



**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**Three Months Ended March 31, 2017**

## MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("**MD&A**") has been prepared by PrimeWest Mortgage Investment Corporation the ("**Corporation**", "**PrimeWest**", "**we**" or "**our**") as of May 26, 2017. It should be read in conjunction with the Corporation's audited financial statements and accompanying notes for the 12 months ended December 31, 2016 (which included restatement of previous year's balances) and our unaudited interim financial statements for the first quarter ended March 31, 2017. The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and all financial information is presented in Canadian dollars.

### Notice Regarding Forward-Looking Information

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

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

### Business Status and Overview

PrimeWest Mortgage Investment Corporation was incorporated on March 22, 2005 pursuant to *The Business Corporations Act* (Saskatchewan). The Corporation's head office is situated at 700 - 750 Spadina Crescent East, Saskatoon, Saskatchewan S7K 3H3 and its registered office is located at 1000 - 2002 Victoria Avenue, Regina, Saskatchewan S4P 0R7. The Corporation has no subsidiaries. The Corporation's fiscal year ("**Fiscal Year**") is the twelve-month period ending on December 31st of each year.

PrimeWest Mortgage Investment Corporation is a reporting issuer under securities laws. The Corporation's Class A shares ("**Shares**") trade on the Canadian Securities Exchange under the symbol PRI.

## **Business Status and Overview (continued)**

Operations are conducted to qualify as a mortgage investment corporation ("**MIC**") for the purpose of the *Income Tax Act* (Canada) (the "**Tax Act**"). As a MIC, PrimeWest is not subject to income tax provided that all taxable income is distributed to shareholders within 90 days of our December 31<sup>st</sup> year end. Such dividends are generally treated by shareholders as interest income, so that each shareholder is in the same tax position as if their proportionate share of mortgage investments made by the company had been made directly by the shareholder.

The mortgages transacted by the Corporation do not generally meet the underwriting criteria of conventional lenders and/or involve borrowers in rural areas generally not well serviced by major lenders. As a result, PrimeWest's investments are expected to be subject to greater risk and accordingly earn a higher rate of interest than what is generally obtainable through conventional mortgage lending activities. The Corporation's investment portfolio will vary from time to time depending on the Corporation's assessment of lending markets, geographical conditions and overall market conditions in Saskatchewan and elsewhere that the Corporation makes an investment.

To the extent that the funds of the Corporation are not invested in investments from time to time, funds will be held in cash deposited with a credit union or Canadian chartered bank or will be invested by the Corporation in short term deposits, savings accounts or government guaranteed income certificates so as to maintain a level of working capital for the ongoing operations of the Corporation.

As the Corporation holds a license to operate as a financing corporation under *The Trust and Loan Corporations, Act 1997* (Saskatchewan) it has the right to conduct its own mortgage transactions. The Corporation is also registered as a Mortgage Broker under *The Mortgage Brokers Act* (Manitoba). However, where practical, it is the practice of the Corporation to utilize brokers ("**Brokers**") registered pursuant to the provisions of *The Mortgage Brokers Act* (Saskatchewan), to seek out borrowers and submit mortgage applications to the Corporation. See "Business with Brokers". In other cases, the Corporation receives referrals from immigration consultants, financial advisers and bankruptcy/liquidation agencies. Upon mortgage approval, third party professional personnel prepare and register all mortgage security on behalf of the Corporation.

## **OPERATIONS**

PrimeWest continues to primarily operate in the Province of Saskatchewan with some mortgage holdings in Manitoba and Alberta. The Corporation operates in a market where mortgage receivables continue to adjust as real estate prices decline due to a slowing economy and an increase in residential vacancy rates.

The Board and Management continue to take strides to stabilize the financial condition of the Corporation.

At period end the Corporation held 14 mortgages in various stages of the foreclosure process. The Corporation is currently utilizing the forbearance process to expedite the foreclosure process, under stricter conditions of default. This will allow an opportunity to the client for market values to improve within oil and gas related areas where property valuations have declined substantially.

Assets held continue to be listed for sale. During the period ended March 31, 2017 the Corporation received title to two additional properties. Five assets were sold during the first quarter of 2017 for proceeds of \$1,145,900. Proceeds have been applied against the line of credit.

Following the completion of the 2016 Audit, the Corporation announced that due to the significant loan losses recorded, all dividends and/or redemptions would continue to be suspended until further notice.

## **OPERATIONS (continued)**

In January 2017 the Corporation obtained an additional \$500,000 of financing on a debenture secured financing obtained from a third party of whom two directors are shareholders. The debenture is at 8% per annum interest. The short term financing addressed short term cash flow issues, and allowed the Corporation the time to realize and obtain cash proceeds from the sale of foreclosed properties and other realization steps being undertaken. Subsequent to period end the Corporation repaid the \$500,000 of financing. The initial debenture of \$1,000,000 received in September 2016 has a repayment date of July 31, 2017.

At March 31, 2017 the Corporation invested \$15,559,454 in 40 (December 31, 2016 – \$16,014,374 in 44) mortgages bearing interest at fixed rates from 8.95% to 14.0% maturities ranging from May 2017 to November 2021, secured by real property to which they relate and by additional security in certain circumstances.

The Corporation continues to defer pursuing capital and equity investment opportunities until the mortgage portfolio is further stabilized and the effect of potential economic decline in residential and commercial properties sectors is better understood. The timing within which market conditions improve will directly impact further actions of the Corporation.

At March 31, 2017 the financial results reflect an unaudited Net Asset Value of \$6.54 per share.

## **RESTATEMENT OF PREVIOUS YEAR BALANCES**

During the year ended December 31, 2016, the Company's new management performed a detailed review of its mortgage portfolio. The Company determined that certain loss events occurred in prior periods that should have more properly been considered in determining the specific allowance for mortgage losses at December 31, 2015 and 2014 and interim periods in 2016. In addition, it was determined that the security value assigned to certain mortgages and assets taken in settlement of debt were not appropriate and did not consider facts and circumstances that existed at December 31, 2015 and 2014. The combination of these events also impacted the collective allowance that should have been recorded as of December 31, 2015 and 2014 and were considered as errors in accordance with IFRS. The events relating to the specific and collective allowance and the valuation of assets taken in settlement of debt have been corrected by restating each of the financial statement line items for the prior periods. As a result of considering certain loans as delinquent during the period ended March 31, 2016, reclassifications have been recorded within the statement of comprehensive income. The impact of the restatements are as follows:

**RESTATEMENT OF PREVIOUS YEAR BALANCES (continued)**

Statement of Financial Position – March 31, 2016	As previously Reported \$	Adjustments \$	Restated \$
<b>ASSETS</b>			
Cash and cash equivalents	60,724	-	60,724
Loan receivable	10,800	-	10,800
Prepaid expenses	34,733	-	34,733
Mortgages receivable	24,498,456	(3,048,291)	21,450,165
Mortgage interest receivable	177,607	-	177,607
Property and equipment	13,310	-	13,310
Assets taken in settlement of debt	1,418,434	(19,346)	1,399,088
<b>Total Assets</b>	<b>26,214,064</b>	<b>(3,067,637)</b>	<b>23,146,427</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>Liabilities</b>			
Demand loan	8,830,110	-	8,830,110
Trade and other payables	348,695	-	348,695
Unearned revenue	173,693	-	173,693
	9,352,498	-	9,352,498
<b>Shareholders' Equity</b>			
Shareholders' capital	13,917,614	-	13,917,614
Retained earnings – beginning of period	2,815,546	(2,903,124)	(87,578)
Dividends	(332,552)	-	(332,552)
Total comprehensive income (loss) for the period	460,958	(164,513)	296,445
Retained earnings (accumulated deficit) – end of period	2,943,952	(3,067,637)	(123,685)
<b>Total shareholders' equity</b>	<b>16,861,566</b>	<b>(3,067,637)</b>	<b>13,793,929</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>26,214,064</b>	<b>(3,067,637)</b>	<b>23,146,427</b>
Shares outstanding	1,705,069	-	1,705,069

**RESTATEMENT OF PREVIOUS YEAR BALANCES (continued)**

<b>Statement of comprehensive income for the period ended March 31, 2016</b>	<b>As previously Reported</b>	<b>Adjustments</b>	<b>Restated</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>
Revenue			
Mortgage interest	630,938	(128,051)	502,887
Fees	224,143	(36,462)	187,681
Mortgage interest and fees on delinquents	63,214	164,513	227,727
	<u>918,295</u>	<u>-</u>	<u>918,295</u>
Interest and fees expense			
Interest	101,164	-	101,164
Fees	2,003	-	2,003
	<u>103,167</u>	<u>-</u>	<u>103,167</u>
Net interest and fees income	815,128	-	815,128
Less:			
Bad debts and change in provision for mortgage losses	-	-	-
Provision for interest and fees on delinquents	63,214	164,513	227,727
Loss on assets taken in settlement of debt	-	-	-
Net interest and fees (loss) income after provision for mortgage losses	<u>751,914</u>	<u>(164,513)</u>	<u>587,401</u>
Expenses			
Advertising and promotion	18,293	-	18,293
Contracted services	18,595	-	18,595
Depreciation of property and equipment	1,704	-	1,704
Directors' fees	28,500	-	28,500
Insurance	9,455	-	9,455
Office and administration	29,937	-	29,937
Professional fees	72,594	-	72,594
Rent	9,561	-	9,561
Wages and benefits	102,317	-	102,317
	<u>290,956</u>	<u>-</u>	<u>290,956</u>
Total comprehensive income (loss) for the period	<u>460,958</u>	<u>(164,513)</u>	<u>296,445</u>
Earnings (loss) per share			
Basic and diluted	\$0.28	\$(0.10)	\$0.18

The restatements above did not have an impact the Company's operating, investing and financing cash flows.

## YEAR END FINANCIAL INFORMATION

	2016 December 31	2015 December 31 (restated)	2014 December 31 (restated)
Total Revenue	\$3,205,297	\$3,590,852	\$3,500,103
Total Comprehensive Income (loss)	(\$2,601,558)	(\$563,437)*	\$1,389,164*
Total Assets	\$17,848,686	\$23,521,110*	\$25,115,433*
Total Liabilities	\$5,567,156	\$10,093,019	\$9,144,450

\*Indicates restated amounts due to a portion of loan losses identified in 2016 being recorded to previous periods.

## QUARTERLY FINANCIAL INFORMATION

	Q1 2017 March 31	Q4 2016 December 31	Q3 2016 September 30 (restated)	Q2 2016 June 30 (restated)	Q1 2016 March 31 (restated)	Q4 2015 December 31 (restated)	Q3 2015 September 30 (restated)	Q2 2015 June 30 (restated)
Total Revenue	\$639,683	\$701,633	\$737,351	\$848,018	\$918,295	\$865,902	\$923,307	\$900,480
Total Comprehensive (Loss) Income	\$77,489	\$217,541	(\$2,768,365**)	(\$347,179)	\$296,445**	(\$2,077,775)*	\$508,469	\$472,230
Total Assets	\$16,707,632	\$17,848,686	\$19,578,370*	\$22,487,867**	\$23,146,427**	\$23,521,110*	\$25,094,328*	\$25,491,649*
Total Liabilities	\$4,348,613	\$5,567,156	\$7,493,615	\$7,634,747	\$9,352,498	\$10,093,019	\$8,516,665	\$9,203,674
Shareholders' Equity	\$12,359,019	\$12,281,530	\$12,249,268**	\$15,017,633*	\$13,793,929**	\$13,428,091*	\$16,577,663*	\$16,287,975*
Shares Outstanding	1,890,729	1,890,729	1,890,729	1,890,729	1,705,069	1,662,759	1,740,086	1,722,193
Shareholders' Equity per share	\$6.54	\$6.50	\$6.48**	\$7.94*	\$8.09**	\$8.08*	\$9.53*	\$9.46*
Cash Dividends Declared	0	0	0	\$378,146	\$332,552	\$332,551	\$338,631	\$344,438
Cash Dividends Declared per Class A Share	0	0	0	\$.20	\$.20	\$.20	\$.20	\$.20

\*Indicates restated amounts due to a portion of loan losses identified in 2016 being recorded to previous periods.

\*\*Indicates restated amounts due to a portion of loan losses identified and reported for the year ended December 31, 2016 being adjusted to interim periods during the year.

## 2016 RESTATEMENT OF COMPREHENSIVE INCOME (LOSS)

	Previously Reported	Loan Loss Adjustment	Restated
Q1 2016 – March 31	\$460,958	(\$164,513)	\$296,445
Q2 2016 – June 30	(\$347,179)	-	(\$347,179)
Q3 2016 – September 30	(\$2,932,878)	\$164,513	(\$2,768,365)
Q4 2016 – December 31	\$217,541	-	\$217,541

## INVESTMENT OBJECTIVES

The principal investment objective of the Corporation is to provide shareholders income while preserving capital for distribution or reinvestment. As a MIC, virtually all quarterly profits are distributed to the holders of the Common Shares. The Corporation expects to derive its earnings principally from the receipt of mortgage interest payments, fees and of interest on the cash reserves of the Corporation.

## OPERATING RESTRICTIONS

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

In addition, PrimeWest's investment practices are subject to certain operating, lending and other restrictions which have been adopted by the Corporation's board of directors. According to these restrictions, the Corporation may not:

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

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

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

## INVESTMENT POLICIES

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

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

## INVESTMENT POLICIES (continued)

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

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

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

The Corporation has a Credit Committee, which is comprised of at least two members chosen from amongst the members of the Board and the Chief Executive Officer. The primary purpose of the Credit Committee is to oversee lending guidelines and to provide oversight in the review of delinquent loan files.

## **INVESTMENT CRITERIA**

The Corporation has established investment criteria, which includes the following:

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

Key to a Mortgage Investment Corporation's success in the management of mortgage receivables is the ability to efficiently match shareholder investment capital with the funding of residential and commercial mortgage loans. Shareholder yield is negatively impacted when available investment capital is underutilized and as such it is crucial corporate operations has the ability to respond to market demand while ensuring available cash reserves do not create a drag on yield efficiency. Typically MIC corporations utilize banking credit lines to provide the necessary flexibility for access to capital while doing so with a reduced cost of capital when compared to investor capital.

## **OPERATING RESULTS FOR THE QUARTER ENDED MARCH 31, 2017**

Total comprehensive income for the period ended March 31, 2017 was \$77,489 compared to the restated comprehensive income of \$296,445 for the period ended March 31, 2016.

At March 31, 2017 the Corporation had 40 mortgages outstanding with an average balance of \$388,986. This was down by 4 mortgages from December 31, 2016 at which time the average mortgage balance was \$363,963.

### **Revenue**

Mortgage revenue for the three months ended March 31, 2017 was \$639,683. This represents a decrease from the \$918,295 generated in the three months ended March 31, 2016. The 2017 revenue consisted of \$585,968 in interest and \$53,715 in lender fees charged to borrowers.

## OPERATING RESULTS FOR THE QUARTER ENDED MARCH 31, 2017 (continued)

### Expenses

Interest expense for the three months ended March 31, 2017 was \$48,157. This was down by \$53,007 from March 2016. This was a result of the decreased available margining in 2017.

Additional interest charges for the three months ended March 31, 2017 were \$27,142 as a result of the related third party debenture the company obtained. The debenture was obtained to address short term cash flow issues related to the decreased margin available. As the sale of foreclosed properties and other realization steps are being undertaken, the Company is confident of its ability to repay the debenture on or before maturity.

Professional Fees of \$31,426 are down by \$41,168 from 2016. The decrease was due to higher costs in 2016 including legal and licensing costs relative to obtaining the CSE Listing.

Year to date Wages and benefits of \$77,814 reflect a decrease from the 2016 Year to date amount of \$102,317. This was due to a reduction in staff as well as changes to the CEO compensation package.

### INVESTMENT PORTFOLIO

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

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

#### i) Security Position

	March 31, 2017	December 31, 2016
	% of Net Mortgage Investments (\$)	% of Net Mortgage Investments (\$)
Residential - First Mortgages	33.7%	38.1%
Residential - Non-First mortgages	23.5%	21.7%
Commercial - First Mortgages	26.7%	25.1%
Commercial – Non-First Mortgages	<u>16.1%</u>	<u>15.1%</u>
	<b>100.0%</b>	<b>100.0%</b>

ii) Region

	March 31, 2017	December 31, 2016
	% of Net Mortgage Investments (\$)	% of Net Mortgage Investments (\$)
Saskatchewan	91.0%	91.7%
Alberta	8.7%	8.0%
Manitoba	.3%	.3%
	<b>100.0%</b>	<b>100.0%</b>

iii) Interest Rate

Distribution of mortgages:

Effective interest rates	Number of mortgages	March 31 2017 Amortized cost and fair value	December 31 2016 Number of mortgages	December 31 2016 Amortized cost and fair value
3 – 4%	-	-	1	304,282
4 – 5%	-	-	1	307,494
5 – 6%	-	-	1	686,159
6 - 7%	-	-	-	-
8 – 9%	5	2,101,000	5	2,063,295
9 – 10%	9	6,872,606	9	6,771,461
10 – 11%	4	3,510,824	4	3,438,446
11 – 12%	3	1,278,856	2	1,056,832
12 – 13%	15	3,190,296	17	3,560,840
13 – 14%	4	4,223,517	4	4,090,001
<i>Allowance for mortgage losses</i>		<b>(5,617,645)</b>		<b>(6,264,436)</b>
	<b>40</b>	<b>15,559,454</b>	<b>44</b>	<b>16,014,374</b>

**CAPITAL MANAGEMENT**

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

## CAPITAL MANAGEMENT (continued)

	<b>March 31, 2017</b>	<b>December 31, 2016</b>
Demand loan	2,623,069	4,321,121
Trade and other payables	171,898	191,601
Due to related parties	1,530,649	1,003,507
<b>Total debt</b>	<b>4,325,616</b>	<b>5,516,229</b>
Shareholders' equity	12,359,019	12,281,530
<b>Total capitalization</b>	<b>12,359,019</b>	<b>12,281,530</b>

	<b>March 31, 2017</b>	<b>December 31, 2016</b>
Total Assets	\$16,707,632	\$17,848,686
Total Debt	\$4,348,613	\$5,567,156
Shareholders' Equity	\$12,359,019	\$12,281,530
Total Liabilities and Shareholders' Equity	\$16,707,632	\$17,848,686
Debt to total capitalization (%)	26.0%	31.2%
Net interest & fees income (loss) after provision for mortgage losses	\$248,907	\$(1,552,267)

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

## DIVIDEND DISTRIBUTIONS

Following the completion of the 2016 Audit, the Corporation announced that due to the significant loan losses recorded, all dividends and/or redemptions would continue to be suspended until further notice.

## LIQUIDITY AND CAPITAL RESOURCES

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

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

## **LIQUIDITY AND CAPITAL RESOURCES (continued)**

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

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

During the year ended December 31, 2016, the Corporation's new management performed a detailed review of its mortgage portfolio. This review has been completed with significant additional specific and collective provisions for mortgage losses being recorded in the current year and prior years as previously discussed. Refer to the notes under Critical Accounting Estimates for further disclosure.

## **OFF-BALANCE SHEET TRANSACTIONS**

The Corporation's business constitutes of advancing funds secured by real estate mortgage and the administration and collection of principle and interest under these mortgages. The Corporation does not have any off-balance sheet transactions with the exception of the lease agreement for its premises. The future lease commitments expire May 31, 2018.

## **RELATED PARTY TRANSACTIONS**

The Corporation is managed by the Chief Executive Officer, the Chief Financial Officer and the administration of business activities is handled by employees. The Board of Directors oversee and provide direction to management.

Two Directors are shareholders in a third party from whom an initial advance of \$1,000,000 on a debenture was secured in September 2016. In January 2017 the Corporation obtained an additional \$500,000 of financing on a debenture secured financing obtained from the same third party. The debenture is at 8% per annum interest. The short term financing addressed short term cash flow issues, and allowed the Corporation the time to realize and obtain cash proceeds from the sale of foreclosed properties and other realization steps being undertaken. Subsequent to period end the Corporation repaid the \$500,000 of financing obtained in 2017. The initial debenture of \$1,000,000 has a repayment date of July 31, 2017.

## **FINANCIAL INSTRUMENTS**

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

The authorized limit of the credit facility is the lesser of the margin calculation and \$15,000,000. It bears interest at the rate of prime interest plus 1.5%. The credit facility is secured by a general security agreement over the assets of the Corporation. As at March 31, 2017, the maximum margin available was \$3,411,200.

The Corporation continues to manage the reduced margin with proceeds from mortgage payouts, sales of assets held and the debenture funding received.

The Corporation is currently in compliance with all financial covenants.

## **CRITICAL ACCOUNTING ESTIMATES**

The assessment for impairment to identify losses within the mortgage portfolio is a critical aspect of Management's function. In order to identify losses that may have occurred but which have not been identified, the Corporation groups its mortgage investments within similar risk characteristics. All mortgages are assessed individually for impairment.

In addition to individual assessment the mortgages are collectively assessed. Based on amounts determined from the analysis, Management uses its judgement to determine whether or not actual future losses are expected to exceed or be less than the amounts calculated.

As of March 31, 2017 the Corporation had an impairment allowance of \$5,617,645 which includes a Specific Allowance of \$4,758,091 and a Collective Allowance of \$859,554. The impairment allowance at December 31, 2016 was \$6,264,436 which included a Specific Allowance of \$5,404,882 and a Collective Allowance of \$859,554. Approximately 81% of the Specific Allowance at March 31, 2017 can be attributed to 2 Commercial mortgages and 3 Residential mortgages representing \$3,858,439 in Specific Allowances.

## **MANAGEMENT/CONTROL/PROCEDURES**

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

The Board of Directors provide an oversight role, and the Audit Committee assists in the provision and review of financial information contained with the MD&A and the financial statements for the year ended December 31, 2016.

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

## **MARKET OUTLOOK & CORPORATE RISKS**

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

While the Corporation conducts its business in the Western Provinces of Saskatchewan, Manitoba and Alberta our primary market for residential and commercial mortgages continues to be Saskatchewan. With a slowdown in the economy Investors in the Corporation may have concerns relative to the real estate market in general and the potential impact on companies in this industry affecting their ability to generate profits, pay dividends and redeem shares to their investors in the future.

Management and the Board have deferred pursuing capital and equity investment opportunities until its mortgage portfolio is stabilized and the effect of potential economic decline in residential and commercial properties sectors is better understood. The timing within which market conditions improve will directly impact further actions of the Corporation.

The Corporation is focussed on ensuring the borrowing policies and guidelines are properly followed.

## **MARKET OUTLOOK & CORPORATE RISKS (continued)**

We consider and establish a number of strategies to limit market risks due to changes in the overall economy and or specific sectors of the economy which may impact our business model and our resulting mortgage portfolio. We maintain prudent lending practices within the guidelines established for Mortgage Investment Corporation's ("MIC") by Government Regulations. MIC's are allowed to lend to an initial maximum Loan To Value ("LTV") of up to 95% of the appraised value of property being mortgaged and we have internal guidelines established to utilize a lower threshold of 85% LTV.

While MIC's are allowed to enter into mortgages with initial terms of up to 2 years in duration, we continue to concentrate on shorter term maturities to facilitate more immediate cash flow issues while working to convert investment assets to cash to provide the most efficient use of shareholder capital.

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

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

## **ADDITIONAL INFORMATION**

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