

## **TIMIA CAPITAL CORP. (the “Company”)**

### **MANAGEMENT DISCUSSION AND ANALYSIS in Form 51-102F1 (“MD&A”)**

The following discussion and analysis is for the three months ended **February 28, 2019**. This MD&A was approved by the Board of Directors on April 26, 2019.

#### **INTRODUCTION**

The discussion and analysis of the operating results and financial position of the Company should be read in conjunction with the February 28, 2019 condensed interim Financial Statements and related Notes (the “Financial Statements”), which have been prepared in accordance with IAS 34 Interim Financial Reporting of International Financial Reporting Standards (“IFRS”). All monetary amounts are expressed in Canadian dollars unless otherwise indicated in the notes to the financial statements. This discussion and analysis may contain forward-looking statements about the Company’s future prospects, and the Company provides no assurance that actual results will meet management’s expectations. Additional information relating to TIMIA Capital Corp. is available on SEDAR at [www.sedar.com](http://www.sedar.com).

TIMIA Capital Corp. (“TIMIA” or the “Company”) was incorporated under the Business Corporations Act of British Columbia on October 26, 2007 under the name Angelwest Capital Corp. The Company changed its name to GreenAngel Energy Corp. on October 27, 2009 and then to TIMIA Capital Corp. on September 23, 2015 and is listed on the TSX Venture Exchange (the “TSX-V”) trading under the symbol “TCA”.

The Company primarily focuses on providing financing to North American technology companies in exchange for either: i) variable monthly payments structured as a percentage of applicable revenue, subject to minimum monthly payments or ii) a fixed schedule of predetermined monthly payments. In addition to the capital injection, companies receiving financing from TIMIA Capital receive a suite of value-added services such as benchmarking performance against industry best practices, and quarterly educational seminars.

The Company changed its investment focus and management team in mid-2015 and has seen a recovery in its share price and an increase in trading volumes.

The Company’s head office and principal place of business is Suite 207 - 415 West Cordova Street, Vancouver, British Columbia, Canada.

#### **FORWARD-LOOKING STATEMENTS**

Certain statements contained in this MD&A constitute forward-looking statements. All statements other than statements of historical fact may be forward-looking statements. Forward-looking statements are often, but not always, identified by the use of words such as “seek”, “anticipate”, “plan”, “continue”, “estimate”, “designed”, “expect”, “may”, “will”, “project”, “predict”, “potential”, “targeting”, “intend”, “could”, “might”, “should”, “believe” and similar expressions. These statements are subject to a variety of risks and uncertainties which could cause actual events or results to differ from those reflected in the forward-looking statements. Based on current available information, the Company believes that the expectations reflected in those forward-looking statements are reasonable, but no assurance can be given that those expectations will prove to be correct. The forward-looking statements in this MD&A are expressly qualified by this statement, and readers are advised not to place undue reliance on the forward-looking statements.

#### **OVERVIEW**

TIMIA provides financing and support to private technology businesses in North America (individually, an “Investee” and collectively the “Investees”) and, in return, receives monthly payments. TIMIA’s revenue consists of interest from its Revenue Financing (“RF”) contracts between TIMIA and each Investee, interest from the

Company's Springboard term loan investments and income from transaction and other fees (due diligence fees and other similar payment types). Specific investee financings are contracted for various expected durations with a maximum payback period of as much as eight years. Payments are received monthly and each investment's value is assessed for impairment at each reporting date based on the performance of the Investee's gross revenue and other financial performance measures. TIMIA also manages a portfolio of equity investments primarily comprised of equity positions obtained through its prior business model as GreenAngel Energy Corp. The Company is actively managing its equity portfolio to optimize returns to shareholders however it is no longer making new equity investments or follow-on investments in the existing portfolio. From time to time, TIMIA may acquire new equity holdings as a function of its lending activity.

TIMIA provides the initial capital for all investments made from its own balance sheet via common share and debenture issuances. After an initial period of loan stabilization, TIMIA then syndicates pools of its loan portfolio to outside Co-investors, retaining a portion of the Co-investors yield as compensation for TIMIA. In exchange for the syndication, TIMIA receives capital which is re-invested in new investments as well as for general operating purposes.

## **HIGHLIGHTS OF PERFORMANCE**

For the three months ended February 28, 2019, the Company had the following highlights:

- Total revenue of \$570,563 was an increase of 58% from \$360,179 in the same period last year;
- Total assets increased over 2% to \$14,617,521 from \$14,254,460 in the year ended November 30, 2018;
- Interest income grew 50% to \$510,330 for the period compared to \$339,154 in the same period last year;
- Loan portfolio increased by 35% in the last three months from \$9,680,390 to \$13,026,861;
- Net loss of \$255,480 compared to a net income of \$83,106 for the same period last year, the difference mostly due to an exit that occurred in the quarter ended February 28, 2018;
- Completed a \$1,320,000 private placement of Series E debentures with warrants; and
- Financed US\$3,000,000 of new loans in the US as well as CAD\$2,000,000 of new loans in Canada, and disbursed US\$1,000,000 and CAD\$2,000,000 thereof, respectively.

## **OVERALL PERFORMANCE**

During the quarter ended February 28, 2019, the Company continued to grow its business by completing two loan investments.

For the three months ended February 28, 2019, the Company posted a net loss of \$255,480 compared to a net income of \$83,106 in the same period last year. The difference reflects a 27% increase in expenses related to building the Company's infrastructure and deal generation engine over the same period last year combined with a gain on investments of \$308,903 in the same quarter last year from the exit of iCompass Technologies Inc. ("iCompass").

TIMIA continues to build the value and size of its portfolio by expanding the number of companies in its loan portfolio, making follow-on investments in existing portfolio companies and actively assisting in the growth plans of the companies in their portfolio. During the quarter ended February 28, 2019, TIMIA benefited from increased payments (combined principal and interest) as a result of the strong revenue growth of its underlying portfolio and increasing contractual payments as per the underlying loan contracts. At the same time, the Company increased its investments in infrastructure, staff and marketing.

## **REVENUE GROWTH**

The Company's revenue is primarily interest income generated under the Company's RF model. Interest income in the three months ended February 28, 2019 was \$510,330 compared to \$339,154 in the same period last year, a 50% increase. As the Company makes new investments, the number of monthly payments derived from the portfolio grows.

Income from transaction and other fees was \$60,233 in the three months ended February 28, 2019 compared to \$21,025 in the same period last year. Total revenue for the three months ended February 28, 2019 increased 58%, to \$570,563 compared to \$360,179 for the three months ended February 28, 2018.

Chart 1 shows the increase in revenue since Q1 2015.

Chart 1



The increase in revenue over the year, representing interest income and income from transaction and other fees, are a result of new loan investments made by the Company. Management expects the payment amounts to increase over time as both new and follow-on investments are made and as payments increase from the underlying portfolio. The decrease in revenue for the third quarter ended August 31, 2018 compared to the second quarter ended May 31, 2018 reflects the timing of multiple exits that had occurred over the previous two quarters and their short-term impact on revenue due to the inevitable delay in re-investing those proceeds in revenue-generating loans. This same effect significantly increased the Company's cash balance and helped drive profitable gains on investments. The surplus cash balance has been substantially reinvested by the end of this first quarter, including disbursements totaling \$3,325,653 during the quarter, to restore this revenue and continue the growth trend.

## **EXPENSES INCREASE TO BUILD INFRASTRUCTURE**

During the three months ended February 28, 2019, the Company invested into the growth of its business including increasing its deal origination efforts, completing its expansion into the United States, and increasing its investor relations efforts. The following key items are highlighted:

### Operational Expense

- Investor relations and communications increased from \$68,014 to \$104,146 due to increased external investor relations services including advisors and market makers, as well as fees paid for fund raising services provided. This investment facilitated the increasing awareness of the Company to public market investors;
- Marketing services and promotion expense increased from \$35,465 to \$72,811 to invest in deal flow origination, including systems, personnel, in-person and web events, and advertising;
- Accounting and Legal increased from a recovery of \$2,998 to an expense of \$38,794 due to increased accounting and legal structuring costs related to the entrance of the Company into the United States market, increasing audit costs due to the growth of the organization, and increased Board-related legal matters; and

- Administrative, management and directors' wages and fees increased due to a team headcount increase as the organization scales. Office, travel, systems and miscellaneous expense went up correspondingly to support increased headcount.

#### Finance Expense

- Interest expense makes up \$236,295 of the total expense amount of \$712,406 for the period, an increase in interest expense of \$28,502 over same period last year. The increase in interest expense is associated with the issuance of new debentures with warrants during the period.

The breakdown of expenses for the three months ended February 28, 2019 and 2018 are as follows:

	2019	2018
Administrative, management, and directors' fees	\$ 133,132	\$ 129,676
Accounting and legal (recovery)	\$ 38,794	\$ (2,998)
Share-based payments	\$ 40,257	\$ 62,067
IR and communications	\$ 104,146	\$ 68,014
Marketing services and promotion	\$ 72,811	\$ 35,465
Office, travel, systems, and miscellaneous	\$ 67,077	\$ 56,493
Interest expense	\$ 236,295	\$ 207,793
Transfer agent and regulatory fees	\$ 1,307	\$ 1,551
Loan loss provision	\$ 18,587	\$ 27,544
	<hr/> \$ 712,406	<hr/> \$ 585,605

#### INTEREST PAYMENTS TO CO-INVESTORS

The Company has syndicated a portion of its loan portfolio to external investors in exchange for cash payments. The financial statements of the Company at February 28, 2019 include a Co-investment obligation liability and an Interest payments to co-investors expense in Other Items related to this co-investor program.

Interest payments to co-investors expensed during the three months ended February 28, 2019 were \$92,044 and represent management's estimate of the expense portion of the total payments paid to co-investors during the period. There were no payments to co-investors in the same period last year.

#### SUMMARY OF QUARTERLY RESULTS

	Q1-2019	Q4-2018	Q3-2018	Q2-2018	Q1-2018	Q4-2017	Q3-2017	Q2-2017
Revenue	\$570,563	\$501,129	\$399,991	\$476,940	\$360,179	\$312,171	\$251,599	\$268,246
Adjusted EBITDA (note 1)	\$111,154	(\$100,347)	\$109,686	\$974,275	\$359,135	\$16,533	\$97,115	\$103,028
Net income (loss)	(\$255,480)	(\$420,418)	(\$413,221)	\$769,371	\$83,106	(\$195,066)	\$235,016	(\$104,462)
Basic and diluted income (loss) per share	(\$0.01)	(\$0.01)	(\$0.01)	\$0.02	\$0.00	(\$0.00)	\$0.01	(\$0.00)
Total assets	\$14,617,521	\$14,254,460	\$13,108,902	\$11,942,311	\$11,595,664	\$9,060,664	\$7,957,565	\$6,185,675
Total liabilities	\$11,246,188	\$10,729,659	\$9,372,383	\$7,874,878	\$ 8,367,853	\$6,082,881	\$4,893,292	\$4,296,612

#### (Note 1) Non-GAAP Measures and Other Financial Measures

In managing our business and assessing our financial performance, we supplement the information provided by the GAAP-based financial statements with metrics and non-GAAP financial measures which are utilized by our management to evaluate our performance. Although we believe these measures are widely used in the specialty finance industry, some may not be defined by us in precisely the same way as by other companies in the specialty

finance industry, so there may not be reliable ways to compare us to other companies. Adjusted EBITDA represents a net loss and comprehensive loss from continuing operations (the most directly comparable GAAP measure) excluding amounts for: income tax expense; interest expense; depreciation and amortization; non-cash revenue; non-cash gains; equity-based compensation and all other non-cash expenses. We believe Adjusted EBITDA is a helpful measure because it allows us to evaluate our performance by removing from our operating results items that do not relate to our core operating performance. Adjusted EBITDA is not a measure of financial performance under GAAP and should not be considered in isolation or as a substitute for net loss and comprehensive loss from continuing operations, the most directly comparable GAAP financial measure. Adjusted EBITDA is not defined in the same manner by all companies and may not be comparable to other similarly titled measures of other companies unless the definition is the same.

## **LIQUIDITY AND SOLVENCY**

As at February 28, 2019, the Company's cash balance was \$670,105 and working capital was \$668,870. This is compared with \$3,749,949 and \$3,614,268 respectively as of November 30, 2018.

The funds raised by the private placement of debentures, co-investment agreements and cash generated from the successful exits of portfolio investments combined with growing interest income result in the Company having enough funds to operate through 2019. Subsequent to quarter end, the Company further increased its ability to make new investments by closing a \$10,500,000 of non-dilutive financing through a limited partnership structure (see Subsequent Events section for details).

## **OUTLOOK**

The Company completed two new loan investments this quarter, the same number as in the equivalent quarter a year earlier. However the total dollar value of the loans the Company completed this quarter increased roughly 25% this quarter compared to the same quarter a year ago. The Company continues to evaluate new investment opportunities and has capital ready to deploy to new and follow-on investments.

Management evaluates these investments in terms of their current revenue, future expected revenue growth, gross margins, earnings, cash flow, market position, and management quality. Furthermore, every month TIMIA monitors each investment in its portfolio in terms of its growth against plan and financial performance on various key financial metrics.

As with TIMIA's recent portfolio exits, management expects some of the remaining underlying investee companies to be sold or to achieve a similar exit for its investors in accordance with its financing agreements at predetermined exit values.

## **OFF-BALANCE SHEET ARRANGEMENTS**

The Company has no off-balance sheet arrangements.

## **RELATED PARTY TRANSACTIONS**

The Company had the following related party transactions:

- (a) Certain directors, officers, family members of directors and officers and a company controlled by a family member of a director and officer identified as key management personnel invested in the Company's convertible debentures. As at February 28, 2019, there was \$817,743 (November 30, 2018: \$814,653) due to directors, officers, family members of directors and officers and a company controlled by a family member of a director and officer identified as key management personnel.
- (b) Debentures of \$675,000 (November 30, 2018: \$675,000) were issued to directors, officers, family members of directors and officers and a company controlled by a family member of a director and officer identified as key management personnel. As at February 28, 2019, there was \$790,888 (November 30, 2018:

\$788,672) due to directors, officers, family members of directors and officers and a company controlled by a family member of a director and officer identified as key management personnel.

- (c) During the three months ended February 28, 2019, \$33,741 (2018: \$15,988) of interest from both debentures and convertible debentures were accrued or paid to certain directors, officers, family members of directors and officers and a company controlled by a family member of a director and officer identified as key management personnel.
- (d) Accounts payable of \$11,100 (November 30, 2018: \$13,183) was due to directors and officer identified as key management personnel as at February 28, 2019.
- (e) Rent expense of \$4,746 (2018: \$Nil) was accrued or paid during the three months ended February 28, 2019.

The Company considers the Chief Executive Officer, Chief Financial Officer, Chief Investment Officer, Chief Credit Officer, and Directors as key management personnel. Key management compensation for the three months ended February 28, 2019 and 2018 were as follows:

- (a) Directors fees of \$10,942 (2018: \$10,938) were accrued or paid during the three months ended February 28, 2019.
- (b) Management fees of \$94,982 (2018: \$117,083) were accrued or paid during the three months ended February 28, 2019.
- (c) Share-based payments of \$40,257 (2018: \$62,067) were recorded for directors and certain officers identified as key management personnel for the three months ended February 28, 2019.

WUTIF Capital (VCC) Inc. (“WUTIF”), a company related to the Chairman of the Board of TIMIA is pursuing legal action against Mazza Innovation Ltd. (“Mazza”) and its primary shareholder relating to a dispute over the distribution of proceeds received from the sale of Mazza. The President of, and a member of the Board of Directors of, Mazza during the sale process is also a member of the Board of Directors and the former Chief Financial Officer of TIMIA. At present, TIMIA is not a party to the legal action.

## **RECENT EVENTS**

On February 28, 2019, the Company entered into a 3-year, \$2,000,000 investment facility for Vancouver-based software company, BasicGov systems, Inc. The full financing amount was advanced on March 1, 2019.

On January 21, 2019, the Company entered into a US\$3,000,000 investment facility for Karbon Inc., a software company based in Sausalito, Calif. The financing facility includes an initial disbursement of US\$1,000,000, which was advanced on the same day, and a further US\$2,000,000 to be disbursed upon certain milestones being met over the term of the agreement.

On January 11, 2019, the Company appointed Andrew Abouchar, its Chief Credit Officer, to the additional role of Chief Financial Officer.

On December 13, 2018, the Company closed a private placement of \$1,320,000 of Series E debentures with warrants, of which \$775,000 in debentures with 258,333 warrants were issued during the year ended November 30, 2018. This private placement which was priced at \$100 per unit resulted in a total issuance of 13,200 debentures and 440,000 warrants. The debentures bear an interest rate of 12% per annum, payable quarterly in arrears, have a term of five years from November 30, 2018 and will be secured against the assets of the Company. The warrants are exercisable for five years from November 30, 2018, at a price of \$0.30 per share.

A total commission of \$28,700 and 95,666 broker warrants, exercisable at \$0.30 with a two-year term, were paid as part of this transaction. All of the securities sold pursuant to the private placement are subject to a four-month hold period.

The Company will use these proceeds, from both new and existing accredited investors, to expand its growing portfolio of revenue financing investments.

On November 1, 2018, the Company retained Venture Liquidity Providers Inc. (“Venture Liquidity Providers”) to initiate its market-making services and provide assistance in maintaining an orderly trading market for the common shares of the Company. The market-making services will be undertaken by Venture Liquidity Providers through a registered broker, W.D. Latimer Co. Ltd., in compliance with the applicable policies of the TSX-V and other applicable laws. The Company and Venture Liquidity Providers act at arm's length; Venture Liquidity Providers has no present interest, directly or indirectly, in the Company or its securities. The fee paid by the Company to Venture Liquidity Providers is for services only.

On October 31, 2018, the Company closed \$1,000,000 in non-dilutive capital through the Company’s co-investor platform. The Toronto-based Manitou Investment Management Ltd. via its total return yield fund had previously invested \$2,500,000 in the Company’s underlying portfolio of private software companies bringing its total commitment as a co-investor to \$3,500,000 since January of this year.

On October 29, 2018, Mark Bakker was appointed as Director of Marketing.

On October 23, 2018, the Company put in place a \$1,000,000 investment facility for Aprio Inc. The financing facility includes an initial disbursement of \$400,000, which has been advanced, and a further \$600,000 to be disbursed upon certain milestones being met over the term of the agreement.

On October 17, 2018, the Company put in place a US\$2,500,000 investment facility for Real Savvy Inc. The financing facility includes an initial disbursement of US\$1,000,000, which was already advanced on the same day, and a further US\$1,500,000 to be disbursed upon certain milestones being met over the term of the agreement.

On October 10, 2018, the Company put in place a \$2,000,000 investment facility for FormHero Inc. The financing facility includes an initial disbursement of \$1,000,000 and a further \$1,000,000 to be disbursed upon certain milestones being met over the term of the agreement.

On August 31, 2018, Beanworks Solutions Inc. (“Beanworks”) executed the early exit provisions of its revenue finance contract with the Company. The Company, which had invested \$1,150,000 out of a \$2,000,000 facility in Beanworks, received an exit payment of \$1,332,223. As a result of this payout, the Company recorded a realized gain of \$92,808 during the year ended November 30, 2018.

On August 16, 2018, the Company made a further \$750,000 investment in Wagepoint Inc. The \$750,000 investment is part of the software company's existing \$2,000,000 revenue financing facility with the Company.

On August 14, 2018, the Company made a \$500,000 investment in Paltech Solutions dba 7Geese Inc. of Vancouver, BC which was announced on September 5, 2018. The \$500,000 investment is part of the software Company’s existing \$1.5 million revenue financing facility with TIMIA, and the second disbursement in four months.

On August 9, 2018, the Company arranged a \$2,000,000 investment facility for Ziva Dynamics Inc. The financing facility includes an initial disbursement of \$750,000 and a further \$1,250,000 to be disbursed upon certain milestones being met over the term of the agreement.

On July 10, 2018, the Company exited its investment of Mazza Innovation Ltd. for total proceeds of \$232,187, realizing a gain of \$88,187 during the year ended November 30, 2018.

On June 27, 2018, the Company closed \$750,000 in non-dilutive capital through the Company's co-investor platform.

On June 13, 2018, the Company closed \$1,000,000 in non-dilutive capital through the Company's co-investor platform.

On May 24, 2018, QuickMobile, one of TIMIA's revenue finance investments was acquired by Cvent Inc. As a result, QuickMobile has executed the early exit provisions of its revenue finance contract with the Company. The Company, which had invested \$2,000,000 in QuickMobile, received an exit payment of \$3,039,193, in addition to cumulative monthly payments received to the end of April 30, 2018, of \$960,807, for a total of \$4,000,000 received over the 2.5 years life of the facility. As a result of this payout, the Company recorded a realized gain of \$1,036,104 during the year ended November 30, 2018.

On May 10, 2018, the Company arranged a \$2,000,000 investment facility for Vonigo Software Ltd. The financing facility includes an initial disbursement of \$700,000 and a further \$1,300,000 to be disbursed upon certain milestones being met over the term of the agreement.

On May 1, 2018, the Company arranged a \$1,500,000 investment facility for Paltech Solutions, doing business as 7Geese Inc. The financing facility includes an initial disbursement of \$1,000,000 and a further \$500,000 to be disbursed upon certain milestones being met over the term of the agreement.

On May 1, 2018, the Company appointed Oak Hill Financial Inc. for investor relations services, including, but not limited to: providing an investor relations program catering to Investment Industry Regulatory Organization of Canada (IIROC) retail brokerage investors; introducing prospective IIROC retail brokerage clients to TIMIA; and targeting adviser channels of distribution, including positioning TIMIA with Canadian-based IIROC investment advisers and family offices. The contract was terminated within the year.

On April 17, 2018, the Company appointed Stephanie Andrew to Vice-President, Finance.

On March 19, 2018, the Company's partner Finhaven Technology Inc. ("Finhaven") launched an equity and debt issuance platform utilizing the ethereum blockchain for the creation of tokenized securities. Finhaven relies on its proprietary coding and smart contracts to ensure that the creation, sale and future resale of these security tokens will all be in compliance with applicable securities laws.

On February 28, 2018, the Company entered into a loan agreement with Parkbench Inc. The financing is for a total of \$2,000,000, with a first disbursement of \$1,000,000 and a further \$1,000,000 to be disbursed upon certain milestones being met over the next 24 months.

On February 20, 2018, Rise People bought out its finance agreement with the Company. The transaction paid the Company the original \$1,500,000 investment plus an additional cash payment of approximately \$70,000 over and above reimbursed transaction expenses.

On January 31, 2018, the Company established a collaboration with Finhaven Technology Inc., a blockchain powered investment banking platform, to create a cryptocurrency-based investment platform (CBIP) for the Company.

On January 29, 2018, the Company completed a closing of non-dilutive co-investment financing for \$1,500,000.

On January 18, 2018, the Company closed \$350,000 in non-dilutive capital from a co-investment financing. Co-investment financing allows qualified investors to directly participate in the Company's portfolio of investments by investing alongside the Company, thereby significantly increasing the amount of non-dilutive capital available to the Company. Investors will receive a specified percentage of future cash flows from portfolio companies. On January 29, 2018, the Company completed a second closing of \$1,500,000 with the Company's first institutional investor, for total proceeds of \$2,100,000.

On January 10, 2018, iCompass Technologies Inc., one of TIMIA's revenue finance investments, executed the early exit provisions of its contract with the Company. The Company, which had invested \$1,250,000 in iCompass, received an exit payment of \$1,606,000, in addition to cumulative monthly payments of \$338,000 received to the end of November 30, 2017, for a total of \$1,944,000 received over the life of the facility. As a result of this payout, the Company recorded a realized gain of \$308,903 during the year ended November 30, 2018.

On January 2, 2018, the Company closed a non-brokered private placement of \$64,400 in new equity units at a price of \$0.12 to accredited investors. Each unit is composed of one common share and a half of one common share purchase warrant. Each warrant will entitle the holder thereof to purchase one additional common share at an exercise price of \$0.14 per warrant share for a period of 24 months from the date of closing of the private placement.

The Company closed \$794,500 in debentures from both new and existing accredited investors. The debentures pay 12% annual interest and will be secured against the assets of the Company. They will mature on June 15, 2022, with an option for early redemption by the Company after December 15, 2019.

On December 14, 2017, the Company entered into a loan agreement with Wagepoint Inc. The financing is for a total of \$2,000,000, with a first disbursement of \$750,000 and a further \$1,250,000 to be disbursed upon certain milestones being met over the next 24 months.

## **SUBSEQUENT EVENT**

On April 21, 2019, the Company completed a \$2,000,000 term debt financing in Echosec and advanced \$1,000,000 with the remainder to be disbursed upon certain milestones being met.

On March 6, 2019 the Company completed a \$10,500,000 financing in launching its first Limited Partnership (“LP”). Under the terms of the LP, TIMIA will retain 20% of the LP units and act as the LP’s manager. Existing financing facility agreements with TIMIA’s portfolio of SaaS companies, representing approximately \$8,000,000 in value were transferred into the LP with related monthly payments being distributed to LP unit holders, including TIMIA, going forward. The Company, in its capacity as the manager of the LP has invested \$2,400,000 in the LP. The LP has approximately \$2,000,000 in cash that will be invested into similar transactions over the following 120 days. In addition, the Company has received approximately \$6,000,000 as net proceeds of this transaction.

## **FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS**

### **Financial Instruments**

The following table summarizes information regarding the carrying values and classification of the Company’s financial instruments as of the periods ended February 28, 2019 and November 30, 2018:

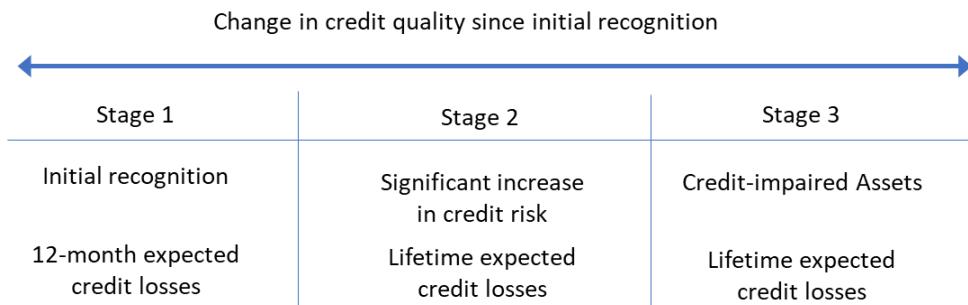
	<b>February 28, 2019</b>	<b>November 30, 2018</b>
Cash – FVTPL	\$ 670,105	\$ 3,749,949
Accounts receivable – Amortized costs	273,174	193,956
Loans receivable – Amortized costs	12,635,449	9,307,564
Equity investments – FVTPL	965,100	965,100
Accounts payable – Amortized costs	190,637	206,399
Convertible debentures – Amortized costs	2,031,540	2,028,565
Debentures – Amortized costs	6,024,930	5,454,334
Co-investment obligations – Amortized costs	\$ 2,836,416	\$ 2,886,456

The estimated fair values of cash and accounts payable approximate their respective carrying values due to their nature and short terms to maturity. Equity investments are carried at their fair value. Loans receivable, convertible debentures, co-investment obligations, and debentures are carried at amortized cost.

### **Credit Risk**

Credit risk is the risk of potential loss to the Company if the counterparty to a financial instrument fails to meet its contractual obligations. The Company's credit risk is primarily attributable to its cash and loan investments. The Company limits exposure to credit risk by maintaining its cash with financial institutions. Deposits held with these institutions may exceed the amount of insurance provided on such deposits. The Company's maximum exposure to credit risk at the reporting date is the carrying value of cash and loan investments.

In monitoring credit risk the Company performs ongoing credit evaluations of its investees' financial condition. The evaluation considers delinquency trends, sales volumes and the investee's ability to maintain its financial condition. In prior periods, the Company accrued a loan loss provision each quarter of 0.75% (3% p.a.) of the portfolio amortized loan balance, net of future cash flows belonging to the holders of the co-investment obligation agreements. The Company adopted IFRS9 this quarter and thus as of December 1, 2018 the Company calculates an expected credit loss (ECL) based on the 'three stage' model outlined in the diagram below.



The Company assigns each loan in the portfolio to a credit quality stage of Stage 1, Stage 2 or Stage 3. This credit quality staging is then used to calculate the lifetime ECL. The lifetime ECL is the maximum loss in default adjusted for the probability of loss. At each reporting period, the ECL is calculated for each loan receivable. The Company periodically reviews the ECL model to determine if industry trends or macro-economic factors have changed, causing a need to adjust the ECL model. The loan loss expense this quarter is \$18,587 and the loan loss accrued is \$391,413 for the three month period ended February 28, 2019.

### Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company maintains sufficient cash balances to meet current working capital requirements. The Company is dependent on obtaining regular financings in order to continue as a going concern. Despite previous success in acquiring these financings, there is no guarantee of obtaining future financings. The Company's cash consists of cash deposited in business accounts held by high credit quality financial institutions. The Company is not invested in any asset backed commercial paper.

	<b>Carrying amount</b>	<b>Contractual cash flows</b>	<b>Within 1 year</b>	<b>Within 2 years</b>	<b>Within 5 years</b>
Accounts payable	\$ 190,637	\$ 190,637	\$ 190,637	\$ -	\$ -
Convertible debentures	2,031,540	2,031,540	14,421	2,012,211	4,908
Debentures	6,024,930	6,024,930	66,398	-	5,958,532
Co-investment obligations	2,836,416	2,836,416	250,572	-	2,585,844
<b>Total</b>	<b>11,083,523</b>	<b>11,083,523</b>	<b>522,028</b>	<b>2,012,211</b>	<b>8,549,284</b>

Co-investment obligations, having a carrying value of \$2,836,416, do not contain a contractual cash flow. Co-investors are only entitled to a percentage of revenue, if and when received.

### Foreign Exchange Risk

The Company's foreign exchange risk consists of its loan investments of US\$1,000,000 each in US companies Real Savvy Inc. and Karbon Inc..

### **Interest Rate Risk**

The Company's exposure to interest rate risk arises from the interest rate impact on its cash. The Company's practice has been to invest cash at floating rates of interest in order to maintain liquidity, while achieving a satisfactory return for shareholders.

### **Market Risk**

Market risk is the risk that the fair value of, or future cash flows from, the Company's financial instruments will significantly fluctuate due to changes in market prices. The value of financial instruments can be affected by changes in interest rates, foreign exchange rates, and equity prices. The Company is exposed to market risk in trading its investments and unfavourable market conditions could result in dispositions of investments at less than favourable prices. Additionally, the Company adjusts its investments to fair value at the end of each reporting period. This process could result in significant write-downs of the Company's investments over one or more reporting periods, particularly during periods of overall market instability, which could have a significant unfavourable effect on the Company's financial position. The Company manages market risk by having a portfolio of investments not singularly exposed to any one issuer; however, its investment activities are currently concentrated primarily in the technology and energy sectors. The Company also manages its market risk by reviewing commodity prices, individual equity movements, and the stock market to determine the appropriate course of action to be taken by the Company.

## **MANAGEMENT'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING**

The Company's management is responsible for establishing and maintaining adequate internal control over financial reporting. Any system of internal control over financial reporting, no matter how well designed, has inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

In compliance with the requirements of National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings, the Certifying Officers have reviewed and certified the Financial Statements for the three months ended February 28, 2019 and year ended November 30, 2018, together with other financial information included in the Company's annual securities filings. The Certifying Officers have also certified that disclosure controls and procedures have been designed to provide reasonable assurance that material information relating to the Company is made known within the Company and that they operated effectively during the period.

### **OUTSTANDING SHARE DATA**

As of February 28, 2019, and as at the date of this MD&A, the Company had 36,365,793 common shares outstanding, 4,605,000 stock options, 9,295,482 share purchase warrants outstanding and \$2,051,000 convertible debentures convertible into 14,650,000 common shares.

### **ON BEHALF OF THE BOARD:**

*"Michael Walkinshaw"*

Chief Executive Officer

**TIMIA CAPITAL CORP.**