

Management's Discussion and Analysis

# Timbercreek Financial

For the three months ended March 31, 2019



## FORWARD-LOOKING STATEMENTS

### Forward-looking statement advisory

The terms, the "Company", "we", "us" and "our" in the following Management Discussion & Analysis ("MD&A") refer to Timbercreek Financial Corp. (the "Company" or "Timbercreek Financial"). This MD&A may contain forward-looking statements relating to anticipated future events, results, circumstances, performance or expectations that are not historical facts but instead represent our beliefs regarding future events. These statements are typically identified by expressions like "believe", "expects", "anticipates", "would", "will", "intends", "projected", "in our opinion" and other similar expressions. By their nature, forward-looking statements require us to make assumptions which include, among other things, that (i) the Company will have sufficient capital under management to effect its investment strategies and pay its targeted dividends to shareholders, (ii) the investment strategies will produce the results intended by the Manager, (iii) the markets will react and perform in a manner consistent with the investment strategies and (iv) the Company is able to invest in mortgages and other investments of a quality that will generate returns that meet and/or exceed the Company's targeted investment returns.

Forward-looking statements are subject to inherent risks and uncertainties. There is significant risk that predictions and other forward-looking statements will prove not to be accurate. We caution readers of this MD&A not to place undue reliance on our forward-looking statements as a number of factors could cause actual future results, conditions, actions or events to differ materially from the targets, expectations, estimates or intentions expressed or implied in the forward-looking statements. Actual results may differ materially from management expectations as projected in such forward-looking statements for a variety of reasons, including but not limited to, general market conditions, interest rates, regulatory and statutory developments, the effects of competition in areas that the Company may invest in and the risks detailed from time to time in the Company's public disclosures. For more information on risks, please refer to the "Risks and Uncertainties" section in this MD&A, and the "Risk Factors" section of our Annual Information Form ("AIF"), which can be found on the System for Electronic Document Analysis and Retrieval ("SEDAR") website at [www.sedar.com](http://www.sedar.com).

We caution that the foregoing list of factors is not exhaustive and that when relying on forward-looking statements to make decisions with respect to investing in the Company, investors and others should carefully consider these factors, as well as other uncertainties and potential events and the inherent uncertainty of forward-looking statements. Due to the potential impact of these factors, the Company and Timbercreek Asset Management Inc. (the "Manager") do not undertake, and specifically disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless required by applicable law.

This MD&A is dated May 7, 2019. Disclosure contained in this MD&A is current to that date, unless otherwise noted. Additional information on the Company, its dividend reinvestment plan and its mortgage investments is available on the Company's website at [www.timbercreekfinancial.com](http://www.timbercreekfinancial.com). Additional information about the Company, including its AIF, can be found at [www.sedar.com](http://www.sedar.com).

## BUSINESS OVERVIEW

Timbercreek Financial Corp. is a leading non-bank lender providing financing solutions to qualified real estate investors who are generally in a transitional phase of the investment process.

Timbercreek Financial fulfills a financing requirement that is not well serviced by the commercial banks: primarily shorter duration, structured financing. Real estate investors typically use short-term mortgages to bridge a period (generally one to five years) during which they conduct property repairs, redevelop the property or purchase another investment. These short-term "bridge" mortgages are typically repaid with traditional bank mortgages (lower cost and longer-term debt) once the transitional period is over or a restructuring is complete or from proceeds generated on the sale of assets. Timbercreek Financial focuses primarily on lending against income-producing real estate such

as multi-residential, retail and office properties. This emphasis on cash-flowing properties is an important risk management strategy.

Timbercreek Financial, through its Manager, has established preferred lender status with many active real estate investors by providing prompt response to borrowers to facilitate quick execution on investment opportunities and by providing flexible terms so borrowers can maximize their efficiencies in executing on opportunities and realizing on profits. Timbercreek Financial works with borrowers throughout the terms of their mortgages to ensure that their capital requirements are met and, if requested, considers modifications of or extensions to the terms of their mortgages to accommodate additional opportunities that may arise or changes that may occur.

The Company is, and intends to continue to be, qualified as a mortgage investment corporation ("MIC") as defined under Section 130.1(6) of the Income Tax Act (Canada) ("ITA").

## **BASIS OF PRESENTATION**

This MD&A has been prepared to provide information about the financial results of the Company for the three months ended March 31, 2019. This MD&A should be read in conjunction with the unaudited interim condensed consolidated financial statements for the three months ended March 31, 2019 and 2018, and the audited consolidated financial statements for the years ended December 31, 2018 and 2017, which are prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board.

The functional and reporting currency of the Company is Canadian dollars and unless otherwise specified, all amounts in this MD&A are in thousands of Canadian dollars, except per share and other non-financial data.

Copies of these documents have been filed electronically with securities regulators in Canada through SEDAR and may be accessed through the SEDAR website at [www.sedar.com](http://www.sedar.com).

## **NON-IFRS MEASURES**

The Company prepares and releases unaudited interim condensed consolidated financial statements in accordance with IFRS. In this MD&A, as a complement to results provided in accordance with IFRS, the Company discloses certain financial measures not recognized under IFRS and that do not have standard meanings prescribed by IFRS (collectively the "non-IFRS measures"). These non-IFRS measures are further described below. The Company has presented such non-IFRS measures because the Manager believes they are relevant measures of the Company's ability to earn and distribute cash dividends to shareholders and to evaluate its performance.

These non-IFRS measures should not be construed as alternatives to total net income and comprehensive income or cash flows from operating activities as determined in accordance with IFRS as indicators of the Company's performance.

- Net mortgage investments – represents total mortgage investments, net of mortgage syndication liabilities and before adjustments for interest receivable, unamortized lender fees and allowance for mortgage investments loss as at the reporting date;
- Other investments – represents total other investment, before adjustments for interest receivable and unamortized lender fees as at the reporting date;
- Convertible debentures, par – represents total convertible debentures, before adjustments for the reclassification of the convertible components of the debentures to equity;
- Average net mortgage investment portfolio – represents the daily average of net mortgage investments for the stated period;

- Weighted average loan-to-value – a measure of advanced and unadvanced mortgage commitments on a mortgage investment, including priority or pari-passu debt on the underlying real estate, as a percentage of the fair value of the underlying real estate collateral at the time of approval of the mortgage investment. For construction/redevelopment mortgage investments, fair value is based on an “as completed” basis;
- Turnover ratio – represents total mortgage repayments during the stated period, expressed as a percentage of the average net mortgage investment portfolio for the stated period;
- Leverage – represents total of par value of convertible debentures and the total credit facilities balance divided by total assets less mortgage syndication liabilities;
- Weighted average interest rate for the period – represents the weighted average of daily interest rates (not including lender fees) on the net mortgage investments for the daily period;
- Weighted average interest rate of other investments – represents the weighted average of daily interest rates (not including lender fees) on the other interest bearing loan investments within the enhanced return portfolio for the daily period;
- Weighted average interest rate of all loans for the period – represents the weighted average of daily interest rates (not including lender fees) on the net mortgage investments and other interest bearing loan investments within the enhanced return portfolio for the daily period;
- Weighted average lender fees – represents the cash lender fees received on individual investments during the stated period, expressed as a percentage of the Company’s advances on those investments. If the entire lender fee is received but the investment is not fully funded, the denominator is adjusted to include the Company’s unadvanced commitment;
- Weighted average lender fees on mortgage investments – represents the cash lender fees received on individual mortgage investments during the stated period, expressed as a percentage of the Company’s advances on those mortgage investments. If the entire lender fee is received but the mortgage investment is not fully funded, the denominator is adjusted to include the Company’s unadvanced commitment;
- Distributable income – represents the Company’s ability to generate recurring cash flows for dividends by removing the effect of amortization, accretion, unrealized fair value adjustments, allowance for mortgage investments loss, termination of management contracts, transaction costs relating to the Amalgamation, bargain purchase gain, and unrealized gain or loss from total net income and comprehensive income;
- Distributable income per share – represents the total distributable income divided by the weighted average common outstanding shares for the stated period;
- Expense ratio – represents total expenses excluding financing costs, net operating (gain) loss from foreclose properties held for sale (“FPHFS”), fair value adjustment on FPHFS, allowance for mortgage investments loss, termination of management contracts, transaction costs relating to the Amalgamation and bargain purchase gain for the stated period, expressed as an annualized percentage of total assets less mortgage syndication liabilities;
- Fixed expense ratio – represents expenses as calculated under expense ratio, less performance fees, for the stated period, expressed as an annualized percentage of total assets less mortgage syndication liabilities;
- Payout ratio on earnings per share – represents total common share dividends paid and declared for payment, divided by total net income and comprehensive income for the stated period; and
- Payout ratio on distributable income – represents total common share dividends paid and declared for payment, divided by distributable income for the stated period.

## RECENT DEVELOPMENTS AND OUTLOOK

Building on the strong performance from 2018, in Q1 2019 the Company continued to deliver on its core objectives to protect investor capital and generate consistent distributable income through a high-quality, diversified portfolio of mortgages and other real estate investments on income-producing real estate. In particular, it was another robust quarter for new investments, which drove further increases in the mortgage portfolio and strong income from operations in the period.

In Q1 2019, Timbercreek Financial continued to increase its capital base to support the expansion of the investment portfolio, issuing 405,000 of common shares for gross proceeds of approximately \$3.8 million pursuant to the Company's ATM Program.

## PORTFOLIO ACTIVITY

During Q1 2019, Timbercreek Financial funded 14 new mortgage investments totaling \$145.2 million and made additional advances of \$7.2 million. Portfolio turnover was 11.2%, compared with 13.8% in Q4 2018. The net value of our total mortgage portfolio, excluding syndications, was approximately \$1.2 billion at the end of Q1 2019, an increase of \$18 million from Q4 2018. Our draw on the credit facility on mortgage investments stood at \$487.7 million at the end of Q1 2019, compared to \$478.1 million at the end of Q4 2018. We continue to review a significant pipeline of quality investment opportunities. Timbercreek Financial competes based on customization, speed of execution and its long history and reputation in the market.

At the end of Q1 2019, the enhanced return portfolio was \$93.8 million, which included \$80.0 million of other investments and \$13.8 million of net equity in investment properties, and represented approximately 6.8% of the total assets net of syndications.

We believe Timbercreek Financial offers investors an attractive yield with a superior risk profile. Our risk management strategy includes a focus on lending to income-producing assets and an emphasis on first mortgages. Our exposure to first mortgages was 92.8% of the net mortgage portfolio at quarter end, compared to 93.2% in Q4 2018. Our weighted average loan-to-value ratio was 68.1%, similar to Q4 2018 and below our internal target of 70%. Our weighted average interest rate on all loans was 7.4% in Q1 2019, compared with 7.6% in Q4 2018. The weighted average interest rate on all loans as at March 31, 2019 was 7.2%.

During 2018, we increased the use of floating rate loans with rate floors, which reduces margin pressure within our mortgage portfolio in a rising interest rate environment and protects against downside volatility. As at March 31, 2019, 67.0% of the total loan portfolio was invested in floating rate loans compared to 57.7% as at December 31, 2018.

Although higher rates can be obtained by investing in higher risk loans, our focus is primarily on income-producing, lower-risk segments of the market such as multi-residential apartment buildings. At quarter end, 86.2% of the mortgage investments were secured by income-producing properties, which underscores our focus on cash-flowing properties as a risk management strategy. Approximately 46.8% of the portfolio at quarter end was secured by multi-residential real estate (apartment buildings), up from 40.1% at year-end 2018. Regulatory changes, including the B20 guidelines, have resulted in some residential-focused lenders shifting capital and exposure to commercial assets such as apartment buildings.

The net mortgage portfolio remains heavily weighted towards Canada's largest provinces, with approximately 93.6% of the mortgage portfolio invested in Ontario, British Columbia, Alberta and Quebec, the majority of which are in urban markets that generally experience better real estate liquidity and thus offer a better risk profile. During the quarter, the Company continues to see attractive opportunities in Alberta as that market continues to improve and competition remains limited, delivering strong risk adjusted returns.

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## FINANCIAL HIGHLIGHTS

### FINANCIAL POSITION

As at	March 31, 2019	March 31, 2018	December 31, 2018
<b>KEY FINANCIAL POSITION INFORMATION</b>			
Mortgage investments, including mortgage syndications	\$ 1,733,979	\$ 1,763,243	\$ 1,796,822
Other investments <sup>1</sup>	\$ 79,955	\$ 55,694	\$ 90,957
Investment properties	\$ 46,598	\$ 43,865	\$ 46,494
Total assets	\$ 1,878,263	\$ 1,880,098	\$ 1,945,031
Credit facility	\$ 518,911	\$ 392,259	\$ 508,939
Convertible debentures	\$ 131,952	\$ 164,438	\$ 131,597
Total liabilities	\$ 1,158,970	\$ 1,185,254	\$ 1,229,066
<b>CAPITAL STRUCTURE</b>			
Shareholders' equity	\$ 719,293	\$ 694,844	\$ 715,965
Convertible debentures, par <sup>1</sup>	\$ 136,800	\$ 171,300	\$ 136,800
Credit facility limit	\$ 533,277	\$ 473,277	\$ 533,277
Leverage <sup>1</sup>	47.5%	44.7%	47.3%
<b>COMMON SHARE INFORMATION</b>			
Number of common shares outstanding	82,122,759	79,241,349	81,632,844
Closing trading price	\$ 9.38	\$ 9.09	\$ 8.75
Market capitalization	\$ 770,311	\$ 720,304	\$ 714,287

<sup>1</sup> Refer to non-IFRS measures section.

### OPERATING RESULTS

	Three months ended		Year ended
	2019	March 31, 2018	December 31, 2018
Net investment income	\$ 24,511	\$ 21,847	\$ 94,958
Net rental income	\$ 316	\$ 149	\$ 821
Income from operations	\$ 20,732	\$ 18,610	\$ 81,003
Other income, net	\$ 413	\$ —	\$ 1,217
Total net income and comprehensive income	\$ 13,133	\$ 11,667	\$ 53,068
Earnings per share (basic) <sup>2</sup>	\$ 0.16	\$ 0.15	\$ 0.67
Earnings per share (diluted) <sup>2</sup>	\$ 0.16	\$ 0.15	\$ 0.67
Dividends to shareholders	\$ 14,120	\$ 13,383	\$ 54,890
Dividends per common share	\$ 0.173	\$ 0.173	\$ 0.692
Payout ratio on earnings per share <sup>1</sup>	107.5%	114.7%	103.4%
Distributable income <sup>1</sup>	\$ 14,208	\$ 13,508	\$ 60,105
Distributable income per share <sup>1,3</sup>	\$ 0.17	\$ 0.18	\$ 0.76
Payout ratio on distributable income <sup>1,3</sup>	99.4%	99.1%	91.3%

1. Refer to non-IFRS measures section.

2. Excluding other income, net, the basic and diluted earnings per share would have been \$0.16 for the three months ended March 31, 2019 (year ended December 31, 2018 - \$0.65) and payout ratio on earnings per share would have been 111.0% (year ended December 31, 2018 - 105.9%)

3. Excluding other income, net, the distributable income per share would have been \$0.17 for the three months ended March 31, 2019 (year ended December 31, 2018 - \$0.74) and payout ratio on distributable income would have been 102.4% for the three months ended March 31, 2019 (year ended December 31, 2018 - 93.2%)

**For the three months ended March 31, 2019 ("Q1 2019") and March 31, 2018 ("Q1 2018")**

- The Company funded 14 new net mortgage investments (Q1 2018 – 10) totaling \$145.2 million (Q1 2018 – \$174.1 million), made additional advances on existing mortgage investments totaling \$7.2 million (Q1 2018 – \$41.2 million) and received full repayments on 10 mortgage investments (Q1 2018 – 6) and partial repayments totaling \$134.3 million (Q1 2018 – \$182.1 million). As a result, the net mortgage portfolio, net of foreign exchange translation loss of \$470, as at March 31, 2019 has increased by \$17.6 million to \$1,228.6 million (December 31, 2018 – \$1,211.0 million), or 1.5% from December 31, 2018.
- Other investments within the enhanced return portfolio was \$80.0 million, including an allowance for credit loss of \$18 (December 31, 2018 - \$91.0 million and \$215, respectively). Net decrease of \$11.0 million in the quarter was mainly due to \$12.6 million in loan repayments, offset by \$2.3 million in loan advances.
- Net investment income earned was \$24.5 million (Q1 2018 - \$21.8 million), an increase of \$2.7 million, or 12.2% from Q1 2018, mainly due to an increase in average net mortgage balance of \$1,147.8 million compared to \$1,125.4 million during Q1 2018, increase in weighted average interest rate, and increase of income generated from other investments within the enhanced return portfolio.
- The weighted average interest rate of all loans during the first quarter was 7.4% (Q1 2018 - 7.0%) compared to 7.6% in Q4 2018.
- 67.0% of the total loan portfolio was invested in loans with floating rates (Q1 2018 - 29.2%) compared to 57.7% in Q4 2018.
- Non-refundable cash lender fees received were \$1.7 million (Q1 2018 – \$2.8 million). Weighted average lender fees on new and existing loans was 0.8% (Q1 2018 – 1.2%), and the weighted average lender fee on new loans only was 1.1% (Q1 2018 – 1.3%)
- The Company generated income from operations of \$20.7 million (Q1 2018 – \$18.6 million), an increase of \$2.1 million or 11.4% from Q1 2018.
- The Company generated net income and comprehensive income of \$13.1 million (Q1 2018 – \$11.7 million) or earnings per share \$0.16, basic and diluted (Q1 2018 – \$0.15, basic and diluted). The Company declared \$14.1 million in dividends (Q1 2018 – \$13.4 million) to common shareholders, a payout ratio of 107.5% (Q1 2018 – 114.7%) on an earnings per share basis.
- During Q1 2019, the Company recognized net other income of \$413, primarily from the recovery of HST credits from 2015 and prior.
- The Company generated distributable income of \$14.2 million (Q1 2018 – \$13.5 million) or distributable income per share of \$0.17 (Q1 2018 – \$0.18), a payout ratio of 99.4% (Q1 2018 – 99.1%) on a distributable income basis. Excluding other income, net of \$413, the distributable income per share would have been \$0.17 and payout ratio of 102.4%.
- During Q1 2019, the Company issued 405,000 of common shares for gross proceeds of \$3.8 million at an average price of \$9.31 per common share and paid \$75 in commission to the agent, pursuant to the equity distribution agreement for the Company's ATM Program dated June 21, 2018.

# TIMBERCREEK FINANCIAL

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In thousands of Canadian dollars, except units, per unit amounts and where otherwise noted

### ANALYSIS OF FINANCIAL INFORMATION FOR THE PERIOD

#### DISTRIBUTABLE INCOME

	Three months ended		Year ended
	March 31,		December 31,
	2019	2018	2018
Net income and comprehensive income	\$ 13,133	\$ 11,667	\$ 53,068
Less: amortization of lender fees	(1,907)	(1,622)	(8,328)
Add: lender fees received	1,787	2,756	11,342
Add: amortization of financing costs, credit facility	413	282	1,248
Add: amortization of financing costs, debentures	294	405	1,767
Add: accretion expense, debentures	61	87	384
Add: unrealized fair value (gain) loss on FPHFS	—	—	109
Add: net operating (gain) loss on FPHFS	—	2	39
Add: unrealized loss (gain) on equity investments	33	(69)	(74)
Add: allowance for mortgage investments loss	394	—	550
Distributable income <sup>1</sup>	14,208	13,508	60,105
Less: dividends on common shares	(14,120)	(13,383)	(54,890)
Under distribution	\$ 88	\$ 125	\$ 5,215
Distributable income per share <sup>2</sup>	\$ 0.17	\$ 0.18	\$ 0.76

<sup>1</sup> Refer to non-IFRS measures section.

<sup>2</sup> Excluding other income, net, the distributable income per share would have been \$0.17 for the three months ended March 31, 2019 (year ended December 31, 2018 - \$0.74).

The distributable income reconciliation above provides a link between the Company's IFRS reporting requirements and its ability to generate recurring cash flows for dividends.

#### STATEMENT OF NET INCOME AND COMPREHENSIVE INCOME

	Three months ended		%
	March 31,		Change
	2019	2018	
Net investment income	\$ 24,511	\$ 21,847	12.2 %
Net rental income	316	149	112.1 %
Expenses <sup>1</sup>	(4,095)	(3,386)	(20.9)%
Income from operations	20,732	18,610	11.4 %
Other income, net	413	—	100.0 %
Net operating loss from foreclosed properties held for sale	—	(2)	100.0 %
Financing costs:			
Interest on credit facility	(5,816)	(4,061)	(43.2)%
Interest on convertible debentures	(2,196)	(2,880)	23.8 %
Net income and comprehensive income (basic and diluted)	\$ 13,133	\$ 11,667	12.6 %
Earnings per share (basic and diluted) <sup>2</sup>	\$ 0.16	\$ 0.15	

<sup>1</sup> Amounts include allowance for mortgage investments loss.

<sup>2</sup> Excluding other income, net, the basic and diluted earnings per share would have been \$0.16 for the three months ended March 31, 2019.



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### Net investment income<sup>2</sup>

For Q1 2019, the Company earned net investment income of \$24.5 million (Q1 2018 – \$21.8 million). Net investment income includes the following:

#### a. Interest income

During Q1 2019, the Company earned \$22.5 million (Q1 2018 – \$20.2 million) of interest income on net mortgage investments and collateralized loans in the enhanced return portfolio. The weighted average interest rate on net mortgage investments during Q1 2019 increased to 7.2% compared to 6.8% in Q1 2018.

Collateralized loans in the enhanced return portfolio generated net interest income of \$2.0 million (Q1 2018 - \$1.1 million). The weighted average interest rate of other investments during Q1 2019 decreased to 11.2% compared to 12.4% in Q1 2018. Our weighted average interest rate on all loans ended Q1 2019 was 7.2%.

#### b. Lender fee income

During Q1 2019, the Company received non-refundable cash lender fees of \$1.7 million (Q1 2018 – \$2.8 million). The weighted average lender fee on new and existing loans of 0.8%, while weighted average lender fee on new loans only was 1.1% (Q1 2018 – all loans 1.2% and new loans 1.3% respectively). Lender fees are received upfront and are amortized to income over the life of the respective loan, using the effective interest rate method. For Q1 2019, lender fees of \$1.9 million (Q1 2018 – \$1.6 million) were amortized to lender fee income. Lender fees continue to be a significant component of income as a result of mortgage investment turnover. The Manager does not retain any portion of the lender fees in order to ensure management's interests are aligned with the shareholders.

#### c. Other income

During Q1 2019, the Company earned other income of \$75 (Q1 2018 - \$39).

#### d. Other income, net

The Company earned one-time net other income of \$413, primarily from the recovery of HST credits from 2016 and prior.

### Net rental income from investment properties

The net rental income from investment properties for Q1 2019 was \$316 (Q1 2018 – \$149).

### Expenses

For Q1 2019, the expense ratio was 1.1% (Q1 2018 – 1.1%).

#### Management fees

The management fee is equal to 0.85% per annum of the gross assets of the Company, calculated and paid monthly in arrears, plus applicable taxes. Gross assets are defined as the total assets of the Company less unearned revenue before deducting any liabilities, less any amounts that are reflected as mortgage syndication liabilities.

<sup>2</sup>For analysis purposes, net interest income and its component parts are discussed net of payments made on account of mortgage syndications to provide the reader with a more representative reflection of the Company's performance.

For Q1 2019, the Company incurred management fees of \$3.1 million (Q1 2018 – \$2.9 million). The increase is directly related to the increase in gross assets averaging \$1,342.6 million in Q1 2019, compared to \$1,125.4 million in Q1 2018.

### **Servicing fees**

As part of the management agreement, the Manager is entitled to a servicing fee equal to 0.10% per annum, plus applicable taxes, of the amount of any senior tranche of a mortgage that is syndicated by the Manager to a third party investor on behalf of the Company, where the Company retains the corresponding subordinated portion.

For Q1 2019, the Company incurred \$141 (Q1 2018 – \$138) in servicing fees.

### **General and administrative**

For Q1 2019, the Company incurred general and administrative expenses of \$417 (Q1 2018 – \$349). General and administrative expenses consist mainly of audit fees, professional fees, director fees, other operating costs and administration of the mortgage investments portfolio.

### **Interest on credit facility – mortgage investments**

The Company actively monitors its advances and repayments while efficiently using bankers' acceptances for the majority of its borrowings to minimize interest costs. Financing costs include interest paid on amounts drawn on the credit facility, standby fees charged on unutilized credit facility amounts and amortization of financing costs which were incurred on closing of the credit facility. The increase over the comparable 2018 period is directly related to the increase in credit facility utilization and prime rate during 2019. The average credit utilization in Q1 2019 was \$450.6 million compared to \$360.0 million in Q1 2018. As at March 31, 2019, the Company had a credit facility balance of \$487.7 million (December 31, 2018 - \$478.1 million).

Interest on the credit facility is recorded in financing costs and calculated using the effective interest rate method. For the three months ended March 31, 2019, included in financing costs is interest on the credit facility of \$5.0 million (Q1 2018 – \$3.5 million) and financing costs amortization of \$398 (Q1 2018 – \$267).

Interest rates on the credit facility are the lower of prime rate of interest plus 1.25% per annum (Q1 2018 - 1.25%) or bankers' acceptances with a stamping fee of 2.25% (Q1 2018 - 2.25%).

### **Interest on credit facility – investment properties**

As a co-owner of the Saskatchewan Portfolio, which comprises of 14 investment properties totaling 1,079 units that are located in Saskatoon and Regina, Saskatchewan, the Company entered into a credit facility agreement with a Schedule 1 Bank in August 2017. Under the terms of the agreement, the co-ownership have a maximum available credit of \$162.6 million. The gross initial advance on the credit facility was \$144.6 million. The Company's share of the initial advance was \$29.6 million plus \$109 of unamortized financing costs. This credit facility will mature on August 10, 2019 with an option to extend the credit facility by one year. The credit facility provides the co-owners with the option to borrow at either the prime rate of interest plus 1.50% LIBOR plus 2.50%, or at the bankers' acceptances with a stamping fee of 2.50%. The credit facility is secured by a first charge on specific assets with a gross carrying value of \$227.2 million. The Company's share of the carrying value is \$46.6 million. As at March 31, 2019, the Company had a credit facility balance of \$32.8 million (December 31, 2018 - \$32.8 million).

Interest on the credit facility is recorded in financing costs using the effective interest rate method. For the three months ended March 31, 2019, included in financing costs is interest on the credit facility of \$367 (Q1 2018 - \$296) and financing costs amortization of \$15 (Q1 2018 - \$15).

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As at March 31, 2019, the co-owners borrowed LIBOR from the credit facility. At the time of borrowing LIBOR loans, which are denominated in U.S. dollars, the Company concurrently entered into cross-currency swaps to effectively convert the LIBOR loans into Canadian Dollar Loans. Refer to note 17 unaudited interim condensed consolidated financial statements for the three months ended March 31, 2019 for risk management details. As at March 31, 2019, \$160,411 of Canadian Dollar Loans were outstanding on the credit facility. The Company's share of the outstanding amount is \$32,820.

## Earnings per share

For Q1 2019, basic and diluted earnings per share were \$0.16 (Q1 2018 – \$0.15 basic and diluted).

In accordance with IFRS, convertible debentures are considered for potential dilution in the calculation of the diluted earnings per share. Each series of convertible debentures is considered individually and only those with dilutive effect on earnings are included in the diluted earnings per share calculation. Convertible debentures that are considered dilutive are required by IFRS to be included in the diluted earnings per share calculation notwithstanding that the conversion price of such convertible debentures may exceed the market price and book value of the Company's common shares.

Diluted earnings per share are calculated by adding back the interest expense relating to the dilutive convertible debentures to total net income and comprehensive income and increasing the weighted average number of common shares by treating the dilutive convertible debentures as if they had been converted on the later of the beginning of the reporting period or issuance date.

## STATEMENTS OF FINANCIAL POSITION

### Net mortgage investments

The balance of net mortgage investments is as follows:

	<b>March 31, 2019</b>	<b>December 31, 2018</b>
Mortgage investments, including mortgage syndications	\$ 1,733,979	\$ 1,796,822
Mortgage syndication liabilities	(494,612)	(575,040)
	<b>1,239,367</b>	<b>1,221,782</b>
Interest receivable	(21,142)	(20,578)
Unamortized lender fees	8,328	8,372
Allowance for mortgage investments loss	2,008	1,417
<b>Net mortgage investments</b>	<b>\$ 1,228,561</b>	<b>\$ 1,210,993</b>

	<b>Three months ended</b>		<b>Year ended</b>
	<b>2019</b>	<b>March 31, 2018</b>	<b>December 31, 2018</b>
<b>Net mortgage investments statistics and ratios<sup>1</sup></b>			
Total number of net mortgage investments	128	118	124
Average net mortgage investment	\$ 9,598	\$ 9,639	\$ 9,762
Average net mortgage investment portfolio	\$ 1,147,834	\$ 1,125,405	\$ 1,131,531
Weighted average interest rate for the period	7.2%	6.8%	7.2%
Weighted average lender fees	0.8%	1.2%	1.1%
Turnover ratio	11.2%	16.2%	60.6%
Remaining term to maturity (years)	1.2	1.0	1.2
Net mortgage investments secured by cash-flowing properties	86.2%	86.8%	87.5%
Weighted average loan-to-value	68.1%	67.9%	67.1%

<sup>1</sup> Refer to non-IFRS measures section.

# TIMBERCREEK FINANCIAL

## Management's Discussion and Analysis

For the three months ended March 31, 2019

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### Portfolio allocation

The Company's net mortgage investments, excluding enhanced return portfolio, were allocated across the following categories:

#### a. Security position

	March 31, 2019		December 31, 2018	
	# of Net investments	% of Net investments	# of Net investments	% of Net investments
First mortgages	114	92.8%	113	93.2%
Non-first mortgages	14	7.2%	11	6.8%
	128	100.0%	124	100.0%

#### b. Region

	March 31, 2019		December 31, 2018	
	# of Net investments	% of Net investments	# of Net investments	% of Net investments
Ontario	59	45.6%	59	42.5%
British Columbia	31	23.7%	28	23.5%
Alberta	14	16.8%	13	20.9%
Quebec	15	7.5%	14	6.1%
Other	9	6.4%	10	7.0%
	128	100.0%	124	100.0%

#### c. Maturity

Maturing	March 31, 2019		December 31, 2018	
	# of Net investments	% of Net investments	# of Net investments	% of Net investments
2019	44	36.3%	51	38.4%
2020	49	37.9%	51	40.9%
2021	25	18.5%	20	19.4%
2022	10	7.3%	2	1.3%
2023 and thereafter	0	0.0%	0	0.0%
	128	100.0%	124	100.0%

#### d. Asset type

	March 31, 2019		December 31, 2018	
	# of Net investments	% of Net investments	# of Net investments	% of Net investments
Multi-residential	70	46.8%	65	40.1%
Retail	19	18.5%	19	18.8%
Unimproved land	9	9.9%	10	10.1%
Hotels	2	4.4%	4	4.9%
Retirement	5	4.1%	5	4.1%
Industrial	10	6.1%	8	4.8%
Office	8	6.6%	8	13.5%
Self-storage	2	1.7%	2	1.7%
Other-residential	1	1.6%	1	1.6%
Single-family residential	2	0.3%	2	0.4%
	128	100.0%	124	100.0%

## Enhanced return portfolio

Enhanced return portfolio was \$93.8 million, which include \$80.0 million of other investments and \$13.8 million of net equity in investment properties (December 31, 2018 - \$104.6 million, \$91.0 million and \$13.7 million) .

Other investments may include collateralized loans, debentures, participating loans, debentures, joint ventures, finance lease receivables and marketable securities. As at March 31, 2019, the Company has \$62.1 million (December 31, 2018 – \$72.8 million) of collateralized loan investments, \$6.0 million (December 31, 2018 – \$6.0 million) of financing lease receivable, \$7.5 million (December 31, 2018 – \$7.5 million) of indirect development properties, and \$4.4 million of a participating loan (December 31, 2018 – \$4.6 million).

During Q1 2019, other investments generated net interest income of \$2.0 million (Q1 2018 – \$1.1 million) with a weighted average interest rate of 11.2% (Q1 2018 - 12.4%). During Q1 2019, the Company earned lender fee income on other investments, net of fees relating to mortgage syndication liabilities of \$76 (Q1 2018 – \$140). During Q1 2019, the Company received nil lender fees on other investments (Q1 2018 – \$267), which are amortized to interest income over the term of the related mortgage investments using the effective interest rate method.

On August 16, 2017, the Company acquired a 20.46% undivided beneficial interest in the Saskatchewan Portfolio which is comprised of 14 investment properties totaling 1,079 units located in Saskatoon and Regina, Saskatchewan for a total purchase price of \$201.7 million (the Company's share is \$41.3 million). As at March 31, 2019, the Company's share of the investment properties has an aggregate fair value of \$46.6 million (December 31, 2018 – \$46.5 million) and are pledged as security for the credit facility of the co-ownership. Refer to notes 5 of the Interim Condensed Consolidated Financial Statements for the three months ended March 31, 2019 and 2018.

## Mortgage syndication liabilities

The Company enters into certain mortgage participation agreements with third party lenders, using senior and subordinated participation, whereby the third-party lenders take the senior position and the Company retains the subordinated position. These agreements generally provide an option to the Company to repurchase the senior position, but not the obligation, at a purchase price equal to the outstanding principal amount of the lenders' proportionate share together with all accrued interest. The Company has mortgage syndication liabilities of \$494.6 million (December 31, 2018 – \$575.0 million). In general, mortgage syndication liabilities vary from quarter to quarter and are dependent on the type of investments seen at any particular time, and not necessarily indicative of a future trend.

## Allowance for Credit Losses (“ACL”)

The allowance for credit losses is maintained at a level that we consider adequate to absorb credit-related losses on our mortgage and other investments. The allowance for credit losses amounted to \$2.0 million as at March 31, 2019 (December 31, 2018 - \$1.6 million), of which \$2.0 million (December 31, 2018 - \$1.4 million) was recorded in mortgage investments and \$18 (December 31, 2018 - \$215) was recorded in other investments.

# TIMBERCREEK FINANCIAL

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<b>Multi-residential Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Gross mortgage investments, including interest receivable	\$ 821,903	\$ —	\$ 2,828	\$ 824,731
Mortgage syndication liabilities, including interest receivable	203,041	—	—	203,041
Net	618,862	—	2,828	621,690
Allowance for credit losses	735	—	61	796
Mortgage investments, net of allowance and mortgage syndications	618,127	—	2,767	620,894

<b>Other Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Gross mortgage investments, including interest receivable	764,173	—	37,763	801,936
Mortgage syndication liabilities, including interest receivable	237,090	—	—	237,090
Net	527,083	—	37,763	564,846
Allowance for credit losses	289	—	923	1,212
Mortgage investments, net of allowance and mortgage syndications	526,794	—	36,840	563,634

<b>Other loan Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Gross loan investments, including interest receivable	55,337	—	7,112	62,449
Other loan syndication liabilities, including interest receivable	—	—	—	—
Net	55,337	—	7,112	62,449
Allowance for credit losses	15	—	3	18
Other loan Investments, net of allowance and mortgage syndications	55,322	—	7,109	62,431

As at March 31, 2019, finance lease receivable (note 4(e) of unaudited interim condensed consolidated financial statements for the period ended March 31, 2019) and unadvanced commitments (note 4(a) unaudited interim condensed consolidated financial statements for the period ended March 31, 2019) are all considered to be in Stage 1 with minimal ECL.

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Allowance for credit losses as at December 31, 2018:

<b>Multi-residential Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Gross mortgage investments, including interest receivable	\$ 851,402	\$ —	\$ 2,790	\$ 854,192
Mortgage syndication liabilities, including interest receivable	322,244	—	—	322,244
Net	529,158	—	2,790	531,948
Allowance for loan losses	627	—	3	630
Mortgage investments, net of allowance and mortgage syndications	528,531	—	2,787	531,318
<b>Other Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Gross mortgage investments, including interest receivable	853,383	—	37,790	891,173
Mortgage syndication liabilities, including interest receivable	253,694	—	—	253,694
Net	599,689	—	37,790	637,479
Allowance for loan losses	200	—	587	787
Mortgage investments, net of allowance and mortgage syndications	599,489	—	37,203	636,692
<b>Other loan Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Gross loan investments, including interest receivable	66,483	—	7,014	73,497
Other loan syndication liabilities, including interest receivable	—	—	—	—
Net	66,483	—	7,014	73,497
Allowance for loan losses	212	—	3	215
Other loan Investments, net of allowance and mortgage syndications	66,271	—	7,011	73,282

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For the three months ended March 31, 2019, the changes in the allowance for credit losses are shown in the following tables.

<b>Multi-residential Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Balance at beginning of period	627	—	3	630
Allowance for credit losses				
Remeasurement	7	—	58	65
Transfer to/(from)				
Stage 1	—	—	—	—
Stage 2	—	—	—	—
Stage 3	—	—	—	—
Total allowance for credit losses	634	—	61	695
Fundings	163	—	—	163
Repayments	(62)	—	—	(62)
Balance at end of period	735	—	61	796

<b>Other Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Balance at beginning of period	200	—	587	787
Allowance for credit losses				
Remeasurement	58	—	336	394
Transfer to/(from)				
Stage 1	—	—	—	—
Stage 2	—	—	—	—
Stage 3	—	—	—	—
Total allowance for credit losses	258	—	923	1,181
Fundings	46	—	—	46
Repayments	(15)	—	—	(15)
Balance at end of period	289	—	923	1,212

<b>Other loan Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Balance at beginning of period	212	—	3	215
Allowance for credit losses				
Remeasurement	—	—	—	—
Transfer to/(from)				
Stage 1	—	—	—	—
Stage 2	—	—	—	—
Stage 3	—	—	—	—
Total allowance for credit losses	212	—	3	215
Fundings	—	—	—	—
Repayments	(197)	—	—	(197)
Balance at end of period	15	—	3	18

During the three months ended March 31, 2018, the provision for credit loss was increased by \$62 from new investments which was offset by a decrease of \$62 from investment repayments. There were no transfers between Stage 1, Stage 2 and Stage 3 during the three months ended March 31, 2018.



The following table presents the gross carrying amounts of mortgage and other loan investments, net of syndication liabilities, subject to IFRS 9 impairment requirements by internal risk ratings used by the Company for credit risk management purposes.

The internal risk ratings presented in the table below are defined as follows:

**Low Risk:** Mortgage and loan investments that exceed the credit risk profile standard of the Company with a below average probability of default. Yields on these investments are expected to trend lower than the Company's average portfolio.

**Medium-Low:** Mortgage and loan investments that are typical for the Company's risk appetite, credit standards and retain a below average probability of default. These mortgage and loan investments are expected to have average yields and would represent a significant percentage of the overall portfolio.

**Medium-High:** Mortgage and loan investments within the Company's risk appetite and credit standards with an average probability of default. These investments typically carry attractive risk-return yield premiums.

**High Risk:** Mortgage and loan investments within the Company's risk appetite and credit standards that have an additional element of credit risk that could result in an above average probability of default. These mortgage and loan investments carry a yield premium in return for their incremental credit risk. These mortgage and loan investments are expected to represent a small percentage of the overall portfolio.

**Default:** Mortgage and loan investments that are 90 days past due and when there is objective evidence that there has been a deterioration of credit quality to the extent the Company no longer has reasonable assurance as to the timely collection of the full amount of principal and interest and/or when the Company has commenced enforcement remedies available to it under its contractual agreements.

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As at March 31, 2019:

<b>Multi-residential Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Low risk	230,686	—	—	230,686
Medium-Low risk	342,260	—	—	342,260
Medium-High risk	45,916	—	—	45,916
High risk	—	—	—	—
Default	—	—	2,828	2,828
Net	618,862	—	2,828	621,690
Allowance for loan losses	735	—	61	796
Mortgage investments, net of allowance and mortgage syndications	618,127	—	2,767	620,894
<b>Other Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Low risk	182,633	—	—	182,633
Medium-Low risk	272,338	—	—	272,338
Medium-High risk	57,768	—	—	57,768
High risk	14,344	—	—	14,344
Default	—	—	37,763	37,763
Net	527,083	—	37,763	564,846
Allowance for loan losses	289	—	923	1,212
Mortgage investments, net of allowance and mortgage syndications	526,794	—	36,840	563,634
<b>Other loan Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Low risk	—	—	—	—
Medium-Low risk	—	—	—	—
Medium-High risk	—	—	—	—
High risk	55,337	—	—	55,337
Default	—	—	7,112	7,112
Net	55,337	—	7,112	62,449
Allowance for loan losses	15	—	3	18
Other loan Investments, net of allowance and mortgage syndications	55,322	—	7,109	62,431

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As at December 31, 2018:

<b>Multi-residential Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Low risk	221,309	—	—	221,309
Medium-Low risk	289,144	—	—	289,144
Medium-High risk	18,705	—	—	18,705
High risk	—	—	—	—
Default	—	—	2,790	2,790
Net	529,158	—	2,790	531,948
Allowance for loan losses	627	—	3	630
Mortgage investments, net of allowance and mortgage syndications	528,531	—	2,787	531,318
<b>Other Mortgage Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Low risk	177,567	—	—	177,567
Medium-Low risk	341,418	—	—	341,418
Medium-High risk	66,644	—	—	66,644
High risk	14,060	—	—	14,060
Default	—	—	37,790	37,790
Net	599,689	—	37,790	637,479
Allowance for loan losses	200	—	587	787
Mortgage investments, net of allowance and mortgage syndications	599,489	—	37,203	636,692
<b>Other loan Investments</b>	<b>Stage 1</b>	<b>Stage 2</b>	<b>Stage 3</b>	<b>Total</b>
Low risk	—	—	—	—
Medium-Low risk	—	—	—	—
Medium-High risk	—	—	—	—
High risk	66,483	—	—	66,483
Default	—	—	7,014	7,014
Net	66,483	—	7,014	73,497
Allowance for loan losses	212	—	3	215
Other loan Investments, net of allowance and mortgage syndications	66,271	—	7,011	73,282

## Net working capital

Net working capital increased by \$6.9 million to \$26.3 million at March 31, 2019 from \$19.4 million at December 31, 2018.

## Credit facility (mortgage investments)

Currently, the Company has a \$500.0 million credit facility with 10 Canadian banks, secured by a general security agreement over the Company's assets and its subsidiaries. Originally, the Company entered into a credit facility agreement with a credit limit of \$350.0 million and a maturity date of May 2018. On June 20, 2017, the Company increased the credit limit by \$50.0 million to \$400.0 million, through the utilization of the accordion feature. On December 21, 2017, the Company further amended the credit facility agreement (the "Amended Credit Agreement") for a credit limit of \$400.0 million which may be increased by \$100.0 million through an accordion feature, subject to certain conditions. The credit facility will mature on December 20, 2019. On February 13, 2018, the Company completed the exercise of a portion of the accordion feature, which increased the credit limit by \$40.0 million to \$440.0 million. On November 16, 2018, the Company exercised remainder portion of the accordion feature which increased the credit limit by \$60.0 million to \$500.0 million, the Company further amended the credit facility agreement (the "Second Amending Agreement to Credit Agreement") and extended maturity date to December 20, 2020.

The rates of interest and fees of the Second Amending Agreement to Credit Agreement and previous credit agreements remain unchanged which are either at the prime rate of interest plus 1.25% per annum (December 31, 2018 – prime rate of interest plus 1.25% per annum) or bankers' acceptances with a stamping fee of 2.25% (December 31, 2018 – 2.25%) and standby fee of 0.5625% per annum (December 31, 2018 – 0.5625%) on the unutilized credit facility balance. As at March 31, 2019, the Company's qualified credit facility limit is \$493.4 million and is subject to a borrowing base as defined in the new amended and restated credit agreement.

As at March 31, 2019, the Company has incurred inception to date financing costs of \$5.0 million relating to the credit facility, which includes upfront fees, legal and other costs. During the three months ended March 31, 2019, the Company incurred financing costs of \$46, the majority of which relates to the exercise of the accordion feature. The financing costs are netted against the outstanding balance of the credit facility and are amortized over the term of the new credit facility agreement.

Interest on the credit facility is recorded in financing costs and calculated using the effective interest rate method. For the three months ended March 31, 2019, included in financing costs is interest on the credit facility of \$5.0 million (Q1 2018 – \$3.5 million) and financing costs amortization of \$398 (Q1 2018 – \$267).

## Credit facility (investment properties held for sale)

Concurrently with the Saskatchewan Portfolio acquisition, the Company and the co-owners entered into a credit facility agreement with a Schedule 1 Bank. Under the terms of the agreement, the co-ownership has a maximum available credit of \$162.6 million. The gross initial advance on the credit facility was \$144.6 million. The Company's share of the initial advance was \$29.6 million plus \$109 of unamortized financing costs.

This credit facility will mature on August 10, 2019 with an option to extend the credit facility by one year. The credit facility provides the co-owners with the option to borrow at either the prime rate of interest plus 1.50%, or at the bankers' acceptances with a stamping fee of 2.50% ("Canadian Dollar Loans"), or at LIBOR plus 2.50%. The credit facility is secured by a first charge on specific assets with a gross carrying value of \$227.2 million. The Company's share of the carrying value is \$46.6 million. The co-owners of the Saskatchewan Portfolio (note 5) are each individually subject to financial covenants outlined in the investment properties credit facility agreement. Notwithstanding, the lender's recourse is limited to each co-owner's proportionate interest in the investment properties credit facility. During the period ended March 31, 2019, the co-owners borrowed to LIBOR and prime rate loans from the credit facility. At the time of borrowing LIBOR loans, which are denominated in U.S. dollars, the Company concurrently entered into

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cross-currency swaps to effectively converting the LIBOR loans into Canadian Dollar Loans. Refer to note 17 unaudited interim condensed consolidated financial statements for the three months ended March 31, 2019 for risk management details. As at March 31, 2019, \$160.4 million Canadian dollar equivalent of LIBOR loans were outstanding on the credit facility. The Company's share of the outstanding amount in Canadian dollar is \$32.8 million.

Interest on the credit facility is recorded in financing costs using the effective interest rate method. For the three months ended March 31, 2019, included in financing costs is interest on the credit facility of \$367 (Q1 2018 - \$296) and financing costs amortization of \$15 (Q1 2018 - \$15).

### Convertible debentures

The debentures are comprised of as follows:

	<b>March 31, 2019</b>	<b>December 31, 2018</b>
Issued	\$ 136,800	\$ 136,800
Unamortized financing cost and equity component	<b>(4,848)</b>	(5,203)
Debentures, end of period	<b>\$ 131,952</b>	\$ 131,597

Interest costs related to the convertible debentures are recorded in financing costs using the effective interest rate method. Interest on the debentures is included in financing costs and is made up of the following:

	<b>Three months ended March 31,</b>	
	<b>2019</b>	<b>2018</b>
Interest on the convertible debentures	\$ 1,841	\$ 2,388
Amortization of issue costs and accretion of the convertible debentures	<b>355</b>	492
Total	<b>\$ 2,196</b>	\$ 2,880

## SHAREHOLDERS' EQUITY

### a. Common shares

The Company is authorized to issue an unlimited number of common shares. Holders of common shares are entitled to receive notice of and to attend and vote at all shareholder meetings as well as to receive dividends as declared by the Board of Directors.

The common shares are classified within shareholders' equity in the statements of financial position. Any incremental costs directly attributable to the issuance of common shares are recognized as a deduction from shareholders' equity.

On June 21, 2018, the Company entered into an equity distribution agreement with a Canadian financial institution to offer common shares, having an aggregate offering amount of up to \$70 million for sale to the public.

During Q1 2019, the Company issued 405,000 of common shares for gross proceeds of \$3.8 million at an average price of \$9.31 per common share and paid \$75 in commission to the agent, pursuant to the ATM Program's equity distribution agreement.

### b. Dividends

The Company intends to pay dividends to holders of common shares monthly within 15 days following the end of each month. During Q1 2019 and YTD 2019, the Company declared dividends of \$14.1 million or \$0.173 per the Company common share (Q1 2018 – \$13.4 million, \$0.173 per share).

As at March 31, 2019, \$4.7 million in aggregate dividends (December 31, 2018 – \$4.7 million) was payable to the holders of common shares by the Company. Subsequent to March 31, 2019, the Board of Directors of the Company declared dividends of \$0.0575 per common share to be paid on May 15, 2019 to the common shareholders of record on April 30, 2019.

### **c. Dividend reinvestment plan ("DRIP")**

The DRIP provided eligible beneficial and registered holders of common shares with a means to reinvest dividends declared and payable on such common shares into additional common shares. Under the DRIP, shareholders could enroll to have their cash dividends reinvested to purchase additional common shares. The common shares can be purchased from the open market based upon the prevailing market rates or from treasury at a price of 98% of the average of the daily volume weighted average closing price on the TSX for the 5 trading days preceding payment, the price of which will not be less than the book value per common share.

During Q1 2019, 36,866 common shares were purchased on the open market (Q1 2018 – nil) and 84,915 common shares were issued from treasury (Q1 2018 – 116,693).

### **d. Non-executive director deferred share unit plan ("DSU")**

Commencing June 30, 2016, the Company instituted a non-executive director deferred share unit plan, whereby a director can elect up to 100% of the compensation be paid in the form of DSUs, credited quarterly in arrears. The portion of a director's compensation which is not payable in the form of DSUs shall be paid by the Company in cash, quarterly in arrears. The fair market value of the DSU is the volume weighted average price of a common share as reported on the TSX for the 20 trading days immediately preceding that day (the "Fair Market Value"). The directors are entitled to also accumulate additional DSUs equal to the monthly cash dividends, on the DSUs already held by that director determined based on the Fair Market Value of the common shares on the dividend payment date.

Following each calendar quarter, the director DSU accounts will be credited with the number of DSUs calculated by multiplying the total compensation payable in DSUs divided by the Fair Market Value. Until June 30, 2018, each director was also entitled to an additional 25% of DSUs that are issued in the quarter up to a maximum value of \$5 per annum.

The Plan will pay a lump sum payment in cash equal to the number of DSUs held by each director multiplied by the Fair Market Value as of the 24<sup>th</sup> business day after publication of the Company's financial statements following a director's departure from the Board of Directors.

During Q1 2019, 7,638 units were issued (Q1 2018 - 4,862) and as at March 31, 2019, 59,529 units were outstanding (December 31, 2018 – 51,891). No DSUs were exercised or canceled, resulting in a DSU expense of \$82 (2018 – \$41). As at March 31, 2019, \$82 in quarterly compensation was granted in DSUs, which will be issued subsequent to March 31, 2019.

## **STATEMENT OF CASH FLOWS**

### **Cash from operating activities**

Cash from operating activities for Q1 2019 was \$21.4 million (Q1 2018 – \$20.9 million).

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### Cash used in financing activities

Cash used in financing activities for Q1 2019 and cash from financing activities for Q1 2018 consisted of the Company's net advance on the operating credit facility of \$9.6 million (Q1 2018 – \$2.5 million of net advances) and net advances on investment properties credit facility of nil (Q1 2018 – \$677). The Company received net proceeds of \$3.5 million from the issuance of common shares (Q1 2018 – \$42.4 million). The Company paid interest on the debentures and credit facilities of \$5.8 million (Q1 2018 – \$6.6 million), paid common share dividends of \$13.0 million (Q1 2018 – \$12.0 million) and repurchased common shares under dividend reinvestment plan of \$338 (Q1 2018 – nil). The net cash provided by financing activities for Q1 2019 was \$6.0 million (Q1 2018 – \$21.9 million).

### Cash used in investing activities

Net cash used in investing activities in Q1 2019 was \$15.5 million (Q1 2018 – \$32.9 million) and consisted of the funding of net mortgage investments of \$152.4 million (Q1 2018 – \$214.3 million), offset by repayments of net mortgage investments of \$134.3 million (Q1 2018 – \$181.0 million), funding of other investments of \$2.3 million (Q1 2018 – \$14.0 million), offset by repayments of other investments of \$4.6 million (Q1 2018 – \$15.5 million), net addition to investment properties of 104 (Q1 2018 – \$1.1 million), and net proceeds on maturing of forward contracts of 362.

## QUARTERLY FINANCIAL INFORMATION

The following is a quarterly summary of the Company's results for the eight most recently completed quarters:

	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Net investment income <sup>1</sup>	\$ 24,511	\$ 25,169	\$ 24,465	\$ 23,477	\$ 21,847	\$ 23,178	\$ 23,547	\$ 21,448
Net rental income	316	358	135	179	149	99	94	—
Expenses <sup>2</sup>	(4,095)	(3,866)	(3,774)	(3,752)	(3,386)	(3,633)	(3,809)	(3,091)
Income from operations <sup>1</sup>	20,732	21,661	20,826	19,904	18,610	19,644	19,832	18,357
Other income, net	413	1,217	—	—	—	—	—	—
Net operating (loss) gain from FPHFS	—	(15)	(18)	(5)	(2)	(40)	27	19
Fair value (loss) gain of FPHFS	—	(29)	(40)	(40)	—	146	(193)	(143)
Financing costs:								
Interest on credit facility	(5,816)	(5,368)	(4,836)	(4,111)	(4,061)	(3,986)	(3,519)	(2,831)
Interest on convertible debentures	(2,196)	(2,203)	(2,224)	(3,321)	(2,880)	(2,886)	(2,899)	(2,267)
Total financing costs	(8,012)	(7,571)	(7,060)	(7,432)	(6,941)	(6,872)	(6,418)	(5,098)
Total net income and comprehensive income (basic)	\$ 13,133	\$ 15,263	\$ 13,708	\$ 12,427	\$ 11,667	\$ 12,876	\$ 13,248	\$ 13,135
Total net income and comprehensive income (diluted)	\$ 13,133	\$ 17,466	\$ 15,911	\$ 12,427	\$ 11,667	\$ 15,080	\$ 15,468	\$ 14,589
Earnings per share (basic)	\$ 0.16	\$ 0.19	\$ 0.17	\$ 0.16	\$ 0.15	\$ 0.17	\$ 0.18	\$ 0.18
Earnings per share (diluted)	\$ 0.16	\$ 0.18	\$ 0.17	\$ 0.16	\$ 0.15	\$ 0.17	\$ 0.18	\$ 0.18
Distributable income <sup>1</sup>	\$ 14,208	\$ 16,302	\$ 14,818	\$ 15,477	\$ 13,508	\$ 13,681	\$ 14,091	\$ 14,080
Distributable income per share <sup>1</sup>	\$ 0.17	\$ 0.20	\$ 0.19	\$ 0.20	\$ 0.18	\$ 0.18	\$ 0.19	\$ 0.19

<sup>1</sup> Refer to non-IFRS measures section.

<sup>2</sup> Amounts include allowance for mortgage investments loss.

The variations in total net income and comprehensive income by quarter are mainly attributed to the following:

- In any given quarter, the Company is subject to volatility from portfolio turnover from both scheduled and early repayments. As a result, net interest income is susceptible to quarterly fluctuations. The Company models the portfolio throughout the year factoring in both scheduled and probable repayments, and the corresponding new mortgage advances, to determine its distributable income on a calendar year basis;

- ii. Within expenses, the Company accrues the performance fee payable to the Manager. Given that the performance fee is adjusted for cash items, the volatility of cash receipts in the year (mainly relating to lender fees) will typically have an impact on the amount expensed in any quarter;
- iii. In any given quarter, the Company is subject to volatility from fair value adjustments to FPHFS and allowance for mortgage investments resulting in fluctuations in quarterly total net income and comprehensive income;
- iv. The utilization of the credit facility to fund mortgage investments results in higher net interest income, which is partially offset by higher financing costs.

## RELATED PARTY TRANSACTIONS

As at March 31, 2019, Due to Manager includes mainly management and servicing fees payable of \$1.2 million (December 31, 2018 - \$1.5 million).

As at March 31, 2019, included in other assets is \$11.6 million (December 31, 2018 – \$3.1 million) of cash held in trust by Timbercreek Mortgage Servicing Inc. ("TMSI"), the Company's mortgage servicing and administration provider, a company controlled by the Manager. The balance relates to mortgage and other loan funding holdbacks, repayments and prepaid mortgage interest received from various borrowers.

As at March 31, 2019, the Company has the following mortgage investments which an independent director of the Company is also an officer and/or part-owner of the borrowers of these mortgages:

- A mortgage investment with a total gross commitment of \$9.5 million (December 31, 2018 – \$9.5 million). The Company's share of the commitment is \$3.6 million (December 31, 2018 – \$3.6 million), of which \$3.6 million (December 31, 2018 – \$3.6 million) has been funded as at March 31, 2019. For the three months ended March 31, 2019, the Company has recognized net interest income of \$86 (Q1 2018 – \$86) from this mortgage investment during the period.
- A mortgage investment with a total gross commitment of \$1.9 million (December 31, 2018 – \$1.9 million). The Company's share of the commitment is \$1.9 million (December 31, 2018 – \$1.9 million), of which \$1.9 million (December 31, 2018 – \$1.9 million) has been funded as at March 31, 2019. For the three months ended March 31, 2019, the Company has recognized net interest income of \$30 (Q1 2018 – \$29) from this mortgage investment during the period.
- A mortgage investment with a total gross commitment of \$16.5 million (December 31, 2018 – \$16.5 million). The Company's share of the commitment is \$2.5 million (December 31, 2018 – \$2.5 million), of which \$2.5 million (December 31, 2018 – \$2.5 million) has been funded as at March 31, 2019. For the three months ended March 31, 2019, the Company has recognized net interest income of \$56 (Q1 2018 – \$61) from this mortgage investment during the period.

As at March 31, 2019, the Company and Timbercreek Four Quadrant Global Real Estate Partners ("T4Q") and Timbercreek Real Estate Financing U.S. Holding LP ("TREF") are related parties as they are managed by wholly owned subsidiary of the Manager, and they have co-invested in 22 (December 31, 2018 – 18) gross mortgage investments totaling \$322.8 million (December 31, 2018 – \$258.8 million). The Company's share in these gross mortgage investments is \$200.1 million (December 31, 2018 – \$178.4 million). Included in these amounts is two net mortgage investments (December 31, 2018 – two) totaling \$23.4 million (December 31, 2018 – \$23.0 million) loaned to limited partnerships in which T4Q is invested.

As at March 31, 2019, the Company and T4Q invested in two indirect real estate developments through two investees, totaling \$7.5 million (December 31, 2018 – \$7.5 million).



As at March 31, 2019, the Company is invested in junior debentures of Timbercreek Ireland Private Debt Designated Activity Company totaling \$4.4 million or €2.9 million (December 31, 2018 – \$4.6 million or €2.9 million), which is included in loan investments within other investments. Timbercreek Ireland Private Debt Designated Activity Company is managed by a wholly owned subsidiary of the Manager.

As part of the Saskatchewan Portfolio co-ownership, the Company, T4Q and a third-party co-owner have entered into property management agreements with the Manager. The Manager provides property and leasing services to each of the properties and is entitled to receive property management and capital improvements service fees (the "Property Management Fees") at the disclosed rates in the agreements. For the three months ended March 31, 2019, Property Management Fees of \$37 was charged by the Manager to the Company (Q1 2018 – \$28). As at March 31, 2019, \$15 was payable to the Manager (December 31, 2018 – \$18).

## **COMMITMENTS AND CONTINGENCIES**

In the ordinary course of business activities, the Company may be contingently liable for litigation and claims arising from investing in mortgage investments and other investments. Where required, management records adequate provisions in the accounts.

Although it is not possible to accurately estimate the extent of potential costs and losses, if any, management believes that the ultimate resolution of such contingencies would not have a material adverse effect on the Company's financial position.

## **CRITICAL ACCOUNTING ESTIMATES**

In the preparation of these unaudited interim condensed consolidated financial statements, Timbercreek Asset Management Inc. (the "Manager") has made judgements, estimates and assumptions that affect the application of the Company's accounting policies and the reported amounts of assets, liabilities, income and expenses. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognized prospectively.

In making estimates, the Manager relies on external information and observable conditions where possible, supplemented by internal analysis as required. Those estimates and judgements have been applied in a manner consistent with the prior period and there are no known trends, commitments, events or uncertainties that the Manager believes will materially affect the methodology or assumptions utilized in making those estimates and judgements in these unaudited interim condensed consolidated financial statements. The significant estimates and judgements used in determining the recorded amount for assets and liabilities in the consolidated financial statements are as follows:

### **Measurement of fair values**

The Company's accounting policies and disclosures require the measurement of fair values for both financial and non-financial assets and liabilities.

When measuring the fair value of an asset or liability, the Company uses market observable data where possible. Fair values are categorized into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices).
- Level 3: Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs).

The Company reviews significant unobservable inputs and valuation adjustments. If third party information, such as broker quotes or appraisals are used to measure fair values, the Company will assess the evidence obtained from the third parties to support the conclusion that such valuations meet the requirements of IFRS, including the level in the fair value hierarchy in which such valuations should be classified.

The information about the assumptions made in measuring fair value is included in the following notes:

Note 4 – Mortgage and other investments, including mortgage syndications;

Note 5 – Investment properties; and

Note 18 – Fair value measurements.

## **Syndication liabilities**

The Company applies judgement in assessing the relationship between parties with which it enters into participation agreements in order to assess the derecognition of transfers relating to mortgage and other investments.

## **Classification of mortgage and other investments**

Mortgage investments and other loans are classified based on the business model for managing assets and the contractual cash flow characteristics of the asset. We exercise judgment in determining both the business model for managing the assets and whether cash flows of the financial asset comprise solely payments of principal and interest.

## **Measurement of expected credit loss**

The determination of allowance for credit losses takes into account different factors and varies by nature of investment. These judgments include changes in circumstances that may cause future assessments of credit risk to be materially different from current assessments, which would require an increase or decrease in the allowance of credit risk. Refer to note 4(d) in interim financial statement.

## **SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies applied by the Company in these unaudited condensed consolidated interim financial statements are the same, except for as noted below, as those applied by the Company in its consolidated financial statements for the year ended December 31, 2018, which were prepared in accordance with IFRS.

### **Changes in accounting policies**

The Company has adopted IFRS 16 Leases ("IFRS 16") effective January 1, 2019 and applied the requirements of the standard retrospectively without restatement of comparative periods. IFRS 16 replaced IAS 17 Leases. This standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. The implementation of IFRS 16 did not have a significant impact on the Company's leases of its investment properties.

## **OUTSTANDING SHARE DATA**

As at May 7, 2019, the Company's authorized capital consists of an unlimited number of common shares, of which 82,475,354 are issued and outstanding.

## CAPITAL STRUCTURE AND LIQUIDITY

### Capital structure

The Company manages its capital structure in order to support ongoing operations while focusing on its primary objectives of preserving shareholder capital and generating a stable monthly cash dividend to shareholders. The Company believes that the conservative amount of structural leverage gained from the debentures and credit facility is accretive to net earnings, appropriate for the risk profile of the business. The Company anticipates meeting all of its contractual liabilities (described below) using its mix of capital structure and cash flow from operating activities.

The Company reviews its capital structure on an ongoing basis and adjusts its capital structure in response to mortgage investment opportunities, the availability of capital and anticipated changes in general economic conditions.

### Liquidity

Access to liquidity is an important element of the Company as it allows the Company to implement its investment strategy. The Company is, and intends to continue to be, qualified as a MIC as defined under Section 130.1(6) of the ITA and, as a result, is required to distribute not less than 100% of the taxable income of the Company to its shareholders. The Company manages its liquidity position through various sources of cash flows including cash generated from operations and credit facilities. The Company has a borrowing ability of \$500.0 million through its credit facility – mortgage investments and \$33.3 million through its credit facility – investment properties and intends to utilize the credit facility to fund mortgage investments, and other working capital needs. As at March 31, 2019, the Company is in compliance with its credit facilities covenants and expects to remain in compliance going forward.

The Company routinely forecasts cash flow sources and requirements, including unadvanced commitments, to ensure cash is efficiently utilized.

The following are the contractual maturities of financial liabilities as at March 31, 2019, including expected interest payments:

	Carrying value	Contractual cash flow	Within a year	Following year	3–5 years
Accounts payable and accrued expenses	\$ 4,153	\$ 4,153	\$ 4,153	\$ —	\$ —
Dividends payable	4,722	4,722	4,722	—	—
Due to Manager	1,248	1,248	1,248	—	—
Mortgage funding holdbacks	958	958	958	—	—
Prepaid mortgage interest	2,414	2,414	2,414	—	—
Credit facility (mortgage investments) <sup>1</sup>	486,113	523,639	21,789	501,850	—
Credit facility (investment properties held for sale) <sup>2</sup>	32,798	33,800	33,800	—	—
Convertible debentures <sup>3</sup>	131,952	143,113	96,920	46,193	—
	\$ 664,358	\$ 714,047	\$ 166,004	\$ 548,043	\$ —
Unadvanced mortgage commitments <sup>4</sup>	—	180,050	180,050	—	—
<b>Total contractual liabilities</b>	<b>\$ 664,358</b>	<b>\$ 894,097</b>	<b>\$ 346,054</b>	<b>\$ 548,043</b>	<b>\$ —</b>

<sup>1</sup> Credit facility (mortgage investments) includes interest based upon March 2019 weighted average interest rate on the credit facility assuming the outstanding balance is not repaid until its maturity on December 20, 2020.

<sup>2</sup> Credit facility (investment properties) includes interest based upon March 2019 weighted average interest rate on the credit facility assuming the outstanding balance is not repaid until its maturity on August 10, 2019.

<sup>3</sup> The 2016 debentures are assumed to be redeemed on July 31, 2019 as they are redeemable on and after July 31, 2019, the February 2017 debentures are assumed to be redeemed on March 30, 2020 as they are redeemable on and after March 30, 2020 and the June 2017 debentures are assumed to be redeemed on June 30, 2020 as they are redeemable on and after June 30, 2020.

<sup>4</sup> Unadvanced mortgage commitments include syndication commitments of which \$90.1 million belongs to the Company's syndicated partners.

As at March 31, 2019, the Company had a cash position of \$429 (December 31, 2018 – \$541), an unutilized credit facility (mortgage investments) balance of \$12.3 million (December 31, 2018 – \$21.9 million) and an unutilized credit facility (investment properties) balance of \$457 (December 31, 2018 – \$457). The Company is confident that it will be able to finance its operations using the cash flow generated from operations and the credit facility. Included within the unadvanced mortgage commitments is \$90.1 million out of \$180.0 million in total (December 31, 2018 – \$58.0 million) relating to the Company's syndication partners. The Company expects the syndication partners to fund this amount.

## FINANCIAL INSTRUMENTS

### Financial assets

The Company's cash and cash equivalents, other assets, mortgage investments and other investments, including mortgage syndications, are designated as loans and receivables and are measured at amortized cost. The fair values of cash and cash equivalents and other assets approximate their carrying amounts due to their short-term nature. The fair value of mortgage investments, including mortgage syndications, approximate their carrying value given the mortgage and other investments consist of short-term mortgages that are repayable at the option of the borrower without yield maintenance or penalties.

### Financial liabilities

The Company's accounts payable and accrued expenses, dividends payable, due to Manager, mortgage funding holdbacks, prepaid mortgage interest, credit facility, convertible debentures and mortgage syndication liabilities are designated as other financial liabilities and are measured at amortized cost. With the exception of convertible debentures and mortgage syndication liabilities, the fair value of these financial liabilities approximate their carrying amounts due to their short-term nature. The fair value of mortgage syndication liabilities approximate their carrying value given the mortgage investments consist of short-term mortgages that are repayable at the option of the borrower without yield maintenance or penalties. The fair value of the convertible debentures is based on the market trading price of convertible debentures at the reporting date.

## RISKS AND UNCERTAINTIES

The Company is subject to certain risks and uncertainties that may affect the Company's future performance and its ability to execute on its investment objectives. We have processes and procedures in place in an attempt to control or mitigate certain risks, while other risks cannot be or are not mitigated. Material risks that cannot be mitigated include a significant decline in the general real estate market, interest rates changing markedly, being unable to make mortgage investments at rates consistent with rates historically achieved, not having adequate mortgage investment opportunities presented to us, change in currency rates and not having adequate sources of bank financing available. There have been no changes to the Company, which may affect the overall risk of the Company.

### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of financial assets or financial liabilities will fluctuate because of changes in market interest rates. As of March 31, 2019, \$845.2 million of net mortgage investments and \$18.5 million of other investments bear interest at variable rates (March 31, 2018 - \$324.6 million and \$21.1 million, respectively). \$699.8 million of net mortgage investments have a "floor rate" (March 31, 2018 - \$302.8 million). If there were a decrease or increase of 0.50% in interest rates, with all other variables constant, the impact from variable rate mortgage investments and other investments would be a decrease in net income of \$1.9 million or an increase in net income of \$4.2 million, respectively (2018 - \$121 and \$1.6 million, respectively). The Company manages its sensitivity to interest rate fluctuations by managing the fixed/floating ratio in its investment portfolio.

The Company is also exposed to interest rate risk on the credit facilities, which has a balance of \$520.5 million as at March 31, 2019. (March 31, 2018 - \$394.3 million) Based on the outstanding credit facility balance as at March 31, 2019, and assuming it was outstanding for the entire period a 0.50% decrease or increase in interest rates, with all other variables constant, will decrease or increase net income by \$2.6 million (2018 - \$2.0 million) annually.

The Company's other assets, interest receivable, accounts payable and accrued expenses, prepaid mortgage interest, mortgage funding holdbacks, dividends payable and due to Manager have no exposure to interest rate risk due to their short-term nature. Cash and cash equivalents carry a variable rate of interest and are subject to minimal interest rate risk and the debentures have no exposure to interest rate risk due to their fixed interest rate.

## Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in foreign exchange rates. The Company is exposed to currency risk primarily from other investments and credit facility investment properties that are denominated in a currency other than the Canadian dollar. The Company uses foreign currency forwards and swaps to approximately economically hedge the principal balance of future earnings and cash flows caused by movements in foreign exchange rates. Under the terms of the foreign currency forward and swap contracts, the Company buys or sells a currency against another currency at a set price on a future date.

As at March 31, 2019, the Company has US\$5.1 million and €2.9 million in other investments denominated in foreign currencies (December 31, 2018 – US\$5.0 million, US\$5.1 million and €2.9 million). The Company has entered into a series of foreign currency contracts to reduce the its exposure to foreign currency risk. As at March 31, 2019, the Company has three U.S. dollars currency contracts with an aggregate notional value of US\$5.1 million, at a weighted average forward contract rate of 1.3262, maturing in May 2019, and one Euro currency contracts with an aggregate notional value of €2.9 million at a weighted average contract rate of 1.5406, maturing in June 2019. The Company has entered into a cross-currency swap to economically hedge with notional value of US\$24,400, which resets on a monthly basis. As a result, the Company is not exposed to any significant foreign currency risk.

The fair value of the foreign currency forward contract as at March 31, 2019 is a liability of \$152 which is included in accounts payable. The valuation of the foreign currency forward contracts was computed using Level 2 inputs which include spot and forward foreign exchange rates.

## Credit risk

Credit risk is the risk that a borrower may be unable to honour its debt commitments as a result of a negative change in market conditions that could result in a loss to the Company. The Company mitigates this risk by the following:

- i. adhering to the investment restrictions and operating policies included in the asset allocation model (subject to certain duly approved exceptions);
- ii. ensuring all new mortgage investments are approved by the investment committee before funding; and
- iii. actively monitoring the mortgage investments and initiating recovery procedures, in a timely manner, where required.

The exposure to credit risk at March 31, 2019 relating to net mortgages and other investments amount to \$1,335.7 million (December 31, 2018 – \$1,320.0 million).

The Company has recourse under these mortgages and the majority of other investments in the event of default by the borrowers; in which case, the Company would have a claim against the underlying collateral. Management believes that the potential loss from credit risk with respect to cash that is held in trust at a Schedule I bank by the Company's transfer agent and operating cash held also at a Schedule 1 bank, to be minimal.

The Company is exposed to credit risk from the collection of accounts receivable from tenants. The Manager routinely obtains credit history reports on prospective tenants before entering into a tenancy agreement.

### **Liquidity risk**

Liquidity risk is the risk that the Company will encounter difficulty in meeting its financial obligations as they become due. This risk arises in normal operations from fluctuations in cash flow as a result of the timing of mortgage investment advances and repayments and the need for working capital. Management routinely forecasts future cash flow sources and requirements to ensure cash is efficiently utilized. For a discussion of the Company's liquidity, cash flow from operations and mitigation of liquidity risk, see the "Capital Structure and Liquidity" section in this MD&A.

## **ADDITIONAL INFORMATION**

### **Phone**

Cameron Goodnough, CEO at 1-844-304-9967

Shareholders who wish to enroll in the DRIP or who would like further information about the plan should contact Corporate Communications at (416) 923-9967 ext. 7266 (collect if long distance).

### **Internet**

Visit SEDAR at [www.sedar.com](http://www.sedar.com); or the Company's website at [www.timbercreekfinancial.com](http://www.timbercreekfinancial.com)

### **Mail**

Write to the Company at:

Timbercreek Financial

Attention: Corporate Communications

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