership	52.0%	52.0%	52.0%	52.0%
Corporation share of other comprehensive income (loss)	\$ 200	\$ (171)	\$ 164	\$ (320)

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
(in thousands of Canadian dollars)

**Other Core Business Operations' Equity-Accounted Investments**

The following tables summarize the financial information of the Corporation's investments in its non-significant joint arrangements. The Corporation's ownership interest in these entities ranges from 30%-50%.

During the three and six months ended June 30, 2022, the Corporation made an investment of \$nil and \$250 in non-significant joint arrangements, respectively (during both the three and six months ended June 30, 2021—\$300) and received distributions of \$200 and \$350, respectively (June 30, 2021—\$211 and \$461, respectively).

	<b>June 30, 2022</b>	December 31, 2021
Current assets	\$ 1,366	\$ 978
Non-current assets	103	163
Current liabilities	(525)	(616)
Non-current liabilities	(8)	-
Net assets	936	525
% of ownership	30%-50%	30%-50%
Goodwill	446	223
	1,303	1,303
Corporation share of net assets	\$ 1,749	\$ 1,526

	Three months ended June 30,		Six months ended June 30,	
	2022	2021	2022	2021
Revenue	\$ 1,707	\$ 1,675	\$ 3,258	\$ 3,209
Expenses <sup>(1)</sup>	1,552	1,454	2,647	2,450
Net income	155	221	611	759
% of ownership	30%-50%	30%-50%	30%-50%	30%-50%
Corporation share of net income	\$ 96	\$ 117	\$ 324	\$ 387

(1) Includes income tax.

**6. INTANGIBLE ASSETS**

	Franchise rights, relationships and agreements		Brand names		Other <sup>(1)</sup>		Total intangible assets
<b>Cost</b>							
Balance at December 31, 2021	\$	101,398	\$	45,700	\$	5,297	\$ 152,395
Additions		4,804		-		-	4,804
Disposals		(233)		-		(195)	(428)
<b>Balance at June 30, 2022</b>	<b>\$</b>	<b>105,969</b>	<b>\$</b>	<b>45,700</b>	<b>\$</b>	<b>5,102</b>	<b>\$ 156,771</b>
<b>Accumulated amortization</b>							
Balance at December 31, 2021	\$	(26,520)	\$	-	\$	(4,446)	\$ (30,966)
Disposals		233		-		195	428
Amortization recognized as a charge against revenue		(1,540)		-		-	(1,540)
Amortization expense		(1,623)		-		(205)	(1,828)
<b>Balance at June 30, 2022</b>	<b>\$</b>	<b>(29,450)</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>(4,456)</b>	<b>\$ (33,906)</b>
<b>Carrying value</b>							
December 31, 2021	\$	74,878	\$	45,700	\$	851	\$ 121,429
<b>June 30, 2022</b>	<b>\$</b>	<b>76,519</b>	<b>\$</b>	<b>45,700</b>	<b>\$</b>	<b>646</b>	<b>\$ 122,865</b>

(1) Other intangible assets are comprised of software acquired on the initial acquisition of the Core Business Operations (including Newton).

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
(in thousands of Canadian dollars)

**7. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES**

	<b>June 30, 2022</b>	December 31, 2021
Accrued liabilities		
Commissions payable	\$ 21,539	\$ 18,253
SIB liability (note 10)	-	11,250
Share-based compensation liability (note 11)	633	1,577
Other accrued liabilities	7,151	10,733
	<b>29,323</b>	41,813
Trade payables	1,035	1,471
Income tax payable	-	3,322
Government agencies payable	420	223
Other	88	55
	<b>\$ 30,866</b>	<b>\$ 46,884</b>

**8. LOANS AND BORROWINGS**

	<b>June 30, 2022</b>	December 31, 2021
<b>Core Business Operations</b>		
Revolving Facility	\$ -	\$ -
Acquisition Facility	28,407	6,165
Non-Revolving Term Loan (“DDTL”) Facility	6,400	-
<b>Non-Core Business Asset Management</b>		
Junior Credit Facility	21,013	30,648
	<b>55,820</b>	36,813
Debt issuance costs	(376)	(347)
Total loans and borrowings	55,444	36,466
Less current portion	(4,662)	(1,233)
	<b>\$ 50,782</b>	<b>\$ 35,233</b>

The credit facilities are comprised of three senior term credit facilities (collectively, the “Senior Credit Facilities”) and a junior term credit facility (the “Junior Credit Facility”). The Senior Credit Facilities are held within the Core Business Operations and the Junior Credit Facility is held within the Non-Core Business Asset Management segment.

Quarterly financial covenants for all facilities include the requirement to maintain an adjusted total debt-to-EBITDA ratio of less than 2.75:1.00 and an interest coverage ratio of not less than 3.00:1.00. At June 30, 2022, the Corporation’s adjusted total debt-to-EBITDA ratio and interest coverage ratio were 1.22:1.00 and 34.34:1.00, respectively. At June 30, 2022, the Corporation was in compliance with all such covenants.

**Core Business Operations**

On February 28, 2022, the Corporation entered into an amending agreement with TD, whereby the Corporation increased its Acquisition Facility by \$24,000, from \$10,000 to \$34,000. An aggregate of \$16,865 was drawn on the Acquisition Facility to pay the cash consideration at closing to the vendors of the Newton Acquisition (see note 4) and an aggregate of \$7,135 was drawn on the Acquisition Facility to transfer to the Corporation’s Non-Core Business Asset Management segment as compensation for the issuance of the Share Consideration (which amount was paid against the Corporation’s Junior Credit Facility). As such, the Newton Acquisition resulted in net additional borrowings of \$16,865, with borrowings by the Corporation’s Core Business Operations increasing by \$24,000 and borrowings by the Corporation’s Non-Core Business Asset Management segment decreasing by \$7,135.

The DDTL Facility is a delayed draw term loan that allowed the Corporation to withdraw predefined amounts. During the six months ended June 30, 2022, the Corporation drew \$7,600 on its DDTL Facility, of which \$4,560 was used to fund the SIB completed on January 11, 2022 and \$3,040 was paid as a pro-rata (40%) dividend to the Preferred Shareholders. The Corporation’s cash on hand was used to fund the balance of \$2,120 to complete the purchase of tendered shares under the SIB. The remaining \$12,400 credit available under the \$20,000 DDTL facility was cancelled.

## NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)

(in thousands of Canadian dollars)

Borrowings under the Senior Credit Facilities are comprised of floating-rate advances or Canadian banker's acceptances ("BA"). Floating-rate advances bear interest at a rate equal to prime plus 0.00% to 0.50%. BAs bear interest at a rate determined at the time of their acceptance plus a stamping fee of 1.75% to 2.25%. As at June 30, 2022, the outstanding Senior Credit Facilities were BAs with a blended annual interest rate at 1.79% plus a stamping fee of 1.75%.

As at June 30, 2022, \$4,662 of the balance outstanding on the Acquisition facility is classified as current (December 31, 2021—\$1,233).

### **Non-Core Business Asset Management**

Borrowings under the Junior Credit Facility are comprised of floating-rate advances or BAs. Floating-rate advances bear interest at a rate equal to prime plus 0.75% to 1.25%. BAs bear interest at a rate determined at the time of their acceptance plus a stamping fee of 2.50% to 3.00%. As at June 30, 2022, the Junior Credit Facility was solely a BA and bore a blended annual interest at 1.79% plus a stamping fee of 2.50%.

As the Corporation's repayments on the Junior Credit Facility are voluntary, the full amount outstanding as at June 30, 2022 and December 31, 2021, were classified as long-term.

## **9. PREFERRED SHARE LIABILITY**

The Corporation is authorized to issue an unlimited number of non-voting, non-convertible series 1, class B preferred shares (the "Preferred Shares"). The Preferred Shares are not publicly traded. The Preferred Shares are a liability as the Corporation has an unavoidable obligation to pay dividends on the Preferred Shares into perpetuity. The holders of the Preferred Shares (the "Preferred Shareholders") are entitled to dividends equal to 40% of Core Business Distributable Cash ("Dividend Entitlement"), as defined in the Preferred Share terms, which represents cash generated by Core Business Operations after spending what is required to maintain or expand the current asset base. To match cash flows, capital expenditures are deducted from the Dividend Entitlement when incurred or when the debt is repaid for any amounts financed from debt.

The Preferred Shares were initially measured at their fair value net of any directly-attributable transaction costs and are subsequently recognized at amortized cost. The fair value of the Preferred Shares was determined using an income approach based on the estimated future Dividend Entitlement of the Preferred Shareholders. The Preferred Share liability is revised for any changes in the estimated future Dividend Entitlement at the end of each reporting period using an income approach based on the discount rate applied (15.2%), the change in the time-value of money, and dividends paid. The change in the time-value of money is reflected as accretion expense. The change in the estimated future Dividend Entitlement is reflected as revaluation recovery or expense. The revaluation recovery or expense and accretion expense are non-cash items, recognized on the condensed consolidated statements of income (loss) within finance expense on the Preferred Share liability.

The Dividend Entitlement is determined by a contractual measurement as defined in the Preferred Share terms, representing 95% of the total of the Core Business Operations': adjusted cash flows from operating activities, cash flows used in investing activities, adjusted cash flows from financing activities, taxes attributable, and any other adjustments approved by the Board of the Corporation and the majority Preferred Shareholder. The Preferred Shareholders are entitled to an annual dividend equal to 40% of the defined cash flows and the remaining 60% is retained for use in the Non-Core Business Asset Management segment. The Corporation pays interim monthly cash dividends ("Interim Dividends") to the Preferred Shareholders in an amount determined by the Board of the Corporation that represents a good-faith estimate of the monthly instalment of the Dividend Entitlement, which may be more or less than the actual Dividend Entitlement based on seasonality of cash flows. During the three and six months ended June 30, 2022, the Corporation paid Interim Dividends of \$1,680 and \$6,400, respectively (June 30, 2021—\$5,328 and \$7,008). During the six months ended June 30, 2022, the Corporation paid a true-up of the Dividend Entitlement payable as at December 31, 2021 of \$537 to the Preferred Shareholders (June 30, 2021—\$nil). During the three and six months ended June 30, 2022, the Dividend Entitlement attributable to Preferred Shareholders was \$3,438 and \$7,125, respectively (June 30, 2021—\$5,788 and \$7,295), resulting in an increase of the Dividend Entitlement to the Preferred Shareholders at June 30, 2022 of \$725, which is included in the Preferred Share liability.

**NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)**  
(in thousands of Canadian dollars)

During the six months ended June 30, 2022, the Board of Directors of the Corporation passed a resolution to reduce the Dividend Entitlement for the year ended December 31, 2021, resulting in an unpaid reversal of \$481 of the Dividend Entitlement payable to the Preferred Shareholders as at December 31, 2021. The reduction in the Dividend Entitlement was allocated to repayments on the Corporation's non-revolving term loan within the Core Business Operations.

The Preferred Shareholders are further entitled, in the event of a liquidation or winding-up of the Corporation's assets and property, or the sale of the Core Business Operations, to receive the amount equal to any accrued but unpaid Dividend Entitlement plus an amount equal to 40% of the net proceeds of any liquidation event of the sale of the Core Business Operations. The Preferred Shareholders are not entitled, upon liquidation, dissolution or winding up of the Corporation or on the sale of any part of the Non-Core Assets, to share in any proceeds received by the Corporation from the disposition of the Non-Core Assets.

	Number of Preferred Shares		Amount
Balance at December 31, 2021 <sup>(1)</sup>	26,774,054	\$	118,460
Dividends paid	-		(6,937)
Finance expense on the Preferred Share liability	-		28,250
<b>Balance at June 30, 2022 <sup>(1)</sup></b>	<b>26,774,054</b>	<b>\$</b>	<b>139,773</b>
<b>Current</b>		<b>\$</b>	<b>12,928</b>
<b>Non-Current</b>		<b>\$</b>	<b>126,845</b>

(1) Net of transaction costs.

	Three months ended		Six months ended	
	June 30,		June 30,	
	2022	2021	2022	2021
Accretion expense on the Preferred Share liability	\$ 5,334	\$ 4,146	\$ 9,755	\$ 8,156
Revaluation (recovery) expense of the Preferred Share liability	(2,799)	3,000	18,495	2,136
Finance expense on the Preferred Share liability	\$ 2,535	\$ 7,146	\$ 28,250	\$ 10,292

## 10. SHARE CAPITAL

### Authorized share capital

The Corporation is authorized to issue an unlimited number of class A common shares ("Common Shares") without par value, and an unlimited number of Preferred Shares (see note 9).

A summary of changes in Common Share capital in the period is as follows:

	Number of Common Shares		Amount
Balance at December 31, 2021	46,357,841	\$	118,018
<b>Share repurchases and cancellations (SIB)</b>	<b>(1,781,790)</b>		<b>4,568</b>
<b>Share issuance (Newton Acquisition)</b>	<b>1,853,247</b>		<b>7,098</b>
<b>Warrants exercised</b>	<b>2,078,568</b>		<b>9,743</b>
<b>Share repurchases and cancellations (NCIB)</b>	<b>(31,925)</b>		<b>(106)</b>
<b>Share options exercised</b>	<b>75,000</b>		<b>248</b>
<b>Balance at June 30, 2022</b>	<b>48,550,941</b>	<b>\$</b>	<b>139,569</b>

### Share Repurchases and Cancellations (SIB)

The Corporation implemented a SIB that commenced on December 1, 2021 and expired on January 11, 2022. The Corporation offered to purchase up to 3,000,000 Common Shares from the common shareholders at a price of \$3.75 per share. The Corporation purchased 1,781,790 Common Shares that were validly tendered for an aggregate cost of \$6,682, which were cancelled and returned to treasury. As the SIB was outstanding at December 31, 2021, the Corporation had recognized a liability at December 31, 2021 for the full commitment of the SIB of \$11,250, with the offset to share capital. During the six months ended June 30, 2022, the Corporation settled the SIB liability and recognized the reduction in the number of Common Shares outstanding and derecognized \$4,568 of the commitment for shares that were not tendered (see note 7).

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
(in thousands of Canadian dollars)

**Share Issuance (Newton Acquisition)**

On completion of the Newton Acquisition, the Corporation issued 1,853,247 Common Shares (see note 4). These were valued at the closing trading price of the Corporation's Common Shares on February 28, 2022 of \$3.84 per share. The Corporation recognized \$19 of transaction costs directly attributable to the issuance of the Common Shares as an offset to share capital.

**Warrants Exercised**

The Corporation issued 2,078,568 Common Shares at a fair market value of \$3.25 per Common Share, for warrants exercised on May 16, 2022 (see note 11).

**Share Repurchases and Cancellations (NCIB)**

The Corporation implemented a NCIB on May 24, 2022. The NCIB has a twelve-month duration, which commenced on May 27, 2022 and ends the earlier of May 26, 2023 or the date on which the maximum number of Common Shares that can be acquired pursuant to the NCIB are purchased. Under the NCIB, the Corporation may purchase up to 1,200,000 Common Shares. During the three and six months ended June 30, 2022, the Corporation made repurchases under the NCIB of 31,925 Common Shares at an average price of \$3.33 per share. The repurchased shares were cancelled and returned to treasury.

**Share Options Exercised**

On May 20, 2022, the Corporation issued 75,000 Common Shares at a fair market value of \$3.30 per Common Share, for share options exercised (see note 11).

**Dividends**

In April 2022, the Corporation implemented a quarterly dividend on its Common Shares. During the three and six months ended June 30, 2022, the Corporation declared quarterly dividends of \$0.03 per Common Share, resulting in a dividend payment of \$1,457 (June 30, 2021—\$nil).

**11. SHARE-BASED PAYMENTS**

The Corporation recorded total share-based payments recoveries of \$221 and \$11 for the three and six months ended June 30, 2022 (June 30, 2021—\$228 expense and \$1,123 expense). These amounts include share-based payments recoveries related to the Corporation's restricted share units ("RSUs") of \$153 and \$59 (June 30, 2021—\$194 expense and \$818 expense), and phantom share options ("PSOs") recovery of \$68 and expense of \$48 for the three and six months ended June 30, 2022, respectively (June 30, 2021—\$34 expense and \$305 expense).

**Share options**

Under the Corporation's share option plan (the "Plan"), the Corporation may grant share options to its directors, officers, employees, and consultants for up to 10% of the issued and outstanding Common Shares at the time of the share option grant. The Corporation's directors determine the term and vesting period of the share options at the time of the grant with the maximum term under the Plan being ten years from the grant date. The exercise price of each share option is determined upon issuance of the share options, which cannot be less than the market price, as defined by the Exchange.

A summary of share option activity in the period is as follows:

	Number of share options	Weighted average exercise price
Outstanding share options, December 31, 2021	75,000	\$ 3.00
<b>Exercised</b>	<b>(75,000)</b>	<b>3.00</b>
<b>Outstanding share options, June 30, 2022</b>	<b>-</b>	<b>\$ -</b>

During the three and six months ended June 30, 2022, the Corporation issued 75,000 Common Shares at a fair market value of \$3.30 per Common Share, for share options exercised. The share options were exercised at \$3.00 per Common Share, with the offset recognized to contributed surplus.

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
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**PSO plan**

The Corporation's PSOs outstanding as of December 31, 2021 were issued to employees with an exercise price of \$2.75 (the "employee PSOs"). Each employee PSO entitles the holder thereof to cash payments equal to the difference between the PSO price and the market price upon the exercise date. The employee PSOs have a five-year term and vest one-third on the first, second and third anniversary from the date of grant. At June 30, 2022, all employee PSOs have fully vested. At June 30, 2021, the employee PSOs were in-the-money and the Corporation recognized a liability of \$45 (December 31, 2021—\$335).

During the six months ended June 30, 2022, the Corporation issued 250,000 PSOs to Newton executives with an exercise price of \$3.85 (the "Newton PSOs"). Each Newton PSO entitles the holder thereof to cash payments equal to the difference between the PSO price and the market price upon the exercise date. The Newton PSOs have a three-year term and vest one-half on the first and second anniversary from the date of grant. At June 30, 2022 none were in-the-money.

A summary of the PSO activity in the period is as follows:

Outstanding PSOs, December 31, 2021	295,000
<b>Settled</b>	<b>(228,750)</b>
<b>Issued</b>	<b>250,000</b>
<b>Outstanding PSOs, June 30, 2022</b>	<b>316,250</b>

During the six months ended June 30, 2022, the Corporation settled 228,750 employee PSOs at a 5-day volume average weighted in-the-money price of \$1.11 per PSO (June 30, 2021—nil).

**RSU plan**

The Corporation's RSUs were issued to corporate directors and employees. The Corporation's RSU plan provides RSUs to be settled in cash on the vesting date. The Corporation's directors determine the number of units issued, their term, and their vesting period at the time of the grant.

A summary of the RSU activity in the period is as follows:

Outstanding RSUs, December 31, 2021	657,040
<b>Settled</b>	<b>(191,866)</b>
<b>Outstanding RSUs, June 30, 2022</b>	<b>465,174</b>

The following table summarizes the outstanding RSUs as at June 30, 2022:

Grant date	Issued to	Vesting date	Outstanding RSUs		Liability at June 30, 2022
May 1, 2019	Directors	Immediately <sup>(1)</sup>	173,000	\$	588
June 11, 2020	Directors	Immediately <sup>(1)</sup>	292,174		993
			465,174	\$	1,581

(1) The payment date for the RSUs granted on May 1, 2019 and June 11, 2020 to Directors is December 15, 2022 and December 15, 2023, respectively.

**Warrants**

The following table summarizes the warrants outstanding:

	Years to Maturity	Warrants Outstanding		Exercise price
Outstanding warrants, December 31, 2021	1.45	2,078,568	\$	1.44
Exercised	-	<b>(2,078,568)</b>		<b>1.44</b>
<b>Outstanding warrants, June 30, 2022</b>	<b>-</b>	<b>-</b>	<b>\$</b>	<b>-</b>

During the three and six months ended June 30, 2022, the Corporation issued 2,078,568 Common Shares for warrants exercised. The warrants were exercised at a price of \$1.44, and the Common Shares were issued at a fair market value of \$3.25 per Common Share, with the offset recognized in contributed surplus.

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
(in thousands of Canadian dollars)

**12. SEGMENTED INFORMATION**

The Corporation's operating segments represent the components of the business whose operating results are reviewed regularly by the Corporation's chief operating decision makers, who are comprised of the Corporation's senior management. At June 30, 2022, the Corporation has two operating segments: the Core Business Operations segment and the Non-Core Business Asset Management segment.

The Core Business Operations segment represents the core operations of the Corporation. These core operations are the business of mortgage brokerage franchising and mortgage broker data connectivity services across Canada.

The Non-Core Business Asset Management segment includes the Corporation's interest in the Non-Core Assets and the expenses, assets and liabilities associated with management of the Non-Core Assets, the Junior Credit Facility, and public company costs.

<b>As at June 30, 2022</b>		Core Business Operations	Non-Core Business Asset Management		Consolidated
Cash and cash equivalents	\$	17,292	\$ 1,635	\$	18,927
Trade, other receivables and other assets		16,134	108		16,242
Right-of-use assets		2,012	-		2,012
Intangible assets		122,865	-		122,865
Goodwill		60,437	-		60,437
Capital and other assets		3,466	28,113		31,579
<b>Total assets</b>	<b>\$</b>	<b>222,206</b>	<b>\$ 29,856</b>	<b>\$</b>	<b>252,062</b>
Accounts payable and accrued liabilities	\$	30,041	\$ 825	\$	30,866
Lease obligations		2,141	246		2,387
Loans and borrowings		34,595	20,849		55,444
Deferred tax liability (asset)		25,616	(12,455)		13,161
Preferred Share liability		139,773	-		139,773
Other liabilities		1,501	1,992		3,493
<b>Total liabilities</b>	<b>\$</b>	<b>233,667</b>	<b>\$ 11,457</b>	<b>\$</b>	<b>245,124</b>

<b>For the three months ended June 30, 2022</b>		Core Business Operations	Non-Core Business Asset Management		Consolidated
Revenue	\$	21,823	\$ -	\$	21,823
Direct costs		2,808	-		2,808
General and administrative expenses		6,652	697		7,349
Share-based payments recovery		-	(221)		(221)
Depreciation and amortization		1,028	6		1,034
Finance expense		343	257		600
Finance expense on the Preferred Share liability		2,535	-		2,535
Other income		(321)	(1,410)		(1,731)
<b>Income before tax from operations</b>	<b>\$</b>	<b>8,778</b>	<b>\$ 671</b>	<b>\$</b>	<b>9,449</b>



NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
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<b>For the six months ended June 30, 2022</b>	Core Business Operations	Non-Core Business Asset Management	Consolidated
Revenue	\$ 38,852	\$ -	\$ 38,852
Direct costs	4,806	-	4,806
General and administrative expenses	14,297	1,516	15,813
Share-based payments recovery	-	(11)	(11)
Depreciation and amortization	2,052	11	2,063
Finance expense	530	502	1,032
Finance expense on the Preferred Share liability	28,250	-	28,250
Other income	(657)	(707)	(1,364)
Loss before tax from operations	\$ (10,426)	\$ (1,311)	\$ (11,737)

<b>For the six months ended June 30, 2022</b>	Core Business Operations	Non-Core Business Asset Management	Consolidated
Cash flows provided by / (used in) operating activities	\$ 16,556	\$ (3,091)	\$ 13,465
Cash flows (used in) / provided by investing activities	(15,710)	10,536	(5,174)
Cash flows used in financing activities	(2,600)	(7,645)	(10,245)
Decrease in cash and cash equivalents	\$ (1,754)	\$ (200)	\$ (1,954)

<b>As at December 31, 2021</b>	Core Business Operations	Non-Core Business Asset Management	Consolidated
Cash and cash equivalents	\$ 19,046	\$ 1,840	\$ 20,886
Trade, other receivables and other assets	18,179	113	18,292
Right-of-use assets	1,859	-	1,859
Intangible assets	121,429	-	121,429
Goodwill	60,437	-	60,437
Capital and other assets	3,668	27,354	31,022
Total assets	\$ 224,618	\$ 29,307	\$ 253,925
Accounts payable and accrued liabilities	\$ 33,714	\$ 13,170	\$ 46,884
Lease obligations	1,966	330	2,296
Loans and borrowings	6,018	30,448	36,466
Deferred tax liability (asset)	26,016	(14,239)	11,777
Preferred Share liability	118,460	-	118,460
Other liabilities	2,126	2,095	4,221
Total liabilities	\$ 188,300	\$ 31,804	\$ 220,104

<b>For the three months ended June 30, 2021</b>	Core Business Operations	Non-Core Business Asset Management	Consolidated
Revenue	\$ 21,316	\$ -	\$ 21,316
Direct costs	2,404	-	2,404
General and administrative	6,378	501	6,879
Share-based payments expense	-	228	228
Depreciation and amortization	1,060	4	1,064
Finance expense	78	1,272	1,350
Finance expense on the Preferred Share liability	7,146	-	7,146
Other income	(114)	(1,278)	(1,392)
Income (loss) before tax from operations	\$ 4,364	\$ (727)	\$ 3,637

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
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For the six months ended June 30, 2021	Core Business Operations	Non-Core Business Asset Management	Consolidated
Revenue	\$ 35,204	\$ -	\$ 35,204
Direct costs	4,358	-	4,358
General and administrative	10,864	1,008	11,872
Share-based payments expense	-	1,123	1,123
Depreciation and amortization	2,102	8	2,110
Finance expense	130	2,467	2,597
Finance expense on the Preferred Share liability	10,292	-	10,292
Other income	(1,332)	(133)	(1,465)
Income (loss) before tax from operations	\$ 8,790	\$ (4,473)	\$ 4,317

For the six months ended June 30, 2021	Core Business Operations	Non-Core Business Asset Management	Consolidated
Cash flows provided by / (used in) operating activities	\$ 22,384	\$ (3,731)	\$ 18,653
Cash flows (used in) / provided by investing activities	(14,871)	10,772	(4,099)
Cash flows used in financing activities	(2,656)	(1,187)	(3,843)
Increase in cash and cash equivalents	\$ 4,857	\$ 5,854	\$ 10,711

### 13. REVENUE

	Three months ended June 30,		Six months ended June 30,	
	2022	2021	2022	2021
Franchising revenue, mortgage brokerage services	\$ 17,512	\$ 17,436	\$ 31,425	\$ 29,233
Newton revenues	3,947	3,646	6,805	5,597
Brokering of mortgages	364	234	622	374
	\$ 21,823	\$ 21,316	\$ 38,852	\$ 35,204

Quarterly results may vary because of seasonal fluctuations, in accordance with the normal home buying season. This typically results in higher revenues in the months of June through September of each year, and results in lower revenues during the months of January through March.

The Corporation may incur franchise agreement expenses prior to or concurrent with entering into franchise agreements, including payments to the franchisees. These costs are capitalized on an agreement basis and amortized over the same term as the agreement to which they relate. The amortization of these franchise payments is recognized against revenue. Revenue earned from contracts with customers earned over time, gross of the amortization of franchise payments, included in the above for the Core Business Operations is \$22,471 and \$40,165 for the three and six months ended June 30, 2022, respectively (June 30, 2021—\$21,926 and \$36,331). Revenues earned from contracts with customers not earned over time is \$139 and \$227 for the three and six months ended June 30, 2022, respectively (June 30, 2021—\$64 and \$164).

### 14. FINANCE EXPENSE

	Three months ended June 30,		Six months ended June 30,	
	2022	2021	2022	2021
Interest expense on debt obligations	\$ 532	\$ 994	\$ 900	\$ 1,994
Interest on lease obligations	31	34	62	69
Amortization of debt issuance costs	37	322	70	534
	\$ 600	\$ 1,350	\$ 1,032	\$ 2,597

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)  
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15. EARNINGS (LOSS) PER COMMON SHARE

	For the three months ended		For the six months ended	
	June 30,		June 30,	
	2022	2021	2022	2021
Net income (loss) attributable to shareholders	\$ 6,700	\$ 203	\$ (15,979)	\$ (283)
Basic weighted average number of shares	47,493,758	46,650,915	46,463,357	46,652,315
Effect of dilutive securities:				
Share options	-	17,893	-	-
Warrants	-	1,320,207	-	-
Diluted weighted average number of shares	47,493,758	47,989,015	46,463,357	46,652,315
Basic earnings (loss) per share	0.14	0.00	(0.34)	(0.01)
Diluted earnings (loss) per share	0.14	0.00	(0.34)	(0.01)

As at June 30, 2022, the Corporation did not have any share options or warrants outstanding (June 30, 2021—225,000 and 2,078,568 outstanding, respectively. For the six months ended June 30, 2021 these share options and warrants were considered anti-dilutive.).

16. SUPPLEMENTAL CASH FLOW INFORMATION

The changes in non-cash working capital are as follows:

	For the six months ended June 30,			
	2022	2021		
Trade and other receivables	\$ 1,918	\$ (885)		
Prepaid expenses and deposits	128	(408)		
Notes receivable	224	40		
Accounts payable and accrued liabilities	(4,644)	5,594		
Deferred contract liability	(173)	262		
	\$ (2,547)	\$ 4,603		

17. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

The Board of Directors has the responsibility to establish and oversee the Corporation's risk management framework. The Board of Directors has implemented risk management policies, monitors compliance with them, and reviews them regularly to reflect changes in market conditions and in the Corporation's activities.

The Corporation's financial risk management policies have been established to identify and analyze risks faced by the Corporation, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. The Corporation employs risk management strategies to ensure its risks and related exposures are consistent with the Corporation's business objectives and risk tolerance levels. While the Board of Directors has the overall responsibility for the Corporation's risk management framework, the Corporation's management has the responsibility to administer and monitor these risks.

The Corporation is exposed in varying degrees to a variety of risks from its use of financial instruments, which mainly include cash and cash equivalents, trade and other receivables, investments, accounts payable and accrued liabilities, loans and borrowings, and preferred share liabilities. Because of the use of these financial instruments, the Corporation and its subsidiaries are exposed to risks, including market risk, credit risk and liquidity risk. This note describes the Corporation's objectives, policies and processes for managing these risks and the methods used to measure them.

**Market risk**

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risks are comprised of interest rate risk.

*Interest rate risk*

The Corporation is exposed to interest rate risk on its variable-rate loans and borrowings. A 1% increase in interest rates on variable-rate loans and borrowings would have resulted in a \$211 decrease of income before tax for the three months ended June 30, 2022 and a \$266 increase of loss before tax for the six months ended June 30, 2022 (June 30, 2021—\$105 decrease of income before tax and \$204 decrease of income before tax).

**NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)**  
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**Credit risk**

Credit risk is the risk of financial loss to the Corporation if a counterparty to a financial instrument fails to meet its contractual obligations. The Corporation's credit risk is mainly attributable to its cash and cash equivalents and trade and other receivables.

The Corporation has determined that its exposure to credit risk on its cash and cash equivalents is minimal as the Corporation's cash and cash equivalents are held with financial institutions in Canada.

The primary source of credit risk relates to the Core Business Operations' franchisees and agents not paying receivables. The Core Business Operations manages its credit risk by performing credit risk evaluations on its franchisees and agents, and by monitoring overdue trade and other receivables. As at June 30, 2022, \$297 (December 31, 2021—\$272) of the Corporation's trade receivables are greater than 90 days' outstanding and total expected credit losses as at June 30, 2022 are \$323 (December 31, 2021—\$410). A decline in economic conditions, or other adverse conditions experienced by franchisees and agents, could impact the collectability of the Corporation's accounts receivable.

The Corporation's maximum exposure to credit risk approximates the carrying value of the assets on the Corporation's condensed consolidated statements of financial position.

	<b>June 30, 2022</b>	December 31, 2021
Cash and cash equivalents	\$ 18,927	\$ 20,886
Trade, other receivables and other assets	16,242	18,292
Notes receivable	119	343
	<b>\$ 35,288</b>	<b>\$ 39,521</b>

**Liquidity risk**

Liquidity risk is the risk that the Corporation will not be able to meet its financial obligations as they become due. The Corporation utilizes cash and debt management policies and practices to mitigate the likelihood of difficulties in meeting its financial obligations and commitments. These policies and practices include the preparation of budgets and forecasts which are regularly monitored and updated.

As at June 30, 2022, contractual cash flow obligations and their maturities were as follows:

	Contractual cash flow	Within 1 year	Within 5 years	Thereafter
Accounts payable and accrued liabilities	\$ 30,866	\$ 30,866	\$ -	\$ -
Lease obligations <sup>(1)</sup>	1,635	686	824	125
Loans and borrowings <sup>(2)</sup>	55,820	4,662	51,158	-
Preferred Share liability <sup>(3)</sup>	140,060	12,928	47,013	80,119
Long-term liabilities	1,023	-	1,023	-
	<b>\$ 229,404</b>	<b>\$ 49,142</b>	<b>\$ 100,018</b>	<b>\$ 80,244</b>

(1) Undiscounted lease payments.

(2) Gross of debt issuance costs.

(3) Gross of transaction costs.

**Capital management**

The Corporation's capital structure is comprised of total shareholders' equity and loans and borrowings, less cash and cash equivalents. The following table summarizes the carrying value of the Corporation's capital:

	<b>June 30, 2022</b>	December 31, 2021
Loans and borrowings	\$ 55,444	\$ 36,466
Less: cash and cash equivalents	18,927	20,886
Net loans and borrowings	\$ 36,517	\$ 15,580
Shareholders' equity	\$ 6,734	\$ 31,740

The Corporation's objectives when managing capital include maintaining an optimal capital base to support the capital requirements of the Corporation, including opportunities to grow the number of DLC Group franchises.

**NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (unaudited)**  
(in thousands of Canadian dollars)

The Corporation is not subject to any externally-imposed capital requirements other than certain restrictions under the terms of its loans and borrowing agreements. The Corporation is in compliance with all externally-imposed capital requirements as at June 30, 2022 (see note 8).

**Determination of fair value**

The Corporation considers the following fair value hierarchy in measuring the fair value of the financial instruments presented in the Corporation's consolidated statements of financial position. The hierarchy reflects the significance of the inputs used in determining the fair values of the Corporation's financial instruments.

- i. Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities;
- ii. Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and
- iii. Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The following table provides the fair values of the financial assets and liabilities in the Corporation's consolidated statements of financial position, categorized by hierarchical levels and their related classifications.

	<b>Fair value as at June 30, 2022</b>			
	Carrying value as at June 30, 2022	Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
<i>Financial assets</i>				
Investments	\$ 246	\$ -	\$ -	\$ 246
<i>Financial liabilities</i>				
Loans and borrowings	(55,444)	-	(55,444)	-
	<b>Fair value as at December 31, 2021</b>			
	Carrying value as at December 31, 2021	Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
<i>Financial assets</i>				
Investments	\$ 246	\$ -	\$ -	\$ 246
<i>Financial liabilities</i>				
Loans and borrowings	(36,466)	-	(36,466)	-

The fair value of trade, other receivables and other assets, notes receivable, accounts payable and accrued liabilities approximate their carrying value due to the short-term nature of these financial instruments. As at June 30, 2022, management has determined that the fair value of its loans and borrowings approximate their carrying value. The majority of loans and borrowings are subject to floating interest rates, and the Corporation and its subsidiaries' credit risk profiles have not significantly changed since obtaining each of the facilities.

## 18. COMMITMENTS AND CONTINGENCIES

### Contingencies

In the normal course of operations, the Corporation and its investees may become involved in, named as a party to, or be the subject of, various legal proceedings, including regulatory proceedings, tax proceedings and legal actions. The outcome of outstanding, pending or future proceedings cannot be predicted with certainty. For claims where the outcomes are not determinable, no provision for settlement has been made in the condensed consolidated financial statements. During the six months ended June 30, 2022, the Corporation recorded legal costs and expenses of \$1,745 in the condensed consolidated financial statements, primarily related to the stay of the class action legal claim, an ongoing arbitration, the settlement of legal claims, and the completion of the Newton Acquisition.

### Civil Claim

In July 2021, the Core Business Operations were served with a Notice of Civil Claim (the “Civil Claim”) filed in the Supreme Court of British Columbia by a franchisee and its principal (collectively, the “Claimant”). On April 1, 2022, the Supreme Court of British Columbia ordered that the Civil Claim be stayed on the basis that the parties had agreed in the franchise agreement that all disputes would be resolved through arbitration. The Claimant had commenced the Civil Claim in the Supreme Court of British Columbia and were seeking to have the claim certified under the Class Proceedings Act (British Columbia). In the event the Claimant desires to pursue the dispute, the matter would be resolved through a prescribed arbitration process with the Claimant and the Corporation as set out in the franchise agreement. As at the date hereof, the Claimant has not taken any steps to further pursue the matter through prescribed arbitration.

## 19. RELATED PARTY TRANSACTIONS

### Newton Acquisition

On February 28, 2022, the Corporation completed the Newton Acquisition for an aggregate purchase price of \$24,000. Geoff Willis (President of Newton) and Kevin Dear (Vice-President of Newton), who are both directors and indirect 25% shareholders of Next4, were parties to the Newton Acquisition.

## 20. SUBSEQUENT EVENTS

### Class Action Claim Stayed

In February 2019, the Core Business Operations received a statement of claim (the “Claim”) filed in the Ontario Superior Court of Justice by two individual plaintiffs (the “Plaintiffs”). The Plaintiffs are seeking certification of the Claim under the Class Proceedings Act (Ontario) and are seeking an order for damages of \$800,000. The Claim relates to a product called Mortgage Protection Plan (“MPP”), which is mortgage creditor insurance underwritten by The Manufacturers Life Insurance Company (“Manulife”), formerly administered by Benesure Canada Inc. (“Benesure”) and offered through Credit Security Insurance Agency Inc. (“CSIA”). In November, 2020, the Supreme Court of British Columbia did certify the class (as all residents of Canada that purchased the MPP product, except for residents of Quebec) and ordered that the settlement agreement reached by the parties was binding on the class (the “November 2020 Decision”). The November 2020 Decision was a favourable development for the Corporation as the Claim against the Corporation was expected to be resolved by the class settlement agreement. The November 2020 Decision was appealed. In January 2022, the Court of Appeal for British Columbia dismissed the MPP Plaintiff’s application for leave to appeal and upheld the November 2020 Decision and the Supreme Court of Canada has denied leave to appeal. Since serving the Corporation with the original claim in February 2019, the MPP Plaintiffs have not taken any further actions to advance their claim against the Corporation. The Corporation and Manulife made an application to the Court to have the Claim stayed and the Court dismissed the Claim on August 4, 2022.

### Automatic Share Purchase Plan

On July 5, 2022, the Corporation entered into an automatic share purchase plan (“ASPP”) agreement with its designated broker (the “Broker”) in order to facilitate the purchases of its Common Shares under its NCIB. Under the ASPP agreement, the Corporation has directed its Broker to make purchases of its Common Shares under the NCIB, during a regulatory restricted or self-imposed blackout period. The ASPP is effective July 15, 2022, to August 16, 2022, and directs the Broker to repurchase up to an aggregate of 119,255 Common Shares, up to a maximum aggregate purchase price of \$417.